

Buy-to-Let Product Guide

Standard | Limited Company | HMO & MUFB

Product highlights

- Standard 75% LTV Five-Year Fixed Rate products with 3% fee reduced by 20bps
- Limited Company 75% Five-Year Fixed Rate products with 3% fee reduced by 35bps
- NEW: Standard 75% LTV Five-Year Fixed Rate product with a £3999 fixed fee
- NEW: Limited Company 75% LTV Five-Year Fixed Rate product with a £3999 fixed fee
- Rates start at 5.09%

Version 161

Updated 12th July 2024



Standard Buy-to-Let Products

All include Free/Discounted Valuations



| | Max LTV | Initial Rate | Fee | Rental Calculation | Product Features | ERC | Free Initial Valuation | Initial Rate Date End | Revert Rate | Product Code |
|--------------|---------|---------------------|------------------|--|---------------------------------------|--|------------------------|-----------------------|---------------------|--------------|
| 2 Year Fixed | 75% | 5.09% | 3.00% (min £750) | 125% @ 7.09% (Basic Tax Payer) 145% @ 7.09% (Higher Rate Tax Payer) | - | 3% to 31/10/2025 2% to 31/10/2026 | Yes (Up to £500k) | 31/10/2026 | 8.25% (BBR + 3.00%) | BTL00599 |
| 5 Year Fixed | 65% | 5.64% | £0 | 125% @ 5.64% (Basic Tax Payer) 145% @ 5.64% (Higher Rate Tax Payer) | Payrate Product | 5% to 31/10/2025 5% to 31/10/2026 | Yes (Up to £500k) | 31/10/2029 | 8.25% (BBR + 3.00%) | BTL0600Z |
| | 65% | 5.44% | £1999 | 125% @ 5.44% (Basic Tax Payer) 145% @ 5.44% (Higher Rate Tax Payer) | Payrate Product (Max loan size £300k) | 5% to 31/10/2027 4% to 31/10/2028 3% to 31/10/2029 | Yes (Up to £500k) | | 8.25% (BBR + 3.00%) | BTL00601 |
| | 75% | 5.14% | 3.00% (min £750) | 125% @ 5.14% (Basic Tax Payer) 145% @ 5.14% (Higher Rate Tax Payer) | Payrate Product | 5% to 31/10/2025 4% to 31/10/2026 3% to 31/10/2027 2% to 31/10/2028 1% to 31/10/2029 | Yes (Up to £500k) | 31/10/2029 | 8.25% (BBR + 3.00%) | BTL00605 |
| | 75% | 5.94% | £0 | 125% @ 5.94% (Basic Tax Payer) 145% @ 5.94% (Higher Rate Tax Payer) | | 5% to 31/10/2025 5% to 31/10/2026 5% to 31/10/2027 4% to 31/10/2028 3% to 31/10/2029 | Yes (Up to £500k) | | 8.25% (BBR + 3.00%) | BTL0603Z |
| | 75% | 5.69% | £3999 | 125% @ 5.69% (Basic Tax Payer) 145% @ 5.69% (Higher Rate Tax Payer) | Payrate Product (Max loan size £500k) | 5% to 31/10/2025 5% to 31/10/2026 5% to 31/10/2027 4% to 31/10/2028 3% to 31/10/2029 | Yes (Up to £500k) | 31/10/2029 | 8.25% (BBR + 3.00%) | BTL00604 |
| Tracker | 75% | 6.50% (BBR + 1.25%) | 2.00% (min £750) | 125% @ 8.50% (Basic Tax Payer) 145% @ 8.50% (Higher Rate Tax Payer) | Lifetime Tracker | - | Yes (Up to £500k) | None | None | BTL00590 |

Portfolio Landlords: Additional underwriting will be applied in line with PRA standards. For further details, please see our [Criteria Guide](#). Limited Company SPVs cannot themselves be holding companies. If an SPV is part of a group structure, please refer to your BDM.

Limited Company Buy-to-Let Products

All include Free/Discounted Valuations



Please note: You must select your conveyancer from our [Limited Company Conveyancers Panel](#)

