



Version: 05-2025/1

# Buy-To-Let Lending Guide

## Q2 2025

### Contact Us

Get in touch below about your query, however complex it might be.

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## About Us

Market Financial Solutions are an experienced property finance provider, having been in the industry for over 18 years. Initially focusing on bespoke bridging finance, we are now using our extensive knowledge to provide Buy-To-Let (BTL) mortgages to the market. Our aim is to provide fast, tailored BTL mortgages to those who are having trouble finding finance to suit their requirements, have complex or professional landlord circumstances, or need to move quickly.



### Direct access:

4 Hour response times and dedicated underwriter assigned to every case from day one.



### Round the clock processing:

We have offices in London and Singapore.



### Funding strength:

We are backed by several international and UK institutions.



### Willingness to lend:

We judge each case on it's merits rather than using tick-box criteria.



### Speed for tight deadlines:

Complete with the same speed as bridging.

## How We Operate

Our process is simple for you, and we can move as quickly as your solicitors to make sure that you meet your property deadlines.

1 |



### Loan enquiry and indicative terms

Enquire your way – phone, email or online. The underwriter will require a few details before providing an indicative tier, rate & loan size. We have various tools to make the ICR fit.

We respond in under 4 hours.



2 |



### Underwrite & Issue DIP

To proceed we need a small number of documents. Once received, usually within 24 hours, we then issue credit-approved terms/Decision in Principle (DIP), verified by our Credit team so a yes means yes.

DIP usually issued less than 24 hours after obtaining the documents we need.



3 |



### Valuation instructed

Signed the DIP & paid admin/valuation fee? Within 24 hours we'll select the best surveyor for the case.

Instructed usually less than 24 hours after fees being cleared.



4 |



### Lawyers issue legal paperwork

Time for the solicitors to do their thing, issuing contracts, and progressing the case towards completion.

We instruct quickly and only use firms we know can handle specialist cases within the completion timescales required.



5 |



### Loan drawn down

Great, the loan is ready to go and be put to use.

Depending on the circumstances, this can be in as little as a week from enquiry.



# Products Comparison Table

	<b>Bridging</b>	<b>Bridge FUSION Buy-To-Let</b>	<b>Residential BTL</b>	<b>Commercial BTL</b>
	<ul style="list-style-type: none"> <li>● Short-term with monthly rates</li> <li>● Quick turnaround</li> <li>● Flexible: min term 3m, no ERC</li> <li>● Wide range of assets &amp; purposes</li> </ul>	<ul style="list-style-type: none"> <li>● Longer-term certainty</li> <li>● Bridge criteria &amp; flexibility</li> <li>● 3rd year extension available</li> <li>● Defer interest for improved cashflow</li> <li>● Residential &amp; Commercial</li> </ul>	<ul style="list-style-type: none"> <li>● Long-term solution: 10 years</li> <li>● Top slicing up to 20%</li> <li>● Underwritten on rent</li> <li>● Roll and defer to maximise leverage</li> <li>● Residential only</li> </ul>	<ul style="list-style-type: none"> <li>● Long-term solution: 10 years</li> <li>● Underwritten on rent</li> <li>● Roll and defer to maximise leverage</li> <li>● Attractive rates for simpler commercial transactions</li> <li>● Can be owner occupied</li> </ul>
Rates from (70% LTV, 2% fee)	0.55% pcm + BBR	4.79% + BBR	7.49%	8.49%
Max Loan Size	£50m	£20m	£3m	£2m
Term	3 - 18 months	24 months + 12 months optional extension	10 years	10 years
ERCs	n/a	6% in yr 1, 3% in yr 2 & 25% ERC-free after 6 months	Tracker: 3%   2.5% Fix: 2yrs 4%   3% & 3yrs 4%   3%   2% 5yrs: 5%   4%   3%   2%   1%	Tracker: 3%   2.5% Fix: 2yrs 4%   3% & 3yrs 4%   3%   2%
Rolled Months	Fully rolled, serviced, or mix	6 to 12, then serviced	Up to 9, then serviced	Up to 6, then serviced
Deferred Interest	n/a	Up to 2% for 2yrs	Fix 0.75% to 1.25% - Tracker 1.5%	Fix 1.25% - Tracker 1.5%
Min. ICR	n/a	n/a	Fix 125% - Tracker 130%	Fix 125% - Tracker 130%

