



The
**Criteria
Corner**

Top tips from the Paradigm Mortgage Helpdesk

Welcome back to The Criteria Corner!



Adam Holmes

Mortgage Helpdesk Consultant

The Criteria Corner is our mini newsletter designed to give you a brief insight into the topics we see frequently on the Mortgage Helpdesk. We aim to provide you with some great hints and tips which will help you with future cases. If you think we may be able to assist with your next case, please don't hesitate to get in touch!

Self-employed related enquiries will always form a percentage of the enquiries received on the mortgage helpdesk and as policies change amongst Lenders, we want to make sure you are equipped with the latest hints and tips to help place cases for your self-employed clients and potentially maximise their earnings for affordability.

Latest years net profits

Some Lenders will need to get comfortable with the sustainability of using the latest year's figures in instances of large increases – although this is not necessarily applicable to all of the below listed Lenders. With that in mind, the following Lenders may consider:

Aldermore, Beverley BS, Bluestone Mortgages, Cambridge BS, Chorley BS, Coventry BS, Earl Shilton BS, Family BS, Furness BS, Generation Home, Harpenden BS, Kensington, LendInvest, Mansfield BS, Pepper Money, Saffron BS, Suffolk BS, Stafford BS, The Mortgage Lender, Together, United Trust Bank, Vida Homeloans and West One.



Mainstream net profit Lenders?

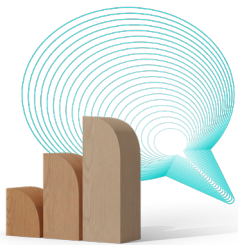
If an average of the latest 2 years figures is sufficient, many mainstream Lenders have started to consider the use of net profits. Such as...

Accord, Barclays*, Clydesdale Bank, Coventry BS, Halifax*, HSBC, Metro Bank, Skipton BS and Virgin Money. You may also wish to consider discussing this with Bank of Ireland 'Bespoke'.

*Subject to a minimum loan size.

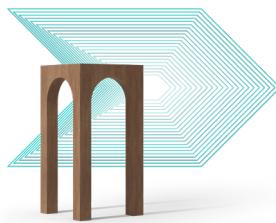
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We're here to speed things up, not slow things down. Our 100% online application is stripped back to the essentials, offering speed of service, saving time for everyone. Plus, we're waiving valuation and application fees during our initial launch phase.



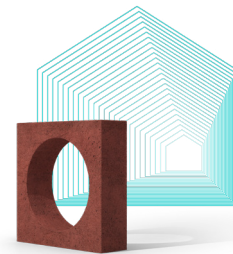
Smarter

- One smarter, simpler product range supporting all landlords and property types.
- £ for £ remortgages assessed at pay rate helping with affordability, even on short-term fixed rates.



Faster

- Quick, consistent decisions with instant DIPs.
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Simpler

- All underpinned by clear criteria so you know where you stand.
- Simple process for portfolio landlords, no extra forms just a few additional questions to fully understand your application.

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enquiries@modamortgages.co.uk

01978 80 33 33



Net Profits before corporation tax

A number of Lenders can consider using net profits before corporation tax, including:

Clydesdale Bank, Furness BS, Metro Bank, Newcastle BS and The Mortgage Lender.

Using a projection as the latest year's figures

Subject to additional underwriting, the following Lenders can assist in this scenario:

Harpenden BS, Hinckley & Rugby BS, Nottingham BS, Kent Reliance, United Trust Bank and Together.

Liquidated Companies

While it is uncommon for our helpdesk to be asked about self-employed applicants that have had their previous company go into liquidation, there seems to be some misconception that a mortgage would be difficult to place within 3-6 years.

These situations are not treated akin to bankruptcies and we've found that providing the liquidation has not affected their credit file and is not linked to any current form of employment, underwriters can get comfortable with these clients. If they have returned to self-employment, a fresh set of 1-2 years' worth of figures will naturally be required.



As always, we must advise that criteria does regularly change and therefore it is always prudent to double check with a Lender prior to submitting an application. Lenders provided are based on findings at the time of research, and may not include every option available.