

Product switch guide for company and individual buy to let clients -

originated through our Commercial Mortgages broker portal

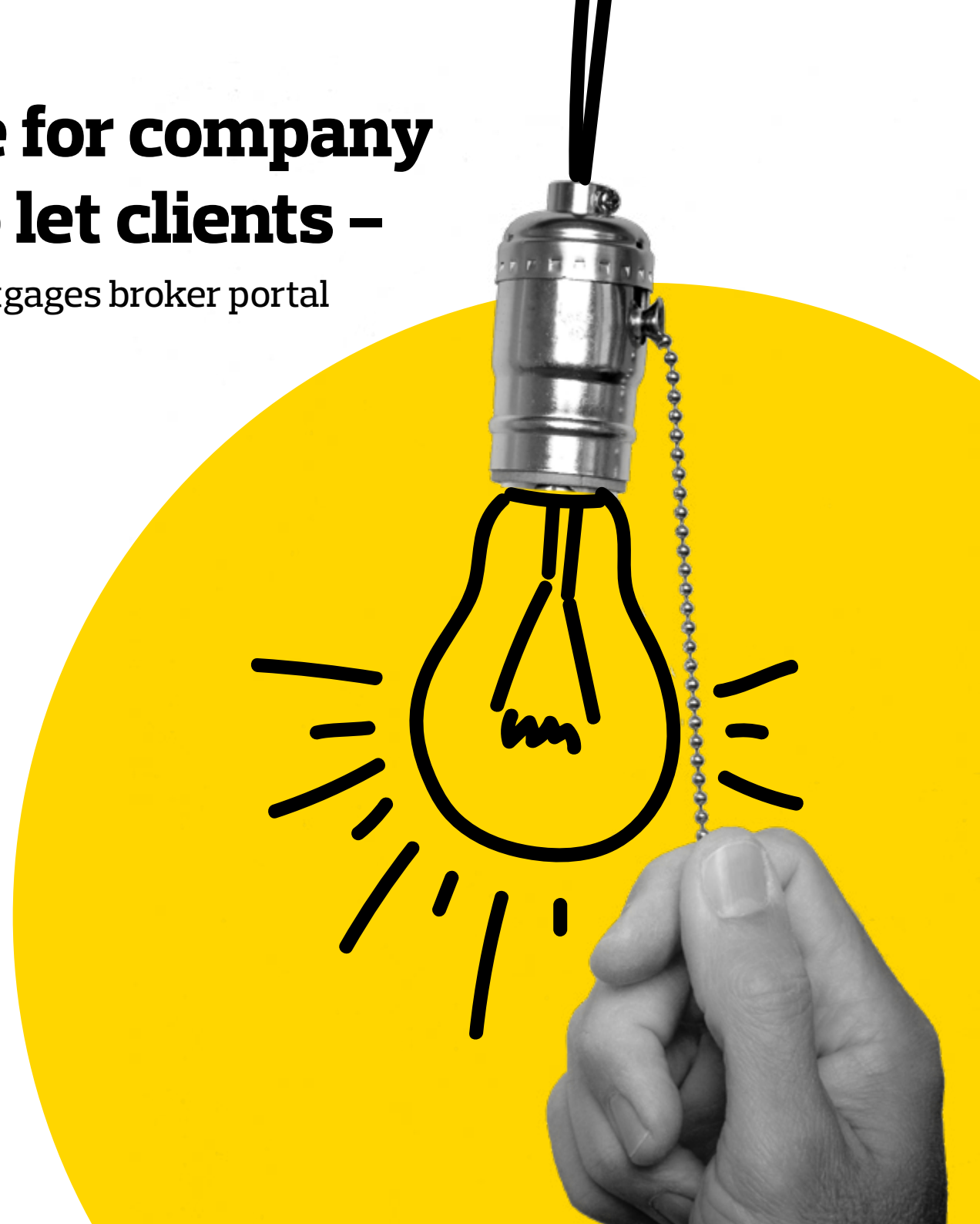
6 May 2021

All you need to know about product switching

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

Aldermore

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How to switch

company and individual buy to let clients – originated through our Commercial Mortgages broker portal

Switch existing customers in 3 quick and easy steps

Step 1

*Confirm consent

Customers can give us a ring or you can email a completed customer declaration form.

Once we receive it, we'll give you a call.



Step 2

Consider & choose

Review the rates. Choose the one you want. And agree the date for the product switch.

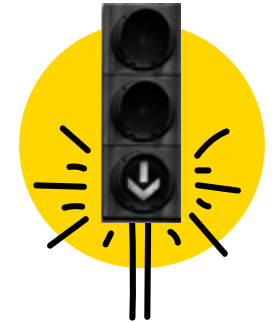
We'll then send you out a product switch offer.



Step 3

Switch it!

Return the signed acceptance form, either by email or post. We'll then switch the rate and write to confirm the new account details.



***If you organised the clients current mortgage with us, you can skip this form and give us a call to get the ball rolling.**


[Fill in customer declaration form](#)


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

 **Original valuation**
We'll use your clients original valuation, along with their existing balance to confirm their product switch rates

 **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

 **NEW switch alerts**
We'll now send a pre-notification when you've a client coming to the end of their current deal. Keep an eye out for an email from us containing your client's details

Who can switch?

Clients who:

- have a fixed rate deal ending in the next 3 months
- are on the variable Aldermore Managed Transition Rate (AMTR) linked 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
- account is up to date and haven't missed any payments in the last 3 months. Clients will be considered for a product switch if they've missed a maximum of 1 monthly payment within the last 4 to 12 months on any Aldermore account
- are switching their current balance

Our new mortgage deals begin on the day after the DD date 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

Buy to let for companies and individuals – originated through our Commercial Mortgages broker portal

Single residential investment properties, HMO's up to 6 bedrooms & multi unit freeholds up to 6 units

	Single residential units			HMO/MUF
Maximum LTV	70%	75%	85%	80%
2 year fixed		3.15%	3.95%	3.88%
5 year fixed		3.55%	4.35%	4.28%
Reversion Rate	5.05% (AMTR+4.95%)			
Product fee	£0			

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%

AMTR*	0.10%
Procuration fee (all products)	0.30%

*AMTR will be reviewed on 15th February, May, August and November.

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 on the **customer declaration form** or speak to one of the team.

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 commercial mortgage broker panel. You can complete our registration form [here](#).

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

Yes you can.

Do I need to fill in the customer declaration form?

If you introduced your client to Aldermore you don't need to. However a customer declaration form will be required if you are not the original broker. Alternatively you can get the customer to call us and give consent.



Customer account

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

We'll use your clients original valuation, along with their existing balance to confirm their product switch rates.

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.

Product switch customer declaration form

If you introduced your client to Aldermore you don't need to complete a customer declaration form. A customer declaration form will be required if you're not the original broker.

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



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)

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