

### Your Home. Our Passion.

Helping you buy, remortgage and move forward with confidence



## Your new favourite mortgage broker



Established in 1990, MFB has grown to be one of the UK's most respected and award-winning mortgage brokerages.

Here at MFB, you are at the heart of everything we do. Our family-owned, independent approach means we always take the time and effort to understand your mortgage needs and find the best deal for you.

Whether you're a first-time buyer, remortgaging, or buying your dream home, our expertise, commitment, and 5-star service will make the process stress-free and save you time and money.



### How can we help?

**02** First-time buyer mortgages

**04** Remortgaging & product transfers

**06** Moving home

08 Self-employed & complex incomes

11 Further advances

12 Costs & Fees

Regulated bridging & chain-break finance

**14** Mortgage protection

Conveyancing & specialist property reports

### First-Time Buyers



Buying your first home is exciting, and it doesn't have to be daunting. Your mortgage is likely to be your biggest financial commitment, so we will ensure you've secured the best deal possible.

Our friendly and experienced team will be by your side every step of the way. We're here to answer any questions or concerns you might have ensuring you enter home ownership with confidence.

# How much deposit will I need?

As a minimum, you'll need a deposit of 5%. Generally, the more deposit you put down, the better the mortgage interest rate you'll be able to secure. Your lender needs to verify your deposit source; speak to our experts about acceptable sources and the necessary documentation.

# How much can I borrow?

The answer to this entirely depends on your individual circumstances. Most lenders offer 4.5x your income, but some specialist lenders can offer 5x or more if you meet their criteria. Talk to our experts to find the ideal lender for your needs.



### Jack - First-time buyer

Our experience with MFB as first-time buyers was amazing. Quite a daunting process was made very easy thanks to the outstanding professionalism and hard work... We received regular updates, and they were on top of chasing our solicitors until the very end, seeing us over the finish line. Thank you very much! We will definitely recommend.



### How long does a mortgage take?

The mortgage process typically takes 2 to 6 weeks from application to offer, depending on your circumstances and lender. Once you've received your offer, the full journey, from offer accepted to you receiving the keys, can take 8 to 12 weeks, depending on factors such as solicitors, surveys, and how quickly everyone in the chain moves. We'll guide you through each step, keep things moving, and ensure you're updated regularly.

#### Online Tool



Find out how much you could borrow with our FREE calculator

### Remortgaging

At the end of your mortgage's initial rate period, you need to secure a new deal. If you don't, you'll roll onto your lender's standard variable rate (SVR), which usually significantly increases your monthly repayments.

When you work with us, we'll start searching the market long before you need to remortgage. With our experts handling the research, you can continue doing the things you love, knowing your mortgage is in good hands.

# When should I be looking to remortgage?

Most lenders allow you to secure a new rate 3 to 4 months before your existing mortgage ends. By choosing your new mortgage in advance, you can mitigate any unexpected price increases. However, if a cheaper rate becomes available before you complete, most lenders allow you to switch, so you won't lose out by going early.

# Remortgage or product transfer: what should I do?

Your existing lender will want to retain your business and will probably offer a quick and easy product transfer (PT). While this is great if you're short on time, it doesn't guarantee you the most competitive rate on the market.

Our team will compare options from the whole market, including your existing lender. Doing this gives you confidence that you're getting the best rate available, either with your existing lender or a new one.



#### **Online Tool**



Try our mortgage repayment calculator to see how much a new rate will cost you

# What type of mortgage rate should I choose?

There are 3 main types of mortgage rates, each with its pros and cons:

- → Fixed-rate: offers stability as your monthly repayments won't change for the set period. However, the interest rates won't change if rates go down.
- → Tracker: follows the Bank of England Base Rate (BBR) or the lender's SVR, meaning your payments could decrease OR increase depending on the market.
- → Discounted: offers a discount on either BBR or the lender's SVR. Like a tracker, your payments can decrease OR increase month-to-month.
- → You should also consider whether you want to borrow more, shorten your term or just get a better rate. We'll work with you to secure the mortgage that meets your needs now, and in the future.



### **Moving Home**

There's a lot to think about when you move home. Our friendly team is here to help every step of the way from securing the best mortgage for you, to chasing your solicitors.



### Can I transfer my current mortgage to a new property?

Typically, yes. Many mortgages are portable, meaning you can transfer your existing deal to a new property. This lets you keep your interest rate and avoid early repayment charges (ERCs). However, you still need to meet your lender's affordability criteria to qualify.



66

Homeowner remortgage

MFB kept me updated, answered every question, and made my remortgage feel effortless. I'd happily come back to them again. Thank you for such a smooth, stress-free process.



#### **Online Tool**



Calculate your Stamp Duty costs with our FREE calculator

# What happens if I need to borrow more for a more expensive property?

If you're porting an existing mortgage, your lender may allow you to take on a further advance, which essentially "tops up" the difference. A successful further advance application is subject to your meeting the affordability criteria.

