

Residential product guide

November 2023

For Intermediaries only

Key Product Criteria

- Criteria on completion
- No credit scoring
- Up to 4 defaults & 3 CCJ's allowed in the last 3 years per applicant (unsatisfied)
- Ignore all CCJ's & Defaults under £300
- Up to 2 missed payments per unsecured credit in the last 6 months



Employed



Self Employed



Complex Credit



Contractors



Right to Buy

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We'll make our decisions based on your customer's unique circumstances – we don't credit score



Credit Categories for Residential Mortgages

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

Credit Category	Clear	AAA	AA	A	BBB
Up to LTV	85%	80%	80%	75%	70%
Defaults	1 (satisfied) in 36 months	1 in 36 months	2 in 36 months	3 in 36 months	4 in 36 months
CCJ's Number	0 in 36 months	1 (satisfied) in 36 months	1 in 36 months	2 in 36 months	3 in 36 months
Secured Arrears/ Missed Payments	0 in 24 months	1 in 13 - 24 months	2 in 13 - 24 months	3 in 13 - 24 months	4 in 13 - 24 months
Bankruptcy/ Sequestration/DRO	> 6 years discharged	> 3 years discharged	> 3 years discharged	> 3 years discharged	> 3 years discharged
IVA/Trust Deed	> 6 years discharged	> 3 years discharged	> 3 years discharged	> 3 years discharged	> 3 years discharged
Pay Day Loans	0 in 12 months	0 in 6 months	Current		
Unsecured Credit Arrears	Maximum of 2 missed payments in the last 6 months allowed on each unsecured credit agreement				
Debt Management Plans/Debt Arrangement Schemes	DMP: OK if still in operation and can remain DAS: Must be repaid prior to / upon completion				

Notes

For joint borrowers, the product selection is based on the lowest credit tier of any applicant.

Defaults:

- ✔ 0 in the last 6 months; > 36 months ignored
- ✔ < £300 or telecom ignored (even if it's in last 6 months)

CCJ's Number:

- ✔ 0 in last the 6 months; > 36 months ignored
- ✔ < £300 or telecom ignored (even if it's in the last 6 months)

Mortgage/Rent Arrears

- ✔ 0 in 12 months
- ✔ > 24 months ignored

Unsecured Credit Arrears

- ✔ Arrears ignored if the current balance is under £300
- ✔ We will not accept the most recent 2 months payments to be missed. The most recent payment must have been made where the balance is over £500

Pay Day Loans

- ✔ Payday loan is defined as a loan < 12 months with an APR of at least 39%
- ✔ Includes any revolving credit used in the past 12 months
- ✔ All outstanding Pay Day Loans are to be cleared on or prior to completion
- ✔ Only one applicant can have had a Pay Day loan in the last 12 months

Debt Management Plans/Debt Arrangement Schemes

- ✔ Must be due to a life event and conducted satisfactorily

Residential Mortgage Products

Purchase & Remortgage

Free basic legals or a £500 contribution to solicitors costs - remortgages only

Rate Term	Up to LTV	Clear	AAA	AA	A	BBB	Fee
2 Year Fixed	70%	7.70%	7.75%	7.80%	8.00%	8.35%	£1,495
	75%	7.75%	7.85%	7.90%	8.15%		£1,495
	80%	7.90%	7.95%	8.05%			£1,495
	85%	8.20%					£1,495
Rate Term	Up to LTV	Clear	AAA	AA	A	BBB	Fee
3 Year Fixed	70%	7.45%	7.50%	7.75%	7.95%	8.05%	£1,495
	75%	7.60%	7.80%	7.90%	8.10%		£1,495
	80%	7.75%	7.90%	8.05%			£1,495
	85%	8.10%					£1,495
Rate Term	Up to LTV	Clear	AAA	AA	A	BBB	Fee
5 Year Fixed	70%	7.35%	7.40%	7.85%	7.95%	8.10%	£1,495
	75%	7.55%	7.80%	8.05%	8.30%		£1,495
	80%	7.70%	7.95%	8.20%			£1,495
	85%	7.95%					£1,495
Rate Term	Up to LTV	Clear	AAA	AA	A	BBB	Fee
Term Variable Rate & Reversion Rate	70%	8.80% (2.30% + BVR*)	8.94% (2.44% + BVR*)	9.10% (2.60% + BVR*)	9.24% (2.74% + BVR*)	9.40% (2.90% + BVR*)	£1,495
	75%	8.95% (2.45% + BVR*)	9.10% (2.60% + BVR*)	9.25% (2.75% + BVR*)	9.40% (2.90% + BVR*)		£1,495
	80%	9.05% (2.55% + BVR*)	9.20% (2.70% + BVR*)	9.35% (2.85% + BVR*)			£1,495
	85%	9.15% (2.65% + 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

