



# Mortgage & Protection news

From Mortgage Medics Limited



With ongoing changes across the political and economic spectrum, plus the rules and regulations applicable to funding needs, it's no surprise that you may feel you need advice.

## Let US help YOU...

» In this respect, we can help to make sense of the issues surrounding Brexit, interest rates, inflation and so on; and how this may impact upon both your ability to borrow, and what you can secure.

As you may know, we provide advice across a wide range of needs for both homeowners (existing and potential) and landlords, and along the way would identify the **most suitable deals** for those who may want to:

- move home, or improve the current one.
- buy their first home, or an additional property for second home/rental purposes.
- improve on their current mortgage deal.

Furthermore it's also vital that you consider how you're protecting yourself and your income stream against any unforeseen circumstances that may hit you along the way.

### The Positives

Within the protection industry there's been an enormous amount of innovation over the last couple of years, so it's important to chat through the options. In fact, even if you have longstanding policies in place, it

may also make sense for us to revisit them to ensure you're still getting the most suitable package that meets your current needs.

Another positive is that despite rises in the Bank of England Base Rate - which influences the cost of mortgage deals - we are still very much in a **low interest rate** environment. For example, going back a decade or so, Base Rate was as high as 5.75%.

This means that there are still some excellent deals on offer, whether you are looking at 2, 3, 5 or even 10-year terms at the deal rate.

As for **house prices**, they continue to rise slowly (albeit with regional variations). Across the UK in November 2018, there was a 1.9% annual increase. (Source: Nationwide)

### The Autumn Budget

Amongst the initiatives set out in the Budget in October 2018, there were some that would impact upon the housing sector.

■ The government repeated its intention to incentivise housebuilding.

■ Those that are looking to purchase their first home also benefited...

- The existing **first-time buyer** stamp duty relief has now been extended to first-time buyers purchasing 'shared ownership' homes up to £500,000 in value, with:

- 0% stamp duty on the cost up to £300,000.
  - 5% stamp duty on any amount within the £300,001-£500,000 bracket.
- And all backdated to 22 November 2017.

- The Help-to-Buy Equity Loan scheme was extended and a revised scheme from April 2021 will run until March 2023.

**Whatever your mortgage or protection requirements may be, please do get in touch to hear more.**

**You may have to pay an early repayment charge to your existing lender if you remortgage.**

**HM Revenue & Customs practice and the law relating to taxation are complex and subject to individual circumstances and changes which cannot be foreseen.**

## Mortgage Medics

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**Welcome....** to this newsletter, which covers what we believe are some of the key issues of the moment that affect mortgage, protection and insurance products - and sets out how we **may help you**.

■ Mortgage Medics Limited is an appointed representative of In Partnership the trading name of The On-Line Partnership Limited which is authorised and regulated by the Financial Conduct Authority.

■ **Your home may be repossessed if you do not keep up repayments on your mortgage.**



# Finding a Way

There are still some decent deals on offer, but mortgage rates seem to be edging slightly upwards, and may continue on that path.\* So, is it time to act? (Source: \*Mortgage Brain, November 2018 release)

» With around 5,000 mortgage products out there, meeting a wide range of needs, it can also be a confusing process that highlights the need for advice. So, it's no wonder that **85% of all mortgages continue to go through intermediaries** (such as us).\* (Source: \*iress, 2018 Mortgage Efficiency Survey, October 2018)

**Identifying a route for You**  
 These days there are far stricter rules applied to 'evidencing of income' and 'affordability'. They are in place to ensure that borrowers are stress-tested to see

if they can, not only meet the current payments, but are also able to cope should the interest rate rise.  
 In this respect, different lenders may interpret the rules in different ways, meaning that if you can't get the loan you need from one, you may from another. This is a further reason for securing advice from an adviser who is operating in this marketplace, day-in, day-out. Our involvement may also help to protect your credit score, by not applying to too many different lenders.

## You can Relax

We also recognise that most of you will have time-pressed lives. In which case,

■ **Your home may be repossessed if you do not keep up repayments on your mortgage.**

we'd endeavour to help reduce the hassle of filling out forms and applications. Furthermore, we would hold your hand throughout the process, and try to liaise with the various parties along the way.

