



ZEPHYR

HOMELOANS

Product Range

17th May 2024

Complete

Your specialist mortgage distributor

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www.complete-fs.co.uk

Latest updates

- // 2 Year Fixed Rates reduced by 16bps and 5 Year Fixed Rates reduced by 6bps.
- // More Product Fee options introduced on Fixed Rates, including a new 7% fee product.
- // New 80% LTV option with no Product Fee on Fixed Rates for standard properties.
- // Stress rate on our 2 Fixed Rate is now just the higher of the Payrate plus 2% or 5.5%.

Please note: When selecting a product on our online portal make sure you have chosen the correct one for your client's EPC rating. This will be checked as part of the application process and will be changed if the wrong product is selected. To secure a rate, the case must proceed to offer within 60 calendar days of the application.

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Our products are for buy-to-let purposes only, excluding consumer buy-to-let. We only lend on properties in England and Wales. All products are available for Individuals & Limited Companies for both purchase and re-mortgage, for individual and portfolio applications.



Standard properties

EPC A, B & C

2 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£2.0M	3.64%	7.00%	£200	ZHL02052
65%	£2.0M	4.64%	5.00%	£200	ZHL02053
65%	£2.0M	5.64%	3.00%	£200	ZHL02054
70%	£1.5M	3.74%	7.00%	£200	ZHL02055
70%	£1.5M	4.74%	5.00%	£200	ZHL02056
70%	£1.5M	5.74%	3.00%	£200	ZHL02057
75%	£1.0M	3.74%	7.00%	£200	ZHL02058
75%	£1.0M	4.74%	5.00%	£200	ZHL02059
75%	£1.0M	5.74%	3.00%	£200	ZHL02060

Product fee can be added on all products, up to a total maximum 80% LTV

Reversion rate for all these products is BBR +4.90%. Current BBR is set at 5.25%

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£2.0M	4.69%	7.00%	£200	ZHL02071
65%	£2.0M	5.09%	5.00%	£200	ZHL02072
65%	£2.0M	5.49%	3.00%	£200	ZHL02073
70%	£1.5M	4.79%	7.00%	£200	ZHL02074
70%	£1.5M	5.19%	5.00%	£200	ZHL02075
70%	£1.5M	5.59%	3.00%	£200	ZHL02076
75%	£1.0M	4.79%	7.00%	£200	ZHL02077
75%	£1.0M	5.19%	5.00%	£200	ZHL02078
75%	£1.0M	5.59%	3.00%	£200	ZHL02079
80%	£750k	6.19%	No fee	£200	ZHL02080

Product fee can be added on all products, up to a total maximum 80% LTV

Reversion rate for all these products is BBR +4.90%. Current BBR is set at 5.25%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£2.0M	6.79% (BBR +1.54%)	3.00%	£200	ZHL01964
70%	£1.5M	6.84% (BBR +1.59%)	3.00%	£200	ZHL01965
75%	£1.0M	6.84% (BBR +1.59%)	3.00%	£200	ZHL01966

The interest rate quoted is correct as at 17th May 2024 and will change in line with BBR changes. There are no reversion rates applicable to Lifetime Tracker products,

Product Fee can be added to the loan.

You can find an energy certificate (EPC) for a property in England, Wales or Northern Ireland on the [gov.uk website](https://www.gov.uk).

Notes:

80% LTV products not available for HMOs, MUFBs, new builds, valuations less than £100,000, properties above or adjacent to commercial, ex local authority/MOD properties, first time landlords or first time buyers.

The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

*Maximum LTV for portfolios with aggregate loans of more than £2,000,000 is 70%. We may require proof of the source of deposits.

Minimum valuation of £75,000 unless the property is a MUFB or HMO then the minimum value is £100,000.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

There are a number of fees that apply to our mortgage products during the application process and over the term of the loan.



Standard properties

EPC D & E

2 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£2.0M	3.74%	7.00%	£200	ZHL02043
65%	£2.0M	4.74%	5.00%	£200	ZHL02044
65%	£2.0M	5.74%	3.00%	£200	ZHL02045
70%	£1.5M	3.84%	7.00%	£200	ZHL02046
70%	£1.5M	4.84%	5.00%	£200	ZHL02047
70%	£1.5M	5.84%	3.00%	£200	ZHL02048
75%	£1.0M	3.84%	7.00%	£200	ZHL02049
75%	£1.0M	4.84%	5.00%	£200	ZHL02050
75%	£1.0M	5.84%	3.00%	£200	ZHL02051

