

For the use of Professional Mortgage Intermediaries only



Buy-to-Let criteria for UK residents

Shariah-compliant financing for UK Buy-to-Let residential investment property

Effective from 8 March 2023

All customers of the Bank must be able to read, speak and understand English to a level that they are fully aware of all obligations and requirements when entering any financial arrangements with the Bank.

Validity:

Decision in Principle – 30 Days

Application – 90 Days

Offers – 180 Days

After 180 days the Offer may be extendable for a further 180 days subject to the latest available rental rates and updated evidence

These criteria are to provide guidance on the main policy and is not exhaustive. Our experience underwriters endeavour to make cases work and will make the final decision based on all obtained facts and information on the applicants and property. The Bank reserves the right to request any further information it requires in order to make a decision.



Why choose Gatehouse Bank?

- Dedicated, professional and experienced Business Development Managers
- Every application is individually assessed
- Option of 2 and 5 year fixed term periods
- A range of Green and ethical finance options available to all customer types
- Fast decision in principle
- A range of financing options, from simple single residential investment finance to more complex structures, including HMOs, MUFBs and property portfolios.
- Finance to individuals, sole proprietors/partnerships, UK registered Limited Companies, LLPs and SPV structures



Buy-to-Let finance at a glance

FINANCE AVAILABLE FOR

- INDIVIDUALS
- PARTNERSHIPS
- UK REGISTERED LIMITED COMPANIES, LLPs & SPV's

**Green Finance Discounts
Available on Properties
with an A or B EPC Rating**

**NEW BUILD HOMES,
HOUSES & FLATS**

**PORTFOLIO LANDLORDS -
£5M MAX**

NO LIMIT ON THE NUMBER OF
PROPERTIES

**MIN/MAX FINANCE
SIZE £75k-£5M PER
PROPERTY**

MAX FTV 80%

**NO MINIMUM
INCOME**

PROPERTY TYPES

- HOUSES OF MULTIPLE OCCUPATION (HMO)
- MULTI-UNIT FREEHOLD BLOCKS (MUFb)
- HOUSES & FLATS INCLUDING NEW BUILD

**ACQUISITION & RENT
or RENT ONLY
OVER
2 or 5 YEAR FIXED TERMS**



Buy-to-Let Product Criteria for UK residents

	BTL	BTL Portfolio	HMO/MUFB
Financing			
Purpose	<ul style="list-style-type: none"> • Purchase or Re-finance is allowed within 6 months of purchase but will be subject to extended underwriting checks. • Debt consolidation is only allowed for capital raising to repay secured property finance in the applicant's name. • Debt consolidation between SPVs / Limited Companies and individuals is not acceptable. • Debt consolidation and capital raising re-finance for business, tax or gambling debt payments is not acceptable. • Capital raising for property investment and development is allowed. 		
Max FTV	80% to £2m Finance 75% £2m+ to £3m 70% £3m+ to £5m	80% to £2m Finance 75% £2m+ to £3m 70% £3m+ to £5m	75% to £3m Finance 70% £3m+ to £5m
Finance Basis	Finance offered will be based on the Purchase Price or Valuation, whichever is the lower	Finance offered will be based on the Purchase Price or Valuation, whichever is the lower	Finance offered will be based on the Purchase Price or Valuation, whichever is the lower
Payment	Acquisition & Rent or Rent Only	Acquisition & Rent or Rent Only	Acquisition & Rent or Rent Only
Portfolio Size	Maximum 3 properties within BTL portfolio	No limit	No limit
Affordability Test (FSCR)	<ul style="list-style-type: none"> • 125% if basic rate taxpayer • 125% if limited company • 145% if higher rate taxpayer • 145% if additional rate taxpayer <p>The tax band for individuals is applicable to the applicant with the highest income</p> <p>Stress rate 7.75% on 2-year fixed term products 5-year fixed rental rate applicants can be stress tested against initial pay rate</p>	<ul style="list-style-type: none"> • Minimum 120% (Individual) • Minimum 120% (if Limited company) • 145% if higher rate taxpayer • 145% if additional rate taxpayer <p>The tax band for individuals is applicable to the applicant with the highest income</p> <p>Stress rate 7.75% on 2-year fixed term products 5-year fixed rental rate applicants can be stress tested against initial pay rate</p>	<ul style="list-style-type: none"> • 140% if basic rate taxpayer • 140% if Limited company • 145% if higher rate taxpayer • 145% if additional rate taxpayer <p>The tax band for individuals is applicable to the applicant with the highest income</p> <p>Stress rate 7.75% on 2-year fixed term products 5-year fixed rental rate applicants can be stress tested against initial pay rate</p>
BTL Supporting documents	Property licences as required	<ul style="list-style-type: none"> • Property schedule • Business plan • Cash flow forecast • HMO or other property licences as required 	<ul style="list-style-type: none"> • Property schedule (Portfolio landlords only) • Business plan (Portfolio landlords only) • Cash flow forecast (Portfolio landlords only) • HMO or other property licences as required
Applicant Type	<ul style="list-style-type: none"> • Individuals – for Partnerships or UK registered Limited Companies/SPVs & LLPs, please refer to the Gatehouse requirements for UK incorporated SPVs on the Bank's website. 		
Min/Max Finance size	£75,000- £5m per property £5m – portfolios	£75,000 - £5m per property £5m - portfolios	£75,000 - £5m per property £5m – portfolios
Min/Max Term	Min: 5 years / Max: 30 years	Min: 5 years / Max: 30 years	Min: 5 years / Max: 30 years



