



# We're prepared to stick our neck out

# Product guide

If it makes sense, we'll find a way

February 2018

# Our products

Our mortgage products are available for:



#### Buy to Let

Landlords who want to realise greater value from their investment, refinance existing borrowing or raise capital. We can lend for any legal purpose.



#### Business purpose

Entrepreneurs who want to raise capital on their residential property to use for business purpose.



#### High Net Worth

Applicants who meet the high net worth test\* as defined by the Financial Conduct Authority (FCA) and are looking to release capital from their home.

## Things to know about our products

Roll-up Bridge	No monthly payments required - fixed rate of interest set at outset and rolled up to redemption. Loan term of one or two years.
Serviced Bridge	Fixed rate of interest serviced monthly. Loan term one or two years.
Roll-up Term	No monthly payments required - fixed rate of interest set at outset and rolled up to redemption. Loan term of two to five years.
Serviced Term	Fixed rate of interest serviced monthly. Loan term of two to five years.
A blend of rolled up interest and serviced interest	Property investors can choose to roll up some interest and service the rest with a blend of the two mortgage products.
Refurb to Let	This product is for light refurbishment of investment property, with no monthly payments required. Fixed rate of interest set at outset and rolled up to redemption.

\* The FCA definition of high net worth is a customer with an annual net income of no less than £300,000 or net assets of no less than £3,000,000. Subject to compliance with regulatory requirements. Please note that an APRC is generated as part of the application process.

#### Buy to Let stress tests

#### Roll-up Mortgage Range

There is no additional stress on the second charge loans for Roll up Bridge and Roll up Term, although we do stress test any primary mortgage.

#### Serviced Mortgage Range

For Serviced Bridge and Serviced Term products we apply the following stress test:

- Individual (basic rate tax) and Corporate 115% of Castle Trust pay rate, or 6.88%, whichever is higher
- Individual (higher rate tax) 115% of Castle Trust pay rate, or 7.98%, whichever is higher.

We take a flexible and commercial approach to assessing a client's other income and/or financial resources which can supplement rental income to maximise borrowing potential.

#### Portfolio landlords

Full details about our portfolio rental calculations are available at www.castletrust.co.uk/underwriting

# Series

Our products are split across two series, with both Term and Bridge products for each.

	Series 1	Series 2
First Charge	<b>Ø</b>	<b>Ø</b>
Second Charge	<b>Ø</b>	$\bigotimes$
Serviced interest	<b>Ø</b>	Ø
Roll-up interest	<b>Ø</b>	$\bigotimes$
Buy to Let	<b>Ø</b>	<b>Ø</b>
Business Purpose	<b>Ø</b>	$\bigotimes$
High Net Worth	<b>Ø</b>	$\bigotimes$
Minimum loan size	£15,000	£1million
UK Nationals	<b>Ø</b>	<b>Ø</b>
Foreign Nationals	<b>Ø</b>	$\bigotimes$
Ex Pats	<b>Ø</b>	$\bigotimes$
Adverse Credit	<b>Ø</b>	$\bigotimes$

Series 1

# Series 1 Bridge



Buy to Let

First charge or second charge



#### Business purpose

Second charge only



High Net Worth\* Second charge only

	Bridge	
Repayment method	Roll-up	No monthly payments required - fixed rate of interest set at outset and rolled up to redemption**
	Serviced	Fixed rate of interest with interest serviced monthly
	Blend	Property investors can choose to roll up some interest and service the rest with a blend. Investors will be able to achieve a higher Loan to Value (LTV) where they are servicing some, or all, of the interest.
Rate		Rates start at 7.00%
Equivalent monthly rate***		Rates start at 0.58%
Max LTV (including first and second charges on the property)		Varies up to 75% LTV (including all rolled up interest) determined on a case by case basis
Loan term		One or two years
Early Repayment Charge		For Buy to Let and Self-employed: Three months interest payment applies if redeeming during first three months For High Net Worth*: 3% ERC applies during the first three months
Arrangement fee	2.25%	
Age limits		Minimum: 21, Maximum: None
Min loan size	Roll-up	£15,000 for Buy to Let properties £25,001 for owner occupied properties
	Serviced	£15,000
Min property value	Roll-up	£75,000 for Buy to Let properties £250,000 for owner occupied properties
	Serviced	£75,000
Charge		First charge or second charge on Buy to Let properties Second charge only on owner occupied properties
Procuration fee		1%
Rental calculation	Roll-up	N/A
	Serviced	Individual (basic rate tax) and Corporate: 115% of Castle Trust pay rate, or 6.88%, whichever is higher Individual (higher rate tax): 115% of Castle Trust pay rate, or 7.98%, whichever is higher

\* Subject to compliance with regulatory requirements. Please note that an APRC is generated as part of the application process.

\*\* Daily interest, compounded monthly.

\*\*\* Annual rates are used for calculation of interest due. Equivalent monthly interest is provided only for ease of comparison against other lenders. Equivalent monthly rates are rounded to two decimal places.