Bluestone Standard Variable rate "BVR"	6.50%	The rate does not have a direct link to the Bank of England Base Rate (BBR), which is also reviewed regularly. 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 regularly.
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ERC	Year 1	Year 2	Year 3	Year 4	Year 5
2 Year Fixed	3%	2%			
3 Year Fixed	3%	2.5%	2%		
5 Year Fixed	3%	2.5%	2%	1%	0.5%
Term Variable	1.5%	1%	0.5%		

Residential Mortgage Products

We've expanded our Purchase Fees Free product range

Rate Term	Up to LTV	Clear	AAA	AA	A	BBB	
2 Year Fixed	70%	8.35%	8.40%	8.45%	8.65%	9.00%	
	75%	8.40%	8.50%	8.55%	8.80%		
	80%	8.55%	8.60%	8.70%			
	85%	8.85%					
Rate Term	Up to LTV	Clear	AAA	AA	A	BBB	
3 Year Fixed	70%	8.10%	8.15%	8.40%	8.60%	8.70%	
	75%	8.25%	8.45%	8.55%	8.75%		
	80%	8.40%	8.55%	8.70%			
	85%	8.75%					
Rate Term	Up to LTV	Clear	AAA	AA	A	BBB	
5 Year Fixed	70%	7.75%	7.80%	8.25%	8.35%	8.50%	
	75%	7.95%	8.20%	8.45%	8.70%		
	80%	8.10%	8.35%	8.60%			
	85%	8.35%					
Rate Term	Up to LTV	Clear	AAA	AA	A	BBB	
Term Variable Rate & Reversion Rate	70%	9.45% (2.95% + BVR*)	9.59% (3.09% + BVR*)	9.75% (3.25% + BVR*)	9.89% (3.39% + BVR*)	10.05% (3.55% + BVR*)	
	75%	9.60% (3.10% + BVR*)	9.75% (3.25% + BVR*)	9.90% (3.40% + BVR*)	10.05% (3.55% + BVR*)		
	80%	9.70% (3.20% + BVR*)	9.85% (3.35% + BVR*)	10.00% (3.50% + BVR*)			
	85%	9.80% (3.30% + BVR*)					

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"

6.50%

The rate does not have a direct link to the Bank of England Base Rate (BBR), which is also reviewed regularly. 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 regularly.

ERC	Year 1	Year 2	Year 3	Year 4	Year 5
2 Year Fixed	3%	2%			
3 Year Fixed	3%	2.5%	2%		
5 Year Fixed	3%	2.5%	2%	1%	0.5%
Term Variable	1.5%	1%	0.5%		

