












Retirement mortgages for later life

Provider	Age	Product Fixed rate (F) Variable rate (V)	Rate	Fees	Cash back	Min Valuation and cost	Drawdown Facility Yes/No	Medically Enhanced Yes/No	Protected Equity option Yes/No	Min loan amount	Accept payments	ERCs	Proc Fee
 Hodge England, Wales and Scotland	55 - 85	Retirement Mortgage – 5 year fixed (V)	3.79% (3.95% SVR)	£995	None	Min £100,000 £99 survey fee up to £350k LLA FREE for properties up to £350K	No	No	No	£20,000 - £500,000	Yes. Payments based on the affordability and income of the client. Acceptable sources of income include Pensions, Employment, Savings and Investments. Last 3yrs track record required for Self Employed income	5% - 1% of the capital borrowed in the first 5 years only.	1.25% (standard 1%) LLA 1.4%
	55 - 85	55 + Interest Only: 5yr Fixed (V)	3.30% (3.95% SVR)	£995	None	£170,000 (Free valuations up to £350,000)	No	No	No	£20,000 (£150,000 min equity required)			3% for 2yrs only
	55 - 85	55+ Interest Only: 2yr discounted rate (V)	2.99% (3.95% SVR)	£995	None		No	No	No			3% for 2yrs only	
	55 - 85	55+ Interest Only: 2yr Fixed (V)	3.10% (3.95% SVR)	£995	None								
 Marsden	55 – 85	Interest only - 2 year discounted period (V)	2.39% (30% LTV)	£998 arrangement fee.	None	Min £125,000 Free valuation up to £500,000	No	No	No	Min £30,000 Max £250,000	Yes. Payments based on the clients affordability. Only Pension income taken into consideration. Income from property & investments acceptable if evidenced by SA302's or annual investment statement.	3% to 30/04/18 2% to 30/04/19	0.6%
		Interest only or Repayment – 2 year discounted period (V)	2.49% (60% LTV)									3% to 30/04/18 2% to 30/04/19	0.6%
		Interest only or Repayment – 3 year discounted period (V)	2.59% (60% LTV)									3% to 30/04/19 2% to 30/04/20	0.6%
		Interest only or Repayment – 2 year fixed period (V)	2.89% (60% LTV)									3% to 30/04/18 2% to 30/04/19	0.6%
		Interest only or Repayment – 2 year discounted period (V)	2.49% (60% LTV)	0.5% of the loan amount	None	Min £417,000	No	No	No	Min £250,000 Max £750,000		3% to 30/11/17 2% to 30/11/18	0.6%
		Interest only or Repayment – 2 year fixed period (V)	2.89% (60% LTV)									3% to 30/11/17 2% to 30/11/18	0.6%