Product fee can be added on all products, up to a total maximum 80% LTV

Reversion rate for all these products is BBR +5.00%. Current BBR is set at 5.25%

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£2.0M	4.79%	7.00%	£200	ZHL02061
65%	£2.0M	5.19%	5.00%	£200	ZHL02062
65%	£2.0M	5.59%	3.00%	£200	ZHL02063
70%	£1.5M	4.89%	7.00%	£200	ZHL02064
70%	£1.5M	5.29%	5.00%	£200	ZHL02065
70%	£1.5M	5.69%	3.00%	£200	ZHL02066
75%	£1.0M	4.89%	7.00%	£200	ZHL02067
75%	£1.0M	5.29%	5.00%	£200	ZHL02068
75%	£1.0M	5.69%	3.00%	£200	ZHL02069
80%	£750k	6.29%	No fee	£200	ZHL02070

Product fee can be added on all products, up to a total maximum 80% LTV

Reversion rate for all these products is BBR +5.00%. Current BBR is set at 5.25%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£2.0M	6.89% (BBR +1.64%)	3.00%	£200	ZHL01961
70%	£1.5M	6.94% (BBR +1.69%)	3.00%	£200	ZHL01962
75%	£1.0M	6.94% (BBR +1.69%)	3.00%	£200	ZHL01963

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Notes:

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The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

*Maximum LTV for portfolios with aggregate loans of more than £2,000,000 is 70%. We may require proof of the source of deposits.

Minimum valuation of £75,000 unless the property is a MUFB or HMO then the minimum value is £100,000.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

There are a number of fees that apply to our mortgage products during the application process and over the term of the loan.



New Build & FAC properties

EPC A, B & C

2 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£750k	3.64%	7.00%	£200	ZHL02014
65%		4.64%	5.00%	£200	ZHL02015
65%		5.64%	3.00%	£200	ZHL02016
70%		3.74%	7.00%	£200	ZHL02017
70%		4.74%	5.00%	£200	ZHL02018
70%		5.74%	3.00%	£200	ZHL02019
75%		3.74%	7.00%	£200	ZHL02020
75%		4.74%	5.00%	£200	ZHL02021
75%		5.74%	3.00%	£200	ZHL02022
Product fee can be added on all products, up to a total maximum 80% LTV					
Reversion rate for all these products is BBR +4.90%. Current BBR is set at 5.25%					

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£750k	4.69%	7.00%	£200	ZHL02033
65%		5.09%	5.00%	£200	ZHL02034
65%		5.49%	3.00%	£200	ZHL02035
70%		4.79%	7.00%	£200	ZHL02036
70%		5.19%	5.00%	£200	ZHL02037
70%		5.59%	3.00%	£200	ZHL02038
75%		4.79%	7.00%	£200	ZHL02039
75%		5.19%	5.00%	£200	ZHL02040
75%		5.59%	3.00%	£200	ZHL02041
Product fee can be added on all products, up to a total maximum 80% LTV					
Reversion rate for all these products is BBR +4.90%. Current BBR is set at 5.25%					

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£750k	6.79% (BBR +1.54%)	3.00%	£200	ZHL01958
70%		6.84% (BBR +1.59%)	3.00%	£200	ZHL01959
75%		6.84% (BBR +1.59%)	3.00%	£200	ZHL01960
The interest rate quoted is correct as at 17th May 2024 and will change in line with BBR changes. There are no reversion rates applicable to Lifetime Tracker products.					
Product Fee can be added to the loan.					

You can find an energy certificate (EPC) for a property in England, Wales or Northern Ireland on the [gov.uk website](https://www.gov.uk).

Notes:

The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

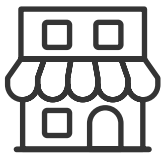
New build & FAC not available if the property is an HMO or MUFB.

*Maximum LTV for portfolios with aggregate loans of more than £2,000,000 is 70%. We may require proof of the source of deposits.

Minimum valuation of £75,000 on new builds and FAC.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

There are a number of fees that apply to our mortgage products during the application process and over the term of the loan.



