



PRODUCT TRANSFERS

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LENDER	PRODUCT TRANSFER POLICY	PRODUCTS AVAILABLE	DATE CUSTOMER IS CONTACTED	IS A PROCURATION FEE PAYABLE?	GROSS	NET
ACCORD MORTGAGES	<ul style="list-style-type: none"> All existing residential mortgage customers can qualify for a product transfer. Customers can either request a mortgage intermediary to submit on their behalf or can apply online themselves Requests for a product transfer can be made up to 90 days before the current product maturity Eligible applicants must not have any more than 1 missed mortgage payment in the last 12 months, nor have accumulated arrears greater than the value of 1 month's mortgage payment or £100 Customers must sign and return acceptance of the product transfer offer within 14 days of issue to secure the requested product For Accord BTL customers, they must engage directly with Accord as they don't currently offer product transfers through intermediaries <p>http://www.accordmortgages.com/products/existing-borrower-transfers/index.html</p>	<p>A specific suite of products is available where the selection is established by current LTV as based on the latest HPI valuation of the property at the time of application.</p> <p>Brokers can establish this by logging into the secure part of the Accord website and selecting the menu option existing borrowers transfer.</p> <p>Here they can see the current mortgage balance, current product with expiry date and ERCs applicable and the HPI valuation.</p>	<p>Minimum 6 weeks or 42 days before maturity unless a mortgage intermediary has already engaged with Accord on the customer's behalf and a KFI has been produced.</p>	Yes	0.30%	0.28%
ALDERMORE MORTGAGES	<ul style="list-style-type: none"> Their current Aldermore fixed rate ends in the next 3 months. They are currently on the Aldermore Managed Rate (i.e. their fixed rate has already come to an end). Or they have a Term Variable rate mortgage and are within 3 months of the end of (or are no longer within) their Early Repayment Charge (ERCs) period. They have no arrears in the last 12 months (including ground rent arrears) on their Aldermore mortgage. They are transferring their current balance to a Loyalty Mortgage. <p>If clients want to make changes to their current mortgage or borrow more, please contact our Customer Loyalty Team</p> <p>http://www.aldermore.co.uk/media/3934/product-transfer-guide.pdf</p>	<p>Loyalty mortgage range for residential owner - occupiers and standard BTL (individuals with single residential units) customers.</p>	<p>Products mailed to customer 3 months prior to ERCs expiry.</p>	Yes	0.35%	0.30%

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BARCLAYS	<ul style="list-style-type: none"> • Subject to availability of products at time of application • LTV restrictions apply • Product Transfer applications can be made 2 months before the expiry of the existing product ages only • Any ERCs applicable to the existing product will not be payable • Not available for customers with a regulated mortgage 	<ul style="list-style-type: none"> • Exclusive preferential Rate Switch range • Secure new rate up to 90 days before existing rate ends 	N/A	Yes	0.20%	0.18%
BM SOLUTIONS	<ul style="list-style-type: none"> • Available for non-regulated BTL mortgages only • Subject to availability of products at time of application • LTV restrictions apply • Product Transfer applications can be made 2 months before the expiry of the existing product • Any ERCs applicable to the existing product will not be payable • Not available for customers with a regulated mortgage http://www.bmsolutions.co.uk/retention/ 	Specific Product Transfer range available	BM Solutions will contact the customer 3 months before their current product expires.	Yes, same as new business proc fees.	0.44%	0.42%
COVENTRY FOR INTERMEDIARIES	<ul style="list-style-type: none"> • Open product transfer policy where all products are available, subject to LTV 	All products available.	The Coventry will contact the customer 3 months before to refer them back to their broker in time for product maturity.	Yes	0.30%	0.28%
FAMILY BUILDING SOCIETY	<ul style="list-style-type: none"> • Customer will pay an ERC if they break their product terms early 	New and existing customers are offered similar rates.	1st Contact: 12 months, 2nd contact: 6 months, 3rd contact: 3 months, 4th contact: 6 weeks.	Yes	0.22%	0.20%
HALIFAX INTERMEDIARIES	<ul style="list-style-type: none"> • Any ERCs which may apply on their current mortgage products will be waived if the products has 3 months or less to run https://www.halifax-intermediaries.co.uk/products/mortgages/product_transfers/default.aspx 	Specific Product Transfer range available.	Halifax will contact the customer 3 months before their current product expires.	Yes, same as new business proc fees.	0.33%	0.32%
HODGE LIFETIME	<ul style="list-style-type: none"> • Product Transfers only apply to 55+ range • Having initially launch 55+ in Spring 2016, the first maturities will happen in Spring 2018 • Customers are able to transfer to existing new business rates via intermediaries within 3 months of product maturity date. • If there is no material change to customer circumstances, loan amount or term then no further underwriting is required • A specific Product Transfer form must be submitted 	Prevailing new business products for 55+ at the time the product transfer is applied.	Hodge will write to customers 6 months before their current product expires.	Yes	0.25%	0.23%

