

# RESIDENTIAL AND BUY TO LET PRODUCT GUIDE

FOR ADVISORS ONLY  
MAY 2019 V3

We're a specialist mortgage lender with a simple ambition –  
To help more of your customers get affordable mortgages

## KEY PRODUCT CRITERIA

- No credit scoring
- IVA, Bankruptcy & DMP's all accepted
- No monetary limit on CCJ's & Defaults
- CCJ's & Defaults do not need to be satisfied
- No monetary limit on debt consolidation



Employed



Self  
Employed



Contractors



Buy to  
Let



Help to  
Buy

**Bluestone.**

mortgages

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**" RARELY THESE DAYS DO YOU COME ACROSS A LENDER WHICH YOU CAN TRULY LABEL AS SPECIALIST, ALTHOUGH THAT IS EXACTLY WHAT BLUESTONE MORTGAGES ARE! "**

**Tony Nunn,**

National Sales Director, Charles Derby Mortgage Bureau

**WE'LL MAKE OUR DECISIONS BASED ON YOUR CUSTOMER'S UNIQUE CIRCUMSTANCES - WE DON'T CREDIT SCORE**

# CREDIT CATEGORIES FOR RESIDENTIAL AND BUY TO LET

Lending is based on the lowest credit tier of any individual applicant

\* Bluestone Mortgages' definition of credit tier categories (Clear = Highest and BBB = Lowest)

We'll need a written explanation of any adverse credit. A core part of our responsible lending philosophy is to understand what life event caused the credit issues and to make sure the new mortgage payments are affordable.

|  |               | NOT AVAILABLE ON HTB PRODUCTS  |                        |                     |                     |                     |
|--|---------------|--|------------------------|---------------------|---------------------|---------------------|
| Credit Category  |               | Clear  | AAA                    | AA                  | A                   | BBB                 |
|  | Up to LTV     | 85%  | 80%                    | 80%                 | 75%                 | 70%                 |
| <b>Defaults</b>  | Number        | 1 (satisfied) in 36 months   | 1 in 36 months         | 2 in 36 months      | 3 in 36 months      | 4 in 36 months      |
|  | Values        | < £300 or telecom ignored (even if in last 6 months)   |                        |                     |                     |                     |
|  | Recency       | 0 in last 6 months; > 36 months ignored  |                        |                     |                     |                     |
| <b>CCJ's Number</b>                                    | Number        | 0 in 36 months   | 1 settled in 36 months | 1 in 36 months      | 2 in 36 months      | 3 in 36 months      |
|  | Values        | < £300 or telecom ignored (even if in last 6 months)   |                        |                     |                     |                     |
|  | Recency       | 0 in last 6 months; > 36 months ignored  |                        |                     |                     |                     |
| <b>Mortgage/Rent Arrears Full or some of the parts</b> | Number        | 0 in 13 - 24 months  | 1 in 13 - 24 months    | 2 in 13 - 24 months | 3 in 13 - 24 months | 4 in 13 - 24 months |
|  | Recency       | 0 in 12 months   |                        |                     |                     |                     |
| <b>Bankruptcy/ Sequestration/DRO or IVA/Trust Deed</b> | Discharge     | > 6 years  | > 3 years              | > 3 years           | > 3 years           | > 3 years           |
| <b>Unsecured Credit Arrears</b>                        | Recency       | If balance above £500, most recent payment must have been made. Unacceptable if most recent 2 payments missed. Ignored if below £300 |                        |                     |                     |                     |
|  | Last 6 months | Maximum of 2 missed payments allowed on each unsecured credit agreement  |                        |                     |                     |                     |
| <b>Debt Management Plans/Debt Arrangement Schemes</b>  | Conduct       | Must be due to a life event and conducted satisfactorily   |                        |                     |                     |                     |
|  | Recency       | DMP: OK if still in operation and can remain<br>DAS: if active will not be permitted   |                        |                     |                     |                     |
| <b>Pay Day Loans</b>                                   | Conduct       | Must be due to a life event and conducted satisfactorily   |                        |                     |                     |                     |
|  | Recency       | 0 in last 12 months of date of DIP   |                        |                     |                     |                     |

If your customer fits into more than one credit category, then use the lowest level of adverse credit category. For example, Defaults put them in "AAA", but CCJ's put them in "A", then use category "A"