Residential Mortgage Products

We've expanded our Remortgage Fees Free product range

Free basic legals or a £500 contribution to solicitors costs - remortgages only

Rate Term	Up to LTV	Clear	AAA	AA	A	BBB	
2 Year Fixed	70%	7.70%	7.75%	7.80%	8.00%	8.35%	
	75%	7.75%	7.85%	7.90%	8.15%		
	80%	7.90%	7.95%	8.05%			
	85%	8.20%					
Rate Term	Up to LTV	Clear	AAA	AA	A	BBB	
3 Year Fixed	70%	7.45%	7.50%	7.75%	7.95%	8.05%	
	75%	7.60%	7.80%	7.90%	8.10%		
	80%	7.75%	7.90%	8.05%			
	85%	8.10%					
Rate Term	Up to LTV	Clear	AAA	AA	A	BBB	
5 Year Fixed	70%	7.35%	7.40%	7.85%	7.95%	8.10%	
	75%	7.55%	7.80%	8.05%	8.30%		
	80%	7.70%	7.95%	8.20%			
	85%	7.95%					
Rate Term	Up to LTV	Clear	AAA	AA	A	BBB	
Term Variable Rate & Reversion Rate	70%	8.80% (2.30% + BVR*)	8.94% (2.44% + BVR*)	9.10% (2.60% + BVR*)	9.24% (2.74% + BVR*)	9.40% (2.90% + BVR*)	
	75%	8.95% (2.45% + BVR*)	9.10% (2.60% + BVR*)	9.25% (2.75% + BVR*)	9.40% (2.90% + BVR*)		
	80%	9.05% (2.55% + BVR*)	9.20% (2.70% + BVR*)	9.35% (2.85% + BVR*)			
	85%	9.15% (2.65% + BVR*)					

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"	6.50%	The rate does not have a direct link to the Bank of England Base Rate (BBR), which is also reviewed regularly. 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 regularly.
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ERC	Year 1	Year 2	Year 3	Year 4	Year 5
2 Year Fixed	3%	2%			
3 Year Fixed	3%	2.5%	2%		
5 Year Fixed	3%	2.5%	2%	1%	0.5%
Term Variable	1.5%	1%	0.5%		

Residential Income Criteria

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

	Criteria	Evidenced By	Other Income	Criteria	Evidenced By
 Employed	<ul style="list-style-type: none"> Permanently employed, in continuous employment for more than 6 months and in current role for more than 3 months, and not in any probationary period 	<ul style="list-style-type: none"> 3 months payslips and P60 Details of last 6 months employment Latest 1 months bank statements Employment reference may be required 	Maintenance	Up to 100% if received and evidenced for last 6 months	CSA orders or 6 months bank statements
	Bonus <ul style="list-style-type: none"> Up to 75% of the average earned in last 2 years 	<ul style="list-style-type: none"> 2 years P60 or employment reference 	Casual Income	12 months employment history required, must be with current employer a minimum of 6 months	6 months payslips, P60 and 6 months bank statement
	Commission/Overtime/Shift Pay <ul style="list-style-type: none"> Up to 75% of the average earned in last 3 months 	<ul style="list-style-type: none"> 3 months payslips 	Directors/Partners Fees	Up to 100%	Tax returns and 3 months bank statements
	Car allowance/Location allowance <ul style="list-style-type: none"> Up to 100% if guaranteed Nil if not guaranteed 	<ul style="list-style-type: none"> 3 months payslips 	Investment Income	Up to 100% if guaranteed and sustainable	Solicitors/Accountant/Trust administrator verification
 Self Employed	<ul style="list-style-type: none"> Minimum 12 months trading history For Sole Traders we'll accept net profit For Partnerships we'll accept their share of net profit Directors Pension/Car Allowance and Home Office Use included Ltd company directors, we'll accept salary and dividends 	<ul style="list-style-type: none"> Accounts certificate <2years trading or SA302's and Tax year overview or Accounts 3 months business bank statements 3 months personal bank statements 	Pension Income	Up to 100%	<ul style="list-style-type: none"> Pension statement/letter or Sa302 & Tax Year Overview 3 months bank statements
	Day rate contractors <ul style="list-style-type: none"> Day 1 contractor accepted Min 6 months industry experience Calculated as day rate x 5 x 48 No gaps of more than 6 weeks in the last 6 months 	<ul style="list-style-type: none"> Copy of current contract 3 months bank statements Employment reference may be required 	Second Jobs	Must be permanent and been in role for 6 months	<ul style="list-style-type: none"> 3 months payslips and P60 3 months bank statements
 Contractors	PAYE Contractor <ul style="list-style-type: none"> Day 1 contractor accepted Min 6 months continuous employment 	<ul style="list-style-type: none"> Latest contract If new contract, we'll need to see evidence of 6 months history e.g. 6 months payslips 3 months bank statements 	Benefit Income	75% of benefit income accepted (WFTC, DLA, Child Benefit, Carers Allowance, PIP) if 2 years remaining. Must not exceed 30% of household income. Only acceptable if the benefit is the applicant(s) No JSA No Housing benefit. No DLA for non applicants. ie: being received by the applicant on behalf of a 3rd party/child	Latest award letter
	Temp/Agency/Zero hour contractors <ul style="list-style-type: none"> 12 month history with the same employer and in current role for 3 months. Average of the last 12 months earnings 	<ul style="list-style-type: none"> 12 months payslips required to take an average 3 months bank statements 	Other income we won't take into account	Statutory Sick Pay, Occupational Sick Pay, Self Certified Income	
	CIS Workers <ul style="list-style-type: none"> 12 month history Average last 12 months earnings if using invoices, or use latest years SA302's 	<ul style="list-style-type: none"> Accept 12 months CIS vouchers or SA302's as income 3 months bank statements 	Lending into Retirement	Accepted	Affordability and sustainability of income
				Rental Income	80% of net rental income received
			Foster care Workers	24 month history	SA302's or last 24 months remittance slips/invoices/reference from foster care agency to evidence income