## We're here to help You

Of course, you can undertake this whole process yourself. For example, if your deal period is coming to an end, then you may consider remortgaging with the same lender, because you feel they delivered the most suitable deal for you last time.

However, in this dynamic mortgage environment, lenders might be chasing market share at different times, so it may not be the best option to limit yourself to what's on offer from just one of them.

That's why it makes sense to ask us to assess the wider marketplace. It is an important process, even if the upshot is that you stay where you are.

In the first instance, to get a feel for payments against the interest rate you're currently on vs. what you believe could be on offer; do check out the mortgage calculator to see how this may pan out.

**Please get in touch if you would like to hear more.**

**You may have to pay an early repayment charge to your existing lender if you remortgage.**

## Mortgage Calculator

- could it work for you?

Monthly payments for a mortgage per £1,000 borrowed over 25 years

| Interest rate % | Interest-only* £ | Repayment £ |
|-----------------|------------------|-------------|
| 0.25            | 0.21             | 3.44        |
| 0.50            | 0.42             | 3.55        |
| 1.00            | 0.83             | 3.77        |
| 1.50            | 1.25             | 4.00        |
| 2.00            | 1.67             | 4.24        |
| 2.50            | 2.08             | 4.49        |
| 3.00            | 2.50             | 4.74        |
| 3.50            | 2.92             | 5.01        |
| 4.00            | 3.33             | 5.28        |
| 4.50            | 3.75             | 5.56        |
| 5.00            | 4.17             | 5.85        |
| 5.50            | 4.58             | 6.14        |
| 6.00            | 5.00             | 6.44        |
| 6.50            | 5.42             | 6.75        |
| 7.00            | 5.83             | 7.07        |

Here's how to use the mortgage payments calculator: A £100,000 mortgage over 25 years, charged at a 2% interest rate would cost 100 x £4.24 (for Repayment) = £424 per month.

\* Excludes any payments to a separate savings scheme, to help pay off the capital amount borrowed.  
 This calculator only provides a guide to monthly payments and does not guarantee eligibility for a mortgage. The actual amounts that you may have to pay may be more or less than the figures shown. Please contact us for a personalised illustration.

## Want to move off your SVR?

The 2.41% difference between an average Fixed Rate two-year deal and the average 4.85% Standard Variable Rate (SVR) was at a 10-year high.

(Source: Moneyfacts, September 2018 analysis)

» While you may have good reason to be sitting on your lender's (generally more expensive) SVR, do talk to us if you'd like to consider a more suitable deal.

For example, you may have come off your deal period, but are worried that you may not qualify for a new one.

If you find yourself in this position, then you're not alone, as at least 1.8m borrowers are currently on their SVR. (Source: UK Finance)

Interestingly, about 150,000 of them are viewed by the industry as **Mortgage Prisoners** - borrowers who are 'stuck' on their existing deal. However, recent developments mean that some of those, who sit with active lenders, are now being looked upon more favourably.

This slight relaxation of the lending criteria may possibly result in some lenders being more amenable to others on an SVR, so it's well worth having the conversation with us.



# From feeling fine... to **Breadline**

1 in 4 Brits say they'd face financial ruin if they were out of work for only 4 weeks.

(Source: Drewberry, Protection Insurance Survey 2018)

» The good news is that there are **Protection products** out there to deliver a degree of financial support (and comfort) should the unexpected occur, and you're unable to work due to ill-health, injury, or worse still, death.

Understandably, these are not topics that most people are keen to consider or discuss. And if they do, then protection plans can often be a reluctant purchase, where you're expected to commit money to something you hope will either never happen, or would not occur for many, many years.

Yet, sadly it does. According to research from Drewberry, **1 in 8 of all current healthy 35-year-olds will die before the age of 65!**

(Source: Drewberry, Protection Insurance Survey 2018)

As worrying as that figure may be, it is probably more likely that they would face long-term ill-health, injury or a serious illness across the same period. However, if a suitable policy is in place, it may ensure the bereaved family keeps a roof over their head, or that the planholder is able to fully focus their energies on recovery.

## What's on Offer?

There isn't really a one-size fits all type of product offering, but broadly there are three main areas to consider:

- **Life Cover**, that pays out a lump sum when you die.
- **Critical Illness Cover**, that pays out a lump sum when you have a specified serious illness.
- **Income Protection**, that pays you a percentage of your monthly income when you can't work due to illness or injury.