# RESIDENTIAL MORTGAGE PRODUCTS

| Rate Term                           | Up to LTV | Clear                   | AAA                     | AA                      | A                       | BBB                     | Fee    |
|-------------------------------------|-----------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|--------|
| 2 Year Fixed                        | 60%       | 4.10%                   | 4.17%                   | 4.25%                   | 4.91%                   | 5.06%                   | £1,495 |
|                                     | 65%       | 4.23%                   | 4.33%                   | 4.43%                   | 5.15%                   | 5.45%                   | £1,495 |
|                                     | 70%       | 4.46%                   | 4.59%                   | 4.72%                   | 5.49%                   | 5.73%                   | £1,495 |
|                                     | 75%       | 4.67%                   | 4.83%                   | 5.23%                   | 5.67%                   |                         | £1,495 |
|                                     | 80%       | 4.90%                   | 5.32%                   | 5.52%                   |                         |                         | £1,495 |
|                                     | 85%       | 5.40%                   |                         |                         |                         |                         | £1,495 |
| Rate Term                           | Up to LTV | Clear                   | AAA                     | AA                      | A                       | BBB                     | Fee    |
| 3 Year Fixed                        | 60%       | 4.15%                   | 4.23%                   | 4.30%                   | 4.97%                   | 5.12%                   | £1,495 |
|                                     | 65%       | 4.29%                   | 4.39%                   | 4.49%                   | 5.22%                   | 5.52%                   | £1,495 |
|                                     | 70%       | 4.51%                   | 4.65%                   | 4.78%                   | 5.56%                   | 5.80%                   | £1,495 |
|                                     | 75%       | 4.73%                   | 4.89%                   | 5.29%                   | 5.74%                   |                         | £1,495 |
|                                     | 80%       | 4.96%                   | 5.38%                   | 5.59%                   |                         |                         | £1,495 |
|                                     | 85%       | 5.47%                   |                         |                         |                         |                         | £1,495 |
| Rate Term                           | Up to LTV | Clear                   | AAA                     | AA                      | A                       | BBB                     | Fee    |
| 5 Year Fixed                        | 60%       | 4.23%                   | 4.31%                   | 4.39%                   | 5.06%                   | 5.22%                   | £1,495 |
|                                     | 65%       | 4.37%                   | 4.47%                   | 4.57%                   | 5.31%                   | 5.62%                   | £1,495 |
|                                     | 70%       | 4.60%                   | 4.74%                   | 4.87%                   | 5.67%                   | 5.91%                   | £1,495 |
|                                     | 75%       | 4.82%                   | 4.99%                   | 5.39%                   | 5.85%                   |                         | £1,495 |
|                                     | 80%       | 5.06%                   | 5.49%                   | 5.69%                   |                         |                         | £1,495 |
|                                     | 85%       | 5.57%                   |                         |                         |                         |                         | £1,495 |
| Rate Term                           | Up to LTV | Clear                   | AAA                     | AA                      | A                       | BBB                     | Fee    |
| Term Variable Rate & Reversion Rate | 60%       | 3.79%<br>(2.29% + BVR*) | 3.86%<br>(2.36% + BVR*) | 3.93%<br>(2.43% + BVR*) | 4.54%<br>(3.04% + BVR*) | 4.68%<br>(3.18% + BVR*) | £1,495 |
|                                     | 65%       | 3.92%<br>(2.42% + BVR*) | 4.01%<br>(2.51% + BVR*) | 4.10%<br>(2.60% + BVR*) | 4.76%<br>(3.26% + BVR*) | 5.04%<br>(3.54% + BVR*) | £1,495 |
|                                     | 70%       | 4.12%<br>(2.62% + BVR*) | 4.25%<br>(2.75% + BVR*) | 4.36%<br>(2.86% + BVR*) | 5.08%<br>(3.58% + BVR*) | 5.30%<br>(3.80% + BVR*) | £1,495 |
|                                     | 75%       | 4.32%<br>(2.82% + BVR*) | 4.47%<br>(2.97% + BVR*) | 4.83%<br>(3.33% + BVR*) | 5.24%<br>(3.74% + BVR*) |                         | £1,495 |
|                                     | 80%       | 4.53%<br>(3.03% + BVR*) | 4.92%<br>(3.42% + BVR*) | 5.10%<br>(3.60% + BVR*) |                         |                         | £1,495 |
|                                     | 85%       | 5.00%<br>(3.50% + BVR*) |                         |                         |                         |                         | £1,495 |

Bankruptcy/  
Sequestration DRO/IVA/  
Trust Deed

A loading of 1% applies to customers that have had an IVA/Debt Relief Order/ Trust Deed or Bankruptcy/Sequestration discharged in the last 6 years


Bankruptcy/  
Sequestration DRO/IVA/  
Trust Deed


|   |  |
|---|--|
| <p>Bluestone Standard Variable rate "BVR"</p> <p><b>1.50%</b></p> | <p>The rate does not have a direct link to the Bank of England Base Rate (BBR), which is also reviewed monthly. Typically the BVR will move in line with BBR changes, but could also go up or down at any other point in time, as this is a variable rate set by Bluestone Mortgages and reviewed monthly.</p> |
|---|--|

| ERC           | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|---------------|--------|--------|--------|--------|--------|
| 2 Year Fixed  | 3%     | 2%     |        |        |        |
| 3 Year Fixed  | 3%     | 2.50%  | 2%     |        |        |
| 5 Year Fixed  | 3%     | 2.50%  | 2%     | 1%     | 0.50%  |
| Term Variable | 1.50%  | 1%     | 0.50%  |        |        |

# RESIDENTIAL AND BUY TO LET INCOME CRITERIA

Minimum income criteria of £18,000 p.a. (Primary applicant)

|  | Criteria   | Evidenced By  |
|--|--|---|
| <br><b>Employed</b> | <ul style="list-style-type: none"> <li>Permanently employed, in continuous employment for more than 6 months and in current role for more than 3 months</li> </ul> | <ul style="list-style-type: none"> <li>3 months payslips and P60</li> <li>Details of last 12 months employment</li> <li>3 months bank statements</li> </ul> |
|  | Bonus <ul style="list-style-type: none"> <li>Up to 75% of the average earned in last 2 years</li> </ul>  | <ul style="list-style-type: none"> <li>2 years P60 or employment reference</li> </ul>   |
|  | Commission/Overtime/Shift Pay <ul style="list-style-type: none"> <li>Up to 75% of the average earned in last 3 months</li> </ul>                                   | <ul style="list-style-type: none"> <li>3 months payslips if regular</li> </ul>  |
|  | Car allowance/Location allowance <ul style="list-style-type: none"> <li>Up to 100% if guaranteed</li> <li>Nil if not guaranteed</li> </ul>                         | <ul style="list-style-type: none"> <li>3 months payslips</li> </ul>   |