Right to Buy Mortgage Products

We've expanded our product range!

Rate Term	Up to LTV	Clear	AAA	AA	A	BBB	Fee
5 Year Fixed	70%	7.85%	7.90%	8.35%	8.45%	8.60%	£1,495
	75%	8.05%	8.30%	8.55%	8.80%		£1,495

Rate Term	Up to LTV	Clear	AAA	AA	A	BBB	Fee
Reversion Rate	70%	8.80% (2.30% + BVR*)	8.94% (2.44% + BVR*)	9.10% (2.60% + BVR*)	9.24% (2.74% + BVR*)	9.40% (2.90% + BVR*)	£1,495
	75%	8.95% (2.45% + BVR*)	9.10% (2.60% + BVR*)	9.25% (2.75% + BVR*)	9.40% (2.90% + BVR*)		£1,495

Bankruptcy/DRO/IVA	A loading of 1% applies to customers that have had an IVA/Debt Relief Order or Bankruptcy discharged in the last 6 years	Bankruptcy/DRO/IVA
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Bluestone Standard Variable rate "BVR"	6.50%	The rate does not have a direct link to the Bank of England Base Rate (BBR), which is also reviewed regularly. 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 regularly	ERC	Year 1	Year 2	Year 3	Year 4	Year 5
			5 Year Fixed	3%	2.5%	2%	1%	0.5%

Key Product Criteria

- Up to 75% LTV
- Available on residential 5 year fixed rate range
- Lend 100% of discounted purchase price, up to a max 75% of open market value
- Available in conjunction with all standard criteria



Right to Buy Mortgage Products

We've expanded our Right To Buy Fees Free product range

Rate Term	Up to LTV	Clear	AAA	AA	A	BBB	Fee
5 Year Fixed	70%	8.25%	8.30%	8.75%	8.85%	9.00%	
	75%	8.45%	8.70%	8.95%	9.20%		

Rate Term	Up to LTV	Clear	AAA	AA	A	BBB	Fee
Reversion Rate	70%	9.20% (2.70% + BVR*)	9.34% (2.84% + BVR*)	9.50% (3.00% + BVR*)	9.64% (3.14% + BVR*)	9.80% (3.30% + BVR*)	
	75%	9.35% (2.85% + BVR*)	9.50% (3.00% + BVR*)	9.65% (3.15% + BVR*)	9.80% (3.30% + BVR*)		

Bankruptcy/DRO/IVA	A loading of 1% applies to customers that have had an IVA/Debt Relief Order or Bankruptcy discharged in the last 6 years	Bankruptcy/DRO/IVA
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Bluestone Standard Variable rate "BVR"	6.50%	The rate does not have a direct link to the Bank of England Base Rate (BBR), which is also reviewed regularly. 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 regularly
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ERC	Year 1	Year 2	Year 3	Year 4	Year 5
5 Year Fixed	3%	2.5%	2%	1%	0.5%

Right to Buy Criteria

The Right to Buy scheme provides an opportunity for most council tenants to buy their home at a discounted price.