	BTL	BTL Portfolio	HMO/MUFB
Applicant			
Applicant Experience	First Time Buyers (FTBs) / First Time Landlords Allowed	Must have 2 years letting and financing experience as a standard BTL Landlord or 1 years as an HMO landlord, be it repaid or current financing.	Must have 2 years letting and financing experience as a standard BTL Landlord or 1 years as an HMO landlord, be it repaid or current financing.
Applicants - Types and Maximum Numbers	<p>All customers of the Bank must be able to read, speak and understand English to a level that they are fully aware of all obligations and requirements when entering any financial arrangements with the Bank.</p> <ul style="list-style-type: none"> • Individuals – maximum of 4 applicants (best two incomes used) • Sole Traders, Partnerships and UK registered Limited Companies, LLPs and SPVs (with a property business related SIC code) • For Limited Companies and SPVs, any Director and or Shareholder with a 25% or more shareholding in the company must be on the application form. • No minimum trading period required - newly formed companies may be considered. • Personal Guarantees – these will be required from any shareholder who is party to a Limited Company/SPV/LLP or Partnership application. Guarantors will be held jointly and severally responsible for the full amount of the finance. • We will not accept Personal Guarantees on applications by individuals. • All Trust Structures, Joint borrower sole proprietor or similar arrangements are NOT acceptable. • SPVs with negative equity – are not accepted unless the negative equity is a result of previous security assets held within the SPV e.g. Directors Loan or one off property related expenditure. These will be considered on a case-by-case basis by the Underwriter. 		
Minimum Age	21	21	21
Maximum Age	No maximum age at end of finance term (for cases where there is reliance on income to support the affordability, the maximum age is 85)		
Employment			
Employed Income Verification (Including Directors with less than 25% shareholding)	<p>Employed – permanent employment over 3 months at same employer.</p> <p>Zero hours contracts may be considered if the property is self-financing and minimum 2-years continuous work history (subject to them meeting other criteria)</p>	<p>Employed – permanent employment over 3 months at same employer.</p> <p>Zero hours contracts may be considered if the property is self-financing and minimum 2-years continuous work history (subject to them meeting other criteria)</p>	<p>Employed – permanent employment over 3 months at same employer.</p> <p>Zero hours contracts may be considered if the property is self-financing and minimum 2-years continuous work history (subject to them meeting other criteria)</p>
Employed Acceptable Income	<ul style="list-style-type: none"> • Basic pay • 100% of car allowance, overtime and commission (subject to terms), guaranteed bonus, second job (must be evidenced for the past 12 months and proven will be continuing) net rental income, occupational pension income, London/City allowances and housing allowance • 50% of maintenance (confirmed by court order or CSA), travel allowance and any regular bonus (evidenced over the past 2-years). • Other allowances/income (including pension and dividend income) may be accepted. 	<ul style="list-style-type: none"> • Basic pay • 100% of car allowance, overtime and commission (subject to terms), guaranteed bonus, second job (must be evidenced for the past 12 months and proven will be continuing) net rental income, occupational pension income, London/City allowances and housing allowance • 50% of maintenance (confirmed by court order or CSA), travel allowance and any regular bonus (evidenced over the past 2-years). • Other allowances/income (including pension and dividend income) may be accepted. 	<ul style="list-style-type: none"> • Basic pay • 100% of car allowance, overtime and commission (subject to terms), guaranteed bonus, second job (must be evidenced for the past 12 months and proven will be continuing) net rental income, occupational pension income, London/City allowances and housing allowance • 50% of maintenance (confirmed by court order or CSA), travel allowance and any regular bonus (evidenced over the past 2-years). • Other allowances/income (including pension and dividend income) may be accepted.



