

UPDATE



THIS WEEK'S NEWS

Working through the new normal

Through the summer months as Covid restrictions were gradually eased our lending, underwriting, completion and portfolio teams have continued to be home based. Like many other businesses we have adopted video conferencing and more conference calls as our main methods of communication.

Any concerns that we might have had that our teams would find it difficult to adapt to this new normal have been very quickly disabused. As well as developing new ways of keeping in touch internally the level of applications, new offers and completions have increased, even through the usually quieter period that traditionally comes in August. We have been consistent through the Covid lockdown that even while there have been some changes to our lending criteria to take account of market conditions we are remaining firmly open to new business.

We do not want to stay still though, there is much for us to do. Systems and processes are still developing, our broker portal will be rolling out shortly and we are continuing to focus on increasing deal speed at all parts of our process are being worked on. We also have more additions to our limited company buy to let range launching soon to enhance the options available to our borrowers launching in the next few months

KEY HIGHLIGHTS

Transaction Size

- 75% Corporate BTL for existing customers to £20m
- New Corporate BTL customers 75% LTV to £5m 65% to £15million
- Maximum 75% LTV for Commercial Investment, subject to sector
- Minimum transaction size £500,000

Maximum loan amount per unit

- £5m for Commercial Investment (subject to sector)
- £2m for Owner Occupied
- £1m for Corporate BTL



MARKET INSIGHT

YBS Commercial rebrand now a year old

It is a cliché that time flies, but for us at YBS Commercial the last year have proven it to be true. The work that when on behind the scenes to make the change from N&P Commercial to YBS Commercial was far more than just a name and logo change. So just after a year since we relaunched its been worthwhile taking a moment to reflect on some of the changes we have made to our business:

- Opened three new regional offices which are now fully operational and are fully staffed
- Increased the size of our Peterborough Team
- Recruited a new underwriting team
- Revised our CDD processes and simplified broker on boarding
- Launched a customer portal and piloted a broker portal
- Revised our Limited Company Buy to Let range

And of course we have continued to lend! More to come and we're looking forward to sharing this with you soon.

TEAM NEWS

John Little, Regional Director, Midlands Region

Usually based in our Birmingham New Street office John and his team of Relationship Directors have been working from home along with the rest of our staff. As a new office opened in January this year the team had been focused on initially developing relationships and deal flow. Over the summer this work has been converted into new business. Over the summer John and the Midlands Team have completed over £10million of new lending transactions and have more than three times that in the course of completion. Contact us directly if there is a deal you would like to discuss



Contact John 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 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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