

Residential Product Guide

December 2017

- ✓ New look products and guide
- ✓ Reduced completion fees across all products
- ✓ Rates starting from 2.28%

Interesting case? We're interested.



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Highlights of our wide ranging criteria

CCJs & Defaults

- Don't need to be satisfied
- No ££s value limit
- Can be registered as recently as 7 months ago

No Credit Scoring

- We don't credit score to make decisions
- We don't credit score to determine product selection. What you see is what you get
- Manual underwriting by a team of skilled, mandated decision makers

Capital Raising

- To our maximum LTVs for most legal purposes
- Debt consolidation to maximum LTVs

Self-Employed

- Across the entire range
- Trading less than 2 years? Only 1 year's finalised accounts or SA302 required
- Net profit for Sole Traders
- Salary and dividends for Company Directors

Let to Buy

- No additional rules
- All products up to 85% LTV Residential. 80% LTV Buy to Let
- We'll do the Residential. We'll do the Buy to Let. We'll do both

Interest Only

- Across the entire range
- Max 60% LTV Residential (purchase only)
- Sale of main residence acceptable repayment with no minimum equity requirement

First Time Buyers

- No restrictions on LTV
- 100% gifted deposit acceptable with proof of 12 months rental history or household upkeep

Lending In or Into Retirement

- Up to 75 years old at end of term on Residential
- Talk to us about acceptable income types

Strong Approach to Affordability

- 100% of overtime, shift allowance or bonus paid every week or month
- Flexibility around non-court ordered maintenance and many regular benefits e.g. Working Family Tax Credit, Child Benefit, etc
- 5 year fixed rates calculated at pay rate

Minimum Income £18k

- Can be joint
- Must be earned income
- 100% of secondary income accepted

Free Legals

- Free standard legals on all remortgages
- Provided by a reputable firm of solicitors



Suitable for clients that haven't had a CCJ or Default in the last 48 months

LTV	2 Year Fixed		30 Month Fixed		5 Year Fixed		Reversion Rates (Libor +)
	Initial Rate	Comp Fee	Initial Rate	Comp Fee	Initial Rate	Comp Fee	
70%	2.28%	£795	2.28%	£895	2.88%	£895	3.50%
75%	2.38%		2.38%		2.98%		3.65%
80%	2.58%		2.58%		3.28%		3.90%
85%	2.78%		2.78%		3.48%		4.15%
ERC: 3%, 2%		ERC: 3%, 2%		ERC: 4%,4%,3%,3%,2%			
Application fee = £135							

Key Criteria

Credit Criteria	Applicant	Loan Size	Property Value
CCJs/Defaults: 0 in 48 months Mortgage/Secured Arrears: 0 missed payments in 48 months (max arrears status of 0 in last 6 months) Bankruptcy: Discharged > 6 years ago IVA: Discharged > 6 years ago Repossessions: None in last 6 years Debt Management Plan: None current and none in last 12 months	Age: Minimum 25 years; Maximum 75 years (at end of term) Min Income: £18,000 per application (no foreign currency income. 100% of secondary income accepted) Max Applicants: 2 Employed: Minimum of 6 months in current job and not in probation. Evidence of employment history is required to cover the last 12 months Self-Employed: Must have been in their current business for a minimum of 12 months	Min: £25,001 Max: £750,000 up to 85% LTV; £1m up to 75% LTV Repayment Purchase: Capital & interest. Interest only to 60% LTV, supported by an acceptable repayment strategy. Maximum age is 65 Remortgages: Capital & interest	Min: £70,000 Term Min: 5 years Max: 35 years

Suitable for clients that haven't had a CCJ or Default in the last 36 months

LTV	2 Year Fixed		30 Month Fixed		5 Year Fixed		Reversion Rates (Libor +)
	Initial Rate	Comp Fee	Initial Rate	Comp Fee	Initial Rate	Comp Fee	
70%	2.37%	£795	2.37%	£895	2.98%	£895	4.45%
75%	2.57%		2.57%		3.08%		4.60%
80%	2.67%		2.67%		3.38%		4.85%
85%	3.07%		3.07%		3.58%		5.10%
ERC: 3%, 2%		ERC: 3%, 2%		ERC: 4%,4%,3%,3%,2%			
Application fee = £135							