| | Max LTV | Initial Rate | Fee | Rental Calculation | Product Features | ERC | Free Initial Valuation | Initial Rate Date End | Revert Rate | Product Code |
|--------------|---------|---------------------|------------------|--------------------|---------------------------------------|--|------------------------|-----------------------|---------------------|--------------|
| 2 Year Fixed | 75% | 5.09% | 3.00% (min £750) | 125% @ 7.09% | - | 3% to 31/10/2025 2% to 31/10/2026 | Yes (Up to £500k) | 31/10/2026 | 8.25% (BBR + 3.00%) | LTD00551 |
| 5 Year Fixed | 65% | 5.64% | £0 | 125% @ 5.64% | Payrate Product | 5% to 31/10/2025 5% to 31/10/2026 | Yes (Up to £500k) | 31/10/2029 | 8.25% (BBR + 3.00%) | LTD0552Z |
| | 65% | 5.44% | £1999 | 125% @ 5.44% | Payrate Product (Max loan size £300k) | 5% to 31/10/2027 4% to 31/10/2028 3% to 31/10/2029 | Yes (Up to £500k) | | 8.25% (BBR + 3.00%) | LTD00553 |
| | 75% | 5.14% | 3.00% (min £750) | 125% @ 5.14% | Payrate Product | 5% to 31/10/2025 4% to 31/10/2026 3% to 31/10/2027 2% to 31/10/2028 1% to 31/10/2029 | Yes (Up to £500k) | 31/10/2029 | 8.25% (BBR + 3.00%) | LTD00557 |
| | 75% | 6.09% | £0 | 125% @ 6.09% | | 5% to 31/10/2025 5% to 31/10/2026 5% to 31/10/2027 4% to 31/10/2028 3% to 31/10/2029 | Yes (Up to £500k) | | 8.25% (BBR + 3.00%) | LTD0555Z |
| | 75% | 5.69% | £3999 | 125% @ 5.69% | Payrate Product (Max loan size £500k) | 5% to 31/10/2025 5% to 31/10/2026 5% to 31/10/2027 4% to 31/10/2028 3% to 31/10/2029 | Yes (Up to £500k) | 31/10/2029 | 8.25% (BBR + 3.00%) | LTD00556 |
| Tracker | 75% | 6.50% (BBR + 1.25%) | 2.00% (min £750) | 125% @ 8.50% | Lifetime Tracker | - | Yes (Up to £500k) | None | None | LTD00546 |

Portfolio Landlords: Additional underwriting will be applied in line with PRA standards. For further details, please see [Criteria Guide](#).
Limited Company SPVs cannot themselves be holding companies. If an SPV is part of a group structure, please refer to your BDM.

HMO and MUFB Buy-to-Let Products

Please select this product range for individuals mortgaging an HMO/MUFB property in either their personal or Limited Company name.



| | Max LTV | Initial Rate | Fee | Rental Calculation | Product Features | ERC | Initial Rate Date End | Revert Rate | Product Code |
|--------------|---------|-------------------------------|---------------------|--|------------------|--|-----------------------|------------------------|--------------|
| 2 Year Fixed | 75% | 5.49% | 3.00% (min £750) | 125% @ 7.49% (Ltd Co HMO) 125% @ 7.49% (Basic Rate HMO) 145% @ 7.49% (Higher Rate HMO) | - | 3% to 31/10/2025 2% to 31/10/2026 | 31/10/2026 | 8.25% (BBR + 3.00%) | HMO00410 |
| 5 Year Fixed | 75% | 5.54% | 3.00% (min £750) | 125% @ 5.54% (Ltd Co HMO) 125% @ 5.54% (Basic Rate HMO) 145% @ 5.54% (Higher Rate HMO) | Payrate Product | 5% to 31/10/2025 4% to 31/10/2026 3% to 31/10/2027 2% to 31/10/2028 1% to 31/10/2029 | 31/10/2029 | 8.25% (BBR + 3.00%) | HMO00414 |
| | 75% | 6.49% | £0 | 125% @ 6.49% (Ltd Co HMO) 125% @ 6.49% (Basic Rate HMO) 145% @ 6.49% (Higher Rate HMO) | | 5% to 31/10/2025 5% to 31/10/2026 5% to 31/10/2027 4% to 31/10/2028 3% to 31/10/2029 | | 8.25% (BBR + 3.00%) | HMO0412Z |
| Tracker | 75% | 6.90% (BBR + 1.65%) | 2.00% (min £750) | 125% @ 8.90% (Ltd Co HMO) 125% @ 8.90% (Basic Rate HMO) 145% @ 8.90% (Higher Rate HMO) | Lifetime Tracker | - | None | None | HMO00409 |

Portfolio Landlords: Additional underwriting will be applied in line with PRA standards. For further details, please see [Criteria Guide](#). Limited Company SPVs cannot themselves be holding companies. If an SPV is part of a group structure, please refer to your BDM.