If your mortgage isn't portable, you'll need to apply for a new one. We'll guide you through your options and secure you a new deal which meets your needs.



# Mortgage Applications with Complex Income

There's a common misconception that being self-employed or having multiple income sources makes it difficult to get a mortgage. While there are a few extra steps, it doesn't put you at a disadvantage.

We'll help maximise your borrowing power by finding the right lender for your circumstances.

# What documentation do I need?

The documentation lenders request to prove your income will depend on how your business is set up. As a general rule, lenders want to see:

- → Last 2 years' SA302s (tax calculations)
- → Last 2 years' tax overviews
- → Last 2 years' accounts
- → Last 3 months' business bank statements
- → Last 3 months' personal bank statements

This list isn't exhaustive, but our knowledgeable team will help you collate your documents before submitting your application to save you time and money.





Homeowner

Brilliant service. Couldn't have helped out anymore. Always willing to answer any questions. Would highly recommend.



### Can I Use Retained Profits or Dividends to Support My Application?

Lenders commonly accept dividends, usually taking an average over the last 2 years. While most high-street lenders won't include retained profits, some specialist lenders will. If you rely on retained profits to boost your affordability, it's important to speak to a broker early so we can match you with the right lender.

Read our complete guide for successful self-employed mortgage applications



#### Success in action...

### Mortgage Secured in 6 Days for Self-Employed Buyers

#### The case

A couple were eager to buy the threebedroom semi-detached home they rented. As self-employed first-time buyers with complex income, they had previously been misadvised by another broker and faced excessive documentation demands and unsuitable lender recommendations.

#### The solution

With time running out and confidence shaken, they turned to MFB. After a face-to-face meeting to understand their financial setup, MFB identified a lender with flexible criteria that could assess their case fairly. A decision in principle was secured the same day, and a full mortgage offer followed just 6 days later.

Thanks to our expertise and tailored approach, our clients secured their dream home quickly, confidently, and without unnecessary cost.





### **Further** Advances

# What is a further advance?

A further advance is when you take on additional borrowing with your existing lender. This may have a different interest rate and term from your original mortgage.

# What can I use a further advance for?

Typically, further advances are used to:

- → Fund home improvements and renovations
- → Raise a deposit for buy to let investment property

# Am I eligible for a further advance?

Whether you're eligible for a further advance will depend on how much equity you have in your existing property and if you meet your lender's affordability criteria. Speak to one of our experts about your circumstances for a more definitive answer.



### Mortgage Costs & Fees

# What other costs should I need to budget for?

Budgeting for additional fees and costs when buying a new home is important. Typically, you will need to pay for:

- → Mortgage application fee
- → Arrangement fee (added to loan)
- → Valuation fee
- → Early repayment charges (ERCs) if you exit a fixed-rate early
- → Legal/conveyancing fees
- → Property surveys
- → Stamp Duty Land Tax (dependent on the property price)
- → Broker fee
- → Buildings & contents insurance
- → Life cover
- → Packing and removals

While you may want to put all your available savings into your deposit, it's essential to have some money available for these and a contingency for unexpected costs!



### Regulated Bridging & Chain-break Finance

Need to move quickly, but your current home hasn't sold yet? Our experts can help. These solutions can be a lifeline for home movers who don't want to lose their dream home due to delays.

Regulated bridging loans can help you secure your next property without waiting for your sale to complete. They're short-term loans designed for residential purchases and ideal for situations where timing is critical.

Chain-break finance is a type of bridging loan used when a property chain collapses or stalls. It gives you the flexibility to move forward with your purchase while giving your buyer time to catch up or find a new one.

# How quickly can bridging finance be arranged?

We can typically arrange bridging loans within a few days to a couple of weeks, depending on your circumstances and the lender. We'll work quickly to get everything in place and keep your plans on track.

# Is bridging finance expensive?

Bridging loans tend to have higher interest rates and fees than standard mortgages because they're short-term. However, they can be a valuable solution when timing is critical. We'll help you understand the costs upfront and make sure it's the right fit for your situation.



### **Mortgage** Protection

Buying a home is a big milestone, and we're proud to support you throughout the journey. Our dedicated partner will help you prepare for the unexpected with a range of mortgage-related insurance policies, so you can move forward with confidence and peace of mind.

#### Life insurance

Life insurance is designed to help pay off your mortgage if you or a co-owner passes away during the policy term. While not compulsory, taking out a life insurance policy is highly recommended to ensure you or your loved ones can remain in your home should one or both of you pass away during the mortgage term.

There are 2 options for life insurance: decreasing term insurance, which is ideal for repayment mortgages, and level term insurance, better suited to interest-only mortgages.

Our friendly partner can help you decide what's best for you.

#### Critial illness

Critical illness insurance pays out an agreed lump sum if you're diagnosed with a serious health condition, helping to ease the burden on you and those closest to you.