Of course, it's far more complex than that, when you're faced with a multitude of insurers, with varying plans, numerous options and added-value benefits. Also, do consider what your employer provides, and how extensive (or limited) that may be.

## Consumer take-up Concerns

### ■ "It's too expensive"

Let's consider an Income Protection plan. In general, if you meet the conditions when off work through illness or injury, this will pay out until you're well enough to return to work; have retired; the policy ends; or upon your death. Whichever happens first.

To keep a control on costs, let's look at a limited payment term plan that pays out for up to two years, if unable to work due to illness or injury. Analysis by Zurich, an insurer, set out that Income Protection cover for a 35-year-old professional earning the average salary of £27,000, and wanting to protect 50% of their net income may only cost the equivalent of **one takeaway coffee a week** across the course of each month.

(Source: Zurich, Cost of Resilience report, August 2018)

Of course, premiums will be dependent on your own set of circumstances.

### ■ "They rarely pay out"

In fact, the opposite is true, as **97.8% of all claims were paid out** in 2017, amounting to an average payout of almost £14m a day. The highest percentage payout is applicable to Life cover (99.5%), but even with Income Protection (87.2%), and Critical Illness (92.2%), the vast majority of claims are settled.

(Source: Association of British Insurers, April 2018 release)

**As with all insurance policies, terms, conditions and exclusions will apply.**

## PROTECTION SHORTS...

### ■ It's for Tenants too

A key time when people consider taking out a protection plan is at the time of a house purchase or remortgage. Yet protection is equally important for those renting, particularly as some landlords may be even less understanding than lenders!

### ■ Added-Value Benefits

The benefits now available across a wide range of Protection product offerings, can deliver tangible support - even if you never actually claim. This could cover areas such as remote GP services, telephone counselling, through to wearable tech to monitor your activity.

### ■ Place it in a Trust

A Trust is a legal arrangement that can help ensure that **life policies**, for example, are paid out speedily to the beneficiaries. This would mean that there's one less issue to worry about at a difficult time for the family. It may also assist with any inheritance tax planning, if relevant.

More recently, this process has become easier to undertake, with some insurers having online trust planning in place.

**Not all protection policies should be written in Trust, so do take advice. The Financial Conduct Authority does not regulate Trust advice.**

# Landlord issues

Viewpoint from  
Sally Hubbard,  
Justin Lloyd Estate  
and Letting Agents.



The last few years has brought many changes for UK Landlords.

» We've seen an increase in Stamp Duty Land Tax (SDLT), mortgage tax relief, additional licensing and The Deregulation Act, to name a few. It has never been harder to be a successful, compliant Landlord.

However, in **Brighton and Hove** we have witnessed stable and even increased rents, particularly in the student let property market and well-maintained seafront apartments for professionals. This means increased yields and great long-term returns on investment.

With this in mind, and it currently being a buyer's market, it could be a good time to expand your portfolio. Talk to your agent and Mortgage Medics about opportunities in the area; perhaps releasing equity from your properties to generate a larger deposit or remortgaging your current rental to make the most of low interest rates.