Key Criteria



| Property Type | Max LTV | Maximum Loan Amount | Minimum Valuation | Additional Info |
|--|---|---|--|--|
| Properties valued £75,000 or more | 65% | £2,000,000 | £75,000 | See full criteria guide |
| | 70% | £1,500,000 | | |
| | 75% | £1,000,000 | | |
| Properties valued £74,999 or less | 70% | £52,499 | £50,000 | See full criteria guide |
| HMO/MUFB | 70% | £1,500,000 | £100,000 Outside London and South East £150,000 Within London and South East | HMOs: Maximum 6 bedrooms MUFBs: Each unit within the MUFB must be saleable in its own right. Minimum gross internal floor area for individual units in a MUFB: Each unit must be a minimum of 30sqm, and the surveyor must be able to value it on a comparable basis. MUFBs: Maximum 10 self-contained units. |
| | 75% | £1,000,000 | | |
| New Build Flats | 70% | £750,000 | £50,000 | New build flats, houses constructed, or converted within the last 12 months |
| New Build Houses | 75% | | | |
| Ex-Local Authority / MOD Properties | Up to 70% LTV Ex-Local Authority / MOD flats Up to 75% LTV Ex-Local Authority / MOD houses | £1,500,000 | £75,000 Outside London and South East £150,000 Within London and South East | Balcony and deck access allowed |
| Conversions | 70% | £1,500,000 (If converted within last 12 months £750,000) | Freehold Properties: £100,000 Outside London and South East £150,000 Within London and South East Leasehold Properties: £50,000 | Properties converted within the last 12 months will be subject to minimum property value and LTV restrictions of 70% on flats and 75% on houses. Properties converted over 12 months ago will only be subject to minimum value restrictions. |
| | 75% | £1,000,000 (If converted within last 12 months £750,000) | | |
| Properties Above or Adjacent to Commercial | 70% | £1,500,000 | £100,000 | See full criteria guide |
| | 75% | £1,000,000 | | |

Valuation fees



| Valuations up to | Standard Fees | Standard Fees |
|------------------|--------------------------|---------------|
| | Standard/Limited Company | HMO + MUFB |
| £100,000 | Free | £550 |
| £150,000 | Free | £550 |
| £200,000 | Free | £600 |
| £300,000 | Free | £745 |
| £400,000 | Free | £895 |
| £500,000 | Free | £950 |
| £600,000 | £325 | £1,100 |
| £700,000 | £425 | £1,200 |
| £800,000 | £525 | £1,300 |
| £900,000 | £575 | £1,400 |
| £1,000,000 | £649 | £1,500 |
| £1,500,000 | £849 | £1,650 |
| £2,000,000+ | Refer | Refer |

*Only 1 free or discounted valuation per property. Any subsequent valuations will be charged in line with standard fee scale.
[Contact your BDM](#) for more details.

£1000 Green cashback product feature



For landlords improving property EPC levels to C and above.

At Fleet we are committed to supporting the UK's transition to a more sustainable future, and to improving the energy efficiency of the country's private rental sector properties, with the obvious benefits this will provide, particularly for tenants. We have introduced a new **limited edition product feature** which will reward landlord borrowers with a **£1,000 cashback payment** if they improve the Energy Performance Certificate (EPC) level of the property to a C or above during the course of the initial fixed rate period*. The cashback will be available on Fleet's five- and seven-year fixed-rate products, excluding Green options, **which complete from 1st July 2023**.

We believe this feature will motivate landlords to make the necessary improvements to their properties to facilitate a greener future for everyone, with a contribution from Fleet against the costs of completing those works.

Key Highlights

- The cashback feature will support landlord borrowers as they seek to improve the EPC of those properties not yet at EPC A-C
- The feature will help landlords to meet the probable forthcoming EPC requirements
- Customers will receive a £1,000 cash payment direct if their property is rated D or E at the point of completion, and during their initial Fixed Rate Period upgrade the property to an EPC Rating of C or above**

*Terms and conditions apply. Speak to our team for further details.

**The EPC Register must be updated on the Government website for the customer to receive their payment.
www.gov.uk/find-energy-certificate