# Who We Help



## Applicants:

- £10m for portfolio & professional landlords
- Individuals
- Self-employed
- First-time landlords
- Limited & trading companies
- LLPs
- Share purchase agreements/  
Purchasing SPV
- No minimum income (unless  
FTB/FT Landlord)
- Trusts
- Ages 21 – 75+
- Adverse and impaired credit of  
any size



## Nationality:

We lend to borrowers from anywhere in the world other than a sanctioned/blacklisted country, including:

- Expats
- Foreign nationals or residents
- Offshore companies
- Offshore trusts



## Affordability/ICR:

- Market leading leverage
- No rate stressing on 2 or 3 year  
fixes - why lock in for 5 years and  
lose optionality?
- 'Pay later' interest tools to boost  
loan size/ICR:
  - Can defer up to 2% interest  
until redemption
  - Roll-up 1 to 9 months  
payments. Then start  
monthly payments
- Top slice up to 20% using surplus  
portfolio income or wealth
- Underwriters have extra flexibility  
to boost the loan size even further,  
subject to max LTV
- Seasonal let projections used for  
holiday let properties



## The Property:

- Mainland England and Wales
- Residential, Commercial or Mixed-Use
- New Build
- No room limit for HMOs
- Student lets and PBSA
- Flats - including above commercial
- No limit on MUFBs
- Holiday and short-term lets
- Large loans: £3m at 75% LTV
- Multiple properties on one loan
- Cosmetic refurb BTL without the need  
for Bridging
- Commercial Property Owner-occupier



# Residential Buy-To-Let



Pay Rates from:

- **5yr fix** from **5.94%**
  - **3yr fix** from **5.14%**
    - **2yr fix** from **4.74%**
      - **2yr Tracker** from **BBR - 0.31%**



- 10 year term, no ERC after initial fixed period
- Loans between £150k-£3m
- Up to 75% LTV
- Roll up to 9 months & defer up to 2% interest
- Expats & Foreign Nationals
- Holiday & Short term let
- Development exit
- Credit blips
- Admin fee capped at £995 for portfolios

## Key Features

Max Total Term	10 years
Loan size	£150k - £3m
MVR <small>Last set on 01/10/2023</small>	8.99%
ICR Tracker	130% at pay rate
ICR Fix	125% at pay rate
Admin fee	£199 per property

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Get in touch >



# Special Edition 5 year Fixed

## 6% FEE RANGE

	Tier 1	Tier 2	Tier 3	Tier 4
Full Rate	6.69%	7.39%	7.69%	8.09%
Pay Rate	5.94%	6.64%	6.94%	7.34%
Revert Rate	MVR	MVR + 0.8%	MVR + 1.2%	MVR + 1.6%

## 4% FEE RANGE

Full Rate	7.09%	7.79%	8.09%	8.49%
Pay Rate	6.34%	7.04%	7.34%	7.74%
Revert Rate	MVR	MVR + 0.8%	MVR + 1.2%	MVR + 1.6%

## 2% FEE RANGE

Full Rate	7.49%	8.19%	8.49%	8.89%
Pay Rate	6.74%	7.44%	7.74%	8.14%
Revert Rate	4.29% +BBR	4.44% +BBR	4.79% +BBR	5.29% +BBR

Defer up to	0.75%			
Rollup to	9 months interest payments			

LTV	75%	75%	75%	70%
HMO		6 beds	12 beds	any
MUFB		6 units	10 units	30 units
Flat above commercial		Max 60% LTV	Max 65% LTV	Max 70% LTV
Expat / Foreign National	×	UK footprint		
Offshore Company				
Holiday Let		×	✓	✓
First Time Landlord		✓		
Development Exit				
Mortgage Arrears	0 in 24	0 in 18	2 in 18, 0 in 6	All considered by referral
Unsecured Arrears	0 in 24	0 in 12	2 in last 18	
CCJ & Default <small>(Ignore +£350, telecom, utility)</small>	0 in 24	0 in 18	2 in 18, 0 in 6	
Bankruptcy	Never	Never	Discharged > 3yrs	

**Flats above commercial:** Above (or immediately adjacent) commercial premises up to max Tier LTV, except when a restaurant, takeaway, pub, or launderette; max LTV 60% Tier 2, 65% Tier 3, and considered to 70% Bespoke Tier 4.

**UK footprint:** Have active credit, accounts, or property in the UK.

**Pay rate:** The rate shown utilises the highest available deferred interest option for the product.



Do you know how 'Pay Later' rolled and deferred interest gives you a market leading loan size?