New Build & FAC properties

EPC D & E

2 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£750k	3.74%	7.00%	£200	ZHL02005
65%		4.74%	5.00%	£200	ZHL02006
65%		5.74%	3.00%	£200	ZHL02007
70%		3.84%	7.00%	£200	ZHL02008
70%		4.84%	5.00%	£200	ZHL02009
70%		5.84%	3.00%	£200	ZHL02010
75%		3.84%	7.00%	£200	ZHL02011
75%		4.84%	5.00%	£200	ZHL02012
75%		5.84%	3.00%	£200	ZHL02013

Product fee can be added on all products, up to a total maximum 80% LTV

Reversion rate for all these products is BBR +5.00%. Current BBR is set at 5.25%

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£750k	4.79%	7.00%	£200	ZHL02023
65%		5.19%	5.00%	£200	ZHL02024
65%		5.59%	3.00%	£200	ZHL02025
70%		4.89%	7.00%	£200	ZHL02026
70%		5.29%	5.00%	£200	ZHL02027
70%		5.69%	3.00%	£200	ZHL02028
75%		4.89%	7.00%	£200	ZHL02029
75%		5.29%	5.00%	£200	ZHL02030
75%		5.69%	3.00%	£200	ZHL02031

Product fee can be added on all products, up to a total maximum 80% LTV

Reversion rate for all these products is BBR +5.00%. Current BBR is set at 5.25%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£750k	6.89% (BBR +1.64%)	3.00%	£200	ZHL01955
70%		6.94% (BBR +1.69%)	3.00%	£200	ZHL01956
75%		6.94% (BBR +1.69%)	3.00%	£200	ZHL01957

The interest rate quoted is correct as at 17th May 2024 and will change in line with BBR changes. There are no reversion rates applicable to Lifetime Tracker products.

Product Fee can be added to the loan.

You can find an energy certificate (EPC) for a property in England, Wales or Northern Ireland on the [gov.uk website](https://www.gov.uk).

Notes:

The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

New build & FAC not available if the property is an HMO or MUFB.

*Maximum LTV for portfolios with aggregate loans of more than £2,000,000 is 70%. We may require proof of the source of deposits.

Minimum valuation of £75,000 on new builds and FAC.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

There are a number of fees that apply to our mortgage products during the application process and over the term of the loan.



HMO & MUFB properties

EPC A, B & C

2 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£1.5M	3.84%	7.00%	£200	ZHL01976
65%	£1.5M	4.84%	5.00%	£200	ZHL01977
65%	£1.5M	5.84%	3.00%	£200	ZHL01978
70%	£1.5M	3.94%	7.00%	£200	ZHL01979
70%	£1.5M	4.94%	5.00%	£200	ZHL01980
70%	£1.5M	5.94%	3.00%	£200	ZHL01981
75%	£1.0M	3.94%	7.00%	£200	ZHL01982
75%	£1.0M	4.94%	5.00%	£200	ZHL01983
75%	£1.0M	5.94%	3.00%	£200	ZHL01984

Product fee can be added on all products, up to a total maximum 80% LTV

Reversion rate for all these products is BBR +5.15%. Current BBR is set at 5.25%

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£1.5M	4.89%	7.00%	£200	ZHL01995
65%	£1.5M	5.29%	5.00%	£200	ZHL01996
65%	£1.5M	5.69%	3.00%	£200	ZHL01997
70%	£1.5M	4.99%	7.00%	£200	ZHL01998
70%	£1.5M	5.39%	5.00%	£200	ZHL01999
70%	£1.5M	5.79%	3.00%	£200	ZHL02000
75%	£1.0M	4.99%	7.00%	£200	ZHL02001
75%	£1.0M	5.39%	5.00%	£200	ZHL02002
75%	£1.0M	5.79%	3.00%	£200	ZHL02003

Product fee can be added on all products, up to a total maximum 80% LTV

Reversion rate for all these products is BBR +5.15%. Current BBR is set at 5.25%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£1.5M	6.99% (BBR +1.74%)	3.00%	£200	ZHL01952
70%	£1.5M	7.04% (BBR +1.79%)	3.00%	£200	ZHL01953
75%	£1.0M	7.04% (BBR +1.79%)	3.00%	£200	ZHL01954

The interest rate quoted is correct as at 17th May 2024 and will change in line with BBR changes. There are no reversion rates applicable to Lifetime Tracker products.

Product Fee can be added to the loan.

You can find an energy certificate (EPC) for a property in England, Wales or Northern Ireland on the [gov.uk website](https://www.gov.uk).

Notes:

The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

HMO & MUFB loans not available if the property is a new build or FAC.

HMO and MUFB loans not normally available for first time landlords, unless there is relevant business experience. Please speak with one of our team for further information.

*Maximum LTV for portfolios with aggregate loans of more than £2,000,000 is 70%. We may require proof of the source of deposits.

Minimum valuation of £100,000 on HMOs and MUFBs.

To secure a rate, the case must proceed to offer within 60 calendar days of the application.

