



Real Estate Product Guide



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Version : 17 April 2024

Structured Real Estate

Key Features



Pragmatic use of AVMs



Tailored customer journey



Maximum loan size of £35m



Daily Deal Forum
(with key decision makers)



Incorporations



Premium case management service

Structured Real Estate

Mortgages from £5m – £35m

| Product | Max LTV | Variable | 2 Year Fixed | 3 Year Fixed | 5 Year Fixed | 10 Year Fixed |
|---|---------|----------|--------------|--------------|--------------|---------------|
| Complex BTL | 65% | 8.35% | 5.99% | 5.99% | 5.99% | 5.99% |
| | 75% | 8.55% | 6.29% | 6.29% | 6.29% | 6.29% |
| Limited Edition BTL (5% Arrangement Fee) | 65% | – | 4.88%* | – | 5.49% | – |
| | 75% | – | 5.18%* | – | 5.79% | – |

*Max LTV for this product is 70%



Fees

- **Arrangement fee:** 3% added to the loan outside of max LTVs. 5% arrangement fee for Limited Edition products.
- **Broker Partner procurement fee:** 1% (payable to broker by Shawbrook)
- **Ex-Pats:** 0.25% loading to be added to the rate



Term and repayment

- 3 – 30 Year Term Interest Only – up to 75% LTV
- 3 – 30 Year Term on Part Capital and Full Capital Repayment – up to 75% LTV

| Product | Max LTV | Variable | 2 Year Fixed | 3 Year Fixed | 5 Year Fixed | 10 Year Fixed |
|-----------------|---------|----------|--------------|--------------|--------------|---------------|
| Commercial | 65% | 9.64% | 7.44% | 7.39% | 7.24% | 7.24% |
| Semi-Commercial | 65% | 8.40% | 6.54% | 6.49% | 6.34% | 6.34% |
| | 75% | 8.65% | 6.64% | 6.59% | 6.44% | 6.44% |



Fees

- **Arrangement fee:** 3% added to the loan outside of max LTVs
- **Broker Partner procurement fee:** 1.25% (payable to broker by Shawbrook)
- **Ex-Pats:** 0.25% loading to be added to the rate



Term and repayment

- 3 – 12 Year Term Interest Only – up to 65% LTV for Commercial, and 75% LTV for Semi-Commercial.
- 3 – 25 Year Term on Part Capital and Full Capital Repayment – up to 75% LTV

Unregulated Bridging

Key Features



Auto-decisioning with MyShawbrook
(subject to criteria being met)



LTV up to 85%



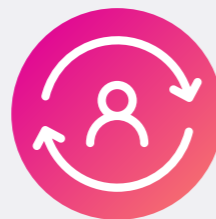
Auction purchases catered for



Bridge-to-Let



NO ERCs



Existing customer discount 0.25% off arrangement fee

Unregulated Bridging

Mortgages from £50k – £25m

| Product | Loans up to £25m | |
|--|------------------|-------|
| | Max LTV | Rate |
| Residential Including light refurbishment | 65% | 0.69% |
| | 75% | 0.79% |
| | 85%* | 0.94% |
| Semi-Commercial Including light refurbishment | 65% | 0.84% |
| | 75% | 0.94% |
| Heavy Refurbishment Residential | 65% | 0.89% |
| | 75% | 0.99% |
| Commercial Including light refurbishment | 60% | 0.94% |
| | 70% | 0.99% |
| Heavy Refurbishment Commercial and Semi-Commercial | 60% | 0.89% |
| | 70% | 0.99% |

*Lending for refurbishment costs

Max loan size £500k. 75.01-85% LTV lending for refurbishment costs only. Up to 100% of the refurbishment costs can be funded but the total loan cannot exceed 85% of the day one purchase price/value or 65% of the post works value (whichever is lower)



Fees

- **Arrangement fee:** 2% added to the loan outside of max LTVs
- **Broker Partner procurement fee:** 1.95% (payable to broker by Shawbrook)



Term and repayment

- Maximum term 24 months
- **No** minimum interest, interest fully rolled up, part-rolled up or serviced (subject to affordability)
- The net advance will be less total potential interest over the term with the gross loan calculated as interest for the entire term and the arrangement fee added

Development Exit loans over £1m

For Development Exit loans over £1m, we now offer a relationship managed service through our Development Finance team. Please send enquiries to DevExit@shawbrook.co.uk. Any Development Exit loans below £1m can be submitted through the MyShawbrook portal directly to the Real Estate Bridging Team.

