

## Hints & Tips

1. For clients who meet the **145% ICR, the maximum portfolio limits haven't changed.** See our website for more details.

But, if your client has an **ICR between 125% and 145% the maximum number of rental properties is three.** These include any applications in progress with TMW, applications under individual names, mortgage free properties and properties mortgaged with other lenders. This limit doesn't apply to any properties that are owned by limited companies or partnerships.

2. If your client's credit file shows more mortgages than properties, we may need further information to confirm that their portfolio has no more than three properties. This should be in the form of a mortgage statement.
3. If your client is a **higher rate tax payer** or a **145% ICR applies**, we don't need to see proof of income to confirm their tax status.
4. If your client is an existing customer switching products, no rental assessment applies.
5. If your client is making a **joint purchase application**, we'll take 75% of the rental income, allocate half of this between applicants and then add it to their other income sources. For example - if the new property has an annual rental income of £10,000, we'll take 75% of this and allocate £3,750 to each applicant (75% of £10,000 = £7,500, £7,500 / 2 = £3,750).

For help, advice or more information contact our Dedicated Broker Support team using Broker Chat

**9.30am - 6pm (Mondays)**

**9am - 6pm (Tuesday - Friday)**

[themortgageworks.co.uk/brokerchat](http://themortgageworks.co.uk/brokerchat)

the mortgage works 

For Intermediary use only.

The Mortgage Works (UK) plc is a wholly owned subsidiary of Nationwide Building Society and is authorised and regulated by the Financial Conduct Authority under registration number 189623. Most buy-to-let mortgages are not regulated by the Financial Conduct Authority. You can confirm our registration on the FCA's website [www.fca.org.uk](http://www.fca.org.uk) or by contacting the FCA on 0800 111 6768. This communication is for use by and restricted to professional intermediaries. Under no circumstances should the communication be given, copied or distributed to actual or potential borrowers. Applications are required. Standard terms and conditions available on request.

# Making affordability clearer

We're here to support you and your Buy to Let clients, making sure that together we meet their needs.

So we've created this guide to help you understand and explain our affordability criteria.

### What's inside

- Interest Cover Ratio (ICR) and Stress Rates overview
- Rental Calculation explained
- Hints and tips



## Our Stress Rates and Interest Cover Ratios (ICR)

To reflect the different taxable income levels of landlords, we apply the following rental checks:

ICR		
Buy to Let and Let to Buy		HMO
Tax rate of 20% or less*	Tax rate of 40% or more	
125%	145%	170%

\* 21% or less in Scotland

Stress rate	Product term under 5 Years			Fixed rates 5 years and over
	65% LTV and lower	65% LTV to 75% LTV	over 75% LTV	
Remortgage (without capital raising)	4.99%	5.50%		4.99%
All other application types	5.50%		5.99%	

Exceptions apply:

- For remortgage applications without capital raising and fixed rate product terms of 5 or more years, the higher of stress rate or product pay rate (product pay rate + 0.50% for variable products) will apply.
- For all other applications, the higher of stress rate or product pay rate + 2% will apply.
- For Further Advance applications where the existing product is ending within 3 months, the higher of follow on rate + 2% or 5.50% will be used to stress the existing loan.
- For existing customers switching products, no rental assessment will apply.
- For portfolio landlord applications, an aggregate rental calculation applies (please refer to the lending criteria for details).

### How we work out the maximum borrowing

There are two calculations commonly used in BTL. Here are a few examples.

1. How much can be borrowed?

$$\begin{array}{ccccccc} \text{Annual Rent} & \div & \text{Stress Rate} & \div & \text{ICR} & = & \text{Max Loan} \\ \text{£10,000} & & \text{5.50\%} & & \text{125\%} & & \text{£145,454} \end{array}$$

2. How much rent is needed?

$$\begin{array}{ccccccc} \text{Loan Required} & \times & \text{Stress Rate} & \times & \text{ICR} & = & \text{Minimum Annual Rent} \\ \text{£150,000} & & \text{5.50\%} & & \text{125\%} & & \text{£10,313 (£860 per month)} \end{array}$$

These calculators are available online at [themortgageworks.co.uk/calculators](https://themortgageworks.co.uk/calculators)

## 125% Interest Cover Ratio (ICR)

125% can be used for landlords who, on completion of the new TMW mortgage:

- Can evidence that they're a lower rate tax payer (gross income of £46,350 or less in England/Wales or £43,430 or less in Scotland) and
- Have three or less rental properties in their portfolio, with or without a mortgage, including any TMW applications in progress.

For joint applications, each applicant will need to meet this criteria - i.e. own three or less rental properties each.

Purchase and Let to Buy applications:

- To work out your client's tax band post completion, 75% of the proposed gross rental income will be added to their current gross income.

### Which income proofs do I need to send?

To help confirm a landlord's existing tax status, we'll need the following:

Landlord Type	Income Type	Proof
Experienced Landlord	Self Employed	Tax Calculation & Tax Year Overview
	Employed/Retired	
First Time Landlord	Self Employed	Latest Payslip/Pension Statement
	Employed/Retired	
	No Taxable Income	3 Months Bank Statements

For applications with a 145% ICR or higher:

- Proof of income isn't usually required but if needed, we'll ask you to send this to us.