

UPDATE



THIS WEEK'S NEWS

Additional enhancements to our buy to let range

As lockdown restrictions begin to be relaxed business will start to return to more normal trading conditions. Even with the current challenges we all face we have continued to develop our product range. We are now able to accept applications from individuals for our buy to let product range. Our product fits alongside the personal buy to let range offered by our colleagues in Accord. We are focused on larger portfolios which are bring managed by experienced investors who are seeking significant levels of funding. Additional criteria can be found overleaf.

We are also making a change to the minimum deal size that we are able to accept for Limited Company Buy To Let transactions. From today the minimum deal size will be £500,000. The change has been made because we believe that our products and processes are more suited to larger transactions. Any deals already in our pipeline under the £500,000 minimum will still go ahead as usual. This change applies to new business from today's date.

We will continue to keep our product range under review and will keep you up to date with our product enhancements as and when they go live.

KEY HIGHLIGHTS

LTV 65% for Owner Occupied and
Commercial Investment

75% for Corporate BTL for existing
customers

65% for new Corporate BTL customers
borrowing between £5m and £15m

Maximum loan amount per unit for new
security to:

£3m for Commercial Investment

£2m for Owner Occupied

£1m for Corporate BTL

Increased maximum customer exposure
to £20m for existing YBS customers,
£15m for new customers



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MARKET INSIGHT

Criteria for Personal Buy to Let Lending, effective 10th July 2020

The following are the headline conditions for our personal buy to let

- Minimum Loan Size,
 - £1.5million, minimum 6 properties or
 - £3million, no minimum property limit
- Maximum exposure £1million per property.
- Experienced investors, minimum three year track record.
- Up to four individuals borrowing in each transaction.
- Maximum LTV 75%
- For flats maximum 12 flats in a block and LTV 65%

All other terms, conditions and pricing are in line with our corporate buy to let products.

For additional details contact any member of our lending team.

TEAM NEWS

Paul Bagnall, Relationship Director, Manchester

Paul has the advantage of previously working as a commercial finance broker before joining our Manchester team when it launched in 2019. This blend of experience gives Paul a balanced perspective on transactions introduced from our broker panel.

'I have enjoyed the move from introducer to lender,' says Paul, 'I've learnt a lot about putting a deals together and the lending process. But what is consistent is the need to understand a borrowers situation and deliver a personal level of service.'



Contact Paul direct
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...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 publicly 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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