There are a number of fees that apply to our mortgage products during the application process and over the term of the loan.



HMO & MUFB properties

EPC D & E

2 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£1.5M	3.94%	7.00%	£200	ZHL01967
65%	£1.5M	4.94%	5.00%	£200	ZHL01968
65%	£1.5M	5.94%	3.00%	£200	ZHL01969
70%	£1.5M	4.04%	7.00%	£200	ZHL01970
70%	£1.5M	5.04%	5.00%	£200	ZHL01971
70%	£1.5M	6.04%	3.00%	£200	ZHL01972
75%	£1.0M	4.04%	7.00%	£200	ZHL01973
75%	£1.0M	5.04%	5.00%	£200	ZHL01974
75%	£1.0M	6.04%	3.00%	£200	ZHL01975

Product fee can be added on all products, up to a total maximum 80% LTV

Reversion rate for all these products is BBR +5.25%. Current BBR is set at 5.25%

5 Year Fixed

LTV Band*	Maximum Loan	Initial Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£1.5M	4.99%	7.00%	£200	ZHL01985
65%	£1.5M	5.39%	5.00%	£200	ZHL01986
65%	£1.5M	5.79%	3.00%	£200	ZHL01987
70%	£1.5M	5.09%	7.00%	£200	ZHL01988
70%	£1.5M	5.49%	5.00%	£200	ZHL01989
70%	£1.5M	5.89%	3.00%	£200	ZHL01990
75%	£1.0M	5.09%	7.00%	£200	ZHL01991
75%	£1.0M	5.49%	5.00%	£200	ZHL01992
75%	£1.0M	5.89%	3.00%	£200	ZHL01993

Product fee can be added on all products, up to a total maximum 80% LTV

Reversion rate for all these products is BBR +5.25%. Current BBR is set at 5.25%

Lifetime Tracker (No ERC)

LTV Band*	Maximum Loan	Rate	Product Fee	Application Fee (non-refundable)	Product Code
65%	£1.5M	7.09% (BBR +1.84%)	3.00%	£200	ZHL01949
70%	£1.5M	7.14% (BBR +1.89%)	3.00%	£200	ZHL01950
75%	£1.0M	7.14% (BBR +1.89%)	3.00%	£200	ZHL01951

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Product Fee can be added to the loan.

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Notes:

The product fee is calculated as a percentage of the loan amount excluding any fees which are added.

HMO & MUFB loans not available if the property is a new build or FAC.

HMO and MUFB loans not normally available for first time landlords, unless there is relevant business experience. Please speak with one of our team for further information.

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Minimum valuation of £100,000 on HMOs and MUFBs.

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ICR & Income top slicing

Borrower Type		Standard Property. ICR	HMO, MUF, FAC. ICR	Stressed Rate
Limited Company		125%	135%	For Fixed Rate products 5 years or longer, the Payrate is used for the stressed rate.
Individual	Higher Rate Taxpayer	140% *	150%	
	Like for Like remortgage and /or lower rate taxpayer	125%	150%	For Fixed Rate products less than 5 Years and Tracker products, the stressed rate is the higher of Payrate +2.00% or 5.5%.
New Build ICRs reduced to the same level as their non new build equivalents				

* Top slicing or Portfolio Cross Subsidisation may be utilised subject to criteria.

Minimum Term of loan is 5 years with a maximum term of 35 years. Minimum loan amount is £50,000.

^Other fees & costs apply. We reserve the right to withdraw and amend our products at any time without notice.

Early Repayment Charges (ERC)

Early Repayment Charges (ERC)	Year 1	Year 2	Year 3	Year 4	Year 5
2 Year Fixed	3%	2%	N/A	N/A	N/A
5 Year Fixed	5%	4%	3%	2%	1%

Up to 10% of the outstanding loan amount can be repaid in any 12 month period without incurring an early repayment charge.

There are no Early Repayment Charges applicable to our Lifetime Tracker products.

Criteria highlights



Directors need 60% minimum shareholding for Limited Co. apps



Loans sizes available up to £2m on our standard properties, £750k on new builds and flats above commercial, and £1.5m on HMOs and MUFs, depending on LTV (larger loan sizes may be available on inquiry)



Max. age 95 years at end of mortgage term



Product Fees can be added to the loan, up to a maximum total 80% LTV



No height restriction on flats & Deck Access



Loan to value available up to 80% on standard properties, and 75% on new builds, flats above commercial, HMOs and MUFs



Unlimited background portfolio with background portfolio stress testing at 100% of mortgage payments

For more details see the [product & criteria](#) section of our website.