

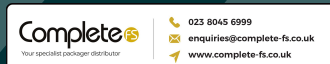


# ZEPHYR

HOMELOANS

## Product Range

10th January 2024



### Latest updates

- // All Fixed Rate pricing reduced on 10th January 2024
- // 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	4.80%	5.00%	Yes	£200	ZHL01895
65%	£2.0M	5.80%	3.00%	Yes	£200	ZHL01896
70%	£1.5M	4.90%	5.00%	Yes	£200	ZHL01897
70%	£1.5M	5.90%	3.00%	Yes	£200	ZHL01898
75%	£1.0M	4.90%	5.00%	No	£200	ZHL01899
75%	£1.0M	5.90%	3.00%	No	£200	ZHL01900

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	5.30%	5.00%	Yes	£200	ZHL01907
65%	£2.0M	5.70%	3.00%	Yes	£200	ZHL01908
70%	£1.5M	5.40%	5.00%	Yes	£200	ZHL01909
70%	£1.5M	5.80%	3.00%	Yes	£200	ZHL01910
75%	£1.0M	5.40%	5.00%	No	£200	ZHL01911
75%	£1.0M	5.80%	3.00%	No	£200	ZHL01912

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.



## 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	4.90%	5.00%	Yes	£200	ZHL01889
65%	£2.0M	5.90%	3.00%	Yes	£200	ZHL01890
70%	£1.5M	5.00%	5.00%	Yes	£200	ZHL01891
70%	£1.5M	6.00%	3.00%	Yes	£200	ZHL01892
75%	£1.0M	5.00%	5.00%	No	£200	ZHL01893
75%	£1.0M	6.00%	3.00%	No	£200	ZHL01894
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	5.40%	5.00%	Yes	£200	ZHL01901
65%	£2.0M	5.80%	3.00%	Yes	£200	ZHL01902
70%	£1.5M	5.50%	5.00%	Yes	£200	ZHL01903
70%	£1.5M	5.90%	3.00%	Yes	£200	ZHL01904
75%	£1.0M	5.50%	5.00%	No	£200	ZHL01905
75%	£1.0M	5.90%	3.00%	No	£200	ZHL01906
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
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:

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.



## 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	4.80%	5.00%	Yes	£200	ZHL01871
65%		5.80%	3.00%	Yes	£200	ZHL01872
70%		4.90%	5.00%	Yes	£200	ZHL01873
70%		5.90%	3.00%	Yes	£200	ZHL01874
75%		4.90%	5.00%	No	£200	ZHL01875
75%		5.90%	3.00%	No	£200	ZHL01876

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	5.30%	5.00%	Yes	£200	ZHL01883
65%		5.70%	3.00%	Yes	£200	ZHL01884
70%		5.40%	5.00%	Yes	£200	ZHL01885
70%		5.80%	3.00%	Yes	£200	ZHL01886
75%		5.40%	5.00%	No	£200	ZHL01887
75%		5.80%	3.00%	No	£200	ZHL01888

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

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.

New build & FAC not available if the property is an HMO or MUFB.

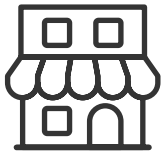
\*Maximum LTV for portfolios with aggregate loans of more than £2,000,000 is 70%. We may require proof of the source of deposits.

Minimum valuation of £75,000 on new builds and FAC.

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](#).



## 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	4.90%	5.00%	Yes	£200	ZHL01865
65%		5.90%	3.00%	Yes	£200	ZHL01866
70%		5.00%	5.00%	Yes	£200	ZHL01867
70%		6.00%	3.00%	Yes	£200	ZHL01868
75%		5.00%	5.00%	No	£200	ZHL01869
75%		6.00%	3.00%	No	£200	ZHL01870
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	5.40%	5.00%	Yes	£200	ZHL01877
65%		5.80%	3.00%	Yes	£200	ZHL01878
70%		5.50%	5.00%	Yes	£200	ZHL01879
70%		5.90%	3.00%	Yes	£200	ZHL01880
75%		5.50%	5.00%	No	£200	ZHL01881
75%		5.90%	3.00%	No	£200	ZHL01882
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
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.

New build & FAC not available if the property is an HMO or MUFB.

\*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 on new builds and FAC.

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](#).



## 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	5.00%	5.00%	Yes	£200	ZHL01847
65%	£1.5M	6.00%	3.00%	Yes	£200	ZHL01848
70%	£1.5M	5.10%	5.00%	Yes	£200	ZHL01849
70%	£1.5M	6.10%	3.00%	Yes	£200	ZHL01850
75%	£1.0M	5.10%	5.00%	No	£200	ZHL01851
75%	£1.0M	6.10%	3.00%	No	£200	ZHL01852

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	5.50%	5.00%	Yes	£200	ZHL01859
65%	£1.5M	5.90%	3.00%	Yes	£200	ZHL01860
70%	£1.5M	5.60%	5.00%	Yes	£200	ZHL01861
70%	£1.5M	6.00%	3.00%	Yes	£200	ZHL01862
75%	£1.0M	5.60%	5.00%	No	£200	ZHL01863
75%	£1.0M	6.00%	3.00%	No	£200	ZHL01864

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

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.

HMO & MUFB loans not available if the property is a new build or FAC.

HMO and MUFB loans not normally available for first time landlords, unless there is relevant business experience. Please speak with one of our team for further information.

\*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 £100,000 on HMOs and MUFBs.

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](#).



## 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	5.10%	5.00%	Yes	£200	ZHL01841
65%	£1.5M	6.10%	3.00%	Yes	£200	ZHL01842
70%	£1.5M	5.20%	5.00%	Yes	£200	ZHL01843
70%	£1.5M	6.20%	3.00%	Yes	£200	ZHL01844
75%	£1.0M	5.20%	5.00%	No	£200	ZHL01845
75%	£1.0M	6.20%	3.00%	No	£200	ZHL01846

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	5.60%	5.00%	Yes	£200	ZHL01853
65%	£1.5M	6.00%	3.00%	Yes	£200	ZHL01854
70%	£1.5M	5.70%	5.00%	Yes	£200	ZHL01855
70%	£1.5M	6.10%	3.00%	Yes	£200	ZHL01856
75%	£1.0M	5.70%	5.00%	No	£200	ZHL01857
75%	£1.0M	6.10%	3.00%	No	£200	ZHL01858

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

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:

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.

HMO & MUFB loans not available if the property is a new build or FAC.

HMO and MUFB loans not normally available for first time landlords, unless there is relevant business experience. Please speak with one of our team for further information.

\*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 £100,000 on HMOs and MUFBs.

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

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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%	Other - Higher of Payrate +2%, Reversion Rate or 5.5%
	Like for Like remortgage and /or lower rate taxpayer	125%	150%	
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**