# Residential Buy-To-Let Rates

**Flats above commercial:** Above (or immediately adjacent) commercial premises up to max Tier LTV, except when a restaurant, takeaway, pub, or launderette; max LTV 60% Tier 2, 65% Tier 3, and considered to 70% Bespoke Tier 4.

**UK footprint:** Have active credit, accounts, or property in the UK.

**Pay rate:** The rate shown utilises the highest available deferred interest option for the product.

	Tier 1			Tier 2			Tier 3			Tier 4		
	3 yr Fix	2 yr Fix	2 yr Tracker	3 yr Fix	2 yr Fix	2 yr Tracker	3 yr Fix	2 yr Fix	2 yr Tracker	3 yr Fix	2 yr Fix	2 yr Tracker
	<b>6% fee range</b>			<b>6% fee range</b>			<b>6% fee range</b>			<b>6% fee range</b>		
Rate	6.39%	5.99%	1.69% + BBR	6.89%	6.49%	2.19% + BBR	7.39%	6.99%	2.69% + BBR	7.69%	7.19%	2.79% + BBR
Pay Rate	5.14%	4.74%	-0.31% + BBR	5.64%	5.24%	0.19% + BBR	6.14%	5.74%	0.69% + BBR	6.44%	5.94%	0.79% + BBR
Revert Rate	MVR			MVR + 0.8%			MVR + 1.2%			MVR + 1.6%		
	<b>4% fee range</b>			<b>4% fee range</b>			<b>4% fee range</b>			<b>4% fee range</b>		
Rate	7.09%	6.89%	2.69% + BBR	7.59%	7.39%	3.19% + BBR	8.09%	7.89%	3.69% + BBR	8.39%	8.09%	3.79% + BBR
Pay Rate	5.84%	5.64%	0.69% + BBR	6.34%	6.14%	1.19% + BBR	6.84%	6.64%	1.69% + BBR	7.14%	6.84%	1.79% + BBR
Revert Rate	MVR			MVR + 0.8%			MVR + 1.2%			MVR + 1.6%		
	<b>2% fee range</b>			<b>2% fee range</b>			<b>2% fee range</b>			<b>2% fee range</b>		
Rate	7.79%	7.99%	3.74% + BBR	8.29%	8.49%	4.24% + BBR	8.79%	8.99%	4.74% + BBR	9.09%	9.19%	4.84% + BBR
Pay Rate	6.54%	6.74%	1.74% + BBR	7.04%	7.24%	2.24% + BBR	7.54%	7.74%	2.74% + BBR	7.84%	7.94%	2.84% + BBR
Revert Rate	4.29% + BBR			4.44% + BBR			4.79% + BBR			5.29% + BBR		
Defer up to	1.25%		2.00%	1.25%		2.00%	1.25%		2.00%	1.25%		2.00%
Roll up to	9 months interest payments			9 months interest payments			9 months interest payments			9 months interest payments		
	Tier 1			Tier 2			Tier 3			Tier 4		
LTV	75%			75%			75%			70%		
HMO				6 beds			12 beds			any		
MUFB				6 units			10 units			30 units		
Flat Above Commercial				max 60% LTV			max 65% LTV			max 70% LTV		
Expat / F. National	✗			UK footprint								
Offshore Company				✗								
Holiday Let				✗			✓			✓		
First Time Landlord				✓								
Development Exit												
Mortgage Arrears	0 in 24			0 in 18			2 in 18, 0 in 6			All considered by referral		
Unsecured Arrears	0 in 24			0 in 12			2 in last 18					
CCJ & Default <small>(Ignore &lt;£350, telecom, utility)</small>	0 in 24			0 in 18			2 in 18, 0 in 6					
Bankruptcy	Never			Never			Discharged >3yrs					



Do you know how 'Pay Later' rolled and deferred interest gives you a market leading loan size?



Following a successful pilot, we are proud to make the range available whole of market. A commercial or semi-commercial term product with our market leading leverage, broad criteria, and can-do attitude.