|   | Criteria   | Evidenced By   |
|---|--|--|
| <br><b>Self Employed</b> | <ul style="list-style-type: none"> <li>Minimum 12 months trading history</li> <li>For Sole Traders we'll accept net profit</li> <li>For Partnerships we'll accept their share of net profit</li> <li>Directors Pension/Car Allowance and Home Office Use included</li> <li>Ltd company directors, we'll accept salary and dividends</li> </ul> | <ul style="list-style-type: none"> <li>Accounts certificate &lt;2years trading, SA302's and Tax Summary or Accounts</li> <li>3 months business bank statements</li> <li>3 months personal bank statements</li> </ul> |

|   | Criteria   | Evidenced By   |
|---|--|--|
| <br><b>Contractors</b> | <ul style="list-style-type: none"> <li>Calculated as day rate x 5 x 48</li> <li>Minimum of 3 months left on contract at time of offer. Less than 3 months accepted subject to 12 months history in same industry, and written confirmation from employer that contract will be renewed for a further 3 months before completion</li> <li>Gap of up to 6 months accepted</li> <li>If temporary/agency PAYE basis, must have worked in the same capacity for last 12 months</li> </ul> | <ul style="list-style-type: none"> <li>Copy of current contract and where applicable previous contract(s)</li> <li>3 months bank statements</li> </ul> |

| Other Income                                   | Criteria   | Evidenced By   |
|--|--|--|
| <b>Maintenance</b>                             | Up to 100% if received and evidenced for last 6 months   | CSA orders or 6 months bank statements   |
| <b>Casual Income</b>                           | Up to 100% if received and evidenced for last 6 months   | 6 months payslips and 6 months bank statements   |
| <b>Directors/ Partners Fees</b>                | Up to 100%   | Tax returns and 3 months bank statements   |
| <b>Investment Income</b>                       | Up to 100% if guaranteed and sustainable   | Solicitors/ Accountant/Trust administrator verification  |
| <b>Pension Income</b>                          | Up to 100%   | <ul style="list-style-type: none"> <li>Pension statement/letter or Tax return</li> <li>3 months bank statements</li> </ul> |
| <b>Second Jobs</b>                             | Must be permanent and been in role for 6 months  | <ul style="list-style-type: none"> <li>3 months payslips and P60</li> <li>3 months bank statements</li> </ul>              |
| <b>Benefit Income</b>                          | 75% of benefit income accepted (WFTC, DLA, Child Benefit, Carers Allowance, PIP) if 2 years remaining. Must not exceed 30% of household income. No JSA | Latest award letter  |
| <b>Other income we won't take into account</b> | Statutory Sick Pay, Occupational Sick Pay, Self Certified Income   |  |
| <b>Lending into Retirement</b>                 | Accepted   | Affordability and sustainability of income   |
| <b>Rental Income</b>                           | 80% of net rental income received  | 6 months rental statements, or signed AST or bank statements showing 6 months rental income                                |

# BUY TO LET MORTGAGE PRODUCTS

Interest Only available on Clear and AAA products

| Rate Term                           | Up to LTV | Clear                   | AAA                     | AA                      | A                       | BBB                     | Fee |
|-------------------------------------|-----------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-----|
| 2 Year Fixed                        | 60%       | 4.35%                   | 4.42%                   | 4.50%                   | 5.16%                   | 5.31%                   | 2%  |
|                                     | 65%       | 4.48%                   | 4.58%                   | 4.68%                   | 5.40%                   | 5.70%                   | 2%  |
|                                     | 70%       | 4.71%                   | 4.84%                   | 4.97%                   | 5.74%                   | 5.98%                   | 2%  |
|                                     | 75%       | 4.92%                   | 5.08%                   | 5.48%                   | 5.92%                   |                         | 2%  |
|                                     | 80%       | 5.15%                   | 5.57%                   |                         |                         |                         | 2%  |
|                                     | 85%       |                         |                         |                         |                         |                         |     |
| Rate Term                           | Up to LTV | Clear                   | AAA                     | AA                      | A                       | BBB                     | Fee |
| 3 Year Fixed                        | 60%       | 4.40%                   | 4.48%                   | 4.55%                   | 5.22%                   | 5.37%                   | 2%  |
|                                     | 65%       | 4.54%                   | 4.64%                   | 4.74%                   | 5.47%                   | 5.77%                   | 2%  |
|                                     | 70%       | 4.76%                   | 4.90%                   | 5.03%                   | 5.81%                   | 6.05%                   | 2%  |
|                                     | 75%       | 4.98%                   | 5.14%                   | 5.54%                   | 5.99%                   |                         | 2%  |
|                                     | 80%       | 5.21%                   | 5.63%                   |                         |                         |                         | 2%  |
|                                     | 85%       |                         |                         |                         |                         |                         |     |
| Rate Term                           | Up to LTV | Clear                   | AAA                     | AA                      | A                       | BBB                     | Fee |
| 5 Year Fixed                        | 60%       | 4.48%                   | 4.56%                   | 4.64%                   | 5.31%                   | 5.47%                   | 2%  |
|                                     | 65%       | 4.62%                   | 4.72%                   | 4.82%                   | 5.56%                   | 5.87%                   | 2%  |
|                                     | 70%       | 4.85%                   | 4.99%                   | 5.12%                   | 5.92%                   | 6.16%                   | 2%  |
|                                     | 75%       | 5.07%                   | 5.24%                   | 5.64%                   | 6.10%                   |                         | 2%  |
|                                     | 80%       | 5.31%                   | 5.74%                   |                         |                         |                         | 2%  |
|                                     | 85%       |                         |                         |                         |                         |                         |     |
| Rate Term                           | Up to LTV | Clear                   | AAA                     | AA                      | A                       | BBB                     | Fee |
| Term Variable Rate & Reversion Rate | 60%       | 4.04%<br>(2.54% + BVR*) | 4.11%<br>(2.61% + BVR*) | 4.18%<br>(2.68% + BVR*) | 4.79%<br>(3.29% + BVR*) | 4.93%<br>(3.43% + BVR*) | 2%  |
|                                     | 65%       | 4.17%<br>(2.67% + BVR*) | 4.26%<br>(2.76% + BVR*) | 4.35%<br>(2.85% + BVR*) | 5.01%<br>(3.51% + BVR*) | 5.29%<br>(3.79% + BVR*) | 2%  |
|                                     | 70%       | 4.37%<br>(2.87% + BVR*) | 4.50%<br>(3.00% + BVR*) | 4.61%<br>(3.11% + BVR*) | 5.33%<br>(3.83% + BVR*) | 5.55%<br>(4.05% + BVR*) | 2%  |
|                                     | 75%       | 4.57%<br>(3.07% + BVR*) | 4.72%<br>(3.22% + BVR*) | 5.08%<br>(3.58% + BVR*) | 5.49%<br>(3.99% + BVR*) |                         | 2%  |
|                                     | 80%       | 4.78%<br>(3.28% + BVR*) | 5.17%<br>(3.67% + BVR*) |                         |                         |                         | 2%  |
|                                     | 85%       |                         |                         |                         |                         |                         |     |

