

Product Switch Mortgage Guide

14 September 2020

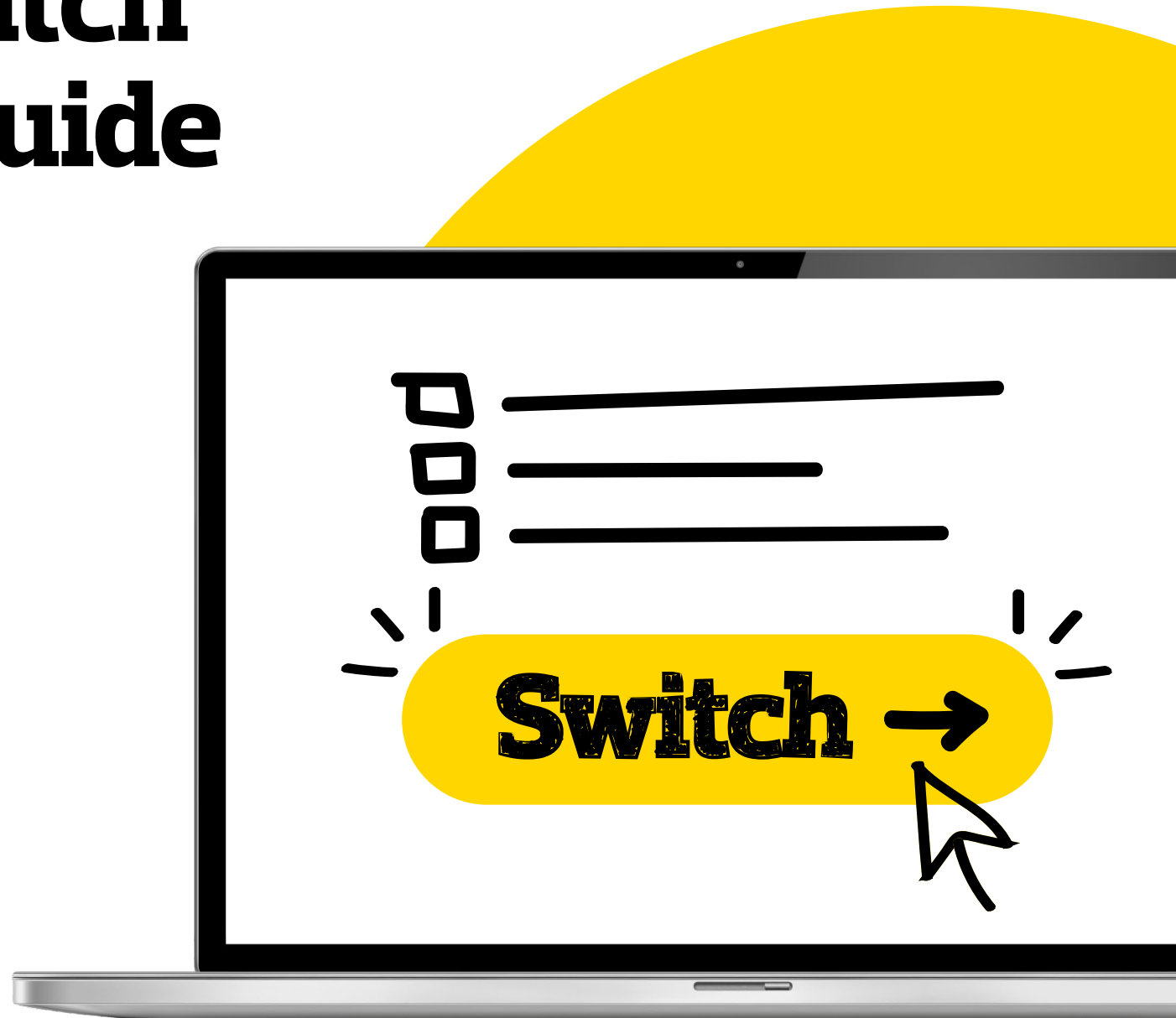
All you need to know about
product switching

- How to switch
- Our rates
- FAQs
- Declaration form

Aldermore

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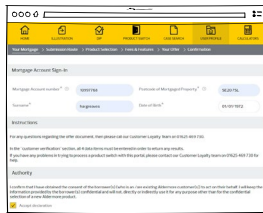
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How to switch

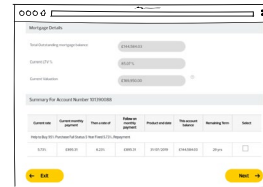
Step 1

Log in and load your customer's account details



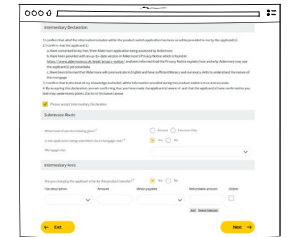
Step 2

Check the account summary



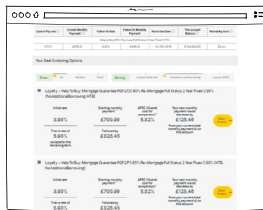
Step 3

Complete the Intermediary Declaration



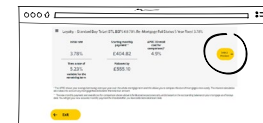
Step 4

Look at the switching options



Step 5

Choose the new mortgage deal that's right for your customer



Step 6

Submit the application
That's it – all done!




