



# England & Wales Mortgage Product Guide



We are an award-winning lender who understands that there is no such thing as a straight forward mortgage application.

# ‘We make complex cases simple’

isn't just our strap line, it's something we prove with individual, common sense underwriting of mortgage applications, and flexible lending criteria which underpins our personalised approach to lending..

We have an experienced business development and underwriting team who are friendly, knowledgeable people. We work with independent, whole of market mortgage advisors to find the best solution for their customer.

We can provide comfort that we are experts in our field and part of a Society that you can trust, we will always give reliable information to help you make the right decisions.

# Lending criteria

We have a wide range of flexible lending criteria which underpins our personalised approach to lending. Whatever your client's needs we will work with you to find the right mortgage product for them.



Interest Only Mortgages



Joint Borrower  
Sole Proprietor



Complex Incomes



Adaptable Solutions  
(credit repair)



Specialist Let  
inc Buy to Let



Foreign Currency



New Builds  
inc. Help to Buy  
& Shared Ownership



Later Life Lending

You can view our comprehensive lending criteria document by visiting [www.darlington.co.uk/intermediaries](http://www.darlington.co.uk/intermediaries)

# Lending criteria

## Standard Residential

- First-time Buyers
- Help-to-Buy Purchase
- Help-to-Buy Re-mortgage
- Right-to-Buy
- New Build Homes (up to 90% LTV)
- Joint Borrower/Sole Proprietor
- 95% LTV (Local area only)
- Interest Only
- Lending in and into Retirement (Interest Only up to age 85)

## Adaptable Solutions (Credit Repair)

- Missed payments on credit commitments
- Mortgage Arrears
- Satisfied Payday Loans
- Satisfied Defaults
- Satisfied CCJ's
- Payment/Debt Management Plans
- Satisfied IVA's
- Bankruptcy or Previous Repossessions up to 70% LTV

## Specialist Residential

- Complex Income
- Complex Properties considered - including listed buildings and properties with outbuildings/annexes or agricultural/planning restrictions
- Foreign Currency Income
- Rent-a-Room
- Tier 2 and Spousal Visas considered
- Up to 6x income for eligible newly qualified professionals
- Shared Ownership - up to 95% loan to share
- 4 Applicants = 4 Incomes

## Additional Criteria...

- Intergenerational Mortgages
- No upper age limit for Residential or BTL mortgages (Repayment only)
- New maximum mortgage term of 40 years
- No credit scoring
- Day 1 re-mortgages
- Sale and downsize accepted as a repayment strategy, up to 65% LTV and minimum equity levels apply

## Specialist Let

- Holiday Let
- Ex-Pat Buy-to-Let
- First Time Buyer/First Time Landlord
- Up to 4 Applicants
- Properties that have been previously occupied by applicant/family accepted if applicants confirm for business purposes
- Up to 75% LTV
- Interest Only

- Additional income streams considered;
- Zero Hour/Short Term contracts
  - Child Maintenance
  - Stipends/Bursaries
  - Foster income
  - Rent-a-room income
  - Benefit income
  - Contractors
  - Share of net profits for Ltd Co directors

# Standard Residential Products



Our Standard Residential product range is available up to a maximum LTV of 95%.

LTV	Product	Rate Payable	Until	Fee	APRC	ERC	Product Code	Product Type	Incentives	Maximum Loan
80%	2 Year Discount	1.99%	30.09.2023	Product Fee £999 Account Fee £120	4.80%	2% in the first year 1% in the second year	D505	Remortgage & Purchase	Free standard Valuation Free Legal Fees for Remortgages	Up to 70% LTV = £1m 70.01 - 80% LTV = £750k
	2 Year Fixed	2.39%	30.09.2023	Product Fee £999 Account Fee £120	4.80%	3% in the first year 2% in the second year	FR417	Remortgage & Purchase	Free standard Valuation Free Legal Fees for Remortgages	Up to 70% LTV = £1m 70.01 - 80% LTV = £750k
	5 Year Fixed	2.59%	30.09.2026	Product Fee £999 Account Fee £120	4.20%	5% in the first two years 4% in the third year 3% in the fourth year 2% in the fifth year	FR418	Remortgage & Purchase	Free standard Valuation Free Legal Fees for Remortgages	Up to 70% LTV = £1m 70.01 - 80% LTV = £750k
85%	5 Year Fixed	3.09%	30.09.2026	Product Fee £999 Account Fee £120	4.40%	5% in the first two years 4% in the third year 3% in the fourth year 2% in the fifth year	FR421	Remortgage & Purchase	Free standard Valuation Free Legal Fees for Remortgages	Up to 70% LTV = £1m 70.01 - 80% LTV = £750k 80.01 - 85% LTV = £400k
90%	2 Year Fixed	3.39%	30.09.2023	Product Fee £999 Account Fee £120	5.10%	3% in the first year 2% in the second year	FR419	Remortgage & Purchase	Free standard Valuation Free Legal Fees for Remortgages	£400k
95%	3 Year Fixed (Available for DL, TS, DH, YO, HG or SR postcodes only.)	3.79%	31.10.2024	Product Fee £0 Account Fee £0	4.90%	4% in the first year 3% in the second year 2% in the third year	FR426	Remortgage & Purchase	Free standard Valuation	£300k

