



# ZEPHYR

HOMELOANS

## Product Range

26th April 2024

Complete   
Your specialist package distributor

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

### Latest updates

- // On 26th April, the stress rate was updated on our 2 Year Fixed Rate. It is now just the higher of the Payrate plus 2%, or 5.5%. See page 8 for full details.
- // On 20th March, all 5 Year Fixed Rates and Lifetime Tracker Rates reduced by 15bps
- // Product Fees can now be added to all products, including the 75% LTV range
- // 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%	Yes	£200	ZHL01899
75%	£1.0M	5.90%	3.00%	Yes	£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	5.15%	5.00%	Yes	£200	ZHL01943
65%	£2.0M	5.55%	3.00%	Yes	£200	ZHL01944
70%	£1.5M	5.25%	5.00%	Yes	£200	ZHL01945
70%	£1.5M	5.65%	3.00%	Yes	£200	ZHL01946
75%	£1.0M	5.25%	5.00%	Yes	£200	ZHL01947
75%	£1.0M	5.65%	3.00%	Yes	£200	ZHL01948

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	6.79% (BBR +1.54%)	3.00%	Yes	£200	ZHL01964
70%	£1.5M	6.84% (BBR +1.59%)	3.00%	Yes	£200	ZHL01965
75%	£1.0M	6.84% (BBR +1.59%)	3.00%	Yes	£200	ZHL01966

The interest rate quoted is correct as at 20th March 2024 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.

\*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%	Yes	£200	ZHL01893
75%	£1.0M	6.00%	3.00%	Yes	£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	5.25%	5.00%	Yes	£200	ZHL01937
65%	£2.0M	5.65%	3.00%	Yes	£200	ZHL01938
70%	£1.5M	5.35%	5.00%	Yes	£200	ZHL01939
70%	£1.5M	5.75%	3.00%	Yes	£200	ZHL01940
75%	£1.0M	5.35%	5.00%	Yes	£200	ZHL01941
75%	£1.0M	5.75%	3.00%	Yes	£200	ZHL01942

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	6.89% (BBR +1.64%)	3.00%	Yes	£200	ZHL01961
70%	£1.5M	6.94% (BBR +1.69%)	3.00%	Yes	£200	ZHL01962
75%	£1.0M	6.94% (BBR +1.69%)	3.00%	Yes	£200	ZHL01963

The interest rate quoted is correct as at 20th March 2024 and will change in line with BBR changes

There are no reversion rates applicable to Lifetime Tracker products

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#### Notes:

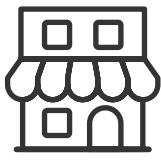
The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

\*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%	Yes	£200	ZHL01875
75%		5.90%	3.00%	Yes	£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	5.15%	5.00%	Yes	£200	ZHL01931
65%		5.55%	3.00%	Yes	£200	ZHL01932
70%		5.25%	5.00%	Yes	£200	ZHL01933
70%		5.65%	3.00%	Yes	£200	ZHL01934
75%		5.25%	5.00%	Yes	£200	ZHL01935
75%		5.65%	3.00%	Yes	£200	ZHL01936

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	6.79% (BBR +1.54%)	3.00%	Yes	£200	ZHL01958
70%		6.84% (BBR +1.59%)	3.00%	Yes	£200	ZHL01959
75%		6.84% (BBR +1.59%)	3.00%	Yes	£200	ZHL01960

The interest rate quoted is correct as at 20th March 2024 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.

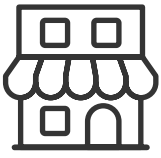
New build & FAC not available if the property is an HMO or MUFB.

\*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.



## 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%	Yes	£200	ZHL01869
75%		6.00%	3.00%	Yes	£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	5.25%	5.00%	Yes	£200	ZHL01925
65%		5.65%	3.00%	Yes	£200	ZHL01926
70%		5.35%	5.00%	Yes	£200	ZHL01927
70%		5.75%	3.00%	Yes	£200	ZHL01928
75%		5.35%	5.00%	Yes	£200	ZHL01929
75%		5.75%	3.00%	Yes	£200	ZHL01930

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	6.89% (BBR +1.64%)	3.00%	Yes	£200	ZHL01955
70%		6.94% (BBR +1.69%)	3.00%	Yes	£200	ZHL01956
75%		6.94% (BBR +1.69%)	3.00%	Yes	£200	ZHL01957

The interest rate quoted is correct as at 20th March 2024 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.

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.



# 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%	Yes	£200	ZHL01851
75%	£1.0M	6.10%	3.00%	Yes	£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	5.35%	5.00%	Yes	£200	ZHL01919
65%	£1.5M	5.75%	3.00%	Yes	£200	ZHL01920
70%	£1.5M	5.45%	5.00%	Yes	£200	ZHL01921
70%	£1.5M	5.85%	3.00%	Yes	£200	ZHL01922
75%	£1.0M	5.45%	5.00%	Yes	£200	ZHL01923
75%	£1.0M	5.85%	3.00%	Yes	£200	ZHL01924

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	6.99% (BBR +1.74%)	3.00%	Yes	£200	ZHL01952
70%	£1.5M	7.04% (BBR +1.79%)	3.00%	Yes	£200	ZHL01953
75%	£1.0M	7.04% (BBR +1.79%)	3.00%	Yes	£200	ZHL01954

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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.

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.



# 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%	Yes	£200	ZHL01845
75%	£1.0M	6.20%	3.00%	Yes	£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	5.45%	5.00%	Yes	£200	ZHL01913
65%	£1.5M	5.85%	3.00%	Yes	£200	ZHL01914
70%	£1.5M	5.55%	5.00%	Yes	£200	ZHL01915
70%	£1.5M	5.95%	3.00%	Yes	£200	ZHL01916
75%	£1.0M	5.55%	5.00%	Yes	£200	ZHL01917
75%	£1.0M	5.95%	3.00%	Yes	£200	ZHL01918

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	7.09% (BBR +1.84%)	3.00%	Yes	£200	ZHL01949
70%	£1.5M	7.14% (BBR +1.89%)	3.00%	Yes	£200	ZHL01950
75%	£1.0M	7.14% (BBR +1.89%)	3.00%	Yes	£200	ZHL01951

The interest rate quoted is correct as at 20th March 2024 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.

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.

## ICR & Income top slicing

Borrower Type		Standard Property. ICR	HMO, MUFB, FAC. ICR	Stressed Rate
Limited Company		125%	135%	For Fixed Rate products 5 years or longer, the Payrate is used for the stressed rate.
Individual	Higher Rate Taxpayer	140% *	150%	
	Like for Like remortgage and /or lower rate taxpayer	125%	150%	For Fixed Rate products less than 5 Years and Tracker products, the stressed rate is the higher of Payrate +2.00% 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**