

**We'll go further
to deliver great
service**



Issue 64

September 2010

Intermediary Mortgage Range

To contact your local Skipton Business Development Manager
please call 0800 87 66 010

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With minimal submission documentation, applications can be processed very quickly.

Below is the checklist of items required from your client for a mortgage:

- fully completed application form
- three month's bank statements showing credits from employer and debits to lender
- Latest P60
- three month's latest pay slips
- application/valuation fee (if applicable)
- last two years' finalised accounts (self-employed only)
- six month's business bank statements (self employed only)

Some of the key reasons to use Skipton Building Society are:

we provide **you** with...

- a dedicated intermediary sales force
- direct access to underwriters
- procurement fees paid 10 working days after completion

we provide **your** clients with...

- daily interest
- realistic affordability calculations
- payment holidays
- Accident, Sickness and Unemployment cover*

we do **not**...

- cross-sell on life and pension business
- for most products, charge an early repayment fee on the first 10% of the amount of the original loan repaid in any one year
- take references

LTV

Please note, where separate interest rates apply for different Loan-to-Values (LTVs), a change in the valuation or loan required may mean your client is ineligible for the rate they originally applied for. In this instance you will be advised of the change and asked if you still wish to proceed with your client's application. Before submitting a full application you may wish to take advantage of the Decision in Principle facility to ensure the case fits our criteria.

Interest only options

These can be arranged on mortgages and remortgages (except first time buyers (see note opposite)) provided a suitable repayment vehicle is in place and with a maximum loan as per the individual product specifications. Whilst life cover is not obligatory, the Society would advise that some form of mortgage protection is taken out on all products.

Direct Debits

All our mortgages are conditional on monthly payments being made in advance by Direct Debit on the 1st of each month. All interest rates include a Direct Debit discount of 0.25%. If the Direct Debit is cancelled for any reason, the Direct Debit discount will be removed.

Discounts

All discount periods apply from the end of the month in which completion takes place.

Valuation fees

These are payable with the application except where stated, and include a non-refundable administration charge. Minimum property value £50,000. The maximum administration charge is £245. The applicable administration fee will be displayed in your clients KFI.

Property value	Standard Valuation	Homebuyers plus standard valuation	Building surveys plus standard valuation	Buy-to-let standard valuation
Up to £100,000	£305	£485	£745	£365
£100,001 – £150,000	£380	£550	£770	£390
£150,001 – £200,000	£400	£580	£830	£430
£200,001 – £250,000	£455	£685	£975	£490
£250,001 – £300,000	£475	£705	£995	£490
£300,001 – £350,000	£525	£815	£1,140	£555
£350,001 – £400,000	£545	£835	£1,160	£555
£400,001 – £450,000	£590	£955	£1,305	£615
£450,001 – £500,000	£610	£975	£1,325	£615

On cases where the property value is above £500,000, please speak to your Business Development Manager.

Remortgages

Remortgages qualify for free standard legal fees and standard valuation. There may be some additional legal costs payable where the remortgage is above £500,000.

Free valuations to maximum of £610 (property value up to £500,000). Available on one application per applicant(s).

#Product fees

Fees payable at application or completion (whether paid up-front or added to the loan) are non-refundable.

ERC (Early Repayment Charge)

Where no ERC applies or the ERC period has expired, interest to the end of the month of redemption is payable on redemption, and unlimited overpayments can be made.

* However, where there is a 10% overpayment allowance, this is per annum and cannot be rolled over.

*Accident, Sickness and Unemployment (ASU) cover

Accident, Sickness and Unemployment cover provides security and peace of mind should your client be unable to work for these reasons. Irrespective of your client's job or nature of your client's contract, we have one premium for all cases.

Underwritten by Jubilee Service Solutions Limited, 21 Perrymount Road, Haywards Heath, West Sussex RH16 3TP. Authorised and regulated by the Financial Services Authority (FSA).

First Time Buyers

For first time buyers, products are only available on a capital and interest repayment basis. Maximum loan available is £250,000, minimum 12 months continuous employment. For first time buyer joint applications all applicants must be first time buyers.