# Commercial Buy-To-Let

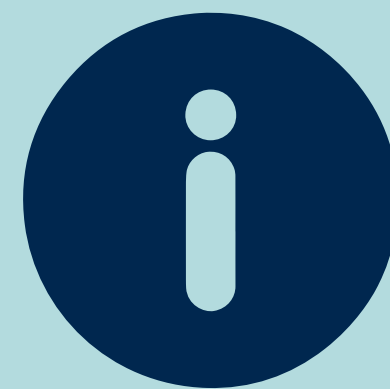


Pay Rates from:

● **3yr fix** from **5.84%**

● **2yr fix** from **5.54%**

● **2 yr tracker 1.14% + BBR**



- Commercial term at bridging speed
- 10 year term, no ERC after initial period
- Loans between £150k-£2m
- Portfolios up to £10m Up to 70% LTV
- Roll up to 6 months & defer up to 1.5% interest
- Expats & Foreign Nationals
- Credit blips
- Admin fee capped at £1250 for portfolios

## Contact Us

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Get in touch >







# Commercial Rates

	Tier 1			Tier 2		
	3 yr Fix	2 yr Fix	2 yr Tracker	3 yr Fix	2 yr Fix	2 yr Tracker
	<b>6% fee range</b>			<b>6% fee range</b>		
Rate	7.09%	6.79%	2.64% + BBR	7.59%	7.29%	3.14% + BBR
Pay Rate	5.84%	5.54%	1.14% + BBR	6.34%	6.04%	1.64% + BBR
Revert Rate	MVR + 0.3%			MVR + 1.5%		
	<b>4% fee range</b>			<b>4% fee range</b>		
Rate	7.79%	7.69%	3.64% + BBR	8.29%	8.19%	4.14% + BBR
Pay Rate	6.54%	6.44%	2.14% + BBR	7.04%	6.94%	2.64% + BBR
Revert Rate	MVR + 0.3%			MVR + 1.5%		
	<b>2% fee range</b>			<b>2% fee range</b>		
Rate	8.49%	8.79%	4.69% + BBR	8.99%	9.29%	5.19% + BBR
Pay Rate	7.24%	7.54%	3.19% + BBR	7.74%	8.04%	3.69% + BBR
Revert Rate	MVR + 0.3%			MVR + 1.5%		
Defer up to	1.25%		1.50%	1.25%		1.50%
Roll up to	6 months interest payments			6 months interest payments		
HMO	12 beds			Any		
MUFB	12 units			Any		
PBSA	✓					
Commercial Owner Occupier						
FT Commercial Landlord						
Expat / F. National	✗			✓		
Offshore Company						
Dev Exit						
Mortgage Arrears	2 in 18, 0 in 6			All considered by referral		
Unsecured Arrears	2 in last 18					
CCJ & Default <small>(Ignore &lt;£350, telecom, utility)</small>	2 in 18, 0 in 6					
Bankruptcy	Discharged > 3yrs					

Hard 'Gross loan' limit. Product or broker fees and rolled up interest will reduce gross loan.

Owner Occupier: where client will also occupy the commercial element as their own business. See criteria for further details.

UK Footprint: Have active credit, accounts, or property in the UK.

Valuation: Typically Bricks & Mortar, based on vacant possession. Investment value by referral, e.g., favourable lease.

Review of next 12 months' demand and saleability. For mixed-use containing flats or HMO we consider both commercial and residential rents.

## Key Features

Max Total Term	10 years
Loan size	£150k - £2m
LTV	70%
MVR <small>Last set on 01/10/2023</small>	8.99%
ICR Tracker	130% at pay rate
ICR Fix	125% at pay rate
Admin fee	£250 per property



Do you know how 'Pay Later' rolled and deferred interest gives you a market leading loan size?



# Additional Commercial BTL Criteria

## First-Time Landlords

We don't accept first-time landlords on Commercial and Semi-Commercial product range.

**First-Time Commercial Landlords:** acceptable if they own standard BTL properties. Sector experience not required for investment properties (subject to plausibility), but Owner Occupiers must have 2 yrs of relevant UK sector experience.

## Property

Commercial, Semi-Commercial, Mixed-Use, HMO, MUFb, Holiday Lets, Student Lets.  
**Most types considered on merit.** If we cannot accommodate on Commercial BTL, Bridging or Fusion can be considered.

**Light refurb:** permitted, e.g. decorating, fit-out, & EPC improvements, but non-structural, habitable day 1, & planning not required. Can roll up months to cover expected timelines.

## Owner Occupation

Permitted on all schemes, including where tenant is a related party. ICR calculation based mainly on EBITDA along with wider Debt to Income position to assess ability to cover interest payments. Required to have 2yrs trading accounts, provide 6 m business & personal bank statements. If accounts more than 12 m old, may also request management accounts, VAT returns, SA302, Accountants certificate.