Digital Buy-to-Let

Key Features



Auto-decisioning with MyShawbrook (subject to criteria being met)



Energy Efficiency Discount on arrangement fee



AVMs available for qualifying security



Minimum personal guarantees of 25%



Product switches available



Existing customer discount 0.25% off arrangement fee (Portfolio product only)

Digital Buy-to-Let

Mortgages from £40k – £5m

| Digital Products for straightforward cases | Max LTV | 5 Year Fixed | |
|---|---------|----------------|---------------|
| | | Up to £150,000 | Over £150,000 |
| Non-Portfolio Customers with 3 or less mortgaged BTL properties | 75% | 6.49% | 5.99% |
| Portfolio Customers with 4 or more mortgaged BTL properties | 75% | 6.49% | 5.99% |

- Property must meet AVM criteria and proceed based on successful AVM result
- Single unit residential property and small HMOs valued on a bricks & mortar basis (supported by evidence of the HMO rental income) may qualify for an AVM.



Fees

- **Arrangement fee:** 3% added to the loan outside of max LTVs
- **Broker Partner procurement fee:**
 - **Non-Portfolio:** 0.75%
 - **Portfolio:** 1.00%



Term and repayment

- 3 – 30 Year Term Interest Only – up to 75% LTV
- 3 – 30 Year Term on Part Capital and Full Capital Repayment – up to 75% LTV

Energy Efficiency Discount

For new loans where the property holds an EPC rating of C or above, the following discounts will apply to the arrangement fee only:

- A rating = 0.60%
- B rating = 0.45%
- C rating = 0.25%

- Works in conjunction with the existing customer discount

Complex Buy-to-Let

Key Features



Auto-decisioning with MyShawbrook (subject to criteria being met)



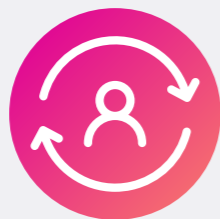
Energy Efficiency Discount on arrangement fee



Minimum personal guarantees of 25%



Product switches available



Existing customer discount 0.25% off arrangement fee

Complex Buy-to-Let

Mortgages from £40k – £5m

| Complex Product powered by expert people | Max LTV | Variable | 2 Year Fixed | 3 Year Fixed | 5 Year Fixed | 10 Year Fixed |
|--|---------|----------|--------------|--------------|--------------|---------------|
| Loans over £1m to £4,999,999 | 65% | 8.35% | 6.54% | 6.49% | 6.34% | 6.34% |
| | 75% | 8.55% | 6.64% | 6.59% | 6.44% | 6.44% |
| £150,001 to £1m | 65% | 9.00% | 6.94% | 6.89% | 6.74% | 6.74% |
| | 75% | 9.20% | 7.04% | 6.99% | 6.84% | 6.84% |
| Loans up to £150,000 | 65% | 10.00% | 7.29% | 7.24% | 7.09% | 7.09% |
| | 75% | 10.20% | 7.39% | 7.34% | 7.19% | 7.19% |

- All property types considered including complex BTL, HMOs, blocks of flats and student accommodation
- Complex applicant types considered including trusts and pensions
- Unlimited properties on single application



Fees

- **Arrangement fee:** 3% added to the loan outside of max LTVs
- **Broker Partner procurement fee:**
 - **Complex:** 1.50% (all payable to broker by Shawbrook)
- **Ex Pats:** 0.25% loading to be added to the rate (Complex product only)
- **Limited Edition Products:** 1% commission

Energy Efficiency Discount

For new loans where the property holds an EPC rating of C or above, the following discounts will apply to the arrangement fee only:

A rating = 0.60%

B rating = 0.45%

C rating = 0.25%

- Works in conjunction with the existing customer discount

Limited Edition Product

| Complex Loans | LTV | 2 year Fixed** | 5 Year Fixed |
|-----------------------------------|-----|----------------|--------------|
| Over £1m | 65% | 5.44% | 5.84% |
| | 70% | 5.54% | |
| £150,000 to £1m | 75% | | 5.94% |
| | 65% | 5.84% | 6.24% |
| | 70% | 5.94% | |
| | 75% | | 6.34% |
| Arrangement fee: 5% | | | |
| **Max LTV for this product is 70% | | | |

*Shawbrook Base Rate (SBR) is subject to a minimum floor of 0.75%. Please note that the current Shawbrook Base Rate is 5.25% (as of 4 August 2023).