	BTL	BTL Portfolio	HMO/MUFB
Self Employed Income Verification	<p>An applicant will be classed as self-employed if they fall into one of the following categories:</p> <ul style="list-style-type: none"> • Sole Trader, Partner in a firm, Member of a LLP, Any director with 25% or more shareholding • Income will be calculated based on latest year's income (unless the latest year's profit/income is significantly different than the previous year, when more detail will be required by the Underwriters) • Special consideration may be given to medical professionals with less than 12 months self-employed income history. <p>The year end on all documentation provided must be the most recent and the latest documents must not be dated more than 18 months before the date of application.</p>		
Income Verification for Medical Professionals	<p>Medical field professionals with less than 1 year in self-employment may provide - If joining an established practice 2 years accounts and confirmation by the practice accountant of the applicants share of income, if providing locum type of work then evidence of 6 months income through accounts, contracts or bank statements</p>		
Contractors	<ul style="list-style-type: none"> • Signed copy of contract. • If more than 6 months to run on current contract – no further evidence required. • If less than 6 months to run on current contract – then 12 months evidence of same work required. 		
Retired	Evidence of pension income	Evidence of pension income	Evidence of pension income
Income			
Minimum Income (All employment types)	<ul style="list-style-type: none"> • No minimum income required for self-funding BTLs meeting our FSCR requirements, or the applicant is a First-time Buyer and/or First-time Landlord (FTB/FTL). However, any income stated will need to be feasible and verified and the latest payslip and the latest bank statement will be required. 		
Deposit Details			
Deposits	<ul style="list-style-type: none"> • Proof of deposit always required • Builder vendor deposits considered up to 5% • Gifted deposits are accepted from a range of family members subject to interested party waiver. <p>For more information on gifted deposits, please refer to the following documents on the Bank's website: Gifted Deposit Guidance and Gifted Deposit Declaration of Source of Funds.</p>		
Director's Loans	<ul style="list-style-type: none"> • Directors Loans into a Limited Company or SPV to fund a deposit are accepted subject to The Limited Company/SPV being registered in the UK (terms apply). • For the avoidance of doubt the Bank will not provide finance for cases involving any inter-company loans. <p>For more information on director's loans that are acceptable as a deposit, please refer to the Director's Loans Guidance on the Bank's website.</p>		
Finance Criteria			
Credit History	<ul style="list-style-type: none"> • No Bankruptcy / CVA or IVA in last 3 years / repossessions or debt relief orders • No CCJs in last 3 years (all previous CCJs must be satisfied before application) • No missed mortgage or other property finance payments in last 12 months • No voluntary enforced possession • Up to date UK credit report required from all applicants with a UK footprint • Default - none in the 12 months prior to application, maximum of one default of up to £300 between month 13 to 36 and must be satisfied before submitting an application for finance. Where defaults, whether settled or not, relate to Communication companies these will be disregarded as part of the underwriting credit assessment up to a maximum of £300 in total regardless of when they were registered. • Applicants with a live Debt Management plan at application, will be declined. 		