Further information

- Our mortgage products can be withdrawn at very short notice
- Any mortgage offer we make will be valid for three months and is not transferable to different properties
- It is our usual practice to send the mortgage advance to the conveyancer by CHAPS, and a charge of £25 will be debited to your client's account, or it can be paid on completion.

Definitions/abbreviations are found in the Mortgage Guide.

Principal Office, The Bailey, Skipton, North Yorkshire BD23 1DN Telephone: 0800 87 66 010*
skipton-intermediaries.co.uk

PRODUCT FEATURES	CURRENT PAY RATE (as at 31/08/2010)	MAX LTV <small>subject to Society's lending criteria (see enclosed for details)</small>	COMPLETION FEES (debited on completion)*	NOTES	OVERPAYMENTS ALLOWED #	EARLY REPAYMENT CHARGES
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Fixed rate mortgages

2 Year Fixed Rate Purchase and Remortgage	<ul style="list-style-type: none"> Fixed rate until 30/09/2012 For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% Free legal fees and valuation available for remortgages 	2.99%	65%	£995	Purchase and Remortgage business. Free legal/valuation for remortgages	Yes, 10% to 30/09/2012	3% until 30/09/2012
2 Year Fixed Rate Purchase and Remortgage	<ul style="list-style-type: none"> Fixed rate until 30/09/2012 For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% Free legal fees and valuation available for remortgages 	3.19%	70%	£995	Purchase and Remortgage business. Free legal/valuation for remortgages	Yes, 10% to 30/09/2012	3% until 30/09/2012
2 Year Fixed Rate Purchase Only	<ul style="list-style-type: none"> Fixed rate until 30/09/2012 For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% 	3.29%	75%	£995	Purchase business only	Yes, 10% to 30/09/2012	3% until 30/09/2012
2 Year Fixed Rate Remortgage Only	<ul style="list-style-type: none"> Fixed rate until 30/09/2012 For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% Free legal fees and valuation 	3.69%	75%	£995	Remortgage business only. Free legals / valuations	Yes, 10% to 30/09/2012	3% until 30/09/2012
2 Year Fixed Rate Purchase and Remortgage	<ul style="list-style-type: none"> Fixed rate until 30/09/2012 For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% Free legal fees and valuation available for remortgages 	4.29%	80%	£995	Purchase and Remortgage business. Free legal/valuation for remortgages	Yes, 10% to 30/09/2012	3% until 30/09/2012
2 Year Fixed Rate Purchase Only	<ul style="list-style-type: none"> Fixed rate until 30/09/2012 For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% 	4.59%	85%	£995	Purchase business only	Yes, 10% to 30/09/2012	3% until 30/09/2012
2 Year Fixed Rate Remortgage Only	<ul style="list-style-type: none"> Fixed rate until 30/09/2012 For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% Free legal fees and valuation 	4.89%	85%	£995	Remortgage business only. Free legals / valuations	Yes, 10% to 30/09/2012	3% until 30/09/2012
3 Year Fixed Rate Purchase Only	<ul style="list-style-type: none"> Fixed rate until 31/07/2013 For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% 	4.19%	75%	£995	Purchase business only	Yes, 10% to 31/07/2013	5% until 31/07/2011 4% until 31/07/2012 3% until 31/07/2013
3 Year Fixed Rate Remortgage Only	<ul style="list-style-type: none"> Fixed rate until 31/07/2013 For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% Free legal fees and valuation 	4.49%	75%	£995	Remortgage business only. Free legals / valuations	Yes, 10% to 31/07/2013	5% until 31/07/2011 4% until 31/07/2012 3% until 31/07/2013
3 Year Fixed Rate Purchase Only	<ul style="list-style-type: none"> Fixed rate until 31/07/2013 For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% 	5.29%	85%	£995	Purchase business only	Yes, 10% to 31/07/2013	5% until 31/07/2011 4% until 31/07/2012 3% until 31/07/2013
3 Year Fixed Rate Remortgage Only	<ul style="list-style-type: none"> Fixed rate until 31/07/2013 For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% Free legal fees and valuation 	5.49%	85%	£995	Remortgage business only. Free legals / valuations	Yes, 10% to 31/07/2013	5% until 31/07/2011 4% until 31/07/2012 3% until 31/07/2013
5 Year Fixed Rate Purchase and Remortgage	<ul style="list-style-type: none"> Fixed rate until 30/09/2015 For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% Free legal fees and valuation available for remortgages 	4.78%	80%	£995	Purchase and Remortgage business. Free legal/valuation for remortgages	Yes, 10% to 30/09/2015	5% until 30/09/2011 4% until 30/09/2012 3% until 30/09/2013 2% until 30/09/2014 1% until 30/09/2015

