

UPDATE



**YBS
COMMERCIAL
MORTGAGES**

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intermediary
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THIS WEEK'S NEWS

Meeting the needs of a changing market – Holiday Lets

Covid-19 has impacted on all areas of the economy. It will take some time before the full effects are seen in all sectors, but there are others where the effects are more immediate. One of these is the holiday market. Foreign travel, both through airports and cruises have been immediately impacted with a significant fall off in traveller numbers.

Conversely there is set to be an increase in the volume of staycations as people opt to take their holidays in the UK. This creates an opportunity for experienced investors to diversify their portfolios and support this important sector for the economy.

In response to this we have launched our **Holiday Let Buy to Let** product, full product criteria are overleaf. We are focusing on properties located in key areas of the UK which are hotspots for holiday let investment. The South West, Wales and The Lake District. The primary point of contact for enquiries will be Allan Griffiths, our Regional Director for The South West and Wales. Allan's contact details are AGriffiths@ybs.co.uk. The guiding principle is where the property is located, not where the borrower is located, to be eligible for this product. Contact Allan directly to get guidance on any eligible applications you may have.

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

 ybs.co.uk/commercial

MARKET INSIGHT

Criteria for Holiday Let Buy to Let Lending, effective 3rd July 2020

The following are the headline conditions for our holiday lets buy to let proposition.

| Criteria | Requirement |
|------------------------------|--|
| Borrower type | Limited company only |
| Min loan size (per property) | £500k |
| Max loan size (per property) | £1m |
| Max LTV | 75% - Portfolios only |
| Construction type | Standard |
| Location focus | South West, Wales, Lakes, no city centre properties |
| Planning | Also suitable to be let as an AST as well as holiday let |
| Occupancy | No tenancy > 31 days (license to occupy). Owner stays not to be > 90 days |
| Valuation | Good sustainable demand for holiday lets in area. |

All other terms, conditions and pricing are in line with our corporate buy to let products. Pricing is set at 3.85% fixed for five years

TEAM NEWS

Sue Lewis, Relationship Director, South West and Wales

'Being part of our team covering the South West and Wales the tourism sector is an important part of the economy we support,' says Sue, 'I am delighted that our product range has evolved to allow us to provide tailored support for investors in holiday buy to lets.'

Along with Regional Director Allan Griffiths and Relationship Director James Roche we are targeting the South West and Wales as an important region to support with our holiday lets product. For any potential deals contact Sue and the team to discuss specific deal terms.



For Holiday Let enquiries contact AGriffiths@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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