

# HOW TO ARRANGE A REMORTGAGE THROUGH US



# INTRODUCING OUR REMORTGAGE SERVICE

Taking out a mortgage is a huge financial commitment that needs regularly reviewing. It's unlikely you'll remain with the same mortgage product for the whole term - you can take advantage of a new product to suit your needs and current finances. This guide explains everything you need to know about the remortgaging process.

A remortgage is when you switch your existing mortgage to a new lender, whereas a product transfer is when you remain with your current lender but switch to a different mortgage

## What is a Remortgage?

Remortgaging is a process in which you, as a property owner, choose to renew your mortgage. This may happen when you're approaching the end of your current mortgage deal, or if you're shopping around for a better deal. When remortgaging, depending on what deals are available to you, you may choose to get a product transfer' or choose a new lender.

## Why Remortgage?

There are lots of reasons why you might want to remortgage. For example:

**Your current mortgage product is ending:** Most mortgage products come with low rates for an initial 2 - 5 year period. After that, you're usually moved to your lender's Standard Variable Rate (SVR), which often means higher monthly payments.

**Raise Money:** If your current lender won't offer a further advance/ top-up loan, another lender might allow you to borrow more. You could use the extra funds for home improvements, helping family, or consolidating debt.

**Change in Circumstances:** Life changes like marriage, children, inheritance, or divorce may require a new mortgage plan.

**Pay off Capital:** If you have extra funds and want to reduce your loan, remortgaging might help - especially if your current lender restricts overpayments.

# YOUR REMORTGAGE OPTIONS

## Option 1 - Switch to a better deal through Countrywide Mortgage Services

Our Mortgage Services Consultants can compare thousands of mortgages to find the right remortgage for you and your circumstances. As a reminder, if you have already paid a lifetime membership fee for our advice, we will continue to monitor your mortgage via our 24/7 mortgage monitoring tool to ensure you stay on the best possible deal.

## Option 2 - Switch to a new deal offered by your current lender

Your current lender may have already been in contact with you to offer a transfer on to a new rate. Whilst this may seem like a good option, it is worth considering that your existing lender will only be able to offer you a limited selection of deals. Our Mortgage Consultants also have access to deals from your existing lender, in addition to thousands of other mortgages for comparison.

## Option 3 - You can choose not to arrange a new deal

You are not obligated to switch to a new deal through Countrywide Mortgage Services or your existing lender. If you choose this option then you will automatically move on to your lender's Standard Variable Rate at the end of your current deal. Please note that your monthly mortgage payments are likely to be higher however.

### Don't Forget:

With a Repayment Mortgage, each monthly payment includes both capital and interest. Your loan gradually reduces, and by the end of the term, your mortgage will be fully repaid (provided you keep up with payments). This is a low-risk method that guarantees the repayment of your mortgage.

### Outstanding Mortgage

Before applying for a remortgage, you'll need to confirm how much you owe on your existing mortgage from your current lender. Our Mortgage Consultants can help you with this.

### Early Repayment Charges

Most mortgages have an Early Repayment Charge (ERC) that usually covers the initial benefit period. If you remortgage during this time you might have to pay that charge. It's worth checking with your lender to see if your mortgage has an ERC, how much it is, and when it expires.

# 7 STEPS TO REMORTGAGING YOUR HOME

We're here for you every step of the way, ensuring the process is as smooth as possible.

