



tandem

The Greener Specialist Lender

Complete 
Your specialist package distributor

023 8045 6999
enquiries@complete-fs.co.uk
www.complete-fs.co.uk

Residential Mortgage Guide

Purchase and Remortgage

Rates from
5.69% up to
70% LTV*

Other rates available up to 90% LTV

*When the EPC A discount of 0.30%
is applied - Tandem 0
5 year fixed product



Please consider the
environment before
printing this document



Who is Tandem?

We're the UK's greener, digital bank providing specialist mortgages to help consumers who cannot access mainstream borrowing.



Our range of Greener Specialist Mortgage products are designed for customers who don't meet the criteria of high street lenders





Loan / Source of Deposit

- ⌚ 90% LTV available for purchase and remortgage
- ⌚ Max £60,000 unsecured debt consolidation for remortgages
- ⌚ Equity and cash gifted deposits accepted from family members only
- ⌚ Non Tandem unsecured lending accepted as deposit, subject to affordability

Income / Affordability

- ⌚ For self-employed clients, we require 3 years' trading but will use latest year for affordability
- ⌚ Up to 100% of consistent monthly or quarterly bonus, commission and overtime considered
- ⌚ Up to 100% of second income considered (minimum of 6 months in the role)
- ⌚ Additional income streams, such as benefit incomes and non court ordered maintenance, can also be considered

Fair View Credit Assessment

- ⌚ We base our product selection around the last 24 months of your client's credit conduct
- ⌚ Small defaults for utilities and communications (under £350) do not affect the client's product tier



**Low deposit
and previous
credit blips?**
Tandem can help

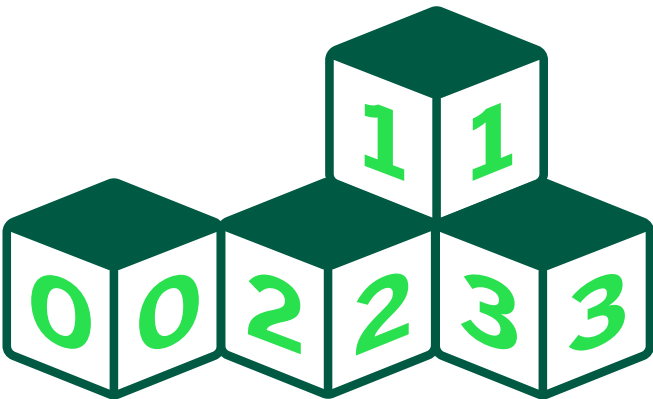


Our criteria is as simple as 1,2,3



Your client’s product will depend on the number of CCJs, defaults and missed payments that have been registered within the last 24 months.

Please refer to page 5 for full details.



We’ve simplified our criteria, it’s as Easy as 1, 2, 3

Tier	T0 – 90%	T1 – 90%	T2 – 85%	T3 – 80%
CCJs in the last 24 months	0	1	2	3
Defaults in the last 24 months	0	1	2	3
Secured account conduct (missed payments)	0	1	2	3
Unsecured account conduct (worst status)	0	1	2	3

Our criteria

tandem

	T0 – 90%	T1 – 90%	T2 – 85%	T3 – 80%
CCJs	0 in 24 months	1 in 24 months with 0 in 3 months	2 in 24 months with 0 in 3 months	3 in 24 months with 0 in 3 months
	CCJs for utility and communications providers with a value of <£350 are not used to determine the product tier. CCJs do not have to be satisfied but any balances over £2,000 will need to be referred and explained to an underwriter			
Defaults	0 in 24 months	1 in 24 months with 0 in 3 months	2 in 24 months with 0 in 3 months	3 in 24 months with 0 in 3 months
	Defaults for utility and communications providers with a value of <£350 are not used to determine the product tier. Defaults do not have to be satisfied but any balances over £2,000 will need to be referred and explained to an underwriter			
Mortgage / Secured Loan conduct	Missed Payments 0 – 24 months = 0	Missed Payments 0 – 6 months = 0 7 – 24 months = 1	Missed Payments 0 – 6 months = 0 7 – 24 months = 2 Current status = 1	Missed Payments 0 – 6 months = 0 7 – 24 months = 3 Current status = 1
	1 late payment on one account is allowed before tier cascade			
Unsecured Account conduct	Highest Status 0 – 24 months = 0	Highest Status 0 – 6 months = 0 7 – 24 months = 1	Highest Status 0 – 6 months = 1 7 – 24 months = 2 Current status = 1	Highest Status 0 – 6 months = 2 7 – 24 months = 3 Current status = 2
	1 late payment on one account is allowed before tier cascade. Utility and communications providers are not used to determine the product tier			
Discharged IVA / Bankruptcy / DRO	None ever	None in 6 years	> 36 months discharged on IVA & Bankruptcy	> 36 months discharged on IVA & Bankruptcy
Debt Management Plans	None ever	None ever	None ever	Accepted subject to completed satisfactorily > 12 months ago
Pay Day Loan	None in the last 12 months	Max 3 in last 12 months Max 1 currently active	Max 3 in last 12 months Max 1 currently active	Max 3 in last 12 months Max 1 currently active
Maximum loan	£750,000 – 80% LTV £500,000 – 90% LTV	£750,000 – 80% LTV £500,000 – 90% LTV	£500,000 – 85% LTV	£500,000 – 80% LTV