Underwriter will look at plausibility, overall secured debt commitments, & affordability to pay the Market Financial Solutions mortgage & market rent. Can include the rent from residential elements where mixed-use.

Unacceptable owner occupier: business trading for less than 2 yrs, no sector experience.

**NEW**

**Considered on Merit up to 65% LTV**

- Petrol stations - vacant possession closed value considered
- Nursing/care homes
- Hotels/B&Bs
- Educational buildings
- Gyms and leisure
- Pubs, restaurants - well-established and profitable business
- Light industrial with metal frame/shell (e.g. warehouses, lockups).

## Exclusions

- Uninhabitable properties; mixed use with non-self-contained residential within, or no dedicated/separate access;
- EPC below E (unless exempt), or no valid rating;
- Heavy refurb, planning permission required, change of use;
- Land (also includes equestrian, agriculture, fishing lakes, kennels/catteries);
- Hostels/Caravan sites/Holiday parks;
- Cash-based (amusement arcades, charity, casinos, pawn brokers, gambling etc.);
- Places of worship/religion and wedding venues
- Waste management;
- Any property whose saleability may be adversely affected by covenants, planning restrictions etc, or is deemed unsuitable security by the valuer;
- **Owner-occupier business types:** Restaurants, pubs, takeaways unless refinancing a well-established and profitable business.



# Credit Policy

## The Borrower:

Market Financial Solutions lend to a wide range including: First-time landlords, SPVs, Trading Ltd Co's, onshore or Offshore Trusts & Companies, Foreign Nationals or Expats not in a sanctioned or FATF blacklisted country, or credit impaired.

**By referral:** We can consider FTB/Landlord (no current property), heavier adverse, resident in FATF grey list country, or Diplomatic status with a strong case on the Bespoke/Highest Tier.

**Minimum Income:** First-time landlord or FTB min £30k from employment, self-employment or private pension.

**Age (at completion):** 21 to max **75 at start of the loan, 80 on term end** over 75s by referral with legal advice to confirm advanced aptitude.

**Retired:** Yes, subject to private pension or other non-state income.

**Residency:** 3 years UK history, otherwise enhanced due diligence, or subject to Expat/Foreign National criteria.

**Expats & Foreign Nationals:** Enhanced due diligence and history in both UK and abroad required if limited UK footprint (property, current accounts, credit etc); we reserve the right to restrict LTV, term, loan size, or increase minimum ICR.

Can be working or retired. Proof of overseas and UK addresses (if relevant) required.

Country of residence can be worldwide if not sanctioned or on the FATF blacklist. UK bank account required for direct debit.

**Individual Names:** All owners of the property to be party to the mortgage.

**Corporate Borrowers:** SPVs setup specifically to hold/operate BTL properties, or relevant Trading Companies or LLPs are acceptable. Up to 4 directors, who combined own at least 75% of the SPV between them.

Shareholders under 18 or hold < 20% are not underwritten. Debenture incorporating fixed & floating charge required to keep Market Financial Solutions informed of any future changes.

**Offshore Companies:** Isle of Man, Channel Islands, British Virgin Islands, Gibraltar, or EU as standard.

Considered outside this list subject to underwriter/credit committee and enhanced due diligence between solicitors in UK and offshore about structure, solvency, director/shareholder details, and enforceability. All loans subject to England & Wales law. UK bank account required for direct debit.

**Guarantors/Personal Guarantees:** Required from all directors and major shareholders to cover 100% of the loan. N/A for individual apps.

**Trusts:** Onshore or Offshore acceptable subject to trust deeds, setup/structure, personal guarantees from owners, and due diligence.

**Adverse credit:** Refer to tiers for limits. All adverse and CCJs, excluding small unsecured blips, must be cleared at completion – Market Financial Solutions funds can be used. Adverse is combined (all persons/Ltd Co's), and small blips can be ignored for tier selection (see rate grid). Require explanation of mortgage exit strategy, current stability, and credit committee approval (usually under 48hrs). DMPs must be satisfactorily conducted. Pay day loans considered if infrequent, historic and cleared.

**BKO/IVA/DRO/Previous Repossession/recent CCJs or mortgage arrears:** Underwriter can consider cases on their merits on the Bespoke Tier, subject to Credit Committee approval.