Watch our guide to online switching video [here](#)


Rewarding switching


A great deal for everyone


 **Product switch rates**
Great deals for existing clients

 **No fees**
No valuation, solicitor or product fees

 **Partnership**
We'll contact your client 3 months before their deal ends so they can get in touch with you

 **Hassle free**
Simple process with no new affordability or credit checks

 **Great rewards**
We'll pay you a highly competitive 0.30% procurement fee when the rate switches

 **Switch early**
Clients can switch to a new deal up to 3 months before their current rate or Early Repayment Charges (ERCs) end

Who can switch?

Clients who:

- have a fixed rate deal ending in the next 3 months
- are on the Aldermore Managed Rate (their initial deal has already ended)
- are on a discounted rate where the ERCs end in the next 3 months or have already finished
- haven't missed a mortgage payment in the last 3 months and a maximum of only 1 missed in the last 12 months
- are switching their current balance

All our new mortgage deals begin on the 1st of each month so we'll need to complete the switch at least 15 working days before then to secure the new rates before the next direct debit.

Please note: eligibility criteria and terms and conditions apply.

Our product switch rates

Residential mortgages

Standard, High LTV and Help to Buy: mortgage guarantee and equity loan (Help to Buy is a government backed scheme)

	Standard Range				High LTV and Help to Buy: mortgage guarantee			Help to Buy: Equity Loan London Help to Buy	
Maximum LTV	65%	70%	75%	80%	85%	90%	95%	70%	75%
2 year fixed	2.98%			3.28%	3.88%	3.98%		3.78%	
5 year fixed	3.18%			3.48%	4.08%	4.28%	4.48%	3.98%	
Reversion Rate	4.58% (AMR +0.00%)		5.08% (AMR +0.50%)	5.33% (AMR +0.75%)	5.33% (AMR +0.75%)			4.58% (AMR +0.00%)	5.08% (AMR +0.50%)
Product fee	£0				£0			£0	

Early repayment charges (ERCs)

Overpayments: Up to 10% of the outstanding balance can be repaid over 12 months without any early repayment charges.

Residential					
	Year 1	Year 2	Year 3	Year 4	Year 5
2 year fixed	3.00%	2.50%	-	-	-
5 year fixed	4.50%	4.00%	3.50%	3.00%	2.50%

Aldermore Managed Rate (AMR)	4.58%
Procuration fee (all products)	0.30%

Our product switch rates

Buy to let mortgages

For individual landlords with single residential investment properties*

Buy to let			
Maximum LTV	70%	75%	80%
2 year fixed	3.38%		3.88%
5 year fixed	3.78%		4.28%
Reversion Rate	4.58% (AMR +0.00%)	5.08% (AMR +0.50%)	5.33% (AMR +0.75%)
Product fee	£0		

*For all other types of landlord or property please give us a call to see if we can help.

Early repayment charges (ERCs)

Overpayments: Up to 10% of the outstanding balance can be repaid over 12 months without any early repayment charges.

Buy to let					
	Year 1	Year 2	Year 3	Year 4	Year 5
2 year fixed	2.50%	2.00%	-	-	-
5 year fixed	4.50%	4.00%	3.50%	3.00%	2.50%

Aldermore Managed Rate (AMR)	4.58%
Procuration fee (all products)	0.30%

Product Switch FAQs



Procuration fee

What procuration fee will I receive on product switch mortgages?

You'll receive a procuration fee of 0.30% of the current mortgage balance used in the product switch.

Will I be able to select a mortgage club as my payment route?

Yes, you can do this in the portal during the submission process.

When will I receive my procuration fee payment?

You'll receive the payment within 30 calendar days from when your client's product switch starts. Look out for a confirmation email from us.



Registration

Do I need to be registered with Aldermore to submit product switch applications?

You'll need to be registered on our residential mortgage broker panel and FCA authorised for regulated mortgages. You can register [here](#).

Can I switch a client that I didn't originally introduce to Aldermore?

Yes you can, you'll need to fill in the customer declaration form and email this to us, if that is the case. Alternatively you can get the customer to call us and give consent.

Do I need to fill in the customer declaration form?

You won't need to complete this form if you organised your client's original mortgage with us. You will need to complete it or obtain client consent if you didn't organise your client's original mortgage with us.



Customer account

How do you work out the Loan to Value (LTV) for a product switch?

We'll use the client's current mortgage balance compared with their original valuation (debt to value).

Will you re-value my client's property?

No, for a simple product switch we just use the current mortgage balance compared with the original valuation.

Will you carry out any new affordability or credit checks?

No.

Can I charge a fee to my client for arranging their product switch?

Yes, you'll need to include this on the **Customer Declaration form**, or speak to one of the Product Switch Team.



Product Switch Mortgages

Can my client carry out a product switch if they want to make changes to their account?

Your client wants to make any of the changes listed below, we can help with that too. Get in touch with our Product Switch Team who can tell you more.

- Additional borrowing
- Transfer of equity
- Repayment type change
- Mortgage term change.



Submitting product switch applications

How do I get started?

Login to the portal to get started or register with us here.

Product switch customer declaration form

You won't need to complete this form if you organised your client's original mortgage with us.

You will need to complete it or obtain client consent if you didn't organise your client's original mortgage with us.



Send back to:

Product Switch Team, Aldermore
40 Spring Gardens, Manchester M2 1EN



Email: product.switch@aldermore.co.uk



Tel: 01625 469 730 (Open 9–5pm Monday–Friday, closed bank holidays)

Simply complete this form and send it back to us by post or email to confirm your client(s) consent to act for them in a mortgage product switch. Customers can also phone us to confirm their consent.

Please make sure your portal registration matches the details you include in this form.

Fill in customer declaration form

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Open 9–5pm Monday to Friday **01625 469730**

intermediaries.aldermore.co.uk