## Selective Licencing (see map above)

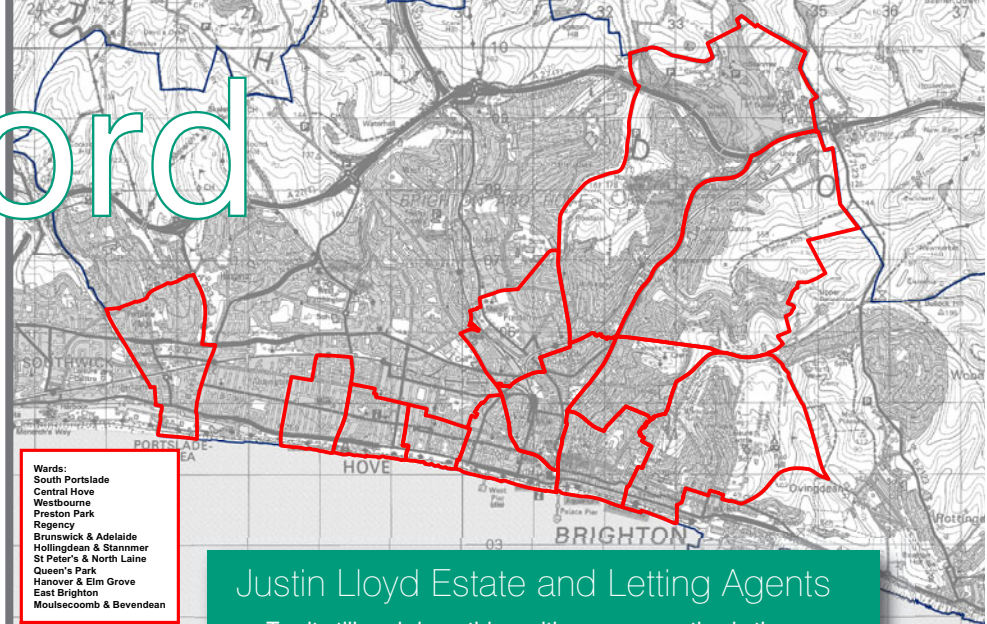
**Brighton and Hove City Council** were set, and backed by the Housing Minister, to introduce Selective Licencing to 12 wards in Brighton and Hove, in February 2019. This was intended for 27,000 properties at a licence fee of £460 per property, at a total cost of £12,420,000 to local Landlords.

Through the drive and determination of **iHowz, The Professional Association for Landlords**, this ruling has now been overturned. iHowz representatives are volunteers, and the association has spent tens of thousands of pounds to get this rule overturned. Without associations like this, many excellent Landlords in the city would have been penalised, because of a few rogue landlords that do not comply to legislation. I would like to urge grateful and compliant Landlords to contact iHowz for more information and, if you can, make a small contribution to their costs, which has in turn saved you hundreds.

Contact [info@ihowz.uk](mailto:info@ihowz.uk).

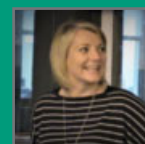
If for one will be supporting this group and feel that as a local agent we need to pull together to ensure that our compliant Landlords, who offer an excellent standard of accommodation to tenants in our City, are not penalised because of the few who do not comply to housing legislation.

■ We cover mortgages, insurance and protection products along with a number of other financial areas, so do contact us if you'd like to discuss your financial needs: Brighton - 01273 878760; Hove - 01273 329509; Woking - 01483 212622  
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## Justin Lloyd Estate and Letting Agents

■ To sit still and do nothing with your properties is the same as going backwards. Continually review your options, get advice on how to work with current market conditions and products available, in order to maximise your property portfolios potential.



■ Sally Hubbard is the Director of Justin Lloyd Estate and Letting Agents. The company was founded in 2001 and Sally bought the business in 2015 with her family, after working with Justin as Lettings Director for 6 years. Sally is a member of ARLA and is dedicated to ensuring that she and her team are on top of housing legislation in order to offer their clients the best service possible.

■ Join both Justin Lloyd and Mortgage Medics in their next **Property Seminar in January 2019**. For information email [hello@justinlloyd.co.uk](mailto:hello@justinlloyd.co.uk)

**There is no guarantee that it will be possible to arrange continuous letting of the property, nor that the rental income will be sufficient to meet the costs of the mortgage.**

**The value of your Buy-to-Let property and income from it can go down as well as up. You may also require advice on the legal and tax issues.**

**The Financial Conduct Authority does not regulate legal and taxation advice, and most Buy-to-Let mortgages.**

**HM Revenue & Customs practice and the law relating to taxation are complex and subject to individual circumstances and changes which cannot be foreseen.**

■ Your property may be repossessed if you do not keep up repayments on your mortgage.

There may be a fee for arranging a mortgage and the precise amount will depend on your circumstances. This will typically be £399 for a purchase or £249 for a remortgage.

Mortgage Medics, registered at: 353 Portland Road, HOVE BN3 5SF

■ The contents of this newsletter are believed to be correct at the date of publication (December 2018).

■ Every care is taken that the information in the *Mortgage & Protection News* publication is accurate at the time of going to press. However, all information and figures are subject to change and you should always make enquiries and check details and, where necessary, seek legal advice before entering into any transaction.

■ The information in this newsletter is of a general nature. You should seek professional advice tailored to your needs and circumstances before making any decisions.

■ We do hope that the newsletter is of interest to you, however, please inform us if you no longer wish to receive it.