Key Criteria

Credit Criteria		Applicant		Loan Size		Property Value	
CCJs/Defaults:	0 in 36 months	Age:	Minimum 25 years; Maximum 75 years (at end of term)	Min:	£25,001	Min:	£70,000
Mortgage/Secured Arrears:	0 missed payments in 36 months (max arrears status of 0 in last 6 months)	Min Income:	£18,000 per application (no foreign currency income. 100% of secondary income accepted)	Max:	£750,000 up to 85% LTV; £1m up to 75% LTV		
Bankruptcy:	Discharged > 6 years ago	Max Applicants:	2	Repayment		Term	
IVA:	Discharged > 6 years ago	Employed:	Minimum of 6 months in current job and not in probation. Evidence of employment history is required to cover the last 12 months	Purchase:	Capital & interest. Interest only to 60% LTV, supported by an acceptable repayment strategy Maximum age is 65	Min:	5 years
Repossessions:	None in last 6 years	Self-Employed:	Must have been in their current business for a minimum of 12 months	Remortgages:	Capital & interest	Max:	35 years
Debt Management Plan:	None current and none in last 12 months						

Suitable for clients that haven't had a CCJ or Default in the last 24 months

LTV	2 Year Fixed		30 Month Fixed		5 Year Fixed		Reversion Rates (Libor +)
	Initial Rate	Comp Fee	Initial Rate	Comp Fee	Initial Rate	Comp Fee	
70%	2.68%	£795	2.68%	£895	3.18%	£895	4.45%
75%	2.68%		2.68%		3.28%		4.60%
80%	2.78%		2.78%		3.68%		4.85%
85%	3.18%		3.18%		3.83%		5.10%
ERC: 3%, 2%		ERC: 3%, 2%		ERC: 4%,4%,3%,3%,2%			
Application fee = £135							

Key Criteria

Credit Criteria	Applicant	Loan Size	Property Value
CCJs/Defaults: 0 in 24 months Mortgage/Secured Arrears: 0 missed payments in 24 months (max arrears status of 0 in last 6 months) Bankruptcy: Discharged > 6 years ago IVA: Discharged > 6 years ago Repossessions: None in last 6 years Debt Management Plan: None current and none in last 12 months	Age: Minimum 25 years; Maximum 75 years (at end of term) Min Income: £18,000 per application (no foreign currency income. 100% of secondary income accepted) Max Applicants: 2 Employed: Minimum of 6 months in current job and not in probation. Evidence of employment history is required to cover the last 12 months Self-Employed: Must have been in their current business for a minimum of 12 months	Min: £25,001 Max: £750,000 up to 85% LTV; £1m up to 75% LTV Repayment Purchase: Capital & interest. Interest only to 60% LTV, supported by an acceptable repayment strategy. Maximum age is 65 Remortgages: Capital & interest	Min: £70,000 Term Min: 5 years Max: 35 years

Suitable for clients that haven't had a CCJ or Default in the last 18 months

LTV	2 Year Fixed		30 Month Fixed		5 Year Fixed		Reversion Rates (Libor +)
	Initial Rate	Comp Fee	Initial Rate	Comp Fee	Initial Rate	Comp Fee	
70%	3.23%	£1,095	3.23%	£1,195	4.08%	£1,195	4.75%
75%	3.73%		3.73%		4.23%		4.90%
80%	4.28%		4.28%		4.83%		5.15%
85%	4.43%		4.43%		5.13%		5.40%
ERC: 3%, 2%		ERC: 3%, 2%		ERC: 3%, 2%, 1%, 0.5%, 0.5%			
Application fee = £135							

Key Criteria							
Credit Criteria		Applicant		Loan Size		Property Value	
CCJs/Defaults:	0 in 18 months (max 3 in 36 months. Only 2 allowed in months 19 to 24)	Age:	Minimum 25 years; Maximum 75 years (at end of term)	Min:	£25,001	Min:	£70,000
Mortgage/Secured Arrears:	2 missed payments in 36 months (max arrears status of 0 in last 6 months; 0 missed payments in last 18 months; 1 missed payments in months 19 to 24)	Min Income:	£18,000 per application (no foreign currency income. 100% of secondary income accepted)	Max:	£750,000 up to 85% LTV; £1m up to 75% LTV		
Bankruptcy:	Discharged > 6 years ago	Max Applicants:	2	Repayment		Term	
IVA:	Discharged > 6 years ago	Employed:	Minimum of 6 months in current job and not in probation. Evidence of employment history is required to cover the last 12 months	Purchase:	Capital & interest. Interest only to 60% LTV, supported by an acceptable repayment strategy Maximum age is 65	Min:	5 years
Repossessions:	None in last 6 years	Self-Employed:	Must have been in their current business for a minimum of 12 months	Remortgages:	Capital & interest	Max:	35 years
Debt Management Plan:	None current and none in last 12 months						