Additional information



| | |
|-------------------------------------|---|
| Additional Information | <p>Our HMO Definition: Properties with a Mandatory or Discretionary HMO licence as required by the local authority or alternatively:</p> <ul style="list-style-type: none"> - A property that would not sell as a family home without alteration - A property with a non-standard layout. E.g. Sinks in bedrooms - A property classified as an HMO by our Panel Valuer <p>Our MUFB Definition:</p> <ul style="list-style-type: none"> - Each unit within the MUFB must be saleable in its own right - Minimum gross internal floor area for individual units in a MUFB: Each unit must be a minimum of 30sqm, and the surveyor must be able to value it on a comparable basis - MUFBs maximum 10 self-contained units - 3 or more self-contained units under 1 Freehold title. (Properties split into just 2 units can be considered under standard lending criteria and products, subject to the number of occupants in the security.) - Maximum 10 units under 1 title <p>Please note: Please note the primary applicant must currently have at least 1 year of continuous experience as a Buy-to-Let landlord. This must cover the 1 year immediately preceding the mortgage application date, previous experience will not be included where there has been any gap within this timeframe.</p> |
| Portfolio Aggregate Exposure | <p>Fleet Mortgages can potentially lend up to £5,000,000 per obligor, 80% LTV up to £1,000,000 and thereafter at 75% LTV.</p> |
| Portfolio Landlords | <p>Fleet Mortgages has a different underwriting process for <u>Portfolio Landlords</u> where all applicants, individually or collectively, own 4 or more existing BTL properties or 3 properties where an application is being submitted to Fleet to purchase a fourth. To commence underwriting, both an Existing Property Portfolio Schedule and Portfolio Landlord Questionnaire are required:</p> <p>1. Existing Property Portfolio Schedule Where all applicants, individually or collectively, own 4 or more existing BTL properties or 3 properties where an application is submitted to Fleet to purchase a fourth, we will request a property schedule that details the portfolio to include all those owned in all the applicants' sole names, joint names and those owned in a company name of which they are either director or shareholder. This will include any residential property on a consent to let agreement. Information is gathered via CoreLogic (Buy to Let Hub) allowing instant submission in real-time direct to our underwriters stress testing the whole portfolio at 125% @ 5% with a maximum overall LTV of 75%. If you already have previous data stored within the hub, you can use that information to create a new portfolio submission for Fleet Mortgages. https://www.corelogic.uk/products/buy-to-let-hub/ You can enter the details of your client's property portfolio directly into a spreadsheet which is available to download from our website. Visit our website to download a copy of the Property Portfolio Schedule. You can then upload the completed spreadsheet directly to the BTL Hub.</p> <p>2. Portfolio Landlords Questionnaire We have combined a simple business plan and cashflow forecast into an easy-to-complete questionnaire - only existing landlords are required to complete the questionnaire. The questionnaire is available on our website.</p> <p>Please note:</p> <ul style="list-style-type: none"> • There are no changes to our DIP or application system • Portfolio applications will be assessed by dedicated Underwriters • To minimise the underwriting time, please upload the Portfolio Landlords Questionnaire via Fleet's Broker Portal before submitting the CoreLogic property schedule |
| Offer Validity | <p>Up to 3 months. (Up to 6 Months for New Build Properties). Fleet Mortgages reserves the right to ask the borrower to select a new rate if the case remains pre-offer after 3 months.</p> |

This guide is for intermediary use only. It is to be read in conjunction with the Lending Criteria. All information is correct at time of going to press. No responsibility can be taken for information held within any mortgage system. Fleet Mortgages reserves the right to withdraw any of the products in this brochure at any time, or to change or vary the actual rate required.

Additional fees



Additional fees

Application fee (Fixed Rate & Tracker Products) £199

(payable with valuation fee. A further fee may be charged if there is a significant change to the application.)

Product change fee £99

(may be payable post-offer where there is a significant change to the application including changing the mortgage product.)

Funds transfer fee £35

Completion fee

Please see individual product details.

Buy-to-Let Re-Inspection £150

Shared House | HMO Buy-to-Let Re-Inspection £250

Retention funds transfer £35

Valuation retype fee £35

For further fees, please refer to our [Tariff of Mortgage Charges](#)

DIP Submission

To submit your application online visit: fleetmortgages.co.uk and select [Broker Login](#).

Everything starts with a good conversation. Get in touch with the team today



Chris Barwick

Senior BDM: North East

07464 544 446

Chris.barwick@fleetmortgages.co.uk



Stella Brookman

Senior BDM: South East

07977 439 721

Stella.brookman@fleetmortgages.co.uk



Dave Horsman

Senior BDM: Central & South London/South East

07377 246 387

Dave.horsman@fleetmortgages.co.uk



Josh Parker

Senior BDM: South West

07471 992 978

Josh.parker@fleetmortgages.co.uk



Donna Spence

Senior BDM: North West

07464 544 443

Donna.spence@fleetmortgages.co.uk



Giovanna Streatfield

Senior BDM: South

07981 802 332

Giovanna.streatfield@fleetmortgages.co.uk



Katy Williams

Senior BDM: Midlands

07464 927 175

Katy.williams@fleetmortgages.co.uk



See how we can help **01252 916 800**
fleetmortgages.co.uk

Fleet Mortgages is a trading name of Fleet Mortgages Ltd. Registered in England (08663979)
Registered Office: 2nd Floor, Flagship House, Reading Road North, Fleet, Hampshire, GU51 4WP