Key Features	Minimum Loan
- Capital Repayment, Interest Only and Part & Part basis (excluding products FR419 and FR426 which are Capital Repayment basis only)	£100,000 new customers out of area
- Products are portable	£25,000 new customers in area
- No compulsory Insurance	£1,000 existing customers
- Legal Fees for remortgages paid by Society when enact are instructed to act on our behalf in England and Wales only	
- All products get one capital repayment up to 10% of balance during fixed period	
- National availability	
- Product fees can be added to the loan on all products, excluding 95% LTV products and Shared Ownership	

# Specialist Residential Products



For customers whose circumstances are a little bit different, we offer a range of specialised mortgages from Rent-A-Room to complex products. For more information you can find our full lending criteria on [www.darlington.co.uk/intermediaries](http://www.darlington.co.uk/intermediaries) or speak to one of our team.

## Expat Residential

LTV	Product	Rate Payable	Until	Fee	APRC	ERC	Product Code	Availability
80%	3 Year Discount EXPAT ONLY	2.99%	30.09.2024	Product Fee 0.5% Account Fee £120	4.70%	3% in the first year 2% in the second year 1% in the third year	D509	Exclusive to selected Intermediaries

Key Features	Min/Max Loan
<ul style="list-style-type: none"> <li>- Capital Repayment basis</li> <li>- Products are portable</li> <li>- No compulsory Insurance</li> <li>- Legal Fees payable by applicant</li> <li>- All products get one capital repayment up to 10% of balance during fixed period</li> <li>- National availability</li> <li>- Product fees can be added to the loan on all products, excluding 95% LTV products and Shared Ownership</li> </ul>	£100,000 new customers out of area £25,000 new customers in area £1,000 existing customers Minimum
	Up to 70% LTV = £1,000,000 Up to 80% LTV = £750,000 Maximum

# Specialist Residential Products



## Complex Residential

LTV	Product	Rate Payable	Until	Fee	APRC	ERC	Product Code	Maximum Loan
80%	2 Year Fixed	2.99%	31.08.2023	Product Fee 0.5% Account Fee £120	4.90%	3% in the first year 2% in the second year	FR415	Up to 70% LTV =£1m 70.01 - 80% LTV = £750k
80%	5 Year Fixed	3.34%	31.08.2026	Product Fee 0.5% Account Fee £120	4.40%	5% in the first two years 4% in the third year 3% in the fourth year 2% in the fifth year	FR416	Up to 70% LTV =£1m 70.01 - 80% LTV = £750k
80%	3 Year Discount	2.44%	31.08.2024	Product Fee 0.5% Account Fee £120	4.60%	3% in the first year 2% in the second year 1% in the third year	D503	Up to 70% LTV =£1m 70.01 - 80% LTV = £750k
60%	3 Year Discount	2.29%	31.08.2024	Product Fee 0.5% Account Fee £120	4.50%	3% in the first year 2% in the second year 1% in the third year	D502	£1,000,000

Key Features	Minimum Loan	Complex Categories
<ul style="list-style-type: none"> <li>- Capital Repayment, Interest Only and Part &amp; Part basis</li> <li>- Products are portable</li> <li>- No compulsory Insurance</li> <li>- Legal Fees payable by applicant</li> <li>- All products get one capital repayment up to 10% of balance during fixed period</li> <li>- National availability</li> <li>- Product fees can be added to the loan on all products, excluding 95% LTV products and Shared Ownership</li> </ul>	<ul style="list-style-type: none"> <li>£100,000 new customers out of area</li> <li>£25,000 new customers in area</li> <li>£1,000 existing customers</li> </ul>	<ul style="list-style-type: none"> <li>Complex Income</li> <li>Complex Property</li> <li>Interest Only Mortgages</li> <li>Rent-a-Room</li> <li>Lending into retirement (on interest only)</li> </ul>

# Buy To Let Products

Our Buy-to-Let mortgages are available for up to three properties per client.  
We also support the CML Buy-to-Let: Statement of Practice.