Series 1

## Series 1 Term



Buy to Let

First charge or second charge



### Business purpose

Second charge only



High Net Worth\* Second charge only

		Term
Repayment method	Roll-up	No monthly payments required - fixed rate of interest set at outset and rolled up to redemption**
	Serviced	Fixed rate of interest with interest serviced monthly
	Blend	Property investors can choose to roll up some interest and service the rest with a blend. Investors will be able to achieve a higher Loan to Value (LTV) where they are servicing some, or all, of the interest
Rate		Rates start at 7.00%
Equivalent monthly rate***		Rates start at 0.58%
Max LTV (including first and second charges on the property)		Varies up to 75% LTV (including all rolled up interest) determined on a case by case basis
Loan term		Two to five years
Early Repayment Charge		5% ERC applies for the term of the loan
Arrangement fee	2.25%	
Age limits		Minimum: 21, Maximum: None
Min loan size	Roll-up	£15,000 for Buy to Let properties £25,001 for owner occupied properties
	Serviced	£15,000
Min property value	Roll-up	£75,000 for Buy to Let properties £250,000 for owner occupied properties
	Serviced	£75,000
Charge		First charge or second charge on Buy to Let properties Second charge only on owner occupied properties
	First charge	0.75%
Procuration fee	Second charge	1%
Rental calculation	Roll-up	N/A
	Serviced	Individual (basic rate tax) and Corporate: 115% of Castle Trust pay rate, or 6.88%, whichever is higher Individual (higher rate tax): 115% of Castle Trust pay rate, or 7.98%, whichever is higher

\* Subject to compliance with regulatory requirements. Please note that an APRC is generated as part of the application process.

\*\* Daily interest, compounded monthly.

\*\*\* Annual rates are used for calculation of interest due. Equivalent monthly interest is provided only for ease of comparison against other lenders. Equivalent monthly rates are rounded to two decimal places. Series 2





	Service Fixed rate of interest with interest serviced monthly	
Repayment method	Blend Property investors can choose to roll up some interest and service the rest with a blend. Investors will be able to achieve a higher Loan to Value (LTV) where they are servicing some, or all, of the interest	
Rate	4.99% to 6.99%	
Equivalent monthly rate*	0.42% to 0.58%	
Max LTV first and second charge	Varies up to 75% LTV determined on a case by case basis	
Loan term	Two to five years	
Early Repayment Charge	5% ERC applies for the term of the loan	
Arrangement fee	2.25%	
Rental calculation	Individual (basic rate tax) and Corporate: 115% of Castle Trust pay rate, or 6.88%, whichever is higher Individual (higher rate tax): 115% of 7.98%	
Portfolio landlords	Full details about our portfolio rental calculations are available at www.castletrust.co.uk/underwriting	
Age limits	Minimum: 21 Maximum: None	
Min loan size	£1million	
Min property value	£75,000	
Charge	First charge only	
Procuration fee	0.75%	

\* Annual rates are used for calculation of interest due. Equivalent monthly interest is provided only for ease of comparison against other lenders. Equivalent monthly rates are rounded to two decimal places.

# Refurb to Let



**Buy to Let only** First charge. Second charge by exception.

	Refurb to Let			
Repayment method	No monthly payments required – fixed rate of interest set at outset and rolled up to redemption*			
Max LTV (including rolled up interest)	75% LTV	70% LTV	65% LTV	60% LTV
Rate	10.69%	9.49%	8.29%	7.00%
Equivalent monthly rate**	0.89%	0.79%	0.69%	0.58%
Loan term	12 months			
Early Repayment Charge	3% ERC applies during the first 3 months			
Arrangement fee	2.25%			
Age limits	Minimum: 21 Maximum: None			
Min loan size	£15,000			
Min property value (pre-works)		£75	,000	
Max property value	£1m in London and the South East; £500,000 elsewhere Properties of greater value will be priced on a case by case basis			
Charge	First charge only Second charge loans will be priced on a case by case basis			
Loan purpose	Can be used for property purchase as well as withdrawing equity to finance property refurbishment			
Procuration fee	1%			

\* Daily interest, compounded monthly

\*\* Annual rates are used for calculation of interest due. Equivalent monthly interest is provided only for ease of comparison against other lenders. Equivalent monthly rates are rounded to two decimal places.

# Express Service - don't hang around

The Castle Trust Express Service has been designed for clients who need a rapid completion. The first Express case was a second charge mortgage which completed in just two weeks and the service includes these features:

- Accelerated application and completion process
- · All applications seen immediately by senior underwriter
- Title insurance used to accelerate process.

The Express Service costs £300, plus an additional fee for Title Insurance, and is available on our buy to let applications for loans up to £750,000.

	Express Service
Admin Fee	£300 non-refundable admin fee payable upon receipt of the application (with the valuation fees)
Title Insurance	£84 for loan values less than £150,000 £106.40 for loan values of £150,001 to £250,000 £128.80 for loan values of £250,001 to £500,000 £280.00 for loan value of £500,001 to £750,000 For cross collateral deals, this will also attract a further £32.48 for each additional property
Solicitor	All Express cases will go through our approved solicitor firm The Waring Partnership LLP

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#### Important information

Loans are subject to status, terms and conditions. The customer must repay the loan by the end of the term. If the customer has not repaid the loan by the end of its term and either does not have sufficient savings or is not able to arrange another mortgage, then they will need to sell their property. Property may be repossessed if the loan is not paid when due. This communication is for authorised intermediaries only. This information has not been approved for use with customers and is not intended for public or customer use.

Castle Trust | Belvedere House, Basing View, Basingstoke RG21 4HG | Tel: 0345 241 3079 | www.castletrust.co.uk Castle Trust is the trading name of Castle Trust Capital plc (company no. 07454474). Castle Trust Capital plc is registered in England and Wales. Registered office: 10 Norwich Street, London EC4A 1BD. Castle Trust Capital plc is authorised and regulated by the Financial Conduct Authority.