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Product Guide

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Tailored solutions to meet your clients' needs

Whether your client is a Buy to Let investor, an entrepreneur wishing to raise capital on their residential property for business purposes, a High Net Worth* individual or a property developer, we have tailored solutions to suit their situation.

The products outlined in this guide are intended to give an idea of how our products are structured and guidance on rates.

However, if your client's case doesn't fit the box exactly, it's worth talking to our team about creating a bespoke product.

Our flexible approach means that we consider each case individually and mould our products to suit.

We tailor our products to your client's circumstances, so each case is individually priced.

If it makes sense, we'll find a way.

*The FCA definition of High Net Worth is a customer with an annual net income of no less than £300,000 or net assets of no less than £3million. Subject to compliance with regulatory requirements. Please note that an APRC is generated as part of the application process

Buy to Let Bridging

Our Buy to Let Bridging product is designed for your clients' short term Buy to Let finance needs. We understand that time is of the essence for short term finance cases, that's why our Buy to Let Bridging product is bridging that you can trust to deliver on time.

Ideal for light refurbishment, including Permitted Development projects, the roll-up interest basis means that monthly payments won't impede the project's progress.

With a flat monthly rate of 0.67%** , you don't need to obtain a quote before making an application, saving you and your clients time.

Our Buy to Let Bridging product is available on a first charge basis only.

Rate	Maximum LTV	Term	Minimum loan amount	Maximum loan amount	ERC	Interest basis
0.67%**	75% (including all rolled up interest)	9 or 12 months	£100,000	£1million	Three months' interest if redeemed during the first three months	Roll-up No monthly payments required as interest is rolled up to completion

**Annual rates are used for calculation of interest due. Equivalent monthly interest is provided only for ease of comparison against other lenders. Equivalent monthly rates are rounded to two decimal places.

Bridge

When your clients have short term needs, but Bridging doesn't quite fit the bill, our Bridge products offer a range of options. Terms of one or two years give your clients the opportunity to fulfil their short term plans.

Our Bridge products are also available for High Net Worth* clients and those securing against their own residential property to raise funds for business purposes.

Term:

One or two years



		Rate	Equivalent monthly rate**	Maximum LTV	Minimum loan amount	Minimum property value	ERC	Arrangement Fee	First charge	Second charge	Minimum age	Maximum age
Roll-up	Buy to Let	From 7.99%	From 0.67%	75% (including all rolled up interest)	£15,000	£75,000	Three months' interest if redeemed during the first three months	2.25%	Yes	Yes	21	None
	Business purpose				£25,001	£250,00	3% during the first three months		No			
	High Net Worth*											
Serviced	Buy to Let	From 7.49%	From 0.62%	75%	£15,000	£75,000	Three months' interest if redeemed during the first three months		Yes			

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**Annual rates are used for calculation of interest due. Equivalent monthly interest is provided only for ease of comparison against other lenders. Equivalent monthly rates are rounded to two decimal places.

Term

For those looking for slightly longer terms, our Term products offer a range of options to suit. Terms between two and five years, give your clients the security of a fixed rate while they carry out their short term plans.

Our Term products are also available for High Net Worth* clients and those securing against their own residential property to raise funds for business purposes.

Term:
Two to five years



		Rate	Equivalent monthly rate**	Maximum LTV	Minimum loan amountt	Minimum property value	ERC	Arrangement Fee	First charge	Second charge	Minimum age	Maximum age
Roll-up No monthly payments required as interest is rolled up to redemption	Buy to Let	From 7.24%	From 0.60%	75% (including all rolled up interest)	£15,000	£75,000	5% for the term of the loan	2.25%	Yes	Yes	21	None
	Business purpose				£25,001	£250,000			No			
	High Net Worth*											
Serviced Interest is serviced monthly	Buy to Let	From 6.99%	From 0.58%	75%	£15,000	£75,000			Yes			

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**Annual rates are used for calculation of interest due. Equivalent monthly interest is provided only for ease of comparison against other lenders. Equivalent monthly rates are rounded to two decimal places.

TermTen

Our longest term product, TermTen is designed for Buy to Let landlords who want a bit more flexibility in their finance plans. Fixed for the first five years of the ten year term, TermTen gives them the opportunity to mitigate the effects of market fluctuations and to take unexpected events in their stride.

With no Early Redemption Charge after the first five years, landlords have a further five years to make their next move, without being time pressured.

TermTen is available on a first charge basis only."

Rate	Maximum LTV	Minimum loan amount	Maximum loan amount	ERC	Interest basis
From 4.99% Rate fixed for first 60 months, followed by Castle Trust's standard variable rate thereafter	75% (Net of arrangement fee)	£50,000	£15million	5% if redeemed during first 60 months	Serviced
	80% (Net of arrangement fee)		£500,000		

Term:
Ten years



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Blended rates

For landlords with low rental yields, whose rental income will not service the loan, our blended products offer a great alternative to top slicing, with the flexibility to maximise borrowing without having to subsidise the loans from personal income.

The roll-up element offers the opportunity for your client to maximise their loan amount, regardless of their rental yield. The serviced element offers a lower rate than the roll-up element. When the two are combined, we aggregate the rates to give one set of loan terms, keeping things simple for you and your client.

Blended rates are available for Buy to Let clients on a Bridge or Term basis, so there's something to suit every type of landlord.

Large loans

Our large loan products for loans of £1million or more are ideal for landlords with large portfolios. All property types are considered, including HMOs, holiday lets and multiple flats on one title.

Available on a serviced basis from 5.29% for loans up to 70%*, our specialist team will create bespoke terms based upon your client's requirements. To add further flexibility, we also offer the ability to combine these rates with our standard roll-up rates to create a unique blended product.

If your client doesn't quite fit the large loans criteria exactly, we have the flexibility to look at their circumstances and tailor a product to suit, so it's always worth giving us a call.

* Loans up to 75% considered on an exception basis.

Development Finance

We offer bespoke finance solutions to experienced developers for a range of development types, including Permitted Development schemes and group developments of single and multiple units.

- ✓ **What we offer**
 - Up to LTGDV 70%
 - Loans from £1million to £10million
 - Terms from 9 months to 30 months
 - Competitive pricing on an individual basis
- ✓ **Lending criteria**
 - UK resident
 - Experienced full-time developers
 - Limited companies / SPVs
 - Projects must be located in England or Wales

Development Exit

Where your clients are looking to use their loan as a development exit, we can help. Our development exit products are available on a three year term with a two year ERC, giving your clients the flexibility to transition from development at their own pace.

The products also include the flexibility to sell an agreed percentage of the properties (defined on a case by case basis) during the ERC period, giving the client a product that works on their terms.

To define development exit terms for your client, talk to your BDM.

Get in touch

When we say we're a specialist lender, we mean it.

We're here to find the best solutions for you and your clients, looking at unusual cases and creating products to fit.

Get in touch today to discuss your cases and get them moving with our tailored solutions.

Important information

Loans are subject to status, terms and conditions. The customer must repay the loan by the end of the term. If the customer has not repaid the loan by the end of its term and either does not have sufficient savings or is not able to arrange another mortgage, then they will need to sell their property. Property may be repossessed if the loan is not paid when due. This communication is for authorised intermediaries only. This information has not been approved for use with customers and is not intended for public or customer use.

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