	BTL	BTL Portfolio	HMO/MUFB
Existing Mortgage / Home Finance	Proof of conduct for all mortgages / home finance	Proof of conduct for all mortgages / home finance	Proof of conduct for all mortgages / home finance
Residency			
Applicant Residency Status & ID Requirements	<ul style="list-style-type: none"> • UK Nationals resident in the UK – Valid UK Passport or Driving Licence • EEA/EU Nationals resident in the UK with settled status – Valid Passport • EEA / EU Nationals resident in the UK with Pre-settled status – Valid Passport with 12 months remaining at the date of application • All EEA / EU Nationals who: <ul style="list-style-type: none"> - <u>Relocated to the UK prior to 31 July 2021</u> – either a Valid ‘Share Code’ (Details to view and prove the immigration status provided by the Home Office), or a valid UK Visa / Biometric Resident Permit Card, which needs to be certified. - <u>Relocated to the UK from 1 August 2021</u> – a letter from the Home Office, or a valid UK Visa / Biometric Resident Permit Card, which needs to be certified. • Foreign Nationals resident in the UK – Valid Passport and valid UK Visa with a minimum of 12 months remaining at date of application <ul style="list-style-type: none"> - And a Valid ‘Share Code’ and ‘DOB’ (Details to view and prove the immigration status provided by the Home Office) • Where an applicant holds dual nationality, proof of all nationalities must now be provided when uploading the proof of ID documentation. <p>Terms and requirements may differ according to status – for more detailed information please refer to our document Gatehouse ID Requirements on the Bank’s website.</p>		
Property			
Location	England & Wales	England & Wales	England & Wales
Tenure	Freehold or Leasehold	Freehold or Leasehold	Freehold or Leasehold
Property Type	Standard Residential only	Standard Residential, or House in Multiple Occupation (HMO) and Multi-Unit Freehold Blocks (MUFB)	House in Multiple Occupation (HMO) and Multi-Unit Freehold Blocks (MUFB)
Valuation Basis	Market Value (VP)	Market Value (VP)	Market Value (VP)
Minimum Property Value	£93,000 at 80% FTV £115,000 at 65% FTV	£93,000 at 80% FTV £115,000 at 65% FTV £100,000 at 75% for HMO/MUFB in the portfolio	£100,000 at 75% FTV £115,000 at 65% FTV
Property types acceptable as security	<p>For more information on the property types acceptable as security, please refer to our document Home Finance Property Types – Guidance Notes for Intermediaries on the Bank’s website. Please note this list is not exhaustive and if unsure about the suitability of any property as security, you should contact the Bank or your BDM.</p> <p>Green Option - properties with an EPC rating of A or B receive a reduction of 0.10% on the rental rate, plus measures will be taken by the Bank to ensure property emissions are made carbon neutral for the full 2 or 5 year initial fixed term. This incentive is based on the average consumption of gas and electricity of an average UK home and operated through a partnership with a leading environmental conservationist organisation.</p>		



Valuation fees

Purchase Price/ Property Value	BTL - Single Dwelling Valuation Fee (including VAT)	Small HMOs (under 6 bedrooms/ occupiers) Valuation Fee (including VAT)	Large HMOs & Multi-Unit Freehold Blocks Valuation Fee (including VAT)
Up to - £100,000	£192	£770	£1,100
£100,001 - £150,000	£230	£770	£1,100
£150,001 - £200,000	£252	£810	£1,100
£200,001 - £250,000	£308	£810	£1,200
£250,001 - £300,000	£322	£810	£1,200
£300,001 - £350,000	£364	£910	£1,300
£350,001 - £400,000	£406	£910	£1,500
£400,001 - £500,000	£448	£1,050	£1,650
£500,001 - £600,000	£476	£1,100	£1,800
£600,001 - £700,000	£518	£1,200	£2,000
£700,001 - £800,000	£567	£1,300	£2,150
£800,001 - £900,000	£644	£1,400	£2,300
£900,001 - £1,000,000	£707	£1,500	£2,450
£1,000,001 - £1,250,000	£735	By agreement	£2,800
£1,250,001 - £1,500,000	£770	By agreement	By agreement
£1,500,001 - £1,750,000	£910	By agreement	By agreement
£1,750,001 - £2,000,000	£1,050	By agreement	By agreement
£2,000,001 - £2,500,000	£1,200	By agreement	By agreement
£2,500,001 - £3,000,000	£1,700	By agreement	By agreement
£3,000,001 - £4,000,000	£2,200	By agreement	By agreement
£4,000,001 - £5,000,000	£2,900	By agreement	By agreement
Re-inspection	£180	By agreement	By agreement
Application fee:	£149	£149	£149
Product fee:	1% (Min £999)	1% (Min £999)	1% (Min £999)

*Valuation fees for Small HMOs over £1m or Large HMOs/Multi-Unit Freehold Blocks over £1.25m are by agreement

The Bank reserves the right to request any further information it requires in order to make a decision.

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How does it work?

We offer a range of financing options, from simple single residential investment finance, to more complex corporate structures including property portfolios.