Bankruptcy/  
Sequestration DRO/IVA/  
Trust Deed

A loading of 1% applies to customers that have had an IVA/Debt Relief Order/ Trust Deed or Bankruptcy/Sequestration discharged in the last 6 years

Bankruptcy/  
Sequestration DRO/IVA/  
Trust Deed

|  |       |  |
|--|-------|--|
| Bluestone Standard Variable rate "BVR" | 1.50% | The rate does not have a direct link to the Bank of England Base Rate (BBR), which is also reviewed monthly. Typically the BVR will move in line with BBR changes, but could also go up or down at any other point in time, as this is a variable rate set by Bluestone Mortgages and reviewed monthly |
|  |       |  |

| ERC           | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|---------------|--------|--------|--------|--------|--------|
| 2 Year Fixed  | 3%     | 2%     |        |        |        |
| 3 Year Fixed  | 3%     | 2.50%  | 2%     |        |        |
| 5 Year Fixed  | 3%     | 2.50%  | 2%     | 1%     | 0.50%  |
| Term Variable | 1.50%  | 1%     | 0.50%  |        |        |

# BUY TO LET CRITERIA

Minimum income criteria of £18,000 p.a. (Primary applicant)

| Buy to Let   | Criteria   |
|--|--|
| <b>Max Aggregate Loan within Bluestone</b>   | £1,000,000 (Individual loan limits apply - See page 11)  |
| <b>Repayment Type</b>  | <ul style="list-style-type: none"> <li>• Interest Only available on Clear &amp; AAA</li> <li>• Capital &amp; Interest available on all loans</li> </ul>  |
| <b>Affordability Calculation</b>   | <p>Interest Only Loans (available on Clear &amp; AAA)</p> <ul style="list-style-type: none"> <li>• 125% rental for basic rate taxpayer; can be topped up from 112.5% with surplus income</li> <li>• 140% rental for higher rate taxpayer; can be topped up from 112% with surplus income</li> <li>• Based on higher of pay rate plus 2% or 5.5% (5 year fixed on pay rate)</li> </ul> <p>100% affordability calculation (personal income &amp; expenditure) used for all BTL loans on AA, A &amp; BBB and all loans on Capital &amp; Interest. When 100% affordability calculation used, 80% of the gross property income will be included. The same affordability calculation can also be used on Interest Only loans where beneficial</p> <p>Interest Only available to First Time Buyers, but the loan will be assessed using our affordability calculation (personal income &amp; expenditure)</p> <p>Regulated purchase, let to family member will be calculated on affordability not ICR</p> |
| <b>BTL Type</b>  | Regulated, Unregulated, First Time Landlords, First Time Buyers  |
| <b>Company Applications/Limited Companies/ Overseas Companies/SPV Companies</b>    | Not accepted   |
| <b>Maximum Tenancy Term</b>  | 24 months  |
| <b>Minimum Tenancy Term</b>  | 6 months   |
| <b>HMO's</b>   | Not accepted   |
| <b>Maximum number of households</b>  | 1 (We won't lend if the property is to be let to two separate households).   |
| <b>All tenants party to the agreement</b>  | Yes  |
| <b>Let to a registered social housing tenant with an Assured shorthold tenancy</b> | Yes  |
| <b>Housing Association/Sitting tenant/ Company let/Holiday let</b>                 | Not accepted   |
| <b>Students</b>  | On Single Tenancy only   |