Provider	Age	Product Name	Product type (all variable rates)	Rate	Initial Rate duration (until)	Followed by rate	Fees	Min Valuation and cost	Min loan amount	Accept payments	ERCs	Proc Fee
 Available in: England and Wales	18 - 89	Owner Occupier – Mortgage for moving home	3 year discounted rate (1.70% discount) 80% maximum LTV	2.84%	3 years	4.54%	Product Fee £945* Application fee £175	Min £120,000 Free Valuation for properties up to £500,000. For properties over £500,000 fee scale applies less £360 discount.	£45,000 – no max (refer if over £500,000)	Monthly interest payments. Contact the Family Building society for full details.	3% in the first year 2% in the second year 1% in the third year	0.35% minimum £157.50
	18 - 89	Discounted Initial rate with Interest only payment	5 year discounted rate (1.40% discount) 80% maximum LTV	3.14%	5 years	4.54%	Product Fee £1,495* Application fee £175				3% in years 1-3 2% in the fourth year 1% in the fifth year	0.35% minimum £157.50
	18 - 89		5 year discounted rate (1.20% discount) 80% maximum LTV	3.34%	5 years	4.54%	Product Fee £195* Application fee £175				3% in years 1-3 2% in the fourth year 1% in the fifth year	0.35% minimum £157.50
 Available in: England and Wales	18 – 89	Offset Mortgage with capital and interest repayments	2 year discounted rate (2.45% discount) 80% maximum LTV	2.19%	2 years	4.64%	Product Fee £945* Application fee £175	Min £180,000 Free Valuation for properties up to £500,000. For properties over £500,000 fee scale applies less £360 discount.	£45,000 – no max (refer if over £500,000)	Monthly Capital and Interest repayments. Contact the Family Building society for full details.	2% in the first year 1% in the second year	0.5% minimum £225
 Available in: England and Wales	18 - 89	Owner Occupier – Mortgage for moving home	3 year discounted rate (2.20% discount) 80% maximum LTV	2.34%	3 years	4.54%	Product Fee £945* Application fee £175	Min £120,000 Free Valuation for properties up to £500,000. For properties over £500,000 fee scale applies less £360 discount.	£45,000 – no max (refer if over £500,000)	Monthly Capital and Interest repayments. Contact the Family Building society for full details.	3% in the first year 2% in the second year 1% in the third year	0.35% minimum £157.50
	18 - 89		Discounted Initial rate with Capital and Interest repayment	5 year discounted rate (1.90% discount) 80% maximum LTV	2.64%	5 years	4.54%				Product Fee £1,495* Application fee £175	3% in years 1-3 2% in the fourth year 1% in the fifth year
	18 - 89	5 year discounted rate (1.70% discount) 80% maximum LTV		2.84%	5 years	4.54%	Product Fee £195* Application fee £175				3% in years 1-3 2% in the fourth year 1% in the fifth year	0.35% minimum £157.50
 Available in: England and Wales	18 - 89	Owner Occupier – Mortgage for moving home	2 year fixed rate 80% maximum LTV	1.99%	30/04/2019	4.54%	Product Fee £945* Application fee £175	Min £120,000 Free Valuation for properties up to £500,000. For properties over £500,000 fee scale applies less £360 discount.	£45,000 – no max (refer if over £500,000)	Monthly Capital and Interest repayments. Contact the Family Building society for full details.	2% until 30/04/2018 1% until 30/04/2019	0.35% min £157.50
	18 - 89		3 year fixed rate 80% maximum LTV	2.29%	30/04/2020	4.54%	Product Fee £945* Application fee £175				3% until 30/04/2018 2% until 30/04/2019 1% until 30/04/2020	0.35% minimum £157.50
	18 - 89	5 year fixed rate 80% maximum LTV	2.39%	30/04/2022	4.54%	Product Fee £1,495* Application fee £175	5% until 30/04/2018 4% until 30/04/2019 3% until 30/04/2020 2% until 30/04/2021 1% until 30/04/2022				0.35% minimum £157.50	
	18 - 89	5 year fixed rate 80% maximum LTV	2.59%	30/04/2022	4.54%	Product Fee £195* Application fee £175	5% until 30/04/2018 4% until 30/04/2019 3% until 30/04/2020 2% until 30/04/2021 1% until 30/04/2022				0.35% minimum £157.50	

*Product Fee – For loans over £500,000 the product fee will be 0.30% of the loan amount. www.familybuildingsociety.co.uk

 <p>England and Wales</p>	<p>Specialist Solicitors. Club rate £390 + disbursements + VAT for remortgages, purchases refer for fee. Later Life Academy rate £375 + disbursements + VAT for remortgages, purchases refer for fee. (Only for instructions submitted online. See the club website for the link) Equilaw charge a fixed fee on a 'no completion no fee' basis. The paperwork is completed at the Equilaw Head Office in Gloucester; they will then refer the client to a solicitor local to them in order to witness his/her signatures. The additional cost payable directly to the local solicitor is usually no more than £75 + VAT. (if your client is able to travel to the Equilaw head office in Gloucester, the extra £75 + Vat will not be charged)</p> <p>If you client has asked for your advice fee to be paid directly from Equilaw this will be paid to you on the day of completion. Web www.equilaw.uk.com Or contact Claire Barker on 01452 657999</p>
	<p>Offer your clients peace of mind and earn highly attractive commissions. Simple application process: Option to pay by lump sum or fixed monthly payments (if death occurs within 2 years 120% of premiums returned) Golden charter have 3 plans with prices ranging from £3525 to £4239.</p> <p>Commission of £325 paid per case once cooling off period has expired on policy. (£350 for Later Life Academy members) To find out more, email steve.turl@equityreleaseclub.com for simple access to a new income stream.</p>
	<p>Perfect Choice funeral plans. Perfect Choice have 4 set plans available starting from £2535 up to £4230 depending on clients wishes. Choice to pay over 12, 24, 36, 48 or 60 months. Equity Release Club commission of £250 per case. (Enhanced to £270 for Later Life Academy members) For more information on Perfect Choice, please contact Steve on 01452 310777 option 1 or email steve.turl@equityreleaseclub.com</p>
	<p>Club Deal 10% discount in year 1 from £45.00 to £40.50. To find out more use the web: www.freeben.co.uk</p>
	<p>Professional Indemnity Insurance</p> <ul style="list-style-type: none"> • Interest free 10 month Instalment facility. • No administrative fees, the members will only pay the premium plus the IPT with no hidden charges. • Market leading in house claims service. • Market leading rates for Mortgage brokers.

Please ensure the ERC application form is used from our website to secure these deals. . (www.equityreleaseclub.com/application-forms/).

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