You don't need
a perfect credit
score to
be greener



Roger Morris – Director of Mortgage Sales and Distribution

90% LTV up to £500,000 | 80% LTV up to £750,000

Max LTV	2 Year Fixed	5 Year Fixed
<70%	6.59%	5.99%
<75%	6.89%	6.19%
<80%	6.99%	6.29%
<85%	7.39%	6.39%
<90%	7.49%	6.99%

ERC	Year 1	Year 2	Year 3	Year 4	Year 5
2 Year Fixed	2.00%	1.50%			
5 Year Fixed	2.50%	2.50%	2.00%	1.50%	1.00%

Additional Information			
One free valuation per application up to £700,000 property value for remortgages. The valuation will be instructed when the application has been fully underwritten.	Residential EPC discounts available: A rated property 0.30% B Rated property 0.20% C rated property 0.10%	Broker fee and completion fee of £1,495 can be added to the loan with no interest charged. Fees can be added above the maximum LTV or paid in full.	The reversion rate is your current rate, plus the lender base rate, which is currently set at 0.50%.

Tandem Zero range is perfect for clients who maintained a clean credit profile over the last 24 months



Richard Angell – Head of Intermediary Sales and Distribution

90% LTV up to £500,000 | 80% LTV up to £750,000

Max LTV	2 Year Fixed	5 Year Fixed
<70%	6.79%	6.39%
<75%	6.89%	6.49%
<80%	7.19%	6.69%
<85%	7.49%	6.89%
<90%	7.69%	7.29%

ERC	Year 1	Year 2	Year 3	Year 4	Year 5
2 Year Fixed	2.00%	1.50%			
5 Year Fixed	2.50%	2.50%	2.00%	1.50%	1.00%

Additional Information			
One free valuation per application up to £700,000 property value for remortgages. The valuation will be instructed when the application has been fully underwritten.	Residential EPC discounts available: A rated property 0.30% B Rated property 0.20% C rated property 0.10%	Broker fee and completion fee of £1,495 can be added to the loan with no interest charged. Fees can be added above the maximum LTV or paid in full.	The reversion rate is your current rate, plus the lender base rate, which is currently set at 0.50%.

Our **Tandem One** range can be considered popular with First Time Buyers. A maximum LTV of 90% and we can consider an unsecured loan from another lender for the deposit



Mark Shelper – National Account Manager

Tandem Two



85% LTV up to £500,000

Max LTV	2 Year Fixed	5 Year Fixed
<70%	7.29%	6.99%
<75%	7.49%	7.19%
<80%	7.79%	7.49%
<85%	7.99%	7.79%

ERC	Year 1	Year 2	Year 3	Year 4	Year 5
2 Year Fixed	2.00%	1.50%			
5 Year Fixed	2.50%	2.50%	2.00%	1.50%	1.00%

Additional Information			
One free valuation per application up to £700,000 property value for remortgages. The valuation will be instructed when the application has been fully underwritten.	Residential EPC discounts available: A rated property 0.30% B Rated property 0.20% C rated property 0.10%	Broker fee and completion fee of £1,495 can be added to the loan with no interest charged. Fees can be added above the maximum LTV or paid in full.	The reversion rate is your current rate, plus the lender base rate, which is currently set at 0.50%.

Tandem Two can be used by clients who have been discharged from a Bankruptcy or IVA for 3 years, with 85% LTV available. It makes remortgaging or getting on the ladder a lot more achievable



David Venn – National Account Manager

Tandem Three



80% LTV up to £500,000

Max LTV	2 Year Fixed	5 Year Fixed
<70%	7.49%	7.09%
<75%	7.69%	7.49%
<80%	7.99%	7.69%

Use **Tandem Three** when the high street says no – we remove any frustration when placing your clients applications!