# HELP TO BUY MORTGAGE PRODUCTS

Only available through selected packagers\*\*

| Rate Term    | Up to LTV | Clear | AAA | AA    | A     | BBB   | Fee    |
|--------------|-----------|-------|-----|-------|-------|-------|--------|
| 5 Year Fixed | 60%       |       |     | 4.89% | 5.36% | 5.52% | £1,495 |
|              | 65%       |       |     | 5.07% | 5.61% | 5.92% | £1,495 |
|              | 70%       |       |     | 5.37% | 5.97% | 6.21% | £1,495 |
|              | 75%       |       |     | 5.89% | 6.15% |       | £1,495 |
|              | 80%       |       |     |       |       |       |        |
|              | 85%       |       |     |       |       |       |        |

| Reversion Rate: Not available for new business |           |       |     |                |                |                |     |
|--|-----------|-------|-----|----------------|----------------|----------------|-----|
| Rate Term                                      | Up to LTV | Clear | AAA | AA             | A              | BBB            | Fee |
| Reversion Rate                                 | 60%       |       |     | (2.93% + BVR*) | (2.98% + BVR*) | (3.48% + BVR*) |     |
|  | 65%       |       |     | (3.10% + BVR*) | (3.56% + BVR*) | (3.84% + BVR*) |     |
|  | 70%       |       |     | (3.36% + BVR*) | (3.88% + BVR*) | (4.10% + BVR*) |     |
|  | 75%       |       |     | (3.83% + BVR*) | (4.04% + BVR*) |                |     |
|  | 80%       |       |     |                |                |                |     |
|  | 85%       |       |     |                |                |                |     |

|                           |  |                           |
|---------------------------|--|---------------------------|
| <b>Bankruptcy/DRO/IVA</b> | A loading of 1% applies to customers that have had an IVA/Debt Relief Order or Bankruptcy discharged in the last 6 years | <b>Bankruptcy/DRO/IVA</b> |
|---------------------------|--|---------------------------|

|   |              |  |
|---|--------------|--|
| <b>Bluestone Standard Variable rate "BVR"</b> | <b>1.50%</b> | The rate does not have a direct link to the Bank of England Base Rate (BBR), which is also reviewed monthly. Typically the BVR will move in line with BBR changes, but could also go up or down at any other point in time, as this is a variable rate set by Bluestone Mortgages and reviewed monthly |
|---|--------------|--|

| ERC                 | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|---------------------|--------|--------|--------|--------|--------|
| <b>5 Year Fixed</b> | 3%     | 2.50%  | 2 %    | 1 %    | 0.50 % |

## SELECTED HTB PACKAGERS;

**\*\*Please note:** Bluestone Mortgages HTB products are only available through the following distributors.



## KEY PRODUCT CRITERIA

### All new builds, not just HTB

- 85% LTV on houses
- New build flats & all HTB maximum 75% LTV
- Builder incentives of up to 5% of the purchase price accepted (not inc builders deposit)
- Incentives include white goods, carpets, small cashback, legal fees and contribution towards stamp duty



## HELP TO BUY CRITERIA

Available for England, London & Wales schemes

| Help to Buy                                      | Criteria   |
|--|--|
| <b>Max Property Value</b>                        | The maximum value of a property is £600,000 in England & £300,000 in Wales   |
| <b>Affordability</b>                             | <p>The Government works to a maximum loan to income (LTI) of 4.5x when assessing the customer's eligibility for the equity loan. This LTI cap does not apply to our own affordability assessment.</p> <p>Bluestone will assess affordability as per a standard residential mortgage application but with the equity loan added as a monthly commitment. The calculation will be based on the initial 1.75% of the equity loan. E.g Equity loan is £75,000, x1.75% divided by 12 = £109.38pm entered as a monthly commitment.</p> |
| <b>Customer Type</b>                             | First Time Buyers and Home Movers  |
| <b>Transaction Type</b>                          | Purchase only  |
| <b>Maximum Term</b>                              | 35 years   |
| <b>Minimum Loan Amount</b>                       | The minimum loan amount is £50,000 for both England and Wales.   |
| <b>Maximum Loan</b>                              | The maximum loan is £450,000 in England and £225,000 in Wales  |
| <b>Maximum LTV</b>                               | 75%  |
| <b>London HTB Boroughs</b>                       | Barking and Dagenham, Barnet, Bexley, Brent, Bromley, Camden, City, Croydon, Ealing, Enfield, Greenwich, Hackney, Hammersmith & Fulham, Haringey, Harrow, Havering, Hillingdon, Hounslow, Islington, Kensington & Chelsea, Kingston, Lambeth, Lewisham, Merton, Newham, Redbridge, Richmond, Southwark, Sutton, Tower Hamlets, Waltham Forest, Wandsworth and Westminster  |
| <b>How long is the mortgage offer valid for?</b> | Mortgage offer will be valid for 6 months, with extensions possible. A new rate will need to be selected from the current range at time of extension   |