Rent Only Diminishing Musharakah

Our Rent Only Diminishing Musharakah product is an arrangement between the Bank and the applicant. Both the applicant and the bank will each contribute a percentage towards the purchase or refinance of a residential property. For example, the bank may contribute 75% and the applicant 25% of the purchase price (for refinances, the applicant's contribution is the equity in the property).

The Bank will lease its share in the property to the applicant for the duration of the finance term.

Over the finance term, the applicant will make monthly payments to the Bank which will comprise of rent only. This means that during the term of the agreement, the applicant is not acquiring any shares of the property from the Bank and as a consequence the applicant's share in the property during the term will remain the same. In addition, the applicant's monthly payments will also be lower when compared to our Acquisition Diminishing Musharakah product.

To acquire the Bank's share in the property, the applicant will either need to pay part lump sum instalments prior to each rent review (this is not possible during a fixed term period) and/or make a full lump sum instalment at any time or at the end of the agreed term.

Until the Bank's share had been acquired by the applicant, the Bank will charge the applicant rent for the use of its share of the property. The rent is calculated according to the respective shares owned.

Following the applicant's acquisition of all the Bank's share, either at the end of the agreed term or upon early purchase of the Bank's share of the property, whichever is earlier, the Bank will transfer the full ownership of the property to the applicant.

Our Rent Only Diminishing Musharakah product is higher risk than our Acquisition & Rent Diminishing Musharakah product as the monthly payments under the Rent Only structure only consist of rent, whereas under the Acquisition & Rent Diminishing Musharakah product the applicant's monthly instalment consists of both acquisition instalments and rent payment.

It is the applicant's responsibility to make sure that they put in place, maintain and regularly monitor, any financial arrangement that is expected to provide a lump sum sufficient to acquire the Bank's share at the end of the agreed finance term.

Acquisition & Rent Diminishing Musharakah

Our Acquisition & Rent Diminishing Musharakah product is an arrangement between the Bank and the applicant. Both the applicant and the Bank will each contribute a percentage towards the purchase or refinance of a residential property. For example, the Bank may contribute 75% and the applicant 25% of the purchase price (for refinances, the applicant's contribution is the equity in the property).

The Bank will lease its share in the property to the applicant for the duration of the finance term.

Over the finance term, the applicant will make monthly acquisition instalments through which the Bank will sell its share of the property to the applicant. With each acquisition instalment, the Bank's share in the property diminishes while the applicant's share increases.

While the acquisition instalments are being made, the Bank will charge the applicant rent for the use of its share of the property, the rent is calculated according to the respective shares owned.

Following the applicant's acquisition of all the Bank's share, either at the end of the agreed term or upon early purchase of the Bank's share, whichever is earlier, the Bank will transfer the full ownership of the property to the applicant.

Notes:

- At the end of the term, administration fees are payable in accordance with the Bank's standard Tariff of Charges to cover the Bank's administration costs.
- No early settlement penalties are payable when the Bank's share is purchased by the Customer before the end of the agreed term.
- The Customer is responsible for their own solicitor costs, stamp duty and other conveyancing charges (such as land registry fees) at outset and on settlement.



FOR THE USE OF PROFESSIONAL MORTGAGE INTERMEDIARIES ONLY

Gatehouse Bank plc (“Gatehouse”) is a public limited company authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority and incorporated under the laws of England and Wales with registered number 06260053 having its registered office at The Helicon, One South Place, London, EC2M 2RB, United Kingdom.

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IMPORTANT NOTICE

This document is issued by Gatehouse and its purpose is to provide information about residential financing products offered by Gatehouse on a non-advised basis, it does not constitute an offer or invitation in respect the products. Currently, these products fall outside the scope of regulation by the Financial Conduct Authority.

No information set out or referred to in this Document shall form the basis of any contract. Any prospective transaction shall be governed by applicable terms and conditions and any agreements entered into by the relevant parties acknowledging that it has not relied on, or been induced to enter into such an agreement by, any representation, warranty, assurance or undertaking save as expressly set out in that agreement. The issue of this document shall not be deemed to be any form of commitment on the part of Gatehouse (or any other person) to proceed with any transaction.

Any recipient of this document in jurisdictions outside the UK should inform themselves about and observe any applicable legal requirements.

Prospective clients should make their own independent assessment when considering the products described in this document. In reaching a decision, prospective clients should discuss their options with an independent financial adviser and seek independent professional tax and legal advice.

By accepting this document, the recipient agrees to be bound by the foregoing limitations.