**Credit Reports:** If preferred, can be submitted to the underwriter by the applicant to receive a credit-backed DIP.

**First-Time Landlords (FTL) – Acceptable:** **Eligible for specialist properties (HMO, MUFB) on residential range under Tier 2.** Maximum loan £750k. Underwriter will review competency and use of a letting agent.

**FTL/First-Time Buyers (FTB) (own no other property):** Considered if mitigating circumstances and full income assessment to ensure mortgage affordability without any rental income.

## **Affordability & ICR:**

Market Financial Solutions like to look at a case in its entirety – not just rental income, but overall A&L, accessible wealth, and surplus income to ensure applicant can cover agency fees, voids, maintenance, tax, ground rent etc. We have unique tools to boost ICR beyond just income top slicing such as monthly payments rolled up and deferred (pay later at redemption). Consider exit strategy.

### **Interest Coverage Ratio (ICR):**

- Tracker: minimum ICR 130% at margin + stressed BBR
- Fixed: minimum ICR 125% at pay rate
- Minimum ICR limit is the same regardless of corporate or individual, location of applicant, tax status etc.
- Calculated as total rent income over the initial rate period, divided by total interest due over same period.
- We can allow deferred interest (see max loan calculator for limits) to reduce the interest due over the term – boosting max loan.
- Surplus portfolio rent can be used to increase rent income total.
- Alternatively, or in addition, roll-up and defer up to 6 months (9 months by referral) interest payments -direct debit starts after roll-up period.
- Underwriters have extra flexibility to boost loan size even further, subject to max LTV. It also helps if valuation/rent comes back lower.
- Any deferred/rolled interest paid later at redemption. Loan advance reduced to preserve property equity to protect Market Financial Solutions and the borrower.
- Direct Debit (DD) payments normally start after the rolled months to provide time to find a tenant or light renovation.

*Note: Holiday lets are treated differently – please refer to [Holiday & Short Term Lets](#) section.*



## Portfolios:

On completion of the Market Financial Solutions mortgage, applicants own (or are part owners of) 4 or more mortgaged BTL properties. Market Financial Solutions require a property schedule, or we can extract from A&L statement. Include unencumbered properties to strengthen case. On rare occasions we may request cashflow statement or business plan.

**Assessment:** Underwriter checks portfolio is healthy, viable and robust, i.e., self-financing, not over leveraged or signs of stress, and wide geography.

**Top slicing:** Surplus portfolio rent considered to support Market Financial Solutions loan(s) if properties wholly owned by same applicants, and not used as top-up for other lenders.

## The Loan:

**Term:** 10 years in total. No ERC after the initial rate period.

**Gross Loan Size:** £150k min, £3m max per property (commercial £2m). Aggregate max £10m with Market Financial Solutions for each Ultimate Beneficial Owner (UBO). Like bridging, product fee and rolled up interest will reduce the net advance. Gross loan is repaid at redemption.

**LTV:** Max 75% on the gross loan, or tier maximum if lower. Fees cannot be added beyond max LTV.

**Loan Purpose:** Purchase or remortgage, including capital raising if 40% or less is for personal reasons.

**Remortgage within 6 months:** £ for £ bridge exit is fine, fees can be added to bridge settlement figure. Non-bridge considered with clear evidence of improvements (valuer confirmation), funds paper trail, or bought a part-exchange from housebuilder etc.

**Portable:** No.

**Capital Overpayments:** Yes, up to 10% p.a. without incurring ERC. No limit/ERC after the initial rate period..

**Repayment Type:** Interest Only (I/O) by monthly Direct Debit from a UK account. See affordability & ICR section for more information on rolled interest.

**Gifted Deposit:** Yes, subject to Deed of Gift Indemnity Policy and letter relinquishing all property/gift rights.

**Builder Incentive:** Up to 5%, written confirmation required.

**Discounted Purchase Price:** Lending based on the discounted purchase price. Family discounts acceptable if family member will no longer reside or have rights to the property, and not Consumer BTL.

**Bespoke/Highest Tier:** Flexible approach and part of our 'can do' approach. Subject to positive review of the case by an Underwriter, who will return a risk-based price/fee based on combinations of borrower/property complexity.

**Offer Duration (New and old builds):** Market Financial Solutions believe in quick completions. Loan agreements contain a complete by date, or the valuation expiry date - whichever is sooner. Can be extended at Underwriter discretion (may require new credit search, documents, re-inspection, affordability).

