

Portfolio landlords

Updated process

Same great support

Our commitment to supporting you and your portfolio landlord clients is as strong as ever. We've created this guide to help you understand the PRA changes affecting portfolio landlords and confirm the few changes we've made.

TMW's portfolio landlord definition

A borrower with four or more distinct mortgaged Buy to Let UK rental properties (or seven or more for remortgage applications without capital raising).

For more information on how we identify a portfolio landlord and what properties we include please visit our website: themortgageworks.co.uk/portfolio



Keying applications in TMW Online - key changes

- We now ask for client's personal income on all cases
- At DIP stage, we'll look at gross annual Buy to Let income as well as the total number of properties, to identify if your client is/will be a portfolio landlord on completion of the application
- If they have four or more mortgaged properties, we'll ask for details of the total value and outstanding mortgage balances secured against the portfolio.

Packaging applications – key changes

- All portfolio landlords need to provide:
 - Three months' current account statements showing rental payments
 - A property schedule - either by keying details into our new Portfolio Portal or completing our property schedule form and uploading into the portal
- Once the property schedule has been submitted, the details will be automatically validated and the results will be sent to our dedicated team of underwriters for assessment
- Depending on case complexity and portfolio size, we may request further supporting information such as a business plan
- Once the application has been submitted, we may occasionally ask for further information.

So your case can be processed efficiently, please submit all requested proofs and additional supporting information but only when this is asked for.

Affordability assessment

We've worked hard to keep changes to a minimum and can confirm we'll continue to accept portfolios of all sizes, with no limit to the number of properties accepted.

For all new TMW mortgage applications, the following rental calculations will still apply:

| Rental calculation on new TMW applications | | | | | | |
|--|----------------------------|----------------|--------------|-----------------------|--------------|---------------|
| Interest Cover Ratio (ICR) | 145% (170% HMO) | | | | | |
| Stress Rate | Product term under 5 Years | | | 5 year fixed products | | 10 year fixed |
| | 65% LTV or below | 65.01%-75% LTV | Over 75% LTV | 75% LTV or below | Over 75% LTV | |
| Remortgage (without capital raising) | 4.50% | 4.99% | 5.50% | 4.50% | 4.99% | 4.00% |
| All other application types | 5.50% | | 5.99% | | | |

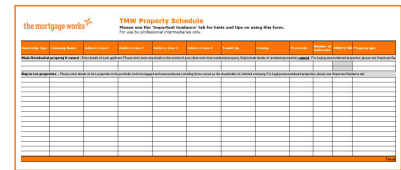
If your client meets the above criteria, we'll also assess their existing portfolio to ensure the overall aggregate LTV and ICR is sustainable. The assessment will be based on the entire portfolio, including the new property and any rental properties without a mortgage.

The following rental calculations and maximum LTVs will apply across your client's portfolio:

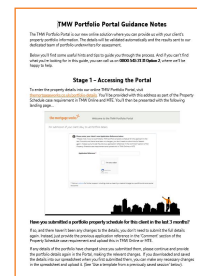
| Existing portfolio rental calculation | | | |
|---------------------------------------|-------------|-------------|----------------------------|
| Portfolio Size | Maximum LTV | Stress Rate | Interest Cover Ratio (ICR) |
| Up to 10 mortgaged BTL Properties | 75% | 4.50% | 145% |
| 11 or more mortgaged BTL Properties | 65% | 5.50% | |

Useful guides and documents

Property schedule template



Our template and guidance will help support you when completing the new property schedule template and importing your details into our new Portfolio Portal.

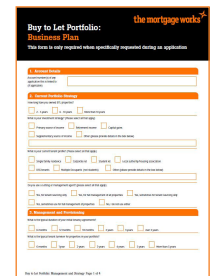


TMW Portfolio Portal guidance notes

This guidance will help support you when using our new TMW Portfolio Portal with details on how you can import or manually enter your client's property portfolio information.

Business plan

The Business plan should only be completed and uploaded when requested. This additional information will be reviewed by the underwriter as part of the application assessment.



Guide to current account statement requirements

We've created a guide to explain requirements for current account statements.

Remember, your BDM is available to help you through these changes and will happily discuss any support you may need. Or, use Broker Chat to speak to an experienced adviser.

For full information visit themortgageworks.co.uk/portfolio



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