

UPDATE



**YBS
COMMERCIAL
MORTGAGES**

For
intermediary
use only



THIS WEEK'S NEWS

Additional enhancements to our buy to let range

We have taken some time during July to take stock of the changes that we have made during the first half of 2020. Since relaunching last year we have seen plenty of internal changes. Our plans, as with most of our sector, have been impacted by Covid-19 and it remains to be seen what the ultimate affect of lockdown will be on the wider economy and the commercial finance sector. Whatever they are our commitment to remain open for business will be unchanged.

From a product perspective we have been focused on enhancing our Limited Company Buy to Let proposition. We have announced the changes we have made and new product launches in this newsletter. On the following page we have provided a summary of all our current Limited Company Buy to let criteria for easy reference

Our broker panel has also changed radically, growing significantly in line with our plans to increase the amount of funding we are making available. We have looked at the level of business we have been doing with each of our panel members and will be sharing that with each of you individually over the next few weeks. We are committed to developing the best relationships that we can with our panel brokers and want to hear your feedback. If you have any comments on our products or service please don't hesitate to let us know.

KEY HIGHLIGHTS

**LTV 65% for Owner Occupied and
Commercial Investment**

**75% for Corporate BTL for existing
customers**

**65% for new Corporate BTL customers
borrowing up to £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

YBS Commercial Lending Limited Company Buy to Let Criteria August 2020

Product	Max LTV ⁽¹⁾	Fixed Term	Loan Term	Pay Rate	Arr. Fee	Proc. Fee	Min. Loan	Max. Loan	Reversion Rate	ERCs	Affordability Assessment	
Corporate BTL	65%	5 Year	Up to 25 years	3.35%	1.25% (1% added to loan)	0.75% (Paid by YBS)	£500k	£1m (per unit)	SVR	5%, 4%, 3%, 3%, 2%	125% ICR @ higher of 4% and Pay Rate +0.75%	
	75%			3.55%								5%, 5%, 5%, 5%
	75%	10 Year		3.6%								
Personal BTL	65%	5 Year		3.35%			£1.5m ⁽²⁾			5%, 4%, 3%, 3%, 2%		135% ICR @ higher of 5% and Pay Rate
	75%			3.55%								
	75%	10 Year		3.6%								
Holiday Let	75%	5 Year	3.85%	£500k	5%, 4%, 3%, 3%, 2%	Net income ⁽³⁾ 125% ICR at Higher of 5% / Product rate + 1%.						

(1) Maximum 65% LTV for new build flats

(2) Minimum loan £1.5m and 6+ properties OR Minimum £3m loan (any number of properties)

(3) Net Income = Gross holiday let income less actual letting agent costs and business rates (if payable)

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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YBS 9647



...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.