PRODUCT FEATURES	CURRENT PAY RATE (as at 31/08/2010)	MAX LTV <small>subject to Society's lending criteria (see enclosed for details)</small>	COMPLETION FEES (debited on completion)*	NOTES	OVERPAYMENTS ALLOWED #	EARLY REPAYMENT CHARGES
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Tracker mortgages

2 Year Base Rate Tracker Purchase Only	<ul style="list-style-type: none"> Tracks BoEBR plus 2.19% for 2 years For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% 	2.69%	75%	£995	Purchase business only	Yes, 10% per annum	3% for 2 years
2 Year Base Rate Tracker Remortgage Only	<ul style="list-style-type: none"> Tracks BoEBR plus 2.49% for 2 years For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% Free legal fees and valuation 	2.99%	75%	£995	Remortgage business only. Free legals / valuations	Yes, 10% per annum	3% for 2 years
2 Year Base Rate Tracker Purchase Only	<ul style="list-style-type: none"> Tracks BoEBR plus 3.34% for 2 years For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% 	3.84%	85%	£995	Purchase business only	Yes, 10% per annum	3% for 2 years
2 Year Base Rate Tracker Remortgage Only	<ul style="list-style-type: none"> Tracks BoEBR plus 3.99% for 2 years For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% Free legal fees and valuation 	4.49%	85%	£995	Remortgage business only. Free legals / valuations	Yes, 10% per annum	3% for 2 years
2 Year Base Rate Tracker Purchase and Remortgage	<ul style="list-style-type: none"> Tracks BoEBR plus 4.39% for 2 years For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% Free legal fees and valuation available for remortgages 	4.89%	90%	£995	Purchase and Remortgage business. Free legal/valuation for remortgages	Yes, 10% per annum	3% for 2 years
3 Year Base Rate Tracker Purchase Only	<ul style="list-style-type: none"> Tracks BoEBR plus 2.79% for 3 years For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% 	3.29%	75%	£995	Purchase business only	Yes, 10% per annum	5% Year 1 4% Year 2 3% Year 3
3 Year Base Rate Tracker Remortgage Only	<ul style="list-style-type: none"> Tracks BoEBR plus 3.09% for 3 years For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% Free legal fees and valuation 	3.59%	75%	£995	Remortgage business only. Free legals / valuations	Yes, 10% per annum	5% Year 1 4% Year 2 3% Year 3
3 Year Base Rate Tracker Purchase Only	<ul style="list-style-type: none"> Tracks BoEBR plus 3.59% for 3 years For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% 	4.09%	85%	£995	Purchase business only	Yes, 10% per annum	5% Year 1 4% Year 2 3% Year 3
3 Year Base Rate Tracker Remortgage Only	<ul style="list-style-type: none"> Tracks BoEBR plus 3.79% for 3 years For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% Free legal fees and valuation 	4.29%	85%	£995	Remortgage business only. Free legals / valuations	Yes, 10% per annum	5% Year 1 4% Year 2 3% Year 3
3 Year Base Rate Tracker Purchase Only	<ul style="list-style-type: none"> Tracks BoEBR plus 5.09% for 3 years For the remainder of the term of the mortgage, changing to BoEBR + 4.45% giving a current pay rate of 4.95% 	5.59%	90%	£995	Purchase business only	Yes, 10% per annum	5% Year 1 4% Year 2 3% Year 3