

2018: another year of improvements to help you do business with us

January

- Simplified our affordability approach with a single residential affordability rate for **all** LTVs.

February

- Introduced longer offers for remortgages.
- Launched some new first time buyer exclusives!

March

- Improved our lending criteria for remortgages with debt consolidation, e.g. increased maximum LTV from 75% to 85%, and more!

April

- Increased the number of other properties your client can own on completion of the residential mortgage from four to five.

May

- We continued to offer a max income multiple of 5.50x income for £4£ remortgaging.
- Launched Key Account exclusives for remortgages!

June

- Increased the maximum loan amount and LTVs for residential non-new build flats.

July

- Removed £25k minimum loan size for a procurement fee!
- No questions on household expenditure - we use our own statistics making it simpler!

August

- Updated our accountant's certificate to make it easier for the Accountant to complete and to reduce the number of errors causing delays.

September

- Simplified our property criteria for Buy to Let applications.
- Continued to make further rate reductions!

October

- Launched Help to Buy remortgaging up to 90% LTV.

November

- Introduced a dedicated **Underwriting Support Team** to help with applications which have been given a 'Maximum loan decision'.

December

- Launched new 60% and 75% LTV products.
- Started planning for our upcoming lending criteria improvements for 2019!