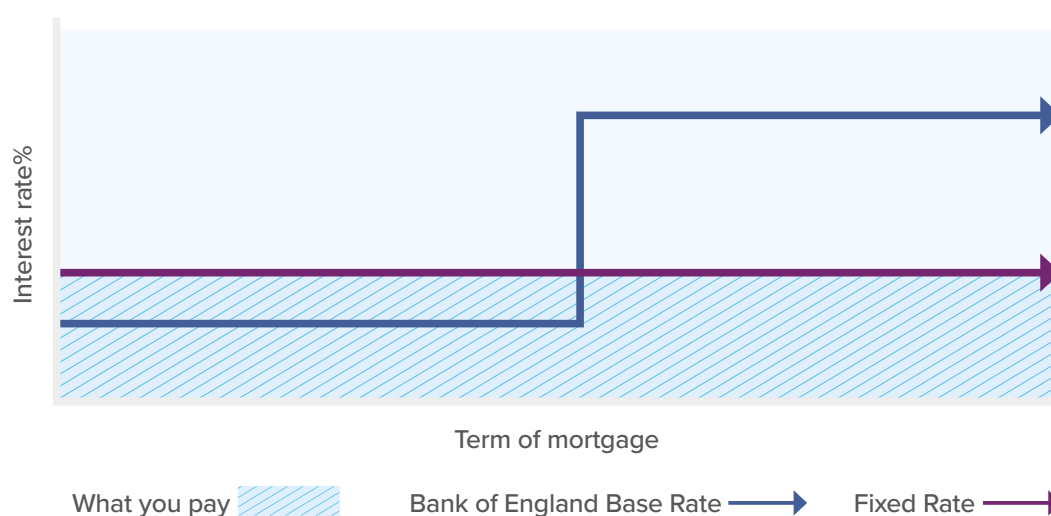
1	<b>YOUR REMORTGAGE NEEDS</b> Speak to our mortgage consultant to discuss your remortgage needs and requirements.
2	<b>YOUR PROTECTION NEEDS</b> It's important to have the appropriate insurance in place to protect you and your home. Speak to your Mortgage Consultant to discuss your protection needs and requirements.
3	<b>YOUR DECISIONS</b> Our mortgage consultant will search through our panel of lenders and recommend an appropriate mortgage provider based on how much they are prepared to lend to you in principle, subject to status and lender criteria. They will also provide their recommendation for a suitable Conveyancer to manage your Remortgage. Once all decisions have been made, your consultant will submit all paperwork through to the relevant lender and insurer(s) to progress your application/s.
4	<b>REMORTGAGE VALUATION</b> Your lender will arrange a valuation on your property. Speak to your Mortgage Consultant to find out more.
5	<b>REMORTGAGE OFFER</b> Your remortgage and protection offer will be issued, subject to terms and conditions.
6	<b>FINAL CHECKS</b> Speak to us to ensure all your remortgage and protection arrangements are in place before completion.
7	<b>COMPLETION</b> All money is transferred and your remortgage is now complete! Now would be the perfect time to plan ahead and put a Will in place if you haven't done so already. Speak to your Mortgage Consultant to find out more.

# TYPES OF REMORTGAGES AVAILABLE

Here are some of the most popular types of mortgages available.

## Fixed rate

Your payments are locked in and you only pay the fixed amount, regardless of what the Bank of England Base Rate is doing.



This graph is for illustrative purposes only.

- Your mortgage rate is fixed for a period — typically 2, 3, 5 or 10 years
- Gives you a fixed figure so you can calculate your monthly budget
- Exact cost known
- You are protected from rate increases (during fixed period)
- You move on to your Standard Variable Rate at the end of the fixed rate period (unless you remortgage)

## Look out for:

- Early repayment charges and arrangement fees (these are likely)
- Payment shock\*

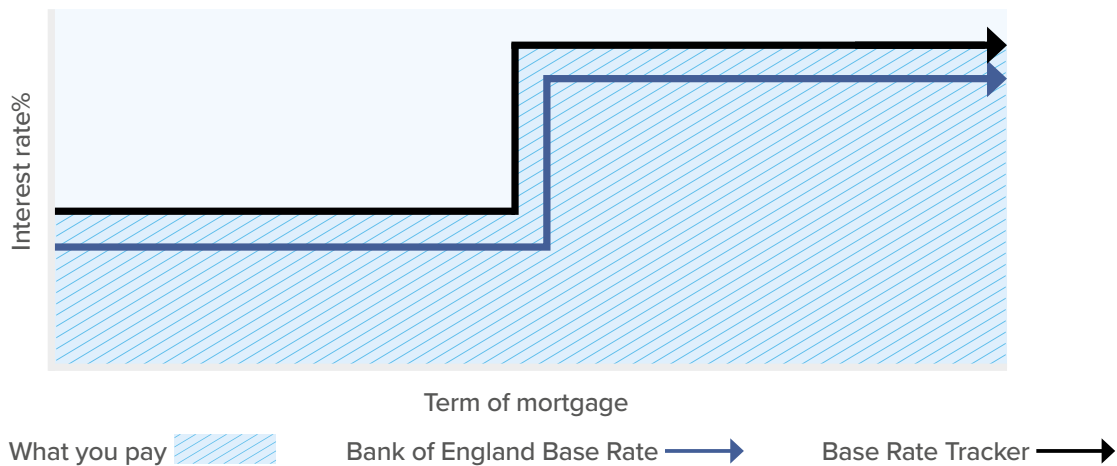
## How does the Bank of England affect this?

- Any interest rate rises won't impact your fixed rate however you will not benefit from any decreases in base rate.

\*An increase in the payment on an adjustable rate mortgage that may surprise the borrower at the end of an incentive period.

## Base rate tracker

Your payments track the Bank of England Base Rate plus additional interest. This rate is directly affected by the Bank of England Base Rate.



This graph is for illustrative purposes only.

