



# ZEPHYR

HOMELOANS

## Product Range

3rd August 2023

### Latest updates

- // Lifetime Tracker rates updated in line with BBR increase on 3rd August 2023
- // 0.10% 'Green' discount for properties EPC rated A-C
- // To secure a rate, the case must proceed to offer within 60 calendar days of the application

**Please note:** When selecting a product on our online portal make sure you have chosen the correct one for your client's EPC rating. This will be checked as part of the application process and will be changed if the wrong product is selected.

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Our products are for buy-to-let purposes only, excluding consumer buy-to-let. We only lend on properties in England and Wales. All products are available for Individuals & Limited Companies for both purchase and re-mortgage, for individual and portfolio applications.



## Standard properties

### EPC A, B & C

#### Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£2.0M	6.94% (BBR +1.69%)	3.00%	£200	ZHL01652
70%	£1.5M	6.99% (BBR +1.74%)	3.00%	£200	ZHL01653
75%	£1.0M	7.04% (BBR +1.79%)	3.00%	£200	ZHL01654

The interest rate quoted is correct as at 3rd August 2023 and will change in line with BBR changes

There are no reversion rates applicable to Lifetime Tracker products

#### 5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£2.0M	7.65%	3.00%	£200	ZHL01750
75%	£1.0M	7.75%	3.00%	£200	ZHL01744

Reversion rate for all these products is BBR +4.90%. Current BBR is set at 5.25%

You can find an energy certificate (EPC) for a property in England, Wales or Northern Ireland on the [gov.uk website](https://www.gov.uk).

### EPC D & E

#### Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£2.0M	7.04% (BBR +1.79%)	3.00%	£200	ZHL01649
70%	£1.5M	7.09% (BBR +1.84%)	3.00%	£200	ZHL01650
75%	£1.0M	7.14% (BBR +1.89%)	3.00%	£200	ZHL01651

The interest rate quoted is correct as at 3rd August 2023 and will change in line with BBR changes

There are no reversion rates applicable to Lifetime Tracker products

#### 5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£2.0M	7.75%	3.00%	£200	ZHL01749
75%	£1.0M	7.85%	3.00%	£200	ZHL01743

Reversion rate for all these products is BBR +5.00%. Current BBR is set at 5.25%

#### Notes:

The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

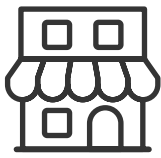
\*Maximum LTV for portfolios with aggregate loans of more than £2,000,000 is 70%. We may require proof of the source of deposits.

Minimum valuation of £75,000 unless the property is a MUFB or HMO then the minimum value is £100,000.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

There are a number of fees that apply to our mortgage products during the application process and over the term of the loan.

You can find more information in the [fees section of our website](#).



## New Build & FAC properties

### EPC A, B & C

#### Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£750k	6.94% (BBR +1.69%)	3.00%	£200	ZHL01646
70%		6.99% (BBR +1.74%)	3.00%	£200	ZHL01647
75%		7.04% (BBR +1.79%)	3.00%	£200	ZHL01648

The interest rate quoted is correct as at 3rd August 2023 and will change in line with BBR changes

There are no reversion rates applicable to Lifetime Tracker products

#### 5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£750k	7.65%	3.00%	£200	ZHL01748
75%	£750k	7.75%	3.00%	£200	ZHL01742

Reversion rate for all these products is BBR +4.90%. Current BBR is set at 5.25%

You can find an energy certificate (EPC) for a property in England, Wales or Northern Ireland on the [gov.uk website](https://www.gov.uk).

### EPC D & E

#### Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£750k	7.04% (BBR +1.79%)	3.00%	£200	ZHL01643
70%		7.09% (BBR +1.84%)	3.00%	£200	ZHL01644
75%		7.14% (BBR +1.89%)	3.00%	£200	ZHL01645

The interest rate quoted is correct as at 3rd August 2023 and will change in line with BBR changes

There are no reversion rates applicable to Lifetime Tracker products

#### 5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£750k	7.75%	3.00%	£200	ZHL01747
75%	£750k	7.85%	3.00%	£200	ZHL01741

Reversion rate for all these products is BBR +5.00%. Current BBR is set at 5.25%

#### Notes:

The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

Not available for HMO and MUFB

Minimum valuation of £75,000 unless the property is an a MUFB or HMO then the minimum value is £100,000.