Suitable for clients that haven't had a CCJ or Default in the last 12 months

LTV	2 Year Fixed		30 Month Fixed		5 Year Fixed		Reversion Rates (Libor +)
	Initial Rate	Comp Fee	Initial Rate	Comp Fee	Initial Rate	Comp Fee	
70%	3.78%	£1,095	3.78%	£1,195	4.48%	£1,195	5.05%
75%	4.18%		4.18%		4.63%		5.30%
80%	4.68%		4.68%		5.18%		5.55%
		ERC: 3%, 2%	ERC: 3%, 2%		ERC: 3%, 2%, 1%, 0.5%, 0.5%		
Application fee = £135							

Key Criteria

Credit Criteria	Applicant	Loan Size	Property Value
CCJs/Defaults: 0 in 12 months (max 3 in 24 months. Only 2 allowed in months 13 to 18) Mortgage/Secured Arrears: 2 missed payments in 24 months (max arrears status of 0 in last 6 months; 0 missed payments in last 12 months; 1 missed payments in months 13 to 18) Bankruptcy: Discharged > 6 years ago IVA: Discharged > 6 years ago Repossessions: None in last 6 years Debt Management Plan: None current and none in last 12 months	Age: Minimum 25 years; Maximum 75 years (at end of term) Min Income: £18,000 per application (no foreign currency income. 100% of secondary income accepted) Max Applicants: 2 Employed: Minimum of 6 months in current job and not in probation. Evidence of employment history is required to cover the last 12 months Self-Employed: Must have been in their current business for a minimum of 12 months	Min: £25,001 Max: £750,000 up to 85% LTV; £1m up to 75% LTV Repayment Purchase: Capital & interest. Interest only to 60% LTV, supported by an acceptable repayment strategy. Maximum age is 65 Remortgages: Capital & interest	Min: £70,000 Term Min: 5 years Max: 35 years

Suitable for clients that haven't had a CCJ or Default in the last 6 months

LTV	2 Year Fixed		30 Month Fixed		5 Year Fixed		Reversion Rates (Libor +)
	Initial Rate	Comp Fee	Initial Rate	Comp Fee	Initial Rate	Comp Fee	
70%	4.48%	£1,095	4.48%	£1,195	4.88%	£1,195	5.05%
75%	4.78%		4.78%		5.18%		5.30%
		ERC: 3%, 2%		ERC: 3%, 2%		ERC: 3%, 2%, 1%, 0.5%, 0.5%	
Application fee = £135							

Key Criteria

Credit Criteria	Applicant	Loan Size	Property Value
CCJs/Defaults: 0 in 6 months (max 4 in 24 months. Only 2 allowed in months 7 to 12 or 3 in months 13 to 18) Mortgage/Secured Arrears: 3 missed payments in 24 months (max arrears status of 0 in last 6 months; 0 missed payments in last 12 months; 2 missed payments in months 13 to 18) Bankruptcy: Discharged > 6 years ago IVA: Discharged > 6 years ago Repossessions: None in last 6 years Debt Management Plan: None current and none in last 12 months	Age: Minimum 25 years; Maximum 75 years (at end of term) Min Income: £18,000 per application (no foreign currency income. 100% of secondary income accepted) Max Applicants: 2 Employed: Minimum of 6 months in current job and not in probation. Evidence of employment history is required to cover the last 12 months Self-Employed: Must have been in their current business for a minimum of 12 months	Min: £25,001 Max: £1m up to 75% LTV Repayment Purchase: Capital & interest. Interest only to 60% LTV, supported by an acceptable repayment strategy. Maximum age is 65 Remortgages: Capital & interest	Min: £70,000 Term Min: 5 years Max: 35 years