

UPDATE



THIS WEEK'S NEWS

Maintaining Customer Focus

As the restrictions brought on by coronavirus start to ease we are keeping a close eye on how the UK property market will react. Property prices, borrower appetite and how the SME market will recover are all variables that will impact on transaction levels and values.

We are constantly reviewing our lending criteria and will be able to react quickly to refine our product offerings as market trends and demand becomes clearer. We have seen a gradual recovery in the volume of enquiries coming into our offices. There has been a shift away from commercial investment business towards buy to let transactions. While products and processes are important, we know that how our customers view us is at the core of what we do. We have been talking to our customers about what they want from us and what sets us apart from the rest of the market. The consistent answer has been the personal approach that our teams take at every stage of the borrowing process. From the initial contact with one of our relationship Directors, to when the mortgage is completed by our Completions Team and the support delivered from our Portfolio Team our customers have named contacts to deal with. In a time when people are more distant, this customer focus is more important than ever.

KEY HIGHLIGHTS

LTV 65% for Owner Occupied and
Commercial Investment
70% for Corporate BTL (65% where
progressing with a desktop valuation)

Maximum loan amount per unit for new
security to:

£2m for Owner Occupied
£3m for Commercial Investment
£1m for Corporate BTL

Increased maximum customer exposure
to £20m for existing YBS customers

Differential sector approach based on
Covid-19 impacts

 ybs.co.uk/commercial

MARKET INSIGHT

Commercial Investment Criteria

We understand that all deals are different, that's why we provide tailored loan solutions for all our commercial investment transactions. A Relationship Director will work with you to achieve the most suitable loan for client needs.

These are the parameters of our tracker product.

Max LTV	65%
Repayment Type	Capital & Interest
	Part & Part (up to max. 50% Interest Only)
	Interest Only (Max 5 Years)
Committed Loan Term*	Up to 25 years
Min.	£500k
Max. Loan	£3m per unit
Interest Margin	Bespoke
Base Rate	Bank of England Base Rate
Arr. Fee	1.5% (1.25% added to loan)
Proc. Fee (Paid by YBS)	1%
ERCs	3%, 3%, 3%, 1%
Affordability Assessment (Gross Annual Rent)	100% DSCR @ higher of 7.25% and pay rate +3.25%
*Maximum 10 year commitment for loans £2m+	

TEAM NEWS

Khalid Mahmood, Relationship Director, Midlands

Khalid joined our Midlands team when it was established in January this year. An experienced lender with extensive contacts in the Midlands Khalid has already made an impact at YBS.

Along with John Little, Regional Director and Relationship Director James Steadman we are committed to supporting businesses across the Midlands. Once we are able to meet face to face the team we're looking forward to meeting as many of our panel members as possible.



Contact Khalid directly at KhMahmood@ybs.co.uk



...our Editor

Mike Davies has over 30 years lending and business development experience in the banking and finance sector.

Before joining YBS Commercial, Mike worked at Barclays in a relationship role, Finance Wales, a publically owned company, as a fund manager, and at Together and Santander in business development.

My focus at YBS is about delivering an ambitious growth strategy of expanding its award-winning product range and opening new regional offices across the UK.

For tailored solutions call your nearest team today:

📍 Midlands 01274 801051 📍 Wales & South West 01274 801047 📍 North 01274 801030 📍 South East 01733 372425

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