\*Maximum LTV for portfolios with aggregate loans of more than £2,000,000 is 70%. We may require proof of the source of deposits.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

There are a number of fees that apply to our mortgage products during the application process and over the term of the loan.

You can find more information in the [fees section of our website](#).



# HMO & MUFB properties

## EPC A, B & C

### Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£1.5M	7.14% (BBR +1.89%)	3.00%	£200	ZHL01640
70%	£1.5M	7.19% (BBR +1.94%)	3.00%	£200	ZHL01641
75%	£1.0M	7.24% (BBR +1.99%)	3.00%	£200	ZHL01642

The interest rate quoted is correct as at 3rd August 2023 and will change in line with BBR changes

There are no reversion rates applicable to Lifetime Tracker products

### 5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£1.5M	7.85%	3.00%	£200	ZHL01746
75%	£1.0M	7.95%	3.00%	£200	ZHL01740

Reversion rate for all these products is BBR +5.15%. Current BBR is set at 5.25%

You can find an energy certificate (EPC) for a property in England, Wales or Northern Ireland on the [gov.uk website](https://www.gov.uk).

## EPC D & E

### Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£1.5M	7.24% (BBR +1.99%)	3.00%	£200	ZHL01637
70%	£1.5M	7.29% (BBR +2.04%)	3.00%	£200	ZHL01638
75%	£1.0M	7.34% (BBR +2.09%)	3.00%	£200	ZHL01639

The interest rate quoted is correct as at 3rd August 2023 and will change in line with BBR changes

There are no reversion rates applicable to Lifetime Tracker products

### 5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£1.5M	7.95%	3.00%	£200	ZHL01745
75%	£1.0M	8.05%	3.00%	£200	ZHL01739

Reversion rate for all these products is BBR +5.25%. Current BBR is set at 5.25%

### Notes:

The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

New Build & FAC not available for HMO & MUFB

Minimum valuation of £75,000 unless the property is a MUFB or HMO then the minimum value is £100,000.

HMO & MUFB not available for first time landlords.

\*Maximum LTV for portfolios with aggregate loans of more than £2,000,000 is 70%. We may require proof of the source of deposits.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

There are a number of fees that apply to our mortgage products during the application process and over the term of the loan.

You can find more information in the [fees section of our website](#).

# ICR & Income top slicing

Borrower Type		Standard Property. ICR	HMO, MUFB, FAC. ICR	Stressed Rate
Limited Company		125%	135%	5 Year + fixed rate Product Rate
Individual	Higher Rate Taxpayer	140% *	150%	
	Like for Like remortgage and /or lower rate taxpayer	125%	150%	Other - Higher of Payrate +2%, Reversion Rate or 5.5%
New Build ICRs reduced to the same level as their non new build equivalents				

\* Top slicing or Portfolio Cross Subsidisation may be utilised subject to criteria.

Minimum Term of loan is 5 years with a maximum term of 35 years. Minimum loan amount is £50,000.

^Other fees & costs apply. We reserve the right to withdraw and amend our products at any time without notice.

## Early Repayment Charges (ERC)

Early Repayment Charges (ERC)	Year 1	Year 2	Year 3	Year 4	Year 5
5 Year Fixed	5%	4%	3%	2%	1%

Up to 10% of the outstanding loan amount can be repaid in any 12 month period without incurring an early repayment charge.

There are no Early Repayment Charges applicable to our Lifetime Tracker products.

## Criteria highlights



**Directors need 60% minimum shareholding for Limited Co. apps**



**Loans sizes available up to £1.5m on our Lifetime Trackers and £2.0m on Fixed Rates, depending on property type (larger loan sizes may be available on inquiry)**



**Max. age 95 years at end of mortgage term**



**Standard and Specialist products available to 75% LTV**



**No height restriction on flats & Deck Access**



**Flats above commercial properties up to 75% LTV**



**Unlimited background portfolio with background portfolio stress testing at 100% of mortgage payments**