



ZEPHYR

HOMELOANS

Product Range

10th November 2023

Latest updates

- // New 2-Year Fixed Rates just launched and 5-Year Fixed Rates reduced
- // 0.10% 'Green' discount for properties EPC rated A-C
- // To secure a rate, the case must proceed to offer within 60 calendar days of the application

Please note: When selecting a product on our online portal make sure you have chosen the correct one for your client's EPC rating. This will be checked as part of the application process and will be changed if the wrong product is selected.

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Our products are for buy-to-let purposes only, excluding consumer buy-to-let. We only lend on properties in England and Wales. All products are available for Individuals & Limited Companies for both purchase and re-mortgage, for individual and portfolio applications.



Standard properties

EPC A, B & C

2 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Can Product Fee be added to loan?	Application Fee (non-refundable)	Product Code
65%	£2.0M	5.35%	5.00%	Yes	£200	ZHL01805
65%	£2.0M	6.35%	3.00%	Yes	£200	ZHL01806
70%	£1.5M	5.45%	5.00%	Yes	£200	ZHL01807
70%	£1.5M	6.45%	3.00%	Yes	£200	ZHL01808
75%	£1.0M	5.45%	5.00%	No	£200	ZHL01809
75%	£1.0M	6.45%	3.00%	No	£200	ZHL01810

Reversion rate for all these products is BBR +4.90%. Current BBR is set at 5.25%

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Can Product Fee be added to loan?	Application Fee (non-refundable)	Product Code
65%	£2.0M	5.95%	5.00%	Yes	£200	ZHL01817
65%	£2.0M	6.35%	3.00%	Yes	£200	ZHL01818
70%	£1.5M	6.05%	5.00%	Yes	£200	ZHL01819
70%	£1.5M	6.45%	3.00%	Yes	£200	ZHL01820
75%	£1.0M	6.05%	5.00%	No	£200	ZHL01821
75%	£1.0M	6.45%	3.00%	No	£200	ZHL01822

Reversion rate for all these products is BBR +4.90%. Current BBR is set at 5.25%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Can Product Fee be added to loan?	Application Fee (non-refundable)	Product Code
65%	£2.0M	6.94% (BBR +1.69%)	3.00%	Yes	£200	ZHL01838
70%	£1.5M	6.99% (BBR +1.74%)	3.00%	Yes	£200	ZHL01839
75%	£1.0M	6.99% (BBR +1.74%)	3.00%	No	£200	ZHL01840

The interest rate quoted is correct as at 10th November 2023 and will change in line with BBR changes

There are no reversion rates applicable to Lifetime Tracker products

You can find an energy certificate (EPC) for a property in England, Wales or Northern Ireland on the [gov.uk website](https://www.gov.uk).

Notes:

The product fee is calculated as a percentage of the loan amount excluding any fees which are added. Product fee can be added to the loan on all products, except those in the 75% LTV band.

*Maximum LTV for portfolios with aggregate loans of more than £2,000,000 is 70%. We may require proof of the source of deposits. Minimum valuation of £75,000 unless the property is a MUFB or HMO then the minimum value is £100,000.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

There are a number of fees that apply to our mortgage products during the application process and over the term of the loan. You can find more information in the [fees section of our website](#).



Standard properties

EPC D & E

2 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Can Product Fee be added to loan?	Application Fee (non-refundable)	Product Code
65%	£2.0M	5.45%	5.00%	Yes	£200	ZHL01799
65%	£2.0M	6.45%	3.00%	Yes	£200	ZHL01800
70%	£1.5M	5.55%	5.00%	Yes	£200	ZHL01801
70%	£1.5M	6.55%	3.00%	Yes	£200	ZHL01802
75%	£1.0M	5.55%	5.00%	No	£200	ZHL01803
75%	£1.0M	6.55%	3.00%	No	£200	ZHL01804

Reversion rate for all these products is BBR +5.00%. Current BBR is set at 5.25%

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Can Product Fee be added to loan?	Application Fee (non-refundable)	Product Code
65%	£2.0M	6.05%	5.00%	Yes	£200	ZHL01811
65%	£2.0M	6.45%	3.00%	Yes	£200	ZHL01812
70%	£1.5M	6.15%	5.00%	Yes	£200	ZHL01813
70%	£1.5M	6.55%	3.00%	Yes	£200	ZHL01814
75%	£1.0M	6.15%	5.00%	No	£200	ZHL01815
75%	£1.0M	6.55%	3.00%	No	£200	ZHL01816

Reversion rate for all these products is BBR +5.00%. Current BBR is set at 5.25%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Can Product Fee be added to loan?	Application Fee (non-refundable)	Product Code
65%	£2.0M	7.04% (BBR +1.79%)	3.00%	Yes	£200	ZHL01835
70%	£1.5M	7.09% (BBR +1.84%)	3.00%	Yes	£200	ZHL01836
75%	£1.0M	7.09% (BBR +1.84%)	3.00%	No	£200	ZHL01837