ERC	Year 1	Year 2	Year 3	Year 4	Year 5
2 Year Fixed	2.00%	1.50%			
5 Year Fixed	2.50%	2.50%	2.00%	1.50%	1.00%

Additional Information			
One free valuation per application up to £700,000 property value for remortgages. The valuation will be instructed when the application has been fully underwritten.	Residential EPC discounts available: A rated property 0.30% B Rated property 0.20% C rated property 0.10%	Broker fee and completion fee of £1,495 can be added to the loan with no interest charged. Fees can be added above the maximum LTV or paid in full.	The reversion rate is your current rate, plus the lender base rate, which is currently set at 0.50%.



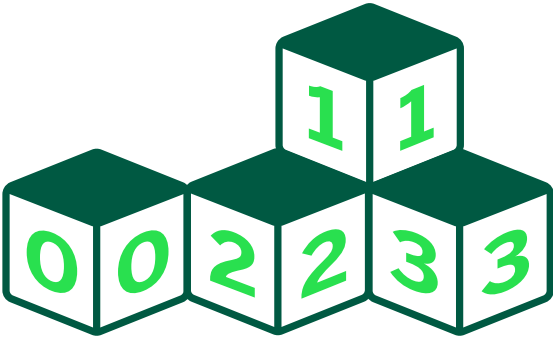
Mark Shelper – National Account Manager

Our Criteria

Max Loan Advance / LTV	Tier 0 £750,000 <80% £500,000 <90%	Tier 1 £750,000 <80% £500,000 <90%	Tier 2 £500,000 <85%	Tier 3 £500,000 <80%
Term	Min: 5 Years Max: 35 Years			
Affordability	Our maximum LTI is x4.49 inclusive of fees added to the loan			
Maximum LTV	90% LTV			
Repayment	Capital and Interest.			
Age	Min age: 21 (25 for Self-employed) Max age: 70 (Loan must be repaid before the borrowers 70th birthday)			
Residential Status	3 Years address history			
Nationality	UK resident Non-UK residents must have indefinite rights to remain or permanent settlement			
Maximum Applicants	2			
Employed	Minimum of 6 months in current job with 12 months continuous employment			
Fixed Term Contract	There must be a minimum of 6 months remaining on the applicants current contract at the time of offer. Where there is less than 6 months remaining, evidence of a renewal or extension that takes it past 6 months must be provided			
Agency	Agency workers who have been with the same agency for 12 months or more			
Self Employed	Minimum of 3 years trading latest years used for affordability			
Minimum Property Value	£75,000			
Locations Considered	England and Wales only			
Remortgage AVM	AVM up to 75% LTV subject to: <ul style="list-style-type: none"> • No Flats • Min confidence level 5 upto 60% and 6 up to 75% • Property purchased/remortgaged in last 5 years • RICS Full valuation up to max LTV 			
Purchase Valuations	A physical valuation for all purchases is required. Please refer to our valuation fee scale			



We’ve simplified our criteria, it’s as Easy as 1, 2, 3



Validity Periods
Decisions in Principle valid for 7 Days.
Decision in Principle to Offer - Documents and Credit Search are valid for 60 Days. After 60 Days a new Credit Search will be required. New Payslips and other documents may also be required.

Valuation fee scale

Valuation up to	Valuation fee scale
£100,000	£225
£150,000	£250
£200,000	£285
£250,000	£305
£300,000	£340
£350,000	£360
£400,000	£385
£450,000	£405
£500,000	£435
£600,000	£565
£700,000	£665
£800,000	£730
£900,000	£790
£1m+ please contact for confirmation	



The team
at Tandem are here
for you and your clients!
Talk to our sales support or
underwriter teams and see
how we can help.

















call 01253 603951



Submission routes for brokers

At Tandem Bank we believe in offering mortgage intermediaries choice when it comes to submitting business to us. We've partnered up with the leading Networks, Clubs and Packagers to provide you with the route that works for you.











Network Panel

Packager Panel

Club Panel



It shouldn't cost the earth to be greener

There's never been a better time to make greener choices to power and heat your home.

Energy saving products that can help reduce costs and reduce a borrowers carbon footprint are available



EPC discounts are available

On completion, Tandem will provide access to educational tools to help borrowers lead a greener, more energy efficient lifestyle

Borrowers can purchase energy saving products from our partners, helping them reduce rising bills and their carbon footprint

After 6 months, borrowers can apply (subject to status) for a further advance to improve their home

A personalised Green Home Plan will be available shortly to show how borrowers can improve their homes energy efficiency, how they could save and how much it might cost