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KENT RELIANCE FOR INTERMEDIARIES	<ul style="list-style-type: none"> You can transfer your customer to a new mortgage deal when their current deal is coming to an end, or sooner if the customer requests. A transfer requires no valuation or underwriting assessment http://www.kentrelianceforintermediaries.co.uk/mortgage-product-transfer 	<ul style="list-style-type: none"> Product transfer ranges available for residential and BTL business 	N/A	N/A	0.25%	0.23%
LEEDS BUILDING SOCIETY	N/A	<ul style="list-style-type: none"> Product transfer ranges available for residential and BTL business 	N/A	<ul style="list-style-type: none"> Will be paying 0.20% later in the year. 	0.20%	0.18%
THE MELTON BUILDING SOCIETY	<ul style="list-style-type: none"> Open product transfer policy where all products are available, subject to LTV 	All products available.	N/A	Yes	0.25% + £25	0.25%
METRO BANK	<ul style="list-style-type: none"> Brokers must use Metro Bank's rate switching portal 	Ranges available for existing customers.	N/A	Yes	0.30%	0.285%
NATIONWIDE	<ul style="list-style-type: none"> You will be able to complete a rate switch on behalf of your client using NFI Online. http://www.nationwide-intermediary.co.uk/products/existing_nationwide_borrowers 	Available to all existing Nationwide mortgage members.	N/A	Yes	0.20%	0.19%
NATWEST INTERMEDIARY SOLUTIONS	<ul style="list-style-type: none"> You will be able to use their product transfer facility for customers who are within their 'roll-off' period (110 days) 	Available to all existing NatWest Residential and Buy to Let mortgage members.	N/A	Yes	0.20%	0.18%
PARAGON	<ul style="list-style-type: none"> Choose a product for the product transfer and product an illustration via the Sourcing System 	Available on all products	N/A	Yes	0.25%	0.23%
PLATFORM	<ul style="list-style-type: none"> Your client can pass an affordability check if changing the mortgage The mortgage property is still your clients main residence (not applicable for BTL) Your client is not in arrears http://www.platform.co.uk/intermediaries/products/product_switching.aspx 	Specific product switch range available.	Your customer can apply to switch their mortgage product up to 3 months prior to the date of maturity, and if eligible, it will take place on the date of maturity.	Yes	0.30%	0.28%
PRINCIPALITY	<ul style="list-style-type: none"> Customers are usually contacted 3 months prior to their product term expiring, inviting them to ring the Principality to ring them to talk about swapping to a retention product The product switch process is not currently available to brokers 	There's a bespoke retention range which customers can see online.	Principality will contact the customer 3 months before their current product expires.	Yes	0.20%	0.18%

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PROGRESSIVE BUILDING SOCIETY	<ul style="list-style-type: none"> Open product transfer policy where all products are available, subject to LTV 	Product switches apply to owner occupied residential mortgages when the borrower's current product ends.	Borrowers are contacted approximately 8 weeks prior to the expiry of their current product	Yes	0.20%	0.19%
SANTANDER	<ul style="list-style-type: none"> Open product transfer policy where all products are available using their online mortgage transfer service 	All products available	N/A	Yes	0.20%	0.19%
SCOTTISH WIDOWS	<ul style="list-style-type: none"> Any ERCs which may apply on their current mortgage products will be waived if the products has 3 months or less to run http://www.scottishwidows.co.uk/extranet/products/mortgages/services/product-transfer 	Specific retention product range available.	Scottish Widows will contact the customer 3 months before their current product expires.	Yes, there is a specific fee available.	0.37% + £50	0.37%
SKIPTON INTERMEDIARIES	<ul style="list-style-type: none"> Product transfers are paid when the eMortgages system is used from their website 	All products available	N/A	Yes	0.30% (Resi) 0.35% (BTL)	0.28% (Resi) 0.33% (BTL)
THE MORTGAGE WORKS	<ul style="list-style-type: none"> Your clients may be able to switch if they're currently within a deal period. If the current product has the 'switch-to-fix- feature If the current product is ending If the current product has ended. http://www.themortgageworks.co.uk/oms 	Product Switch range available.	For remortgages they can apply up to 6 weeks before the current product end date.	Yes	0.20%	0.19%
TIPTON & COSELEY BUILDING SOCIETY	<ul style="list-style-type: none"> New products will be offered to all customers whose current deal is due to expire 	There is a specific business retention range.	Tipton and Coseley will write to all customers 2 months before their current rate is due to expire.	Not at the moment	N/A	N/A
VIRGIN MONEY	<ul style="list-style-type: none"> New products will be offered to all customers whose current deal is due to expire 	<ul style="list-style-type: none"> New products will be offered to all customers whose current deal is due to expire 	<ul style="list-style-type: none"> New products will be offered to all customers whose current deal is due to expire 	Yes	0.38%	0.35%

CONTACT US

If you have any questions regarding Product Transfers please contact a member of the TMA team on:

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