### Title Insurance:

1. Standard on residential remortgages up to £3m gross loan.
2. UK individual or passport holder in EEA, Channel Islands, Switzerland, USA, Canada, Australia, or New Zealand.
3. Corporate borrowers, Trusts and partnerships incorporated in UK, EEA, Channel Islands, Switzerland, or British Virgin Islands eligible. Ultimate Beneficial Owners must also meet the individual countries/passports eligibility criteria.
4. **Cost:** 0.13% of gross loan (min £350), plus IPT (currently 12% of premium). Paid by the borrower. Solicitor deducts from loan advance at completion.

**ERCs:** Fixed: 2yr 4% | 3% 3yr 4% | 3% | 2%, 5yr 5% | 4% | 3% | 2% | 1% - Tracker: 3% | 2.5%

## The Property:

**Location:** Mainland England and Wales.

**Flats above Commercial:** Above (or immediately adjacent to) commercial premises up to max Tier LTV, except when a restaurant, takeaway, pub, or launderette; max LTV 60% Tier 2, 65% Tier 3, and considered to 70% Bespoke Tier 4.

**New Build:** Acceptable if no Section 106 obligations. Must be warrantied and complete before monies released, i.e., if reserved off-plan, we will only complete when built. Valuer will consider any incentives, new build premium, and future saleability. Offers extended subject to new documentary evidence, Underwriter check, and possible re-inspection.

**Construction:** The usual acceptable brick/tile. No structurally repaired/PRC, deleterious materials or with built-in obsolescence (finite lifespan). Refer listed properties. Modern Methods of Construction considered by referral with surveyor opinion and readily saleable.

**Flats:** Any block of flats over 4 storeys (ground 1, 2 and 3) must have a lift. Minimum 30sqm gross internal area on flats section.

**Student Lets:** All occupants on a single AST, jointly and severally liable for the rent.

**HMOs & Licensing:** Refer to product tiers for maximum rooms/size. Inexperienced landlords (< 1 year) are accepted on the residential range under Tier 2. Larger HMOs (7 or more rooms, usually 'sui generis') may require a commercial valuation. Where local authority licenses are required evidence must be provided and verified by solicitor on remortgage or obtained after purchase.

**Multi-Unit Freehold Blocks (MUFBs/MUBs):** Inexperienced landlords acceptable. Market Financial Solutions take charge on the freehold. Up to 30 units on residential range, no limit on commercial, each with separate services/facilities, but tiers may have lower unit limits. Larger MUFBs may require commercial valuation. No mixed use (all resi flats) unless on commercial range. ICR/Value/LTV: Lower of aggregate flat-by-flat basis or single investment value on vacant possession.

**Holiday & Short Term Lets:** Normal LTV, ownership, max loan rules, ICR etc. apply and can be part of a portfolio. Leases less than 6 months. Must be able to be used as a normal residence or AST BTL, i.e. not remote, cabin etc. No occupancy restrictions permitted such as holiday parks that require periods of vacancy. Refer areas like Greater London with 90 day occupancy restrictions. AirBnB acceptable.

### Affordability:

1. Baseline provided by using usual AST ICR calcs to assess viability as a standard BTL.
2. Then assess as a holiday let (calculator available). Market Financial Solutions assume rented for 30 weeks unless 12 months evidence/history provided. Use avg weekly rent for low, medium & high season multiplied by 30 weeks to get annual rent to compare to annual interest.
3. If property is not currently a holiday let, we can accept seasonal estimates from reputable letting agent. If the holiday let ICR (2) is significantly higher than the standard AST (1), Underwriter will review based on plausibility, location, and attractiveness as a let.

**Valuation:** From our panel, allocated by the underwriter based on workload/response time, speciality & location. Full formal valuation to consider current market value, investment value, 90 & 180 day value. Fee paid along with admin fee before instruction.

**Flying Freehold:** Up to 15% by referral.

**Tenancies:** Agreement must be in writing, joint tenants have joint and several liability, and all adult occupants on the agreement. Corporate lets, ASTs 6-36 months, and DSS tenants acceptable.

**Ex Authority:** Valuation to reflect property (e.g. high rise, balcony access), EWS1 fire risk, and saleability. No pre-emption title restriction.



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# Buy-To-Let Lending Guide

## Q2 2025

### Contact Us

Get in touch below about your query, however complex it might be.

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