If you needed extended time off work with a critical illness, this insurance could repay your mortgage in full, allowing you to focus on what matters most: your health and recovery.

#### Income protection

If illness, accident or injury stops you from working, income protection insurance provides a regular income to help you keep up with mortgage repayments and other day-to-day expenses.

Our experts can help you secure an appropriate policy covering between 50% and 70% of your gross monthly income.



### Buildings & contents

Having buildings insurance is a condition of your mortgage, so you need to have it. Buildings and contents insurance is a combined policy that covers your home's physical structure and your personal belongings. Together, they protect your property and possessions against risks like fire, theft, flooding and accidental damage.

Everyone is unique, so our team will work with you to create a policy that suits your needs.



Find out more about mortgage protection

# More than a mortgage broker

At MFB, we understand that owning a home involves more than just finance and insurance. That's why we've teamed up with other trusted experts to help you find everything you need when buying or remortgaging your home.

# Conveyancing referrals with Sort Refer



Get a conveyancing quote

Conveyancing is the legal process you must go through when you buy, sell or remortgage a property, and requires you to instruct a solicitor or conveyancer.

#### How much does conveyancing cost?

The cost will vary depending on your location and the company. However, if you're purchasing a new home and selling your existing one, expect to pay around £2,000, although thiscan vary case by case.

To help connect you with reliable specialists, we're partnered with Sort Refer. This award-winning online portal allows you to generate conveyancing quotes in under a minute from a panel of nationwide suppliers.





# Specialist property reports

Whenever you apply for a mortgage, your lender will complete a basic valuation to check the value and condition of the property to underwrite the mortgage offer. There's usually a small charge, but sometimes it's free.

Depending on the property, you may want to get a more in-depth report on its condition to identify any potential issues. This will help you budget for any necessary repairs or highlight issues that may prompt you to reconsider purchasing. You will have to pay for these surveys, and the cost will depend on the property's size, value, and location.

### RICS Homebuyer Report (Level 2):

More comprehensive than a basic valuation, report checks for damp, obvious structural damage, and the condition of external aspects including windows, roofs, and guttering. Typical cost: £400 - £1,000.



Book a specialist report

#### Building Survey (Level 3):

Also known as a full structural survey, this report is conducted by a qualified RICS Surveyor and provides detailed information about the property's structure, potential issues, and suitable repair options.

Typical cost: £600 - £1,500+.

#### Energy Performance Certificates (EPCs):

When you sell your home, you'll need an up-to-date EPC to show its energy efficiency. The EPC will give a grade between A and G and suggest ways to improve the rating. Typical cost: £60 - £120.

### Success in action...

### Capital Raise for Home Improvements

#### The case

At 70 years old, our client wanted to renovate her much-loved forever home, including a new kitchen and bathroom upgrades. Still actively employed in higher education with no plans to retire soon, she sought to release equity from her mortgage-free property to fund the works.

#### The solution

Most lenders require full repayment by age 75, which would have made monthly payments unaffordable. Additionally, many wouldn't consider her employed income for the full term due to her age, complicating affordability assessments.

Using our expertise in complex cases, we identified a lender willing to assess her employment longevity rather than relying on standard age criteria. Initially offered a 5-year term, we successfully negotiated a 9-year term based on her ability to work until age 80. This allowed her to secure a competitive rate with a high-street lender, avoiding the need for more expensive later-life lending options.

### Why MFB?



- 35+ years of expertise means we handle everything from simple to complex
- You'll get a dedicated support team guiding you from start to completion
- Independent, whole-of-market access ensures you'll get the best rate for you

#### \* \* \* \* \*

Nicholas Returning client

Outstanding service, every time - I've been using MFB for several years now, and they've consistently delivered excellent service. They respond to emails promptly, keep you well-informed throughout the process, and always approach things with a positive, can-do attitude. I'll continue to use them and wouldn't hesitate to recommend them to others.



### Let's Talk Mortgages

Call us 0345 345 6788 Email us enquiry@mfbrokers.co.uk Visit mfbrokers.co.uk



Get in touch or arrange a callback



ANY PROPERTY USED AS SECURITY, WHICH MAY INCLUD
YOUR HOME, MAY BE REPOSSESSED IF YOU DO NOT
KEEP UP REPAYMENTS ON YOUR MORTGAGE

Mortgage Finance Brokers Limited is authorised and regulated by the Financial Conduct Authority (No. 313537) to transact regulated mortgages. We are a credit broker, not a lender. We work with the whole of market in sourcing a lender for you; we may receive a commission from the lender, and this amount varies between lenders. The FCA does not regulate some investment mortgage contracts. Mortgage Finance Brokers Limited is a founding member of the National Association of Commercial Finance Brokers, the body that promotes best practice within the commercial finance industry. Telephone calls may be monitored or recorded for training and quality purposes.

MFB HB - V1.0 (2025)