## PROPERTY CRITERIA

| Property                               |   |
|--|---|
| <b>Value/Purchase Price</b>            | Minimum £75,000 Maximum £2,000,000 depending on location<br>(Only applicable to Residential and Buy to Let products - For Help to Buy please refer to page 9)   |
| <b>Location</b>                        | England, Scotland (mainland) and Wales only   |
| <b>Tenures not accepted</b>            | Flying freeholds of more than 10% of floor area, Commonhold, Leaseholds with less than 30 years left at end of term, Freehold flats   |
| <b>Construction types not accepted</b> | Gypsum plaster, Concrete, High alumina cement, Mundic block, Seco/Prefabricated, Steel framed/clad, Timber framed/clad, Modern methods of construction  |
| <b>Other issues not accepted</b>       | Asbestos, Leased solar panels, Japanese knotweed, Restrictive covenants   |
| <b>Types not accepted</b>              | Flats with more than 5 floors and no lift, Flats directly above commercial premises (without 1 clear floor separating), Grade 1 Listed (England/Wales/Scotland), Repossessions, Restrictive covenants, Annexes not for immediate family use, Houseboats, Mobile homes, Conversions, Properties with ongoing structural movement, Defective properties, Properties affected by local planning issues, HMO's, Caravans, Static homes, Repossessed properties, Properties with over 40 acres of land |
| <b>Other properties not accepted</b>   | Holiday lets, Bed and breakfast, Properties with more than 1 kitchen (2 allowed if 1 in annexe)   |
| <b>New Build warranties accepted</b>   | NHBC, Zurich Municipal, BLP, CRL Management Ltd, LABC New Home Warranty, Q Policy Castle 10 provided by Checkmate and Build Assure  |

# VALUATION FEES AND APPLICATION CRITERIA

## Valuation Fees

| Property Value        | Valuation Report Only      | Valuation report plus Homebuyers Report  | Help to Buy Products | Valuation report plus Building Survey |
|-----------------------|----------------------------|--|----------------------|---------------------------------------|
| £75,000 - £150,000    | £300                       | £570   | Free valuation       | £860                                  |
| £150,001 - £200,000   | £325                       | £625   | Free valuation       | £955                                  |
| £200,001 - £250,000   | £350                       | £680   | Free valuation       | £995                                  |
| £250,001 - £300,000   | £375                       | £740   | Free valuation       | £1,035                                |
| £300,001 - £350,000   | £400                       | £785   | Free valuation       | £1,085                                |
| £350,001 - £400,000   | £425                       | £825   | Free valuation       | £1,145                                |
| £400,001 - £450,000   | £450                       | £870   | Free valuation       | £1,195                                |
| £450,001 - £500,000   | £475                       | £900   | Free valuation       | £1,250                                |
| £500,001 - £600,000   | £610                       | £995   | Free valuation       | £1,375                                |
| £600,001 - £700,000   | £710                       | £1,090   | N/A                  | £1,505                                |
| £700,001 - £800,000   | £775                       | £1,210   | N/A                  | £1,625                                |
| £800,001 - £900,000   | £835                       | £1,335   | N/A                  | £1,750                                |
| £900,001 - £1,000,000 | £950                       | £1,460   | N/A                  | £1,875                                |
| £1,000,000 +          | Price available on request | Price available on request   | N/A                  | Price available on request            |
| Retype                | £54                        | Transcripts of Scottish Home Reports will be acceptable where the report has been carried out by a valuer on the Bluestone Mortgages panel |                      |                                       |

## Loan

| Loan                          | Criteria   |
|-------------------------------|--|
| Term                          | 5 - 35 years   |
| Max Loan Amount               | BTL - £1,000,000 (If Interest Only Max. is £750,000 to 75% LTV & £500,000 to 80% LTV) & Residential - £1,000,000 |
| Repayment Type                | Interest Only available on Buy to Let loans on Clear & AAA Capital & Interest available on all loans             |
| Mortgage Schemes not accepted | Homebuy/Key Worker Scheme/Properties held in trust/ Right to Buy/Shared Equity/Shared Ownership/Self Builds      |
| Deposit                       | From own resources or gifted from close relative*  |
| Portability                   | Not portable   |
| Fees                          | Can be added to loan up to Max 85% for residential & 80% for Buy to Let  |

## Applicants

| Applicants                       | Criteria  |
|----------------------------------|---|
| Maximum per application          | 4   |
| Age at completion                | All applicants must be at least 20 years old and no older than 65 at the start of the mortgage term |
| Residency (main applicants only) | Permanent UK residency rights, resident in UK for at least 1 year                                   |
| Applicants not accepted          | Guarantors/Expats/Diplomats   |

### FREE ASSISTED RESIDENTIAL REMORTGAGES

We'll appoint a solicitor and pay basic legal fees and one standard valuation. Customers will need to pay additional charges to upgrade to Homebuyers or Building Surveys. Free basic legal fees not available for unencumbered properties, Transfer of Equity, debt consolidation or where Independent legal advice is needed. Customers who are consolidating their debts will receive a reduction in the product arrangement fee of £175 by selecting the Fees Assisted (Debt Consolidation) option

\* A close family member is defined as a parent, child, grandparent, brother, sister, uncle, aunt, foster parent or legal guardian which includes step relatives

## CASE STUDIES



### Help to Buy

Ms Keaton works as a self-employed hairdresser and has been saving for a mortgage for several years. She has only recently managed to reach the 5% deposit required.

Ms Keaton applied for a mortgage on the high street but was turned down due to some defaults and missed payments she incurred from her marriage breakdown two years ago.

Luckily her broker told her about Bluestone Mortgages' new HTB scheme which specialises in helping customers with credit issues in the background. Bluestone's HTB product also provides a free valuation, which helped Ms Keaton reduce some of the upfront costs.

Her mortgage application was accepted and she was able to move into her dream home.

