



The specialist bank

# Specialist Mortgages

Product Guide

November 2021

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Buy to Let, HMO and Semi-Commercial	3
Residential and Commercial Bridging	7
Puma for Intermediaries	10
Notes	12

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Best Service from a Buy-to-Let  
Mortgage Provider

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# Buy to Let, HMO and Semi-Commercial

### Key features

Maximum loan size	£15,000,000
Minimum loan size	£100,000
Loan Term	Up to 30 years
LTV	Up to 75% net of fees
Arrangement Fee	2% which can be added to the loan
Repayment type	Interest Only and Capital and Repayment are both available on all loans
Regions	England & Wales
Age requirement	No maximum age
Income requirement	No minimum income
No Rate Loadings	Regardless of your client's circumstances, we do not load the rate

### We support the following borrower types

Personal name borrowers	Limited companies (Trading, SPVs and New SPVs)
Partnerships and trusts	Offshore entities
Portfolio landlords (no maximum portfolio size)	First time landlords
Expats and Foreign Nationals (no need for UK residence)	

### We lend on the majority of residential assets including the following property types

HMOs (no maximum room numbers)	New-build flats
Multi-unit freehold blocks (no maximum unit numbers)	Short-term lets (we work off actual rental income generated not just AST)
Serviced accommodation	Purpose built student accommodation
DSS tenants	Sitting tenants
Low rental yielding properties (that require outside income)	Commercial to residential conversions
Semi-commercial	

## Interest Rates

### Specialist BTL & HMO – rates from 3.84%

	Loan size	65% LTV	70% LTV	75% LTV
2 year fixed	£100k – £200k	4.34%	4.49%	4.59%
	£200k – £5m	3.84%	3.99%	4.09%
	£5m – £15m	Priced on application		
5 year fixed	£100k – £200k	4.49%	4.64%	4.69%
	£200k – £5m	3.99%	4.14%	4.19%
	£5m – £15m	Priced on application		
5:2 (5 year fixed, 2 year ERC)	£100k – £200k	5.44%	5.60%	5.64%
	£200k – £5m	4.74%	4.90%	4.94%
	£5m – £15m	Priced on application		

**Arrangement fee:** 2% which can be added to the loan

### Semi-commercial – rates from 4.80%

The value of the residential element needs to be greater than 60% of the total valuation and have its own separate access.

	Loan size	65% LTV	70% LTV	75% LTV
2 year fixed	£100k – £200k	5.20%	5.35%	5.50%
	£200k – £5m	4.80%	4.95%	5.10%
	£5m – £15m	Priced on application		
5 year fixed	£100k – £200k	5.30%	5.45%	5.60%
	£200k – £5m	4.90%	5.05%	5.20%
	£5m – £15m	Priced on application		
5:2 (5 year fixed, 2 year ERC)	£100k – £200k	5.70%	5.85%	6.00%
	£200k – £5m	5.30%	5.45%	5.60%
	£5m – £15m	Priced on application		

**Arrangement fee:** 2% which can be added to the loan

### Interest coverage ratio thresholds

	BTL & HMO up to 6 beds	HMO over 6 beds	Semi-commercial
Personal	140%	155%	125%
Company	125%	140%	125%

### Early repayment charges

2 year fixed	5 year fixed	5:2
3% year 1 and 2% year 2	4% in years 1 and 2, 3% in years 3 to 5 and 1% for the life of the loan	4% in years 1 and 2

Up to 10% of the loan balance may be repaid in any 12 month period without notice and without incurring any early repayment charge

## Specialist Products

At HTB we look to offer maximum flexibility: we can work with you to create bespoke solutions to offer your clients. We call these our Specialist Products - a few recent examples of these are outlined below. Each of these were created based on a request from one of our brokers to help a particular client with a given circumstance and we now offer these to everyone. If you require a unique solution please let us know.

### Short-term lets

#### Free your client from ASTs

A short-term let mortgage is one which is secured against a property where the intention is not to use an AST with the tenants. These can take the form of holiday lets (including all those which use popular booking websites), serviced accommodation and short-term property licences. Importantly, we utilise actual expected income (based on regional market data) to calculate the Interest Coverage Ratio. This solution allows your client to be free from the restrictions of ASTs.