Right to Buy	Criteria
Property Types	<p>The maximum discount is £96,010 across England, except in London boroughs where it's £127,940 and increases each year in April in line with the consumer price index (CPI). Houses and flats attract a different level of discount but are both subject to the absolute caps above. Once the property is purchased the borrower may sell the property but if it's within 5 years of the purchase then a reducing proportion of the discount has to be repaid to the council.</p> <p>Houses You get a 35% discount if you've been a public sector tenant for between 3 and 5 years. After 5 years, the discount goes up 1% for every extra year you've been a public sector tenant, up to a maximum of 70% or £96,010 across England and £127,940 in London boroughs (whichever is lower).</p> <p>Flats You get a 50% discount if you've been a public sector tenant for between 3 and 5 years. After 5 years, the discount goes up by 2% for each extra year you've been a public sector tenant, up to a maximum of 70% or £96,010 across England and £127,940 in London boroughs (whichever is lower).</p> <p>Property types including construction must meet our standard criteria.</p>
Affordability	Affordability is assessed in line with our standard policy.
Customer Type	Council tenants - only those named on the Section 125 RTB Notice can be party to the application.
Transaction Type	Purchase only
Minimum Term / Maximum Term	5 years / 40 years
Minimum loan / Maximum Loan	£50,000 / £1,000,000
Maximum LTV	Up to 100% of the discounted purchase price and a maximum of 75% LTV of the open market value as advised by a Bluestones valuer.
Location	England only
Additional Documents	Section 125 RTB Notice will be required to be able to complete the initial underwrite.
How long is the mortgage offer valid for?	Offers will be valid for 4 months

Valuation Fees and Application Criteria

Valuation Fees

Property Value	Valuation Report Only	Valuation report plus Homebuyers Report	Valuation report plus Building Survey
£75,000 - £150,000	£232.50	£502.50	£792.50
£150,001 - £200,000	£257.50	£557.50	£887.50
£200,001 - £250,000	£282.50	£612.50	£927.50
£250,001 - £300,000	£307.50	£672.50	£967.50
£300,001 - £350,000	£332.50	£717.50	£1,017.50
£350,001 - £400,000	£357.50	£757.50	£1,077.50
£400,001 - £450,000	£382.50	£802.50	£1,127.50
£450,001 - £500,000	£407.50	£832.50	£1,182.50
£500,001 - £600,000	£542.50	£927.50	£1,307.50
£600,001 - £700,000	£642.50	£1,022.50	£1,437.50
£700,001 - £800,000	£707.50	£1,142.50	£1,557.50
£800,001 - £900,000	£767.50	£1,267.50	£1,682.50
£900,001 - £1,000,000	£882.50	£1,392.50	£1,807.50
£1,000,000 +	Price available on request	Price available on request	Price available on request
Retype	£60	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 - 40 years
Max Loan Amount	Residential £1,000,000
Repayment Type	Capital & Interest available on all loans
Mortgage Schemes not accepted	Homebuy/Key Worker Scheme/HTB in schemes not reported/ Shared Equity/Shared Ownership/Self Builds
Deposit	From own resources or gifted from close relative*
Portability	Not portable
Fees	Product fees can be added to the loan regardless of LTV. Restricted to maximum 85% LTV for Residential.

Applicants

Applicants	Criteria
Maximum per application	4
Age at completion	All applicants must be at least 20 years old For residential and affordability based applications, the term cannot take the applicants past their 80th Birthday.
Residency (main applicants only)	Permanent UK residency rights, permanent settled status. Resident in UK for at least 1 year, Please note that an application for settled status is not sufficient.
Applicants not accepted	Guarantors/Expats/Diplomats

Fees Free Residential Remortgage

We offer a **free basic valuation** and no **application fee** across all residential remortgage applications:

The details within do not apply to scottish properties, where there are no free legal, but all Scottish remortgages will qualify for the £500 contribution to their solicitor costs.

Free basic legal fees

- E for E Remortgages
- Capital raising

£500 contribution

- Transfer of equity
- Unencumbered properties
- Debt consolidation

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