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New Build & FAC properties

EPC A, B & C

2 Year Fixed						
LTV Band*	Maximum Loan	Initial Rate	Product Fee	Can Product Fee be added to loan?	Application Fee (non-refundable)	Product Code
65%	£750k	5.35%	5.00%	Yes	£200	ZHL01781
65%		6.35%	3.00%	Yes	£200	ZHL01782
70%		5.45%	5.00%	Yes	£200	ZHL01783
70%		6.45%	3.00%	Yes	£200	ZHL01784
75%		5.45%	5.00%	No	£200	ZHL01785
75%		6.45%	3.00%	No	£200	ZHL01786
Reversion rate for all these products is BBR +4.90%. Current BBR is set at 5.25%						

5 Year Fixed						
LTV Band*	Maximum Loan	Initial Rate	Product Fee	Can Product Fee be added to loan?	Application Fee (non-refundable)	Product Code
65%	£750k	5.95%	5.00%	Yes	£200	ZHL01793
65%		6.35%	3.00%	Yes	£200	ZHL01794
70%		6.05%	5.00%	Yes	£200	ZHL01795
70%		6.45%	3.00%	Yes	£200	ZHL01796
75%		6.05%	5.00%	No	£200	ZHL01797
75%		6.45%	3.00%	No	£200	ZHL01798
Reversion rate for all these products is BBR +4.90%. Current BBR is set at 5.25%						

Lifetime Tracker (No ERC)						
LTV Band*	Maximum Loan	Rate	Product Fee	Can Product Fee be added to loan?	Application Fee (non-refundable)	Product Code
65%	£750k	6.94% (BBR +1.69%)	3.00%	Yes	£200	ZHL01832
70%		6.99% (BBR +1.74%)	3.00%	Yes	£200	ZHL01833
75%		6.99% (BBR +1.74%)	3.00%	No	£200	ZHL01834
The interest rate quoted is correct as at 10th November 2023 and will change in line with BBR changes						
There are no reversion rates applicable to Lifetime Tracker products						

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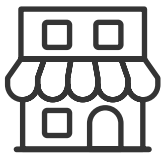
Notes:

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New Build & FAC properties

EPC D & E

2 Year Fixed						
LTV Band*	Maximum Loan	Initial Rate	Product Fee	Can Product Fee be added to loan?	Application Fee (non-refundable)	Product Code
65%	£750k	5.45%	5.00%	Yes	£200	ZHL01775
65%		6.45%	3.00%	Yes	£200	ZHL01776
70%		5.55%	5.00%	Yes	£200	ZHL01777
70%		6.55%	3.00%	Yes	£200	ZHL01778
75%		5.55%	5.00%	No	£200	ZHL01779
75%		6.55%	3.00%	No	£200	ZHL01780

Reversion rate for all these products is BBR +5.00%. Current BBR is set at 5.25%

5 Year Fixed						
LTV Band*	Maximum Loan	Initial Rate	Product Fee	Can Product Fee be added to loan?	Application Fee (non-refundable)	Product Code
65%	£750k	6.05%	5.00%	Yes	£200	ZHL01787
65%		6.45%	3.00%	Yes	£200	ZHL01788
70%		6.15%	5.00%	Yes	£200	ZHL01789
70%		6.55%	3.00%	Yes	£200	ZHL01790
75%		6.15%	5.00%	No	£200	ZHL01791
75%		6.55%	3.00%	No	£200	ZHL01792

Reversion rate for all these products is BBR +5.00%. Current BBR is set at 5.25%

Lifetime Tracker (No ERC)						
LTV Band*	Maximum Loan	Rate	Product Fee	Can Product Fee be added to loan?	Application Fee (non-refundable)	Product Code
65%	£750k	7.04% (BBR +1.79%)	3.00%	Yes	£200	ZHL01829
70%		7.09% (BBR +1.84%)	3.00%	Yes	£200	ZHL01830
75%		7.09% (BBR +1.84%)	3.00%	No	£200	ZHL01831

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There are no reversion rates applicable to Lifetime Tracker products

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HMO & MUFB properties

EPC A, B & C

2 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Can Product Fee be added to loan?	Application Fee (non-refundable)	Product Code
65%	£1.5M	5.55%	5.00%	Yes	£200	ZHL01757
65%	£1.5M	6.55%	3.00%	Yes	£200	ZHL01758
70%	£1.5M	5.65%	5.00%	Yes	£200	ZHL01759
70%	£1.5M	6.65%	3.00%	Yes	£200	ZHL01760
75%	£1.0M	5.65%	5.00%	No	£200	ZHL01761
75%	£1.0M	6.65%	3.00%	No	£200	ZHL01762

