

# Making it easier to do business with Halifax Intermediaries

**Our products and services to help you**

FOR THE USE OF MORTGAGE INTERMEDIARIES  
AND OTHER PROFESSIONALS ONLY.



# It's easier to do business with Halifax intermediaries

We want to make life as easy as we possibly can for intermediaries. That's why we're committed to providing and delivering excellent products and service to you and your clients. It's probably why so many intermediaries choose to work with us again and again.

## Mainstream mortgages

- We're committed to giving you extra by providing a wide range of products to suit your clients' needs, with selected deals available up to 95% LTV.
- Our product proposition includes Home Movers, Remortgages, Large Loans, New Build, Self Build and Affordable Housing and our regional service teams are in place to offer a premium level of service.

## New build

- We accept new build, shared equity and shared ownership applications and our field based housing development industry experts are always on hand to help.
- Our dedicated new build processing unit ensures applications are managed effectively and efficiently.
- We're pleased to lend up to 85% LTV on flats and houses, and welcome first time buyers.
- Clients can also access our range of shared equity, shared ownership and extended end-date products, including Help to Buy.

## Self-employed

- It's important to input all year's income. We normally require 2 years where this is available, to support your client's application progressing quickly and smoothly.
- Net Profit must always be populated depending on the length of trading plus the projection for the current year.
- When keying the 'Projected year' the Net Profit can be entered the same as latest year where the customer has no reason to believe income will drop.
- We have a flexible self-employed policy with selected deals available up to 95% LTV.
- Online or original SA302s are our preferred method of income verification. Online SA302s must show; HMRC logo, Unique Tax Reference (UTR), applicant's name, tax year (most recent no older than 18 months old), and the following wording: "This is a copy of information held on your official online SA tax account with HMRC"; and submission is 100% complete.
- Tax Year Overviews must also be obtained in all cases to support the relevant SA302s. Online Tax Year Overviews must show; the HMRC logo, Unique Tax Reference (UTR), the applicant's name, the tax year, and the wording: "This is a copy of information held on your official online SA tax account with HMRC". The tax for each tax year must exactly match the corresponding SA302 figure for 'Income Tax and National Insurance due'.
- Paper originals or full finalised business accounts will continue to be acceptable if your client isn't able to access their SA302 online.

# It's easier to do business with our products and services

## Premier Team

- Our Premier Team specialise in larger loans, £500,000 and above, offering full case ownership including touch and resolve.
- We provide you with direct access to our most experienced and knowledgeable sales team who are experts in dealing with complex and unusual cases.
- Loans above £500,000 are available up to 5x income but Loan to Income (LTI) caps may apply. Please contact a member of the Premier Team if you have any questions.

## Affordable housing

- Our shared equity range allows your clients to borrow up to 95% of their share.
- With our shared ownership products, clients can borrow up to a maximum of 90% of the purchase price.
- Our Affordable Housing range appeals to first time buyers considering a new build mortgage.

## Self build

- For clients looking to build their own home.
- The product allows lending up to a maximum 75% LTV based on the final value of the property released in up to 5 instalments.
- The initial release is based on the value of the land.
- Available to salaried and self employed clients including first time buyers.
- Borrow up to a maximum of £1m, limited to £300,000 for first time buyers.

## First time buyers

- We're fully committed to supporting the first time buyer market and have made our full product range available, with selected deals up to 95% LTV.
- Additionally, we offer an extensive range of shared equity, shared ownership and Help to Buy products.
- To help first time buyers with financial support from parents we allow joint applications where only one party will be resident.

## Supporting families & lifestyle

- We accept concessionary purchases and applications for homes for dependant relatives.
- Second homes are accepted up to 75% LTV.
- When a client is on maternity leave with an intention of returning to work under the same terms, we calculate affordability based on their pre-maternity salary, assuming the client plans no changes to their contract on return.
- Payment holidays are available upon request, subject to conditions.
- We support Government housing initiatives such as the Help to Buy schemes.

## Affordability

- We calculate how much we can lend to your clients with our comprehensive affordability assessment, and Loan to Income (LTI) caps also apply based on income level, loan size, loan to value percentage, and the results of our credit score.
- Our online affordability calculator allows you to give your clients an indication of their lending potential.
- We accept a wide range of income types including second jobs, selected benefits and allowances. To view our full policy guide please visit [halifax-intermediaries.co.uk](https://www.halifax-intermediaries.co.uk)

## Online application system

- You'll have a quick, clear decision within seconds when you use our innovative online system.
- We'll alert you to any criteria issues and if possible, suggest an alternative lending proposal.
- Regular email updates let you know the exact status of an application.

## Decision in principle

- Our DIP method means as long as no details change and no further information comes to light between DIP and application we will honour our DIP decision for three months.

## Product transfer and further advance

- We will pay you a competitive proc fee for product transfers and further advances.
- They're simple and quick to arrange and we have options for clients with low or negative equity.
- We will accept product transfer requests for customers on Interest Only and Lending into Retirement.

## Valuation

- Selected applications are eligible for our Automated Valuation Model (AVM).
- We can lend on properties above commercial premises and are happy to consider non-standard construction.

# It's easy to get in touch



**Contact your local Business  
Development Manager for  
more information**



**[halifax-intermediaries.co.uk](https://halifax-intermediaries.co.uk)**

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