- Free standard valuations on all HTB products - instructed on receipt of the application
- Mortgage offer valid for 6 months with extensions possible
- 5% Builders incentives accepted



### Buy to Let

Mr Smith is a higher-rate taxpayer and needs 140% rental coverage on his BTL property but the rent received does not cover this. We allow clients to use non-property income to top up the shortfall in rental income (min rental coverage is 112.5% Basic Rate Taxpayer & 112% coverage for higher-rate taxpayer).

Mr Smith is receiving £1500pm rent but needs £1850pm to fit 140% rental coverage, so has a £350pm shortfall.

After carrying out a full affordability assessment on Mr Smith's income and expenditure including stressed residential mortgage payment, our team of dedicated underwriters found that he has £500pm surplus income.

The £350 shortfall, therefore, can be covered by this allowing the Buy to Let application to proceed.



### BUY TO LET HIGHLIGHTS

- Up to 80% LTV
- Interest Only available on Clear & AAA
- Rental Cover calculations with option to top up with personal income on Clear & AAA
- First time landlords accepted
- First time buyers accepted
- No credit scoring



## Contractors

Mr Appleton has been working for the same construction company for the last three years. A new job opportunity at the company arose, which presented an increased salary. The new job also meant he'd become a day rate contractor.

He wanted to apply for a mortgage in the same month, but didn't want to miss out on the contracting opportunity. Bluestone were able to help him get a mortgage as they can accept day 1 contractors with only a minimum requirement of three months left on the contract.

- Day rate x 48 weeks
- First time contractors - day 1 of contract
- Minimum of 3 months left on contract at time of offer. Less than 3 months accepted subject to 12 months history in same industry, and written confirmation from employer that contract will be renewed for a further 3 months before completion



## Self Employed

Mrs Kent set up a new business 2 years ago. As she was new to the industry at the time, her first year of accounts were not showing a high net profit/turnover, totalling to around £19,000.

Her second year however was when she really hit the ground running, as she developed a lot of contacts within the industry. Subsequently the net profit for that year was £70,000.

Most lenders would average the last two years. If this was the case Mrs Kent wouldn't be able to get the home she desired. Mrs Kent came to us as we can assess income based on the latest year only, and as a result was able to get into her dream home.

- Use the latest years accounts
- Only 1 years trading history needed
- Accountant's certificates, Accounts or SA302s accepted

## RESIDENTIAL HIGHLIGHTS

- Up to 85% LTV
- Fee assisted Remortgages
- CCJ's / Defaults ignored if > 36 months
- All telecom CCJ/Defaults ignored
- All CCJ's/Defaults below £300 ignored
- Debt Management Plans accepted/ Debt Arrangement Schemes - Can remain on completion 'No Minimum Term'
- IVA/Bankruptcy/Sequestration/DRO/Trust Deed



## TESTIMONIALS



I have to say from start to finish, Bluestone Mortgages were outstanding!

My client had managed to get himself in a mess financially with missed mortgage payments, secured loan arrears, defaults and unfinished building work. The client had borrowed on credit cards and loans to try and continue the works but this hampered him. Bluestone helped me break down the case and find an affordable solution to get the client back on track.

Throughout the application process, the SLA's exceeded expectations and they were always available to speak to.

Bluestone have changed my clients life by putting him in a much better financial situation going forward and he's delighted.

A big thank you to Bluestone for helping with this case and there will be plenty more going forward!

**Lee Tonks,**  
Mortgage & Protection Adviser, Option Finance



I had a case where the client had a number of adverse credit issues..

Purchasing a property for himself and his 8 children to live in within a short completion deadline. Knowing that the case was complex, the pressure was on to get the case completed within a few weeks.

Rather than telling the client we couldn't help we took the case on and sent the application to Bluestone Mortgages. Our designated BDM provided a fantastic level of support throughout - always available day and night and she was well and truly part of the customer journey.

The client did meet the deadline and is now settled in their new family home.

Keep up the good work Bluestone!

