



# Buy to Let – Market Update

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NRLA Mortgages is a trading name of LPTE Limited which is an Introducer Appointed Representative of 3mc (UK) Limited who is Authorised and Regulated by the Financial Conduct Authority and is entered on the FS Register under reference 302992.

Please note: 3mc can advise/arrange Business Buy to Let (BBTL) and Consumer Buy to Lets (CBTL). Of the two, only Consumer Buy to Lets are regulated by the FCA.

THINK CAREFULLY BEFORE SECURING OTHER DEBTS AGAINST YOUR HOME. YOUR HOME MAY BE REPOSSESSED IF YOU DO NOT KEEP UP REPAYMENTS ON YOUR MORTGAGE. ANY PROPERTY USED AS SECURITY MAY BE REPOSSESSED IF YOU DO NOT KEEP UP REPAYMENTS ON YOUR MORTGAGE.



# Topics

- **Introduction to NRLA Mortgages/3mc**
- **Buy to Let market update**
  - **Interest Rates**
  - **Affordability**
  - **Landlord Actions**
- **Our service proposition**
- **Questions**



# NRLA Mortgages/3mc - Introduction

- **Over £1 billion** in mortgage applications have been processed for NRLA members
- **Reduced broker fee for NRLA members.** £295 for the first application then £195 for subsequent applications
- **Access exclusive** Buy to Let and residential products available to NRLA members
- **NRLA member online portal** to process your applications

# Buy to Let – Interest rates

- **Inflation**
- **Bank Base Rate**
- **Market predictions**
- **SWAP's**
- **Lender service**
- **EPC**
- **Lender DIP**
- **Moneyfacts data**

# Buy to Let – Affordability

<b>125% (ICR)</b>	<b>£1,000pcm Rent</b>	<b>145% (ICR)</b>
<b>£174,545</b>	<b>5.5% (stress rate)</b>	<b>£150,470</b>
<b>£147,692</b>	<b>6.5% (stress rate)</b>	<b>£127,320</b>
<b>£128,000</b>	<b>7.5% (stress rate)</b>	<b>£110,344</b>
<b>£112,941</b>	<b>8.5% (stress rate)</b>	<b>£97,363</b>

- Reference rates – 2!
- Affordability assessment
- Variations on the calculation

# Buy to Let – Affordability

- **2 Yr. Vs. 5 Yr.**
- **Product innovation**
- **Product transfers**
- **Impact on landlords**
- **Mortgage charter**

# Buy to Let – Actions

- **General**

- Market rents
- EPC check
- ERC dates
- Blending debt

- **Product due to end – 6 – 12 months**

- 6-month trigger! Do not pause!
- Document ready
- Offer check
- Consider product selection

# Our Service Proposition

## **Dedicated NRLA Mortgages Telephone Number**

0161 341 0581

## **Dedicated NRLA Mortgages Webpage**

<https://www.nrla.org.uk/services/mortgages>

## **Dedicated “Real Time” Mortgage Sourcing Tool**

<https://www.nrla.org.uk/services/mortgages>



# Our Service Proposition

## **Dedicated Adviser and Case Manager**

- From enquiry to completion

## **Offer Check**

- Reassess product options

## **6 Month Check**

- Prior to your mortgage product expiring



Questions?