## Expat Let

LTV	Product	Rate Payable	Until	Fee	APRC	ERC	Product Code
70%	3 Year Discount EXPAT ONLY	3.39%	30.09.2024	Product Fee 0.50% Account Fee £120	4.90%	3% in the first year 2% in the second year 1% in the third year	D510

## Specialist Let

LTV	Product	Rate Payable	Until	Fee	APRC	ERC	Product Code
75%	5 Year Fixed	2.99%	31.10.2026	Product Fee £999 Account Fee £120	4.40%	5% in the first two years 4% in the third year 3% in the fourth year 2% in the fifth year	FR420

## Holiday Let

LTV	Product	Rate Payable	Until	Fee	APRC	ERC	Product Code
75%	2 Year Discount	3.39%	30.09.2023	Product Fee £999 Account Fee £120	5.10%	2% in the first year 1% in the second year	D506

Key Features	Min/Max Loan
<ul style="list-style-type: none"> <li>- Capital Repayment, Interest Only or Part &amp; Part basis</li> <li>- Products are not portable</li> <li>- No compulsory Insurance</li> <li>- Legal fees paid for by applicant</li> <li>- All products get one capital repayment up to 10% of balance during fixed period</li> <li>- National availability</li> <li>- Product fees can be added to the loan on all products, excluding 95% LTV products and Shared Ownership</li> </ul>	£100,000 new customers out of area
	£25,000 new customers in area
	£1,000 existing customers
	Minimum
	Up to 70% LTV = £1,000,000 Up to 75% LTV = £750,000
	Maximum



# Shared Ownership Products



Our Shared Ownership mortgage could help your clients purchase a share of the property and pay rent on the remaining portion. This scheme is available on qualifying properties across England and Wales with pre-approved housing associations registered with the Homes and Communities Agency.

## Shared Ownership

LTV	LTS (Loan To Share)	Product	Rate Payable	Until	Fee	APRC	ERC	Product Code	Incentives
71.25%	95%	5YR Fixed	4.19%	30.09.2026	Product Fee £0 Account Fee £120	4.90%	5% in the first two years 4% in the third year 3% in the fourth year 2% in the fifth year	FR423	Free standard Valuation Free Legal Fees

Applicants require a minimum 5% deposit on a maximum 75% property share when applying for a Shared Ownership Product.

Key Features	Min/Max Loan		Min Property Value
<ul style="list-style-type: none"> <li>- Capital Repayment basis</li> <li>- Product is not portable</li> <li>- No compulsory Insurance</li> <li>- Free standard valuation</li> <li>- Legal fees paid for by society when enact are instructed to act on our behalf in England and Wales only</li> <li>- Product fees cannot be added to the loan on Shared Ownership products</li> </ul>	£22,000 existing customers	Minimum	£100,000
	Up to 71.25% LTV= £400,000	Maximum	

# Adaptable Solutions Criteria



Our bespoke Adaptable Solutions mortgage range has been designed to support people in England, Scotland or Wales with credit problems. Our Adaptable Solutions mortgages have been formed across three defined levels:

**Level 1 (Non Standard)** products for people with minor credit issues;

**Level 2 (Credit Repair)** products for customers needing additional credit support; and

**Level 3 (Extra Support)** available for those with more complicated credit circumstances.

The level met will be based on individual circumstances and we have created the below table to help you understand the criteria for each level.