- You may benefit from immediate rate reductions
- Follows an interest rate that is usually set in line with the Bank of England base rate for a certain period of time
- Payments more accurately reflect underlying interest rates of the time

## Look out for:

- Arrangement fees
- Early repayment charges and arrangement fees (these are possible)
- Payment shock\*

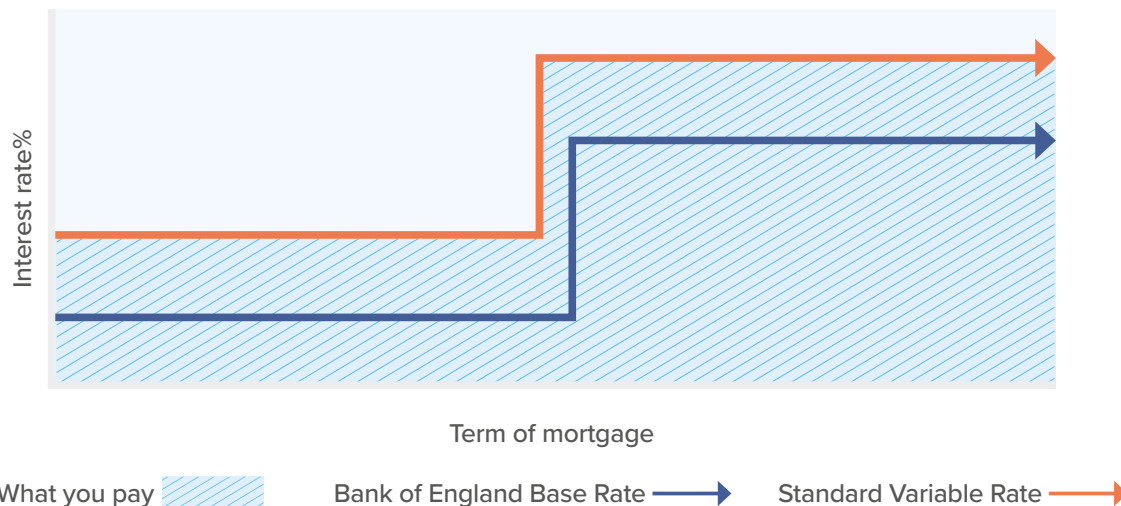
## How does the Bank of England affect this?

- You are not protected from rate increases
- Your rate immediately follows base rate increases

\*An increase in the payment on an adjustable rate mortgage that may surprise the borrower at the end of an incentive period.

## Variable rate

Your payments follow your current lender's Standard Variable Rate. This rate is usually based on the Bank of England Base Rate plus additional interest set by the lender.



This graph is for illustrative purposes only.

- No hidden extra charges – You always pay the lender's current rate
- You may benefit from rate reductions
- You are unlikely to have any arrangement fees or early repayment charges

## Look out for:

- Your monthly budgeting (this can be more difficult)

## How does the Bank of England affect this?

- When the base rate rises, the Standard Variable Rate will likely increase too and this typically is higher than the Bank of England

# BEFORE YOUR CURRENT MORTGAGE DEAL ENDS

When you take out a remortgage through us you can choose to become a Lifetime Member if you haven't already done so previously. This means you will receive ongoing mortgage and insurance advice for life.

We will contact you again before your current mortgage is due to expire – either via email, letter or telephone call. We will then arrange a remortgage appointment with one of our Mortgage and Protection Consultants to discuss your future needs.

## We'll send you a reminder

We'll contact you 12 months before your current deal is due to end.

### Mortgage advice without the broker fee



If you paid the £699 lifetime membership fee when we first arranged your mortgage, you won't have to pay this again when you remortgage through us, just an administration fee.\*

### Free Mortgage Monitoring 24/7



We will continue to check your mortgage against thousands of other rates from our panel of lenders, up until your current deal ends using our Mortgage Monitoring tool. This includes sending savings alerts if we find a better deal before your current mortgage expires, mortgage market notifications and a 'Mortgage Health Check' email every 90 days – all completely free. Please note that you may have to pay an early repayment charge if you change to a new product before the end of your current deal.

### Always on hand to review your remortgage options



To make sure you are on the very best deal for your circumstances, our Mortgage Services Team will be in touch a couple of months before your current deal expires to talk through your remortgage options (unless we find a better saving for you sooner). Here, they will compare your existing deal to 1000s of products from our panel of lenders.

\*An administration fee applies on all product transfers, mortgage and remortgage transactions. Our fee structure is as follows: £99 for Residential property customers. £149 for Buy To Let property customers.

Please note: We reserve the right to change our administration fee process and descriptions without notice



**Any fees payable will be explained in your initial no obligation appointment, before you choose whether to use our Mortgage Services.**