Reversion rate for all these products is BBR +5.15%. Current BBR is set at 5.25%

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Can Product Fee be added to loan?	Application Fee (non-refundable)	Product Code
65%	£1.5M	6.15%	5.00%	Yes	£200	ZHL01769
65%	£1.5M	6.55%	3.00%	Yes	£200	ZHL01770
70%	£1.5M	6.25%	5.00%	Yes	£200	ZHL01771
70%	£1.5M	6.65%	3.00%	Yes	£200	ZHL01772
75%	£1.0M	6.25%	5.00%	No	£200	ZHL01773
75%	£1.0M	6.65%	3.00%	No	£200	ZHL01774

Reversion rate for all these products is BBR +5.15%. Current BBR is set at 5.25%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Can Product Fee be added to loan?	Application Fee (non-refundable)	Product Code
65%	£1.5M	7.14% (BBR +1.89%)	3.00%	Yes	£200	ZHL01826
70%	£1.5M	7.19% (BBR +1.94%)	3.00%	Yes	£200	ZHL01827
75%	£1.0M	7.19% (BBR +1.94%)	3.00%	No	£200	ZHL01828

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HMO & MUFB properties

EPC D & E

2 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Can Product Fee be added to loan?	Application Fee (non-refundable)	Product Code
65%	£1.5M	5.65%	5.00%	Yes	£200	ZHL01751
65%	£1.5M	6.65%	3.00%	Yes	£200	ZHL01752
70%	£1.5M	5.75%	5.00%	Yes	£200	ZHL01753
70%	£1.5M	6.75%	3.00%	Yes	£200	ZHL01754
75%	£1.0M	5.75%	5.00%	No	£200	ZHL01755
75%	£1.0M	6.75%	3.00%	No	£200	ZHL01756

Reversion rate for all these products is BBR +5.25%. Current BBR is set at 5.25%

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Can Product Fee be added to loan?	Application Fee (non-refundable)	Product Code
65%	£1.5M	6.25%	5.00%	Yes	£200	ZHL01763
65%	£1.5M	6.65%	3.00%	Yes	£200	ZHL01764
70%	£1.5M	6.35%	5.00%	Yes	£200	ZHL01765
70%	£1.5M	6.75%	3.00%	Yes	£200	ZHL01766
75%	£1.0M	6.35%	5.00%	No	£200	ZHL01767
75%	£1.0M	6.75%	3.00%	No	£200	ZHL01768

Reversion rate for all these products is BBR +5.25%. Current BBR is set at 5.25%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Can Product Fee be added to loan?	Application Fee (non-refundable)	Product Code
65%	£1.5M	7.24% (BBR +1.99%)	3.00%	Yes	£200	ZHL01823
70%	£1.5M	7.29% (BBR +2.04%)	3.00%	Yes	£200	ZHL01824
75%	£1.0M	7.29% (BBR +2.04%)	3.00%	No	£200	ZHL01825

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ICR & Income top slicing

Borrower Type		Standard Property. ICR	HMO, MUFB, FAC. ICR	Stressed Rate
Limited Company		125%	135%	5 Year + fixed rate Product Rate
Individual	Higher Rate Taxpayer	140% *	150%	
	Like for Like remortgage and /or lower rate taxpayer	125%	150%	Other - Higher of Payrate +2%, Reversion Rate or 5.5%
New Build ICRs reduced to the same level as their non new build equivalents				

* Top slicing or Portfolio Cross Subsidisation may be utilised subject to criteria.

Minimum Term of loan is 5 years with a maximum term of 35 years. Minimum loan amount is £50,000.

^Other fees & costs apply. We reserve the right to withdraw and amend our products at any time without notice.

Early Repayment Charges (ERC)

Early Repayment Charges (ERC)	Year 1	Year 2	Year 3	Year 4	Year 5
2 Year Fixed	3%	2%	N/A	N/A	N/A
5 Year Fixed	5%	4%	3%	2%	1%

Up to 10% of the outstanding loan amount can be repaid in any 12 month period without incurring an early repayment charge.

There are no Early Repayment Charges applicable to our Lifetime Tracker products.

Criteria highlights



Directors need 60% minimum shareholding for Limited Co. apps



Loans sizes available up to £1.5m on our Lifetime Trackers and £2.0m on Fixed Rates, depending on property type (larger loan sizes may be available on inquiry)



Max. age 95 years at end of mortgage term



Standard and Specialist products available to 75% LTV



No height restriction on flats & Deck Access



Flats above commercial properties up to 75% LTV



Unlimited background portfolio with background portfolio stress testing at 100% of mortgage payments