	Maximum Loan Amount	Missed Payments - loans	Missed Payments (Consumer Credit excl Mobile Phones, Mail Orders & Utilities)	Mortgage Arrears / Rent Arrears	Satisfied Payday Loans	Satisfied Defaults on Credit Commitments (satisfied prior to issuing mortgage offer)	Satisfied CCJ's	Payment / Debt Management Plans (Satisfactory conduct or discharge)	Satisfied IVA / Bankruptcy Previous Repossession (Max 70% LTV)
<b>Standard up to 95%</b>	Refer to loan amounts section	None in the last 3 years	No more than 1 in the last 12 months	None in the last 3 years	No more than 1 in the last 12 months	Registered over 3 years ago £500 or less	None in the last 3 years and satisfied for at least 3 years (£500 or less)	None in the last 3 years and satisfied for at least 3 years	Satisfied over 6 years ago
<b>Non Standard up to 80%</b>	70.1-80% - £500k 70% or less - £750k	None in the last year	No more than 2 in the last 12 months	None in the last year	No more than 2 in the last 12 months	Registered over 2 years ago £500 or less	None in the last 2 years and satisfied for at least 1 year (£500 or less)	None in the last 2 years and satisfied for at least 1 year	Satisfied over 5 years ago
<b>Credit Repair up to 70%</b>	70% or less - £500k	Less than 12 months	All other Missed Payments	Less than 12 months	Maximum of 5 in the last 12 months	All other satisfied defaults	All other satisfied CCI's	Established over 3 years ago	Satisfied over 3 years ago
<b>Extra Support max 65%</b>	65% or less - £300k	In the last 2 years overdue payments 3 months or more on a loan, except where the late payment was caused by a third party error.	No FCA definition	In the last 2 years overdue payments 3 months or more on a mortgage, except where the late payment was caused by a third party error.	No FCA definition	No FCA definition	There have been one or more CCJ's within the last three years with a total value greater than £500	No FCA definition	The customer has been subject to an IVA / Bankruptcy order at any time within the last 3 years

# Adaptable Solutions Products



## Level 1 (Non Standard)

Product	Type	Term	End Date	Rate	Discount	Fee	Repayment Method	ERC	APRC
D504	Discount	2YR	31/08/2023	3.49%	-1.81%	£999 Product Fee £120 Account	Capital Repayment Interest Only Part & Part	2% for the first year 1% for the second year	5.10%

Up to a maximum LTV of 80% • Maximum loan £750k

## Level 2 (Credit Repair)

Product	Type	Term	End Date	Rate	Discount	Fee	Repayment Method	ERC	APRC
D511	Discount	3YR	31/08/2024	4.09%	-1.21%	£999 Product Fee £120 Account Fee	Capital Repayment Interest Only Part & Part	3% in the first year 2% in the second year 1% in the third year	5.20%

Up to a maximum LTV of 70% • Maximum loan £500k

## Level 3 (Extra Support)

Product	Type	Term	End Date	Rate	Discount	Fee	Repayment Method	ERC	APRC
FR424	Fixed	5YR	31/08/2026	4.49%	N/A	£999 Product Fee £120 Account Fee	Capital Repayment Only	5% in the first two years 4% in the third year 3% in the fourth year 2% in the fifth year	5.10%

Up to a maximum LTV of 65% • Maximum loan £300k

Product fees can be added to the loan on all products, excluding 95% LTV products and Shared Ownership



**Sarah Rose**

Business Development Manager

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📍 North England and Scotland

I have been with Darlington Building Society for 7 years, starting in the post-completion side of the mortgage journey, before moving on to underwriting and telephone business development and now my field business development role.

I enjoy working with our broker partners and supporting them in placing their cases. I take great pride in knowing that the support I have offered has helped somebody purchase their dream home.

When I am not at work I enjoy socialising with my friends, taking long walks with my dog and soaking up the sunshine somewhere sunny.



**Amanda Smith**

Business Development Manager

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📍 Midlands and East Anglia

I previously worked for Clydesdale Bank as a Relationship Manager and before that, I worked for the Royal Bank of Scotland and Natwest, and have nearly 20 years' experience as a BDM in the Midlands.

I enjoy building relationships with brokers, and establishing new ones. I pride myself in offering support and excellent service to brokers, and helping them with their more complex cases.

In my spare time I enjoy nights out with my friends and spending quality time with my family.



**Chris Blewitt**

Head Of Intermediaries

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I started with the Society as Branch Manager, then Mortgage Advisor, Business Development Manager before moving into my Head of Intermediaries role in December 2020.

I enjoy nothing more than supporting brokers with their tricky cases but also helping them grow their own businesses through niche lending opportunities.

Outside of work I like to spend time with my family and you can often find me shouting on the sidelines coaching the Darlington FC Youth team!