Commercial Investment

Key Features



Auto-decisioning with MyShawbrook
(subject to criteria being met)



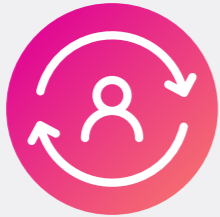
Varied asset range



Minimum personal guarantees of 25%



No debentures



Existing customer discount 0.25% off arrangement fee

Commercial Investment

Mortgages from £150k – £5m

Loan to value up to 65% of vacant possession

| Product | Max LTV | Variable | 2 Year Fixed | 3 Year Fixed | 5 Year Fixed | 10 Year Fixed |
|------------------------------|---------|----------|--------------|--------------|--------------|---------------|
| Loans over £1m to £4,999,999 | 65% | 9.64% | 7.64% | 7.59% | 7.44% | 7.44% |
| £250,000 to £1m | 65% | 9.84% | 7.94% | 7.89% | 7.74% | 7.74% |
| Loans £150,000 to £250,000 | 65% | 10.54% | 7.99% | 7.94% | 7.79% | 7.79% |



Fees

- **Arrangement fee:** 3% added to the loan outside of max LTVs
- **Broker Partner procurement fee:** 1.50% (payable to broker by Shawbrook)
- **Ex Pats:** 0.25% loading to be added to the rate



Term and repayment

- 3 – 12 Year Term Interest Only – up to 65% LTV
- 3 – 25 Year Term on Part Capital and Full Capital Repayment – up to 65% LTV, bespoke amortization available.

*Shawbrook Base Rate (SBR) is subject to a minimum floor of 0.75%. Please note that the current Shawbrook Base Rate is 5.25% (as of 4 August 2023).

Semi-Commercial Investment

Key Features



Auto-decisioning with MyShawbrook
(subject to criteria being met)



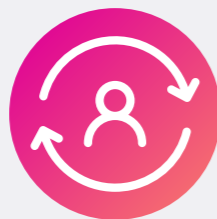
Varied asset range



Minimum personal guarantees of 25%



No debentures



Existing customer discount 0.25% off arrangement fee

Semi-Commercial Investment

Mortgages from £150k – £5m

Loan to value up to 75% of vacant possession

| Product | Max LTV | Variable | 2 Year Fixed | 3 Year Fixed | 5 Year Fixed | 10 Year Fixed |
|------------------------------|---------|----------|--------------|--------------|--------------|---------------|
| Loans over £1m to £4,999,999 | 65% | 8.40% | 6.69% | 6.64% | 6.49% | 6.49% |
| | 75% | 8.65% | 6.79% | 6.74% | 6.59% | 6.59% |
| £250,000 to £1m | 65% | 8.65% | 7.29% | 7.24% | 7.09% | 7.09% |
| | 75% | 8.90% | 7.44% | 7.39% | 7.24% | 7.24% |
| Loans £150,000 to £250,000 | 65% | 9.75% | 7.34% | 7.29% | 7.14% | 7.14% |
| | 75% | 10.25% | 7.49% | 7.44% | 7.29% | 7.29% |



Fees

- **Arrangement fee:** 3% added to the loan outside of max LTVs
- **Broker Partner procurement fee:** 1.50% (payable to broker by Shawbrook)
- **Ex Pats:** 0.25% loading to be added to the rate



Term and repayment

- 3 – 12 Year Term Interest Only – up to 75% LTV
- 3 – 25 Year Term on Part Capital and Full Capital Repayment – up to 75% LTV, bespoke amortization available.

*Shawbrook Base Rate (SBR) is subject to a minimum floor of 0.75%. Please note that the current Shawbrook Base Rate is 5.25% (as of 4 August 2023).

Development Finance

Development Finance for



Experienced property developers



New build, conversions and refurbishment



Mixed-use developments



Student housing, senior living and co-living



Phased development schemes

Development Finance

Term loans from £1m to £30m

Rates are negotiable

| Product | Max loan to GDV | Max loan to cost | Loan terms |
|---------|-----------------|------------------|-----------------|
| | 65% | 85% | Up to 36 months |



Available for mainland UK



Planning gain can be taken into account

Development Exit loans over £1m

For Development Exit loans over £1m, we now offer a relationship managed service through our Development Finance team. Please send enquiries to DevExit@shawbrook.co.uk. Any Development Exit loans below £1m can be submitted through the MyShawbrook portal directly to the Real Estate Bridging Team.

Our award winning offering:



DSCR

Affordability

The loan must meet the minimum debt service cover ratios (DSCR) in order that affordability is confirmed.

| | | 5 year fixed rate on 5 years or more term | | | All variable term loans and all fixed rate up to 5 years total term | | |
|--|-------------------------|---|-------------------------|--------------------------------|---|-------------------------|--|
| | | Pay Rate Cover | | Stress Rate Cover | | | |
| Product type | Product type | Personal application | Ltd company application | Stress rate = Product Pay Rate | Personal application | Ltd company application | Stress rate = Product Pay Rate plus the stress % noted below |
| Semi-Commercial | C12 | 145% | 130% | Pay Rate Only | 130% | | Commercial & Semi-Commercial – Pay Rate plus 1% |
| Commercial | C11 | 130% or 150%* | | | | | |
| BTL, Multi-Unit Blocks and Portfolios | Single BTL, Complex BTL | 140% | 125% | Pay Rate Only | 140% | 125% | BTL – Pay Rate plus 2% Subject to a minimum 5.5% |
| HMO and HMO Portfolios | Complex BTL, Large HMO | 165% | 130% | | 165% | 130% | |

*150% applicable to serviced offices, purpose-built student accommodation, or Multi let units with licences.