### 5:2

#### Maximise borrowing with added flexibility

This product gives your client a fixed rate for 5 years yet no ERCs are payable after year 2. This gives the benefit of improved leverage of a 5 year fixed (by using the pay rate in the stress test) with the flexibility of the 2 year fixed.

### Refurb IN Term

#### No need for two products, when one will do

This product combines the benefits of a light refurb product wrapped up in a term loan. Where the refurb is light (i.e. doesn't require building regulation or planning approval) and is intended to be complete within 3 months we can enter straight into a term loan (i.e. 2 year or 5 year fixed) from day 1. This provides a cheaper, hassle free option for those investors who can spot those diamond properties in need of some TLC.

# Residential and Commercial Bridging

## Residential and Commercial Bridging

We are a bank that takes bridging seriously. We provide tailored solutions to a wide range of property financing challenges. We support this proposition with a service that really delivers, giving you a dedicated team coupled with the option of dual representation which means you can always be assured of our full attention. We provide genuinely specialist bridging solutions with fast turnaround.

For bridging solutions up to £1m, we'll give you a dedicated underwriter and completions officer, a decision within 4 hours and enable you to instruct the valuation and solicitor whilst we get on with the underwriting. So if you want the rate, you don't have to wait.

### Key features

Maximum loan size	£15,000,000
Minimum loan size	£100,000
Loan Term	Up to 2 years
LTV	Up to 75% for serviced loans
Arrangement Fee	2%
Interest method	Rolled or serviced
Early repayment charges	No ERC (min interest charge 3 months)
Regions	England and Wales
Age requirement	No maximum age
Income requirement	No minimum income

### Other

We aim to complete within 28 days. Dual representation, Fast track: for loans up to £1m, you will get a decision in 4 hours with a dedicated underwriter and completions officer.

## Interest Rates

### Short Term Lending, Semi-Commercial & Developers Exit

Loan size	Rate	Net LTV
£100,000 - £1m	0.55%	60%
£100,000 - £1m	0.60%	65%
£100,000 - £1m	0.65%	70%
£1m - £15m	Priced on application	

#### Definition

<b>Short Term Lending</b>	Secured against residential security where there is no element of refurbishment of construction
<b>Developer Exit</b>	Secured against recently completed and compliant residential security where the construction phase has completed - pending a sale

### Refurb

Loan size	Rate	Net LTV
£100,000 - £1m	0.55%	60%
£100,000 - £1m	0.60%	65%
£100,000 - £1m	0.65%	70%
£1m - £15m	Priced on application	

#### Definition

<b>Refurbishment - Suitable uses</b>	Decoration, light central heating and electrical work, internal re-configuration of non-load bearing nature, replacement windows/doors/flooring, full rewiring, installation of new bathrooms/kitchens
<b>Refurbishment - Unsuitable uses</b>	No works requiring planning permission, building regulations or re-configuration of load bearing walls

#### Important Information

- Rates:** Quoted above on a monthly chargeable basis
- Arrangement fee:** 2% which can be added to the loan without increasing the rate/LTV banding
- Gross LTV:** Interest roll up & arrangement fee can be added to the loan to a max 75% LTV
- Term & Interest roll up period:** Maximum of 12 months
- ERC:** No ERC (min interest charge 3 months)
- Location:** England & Wales
- Extent of works:** The works should not exceed more than £350,000
- Commercial:** Please refer to your Lending Manager for an Appropriate Rate
- Lending Requirements >£1million and or >12months:** Please refer to your Lending Manager



## Our Broker Portal

PUMA for Intermediaries is our brand new portal which allows you to submit applications, upload documents and track cases in real time. By eliminating the paperwork, this will help you to do business with us more efficiently and provide your clients with a faster turnaround.

- ✓ Submit business and upload documentation
- ✓ No need for a further application form
- ✓ All records in one place
- ✓ Track progress in real time
- ✓ Receive automatic updates

If you are not currently registered for PUMA for Intermediaries, please speak directly with your BDM or lending manager who will be able to help get you started.



# Notes











## Get in touch with the specialists

However you prefer to get in touch, you'll speak to an expert whose job it is to help.

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