**Cindy Mathoon,**  
Mortgage Specialist, Create Finance



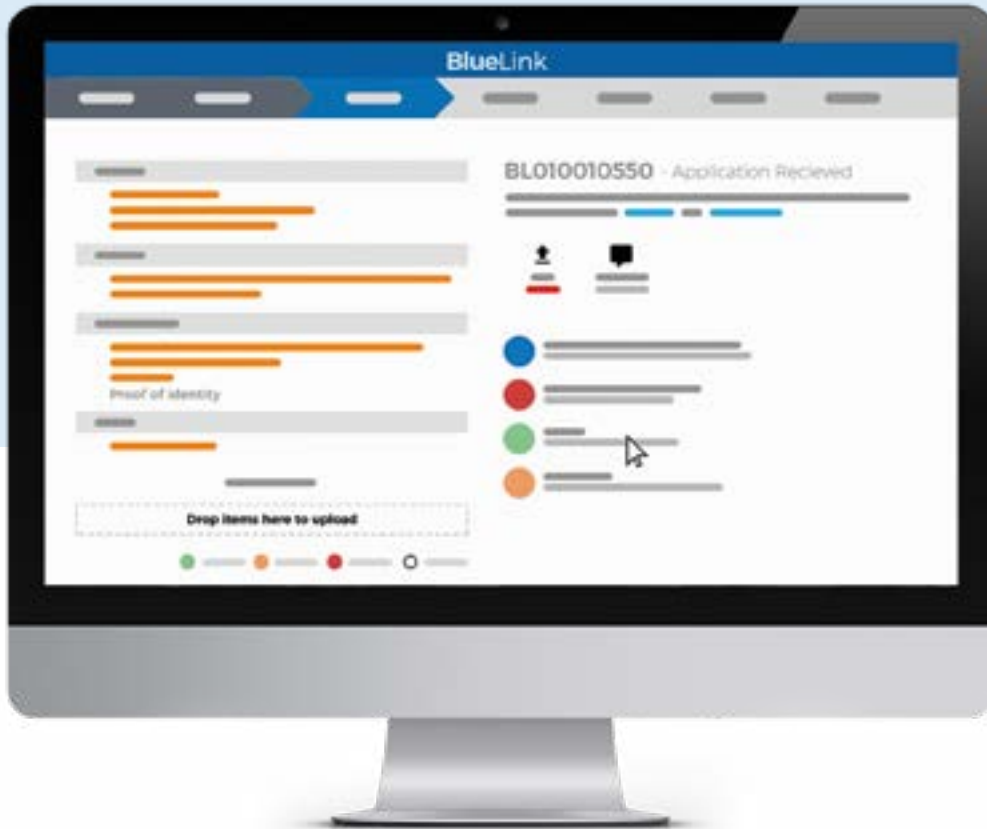
# BlueLink

## Our online DIP and application portal

**BlueLink provides you a streamlined and efficient decisioning and online mortgage application platform.**

The portal's flexible interface was built in-house giving us complete control over future development and integration with other systems. It uses Google's design framework to

give it a clean and simple look that users can associate with. The systems undergone extensive testing with a wide variety of brokers whose feedback has been imperative to future updates and improvements.



### THE UNIQUE AND INNOVATIVE INTERFACE OFFERS;

- Real time validation if the enquiry falls outside of criteria
- A clear indication when the enquiry won't fit criteria
- A "Traffic light" navigation makes it easy to see which sections are completed and where information is still needed
- Instant status updates
- Checklists tailored to each application
- Instant underwriter to broker communications

BlueLink allows brokers to jump to different sections of the Decision in Principle and Full Application so they can enter information in the order they capture it to help save time.

We've just released 'DocUpload', our innovative way to allow you to upload supporting files while having direct access to your underwriter to ensure your documents satisfy our underwriting requirements. You can find the user guide within our forms and downloads section of our website.

**IF YOU HAVE A CASE YOU WOULD LIKE TO DISCUSS, PLEASE GET IN TOUCH**

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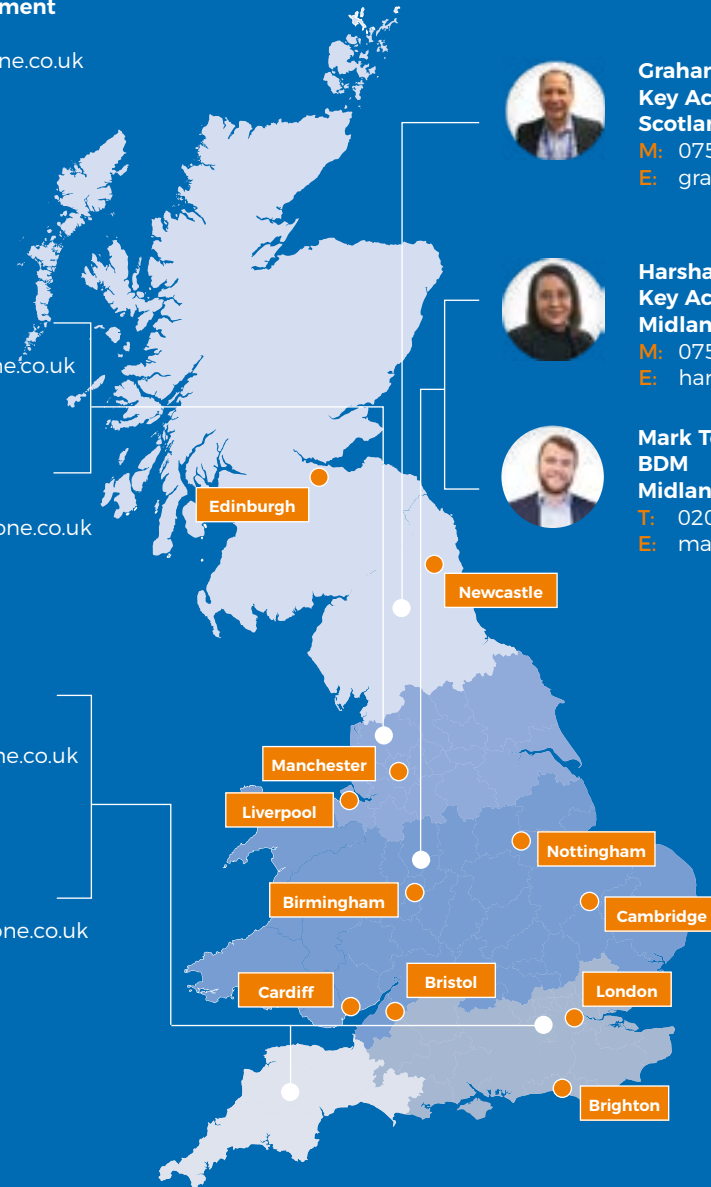
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**T: 0800 368 1833**  
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Lines open 9.00am - 5.30pm Monday to Friday. Calls may be recorded.