The following information may be used to assess affordability and calculate the Debt Service Cover Ratio.

Fees and Charges

Fees and Charges

Bridging, Buy-to-Let and Commercial Investment

Valuation Fee

- Payable by applicant
- Broker partner to confirm and instruct valuation via Broker Hub
- Please see Valuation Fee Scales on the Broker Hub or guideline pricing
- Single residential properties valued in excess of £2m will require a commercial valuation

Valuation Panel Managers

Bridging: VAS Group
T 01642 262 217 <https://manager.vas-panel.com>

Buy-to-Let and Commercial Investment: Appraisers UK Ltd
T 0333 900 2000 www.appraisersuk.com

Lender Legal Fees

Legal Fees

| Loan size | Commercial/Semi-Commercial | Buy-to-Let |
|---------------|---|--------------|
| Up to £300k | £1,350 + VAT | £900 + VAT |
| £301k – £500k | £1,550 + VAT | £1,000 + VAT |
| £501k – £750k | £1,750 + VAT | £1,100 + VAT |
| >£751k | The fees are confirmed on a bespoke basis, depending on the structure of the application. | |

- Legal work includes Land Registry/Land Register title review including any sub lease/tenancy reviews (unless the case is proceeding with CLS Title Indemnity Insurance) and putting in place property security (being (i) a legal mortgage/standard security, (ii) a personal guarantee (if required) and (iii) a deed of subordination (if required))
- Plus disbursements, title insurance and reasonable electronic signing platform fees (cost to be confirmed on a case by case basis)
- £450 plus VAT per additional residential or commercial Land Registry title for which due diligence is required
- £150 plus VAT for a further charge/no title investigation/deed of priority
- For all Product Switches a flat fee of £600 plus VAT is payable
- £300 plus VAT abortive fee per case (where undertakings are not received but work undertaken)
- Freehold blocks of flats and HMOs fall under the commercial and semi-commercial property fee scale
- Unregistered land fees are on a bespoke basis

Panel Solicitors

England and Wales: Pure Law
T 0330 053 4204 enquiries@purelawllp.co.uk

Scotland: Wilson McKendrick
T 0141 222 7950 info@wilsonmckendrick.co.uk

ERCs

Buy-to-Let and Commercial Investment

| Term | Early Repayment Charges (ERCs) | | | | | | | | | |
|--------------------|--------------------------------|----|----|----|----|----|----|----|----|----|
| Variable | 1% | | | | | | | | | |
| 2-year fixed rate | 3% | 1% | | | | | | | | |
| 3-year fixed rate | 3% | 2% | 1% | | | | | | | |
| 5-year fixed rate | 5% | 4% | 3% | 2% | 1% | | | | | |
| 10-year fixed rate | 7% | 7% | 6% | 6% | 5% | 4% | 4% | 3% | 2% | 1% |

Overpayments

Buy-to-Let and Commercial Investment

For term products, the client can pay up to 10% of the outstanding balance of the loan during each year of the term without incurring an early repayment charge.

If the client wishes to pay more than 10% in any year, this will be viewed as a partial redemption and an early repayment charge will become due on the full amount overpaid in that year. Overpayments will incur a £200 administration fee.



Get in touch

We have built an expert team of property finance professionals who are on hand to support both you and your clients throughout the life of the loan.

Your clients are always welcome to reach out to our specialist teams directly should they want to:

- a) request additional documentation,
- b) to discuss any changes you need to make, for example seeking consent for a new lease
- c) inform us of any changes to their personal and/or financial circumstances that may affect their ability to manage their loan.

Your customers can write to us at;



Shawbrook Bank Limited
c/o Property Finance Division
Sunderland
SR43 4AG

or call us on;



**Second Charge
Mortgages**

Arrears Management Team
0345 650 6288
Customer Services Team
0345 650 6287

**Buy-to-Let,
Commercial & Bridging**

Arrears Management Team
0345 848 0227
Customer Services Team
0345 848 0223



Shawbrook Bank Limited

Registered office: Lutea House, Warley Hill Business Park, The Drive, Great Warley, Brentwood, Essex, CM13 3BE.

Registered in England and Wales – Company Number 388466.

Authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority.

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