

To help you understand how Buy to Let could work for you, we have put together this fictitious example:

Rob and Joan Fisher are established Buy to Let landlords, who bought a property in Exeter a few years ago to rent out to university students.

With equity they built up in the property, plus a further mortgage advance from The Mortgage Works, the Fishers were able to purchase another property to let out.

They quickly got the appetite and now own other rental properties in Exeter, all let out to students. Over the years the Fishers have formed good relations with the university, ensuring they rent to the right type of tenant. They also have a good understanding of what type of property a student is looking for and where.

Key to their success has been the amount of background work they have put in. Before buying the properties the Fishers researched the areas to ensure they were confident they would let each one out. For further peace of mind they calculated and set their rental charges to cover the void summer months.

Speak to your adviser today:

**YOUR HOME MAY BE REPOSSESSED IF YOU DO NOT KEEP UP REPAYMENTS ON YOUR MORTGAGE.**

The Mortgage Works (UK) plc is a wholly owned subsidiary of Nationwide Building Society and is authorised and regulated by the Financial Conduct Authority under registration number 189623. Most buy-to-let mortgages are not regulated by the Financial Conduct Authority. Registered Office: Nationwide House, Pipers Way, Swindon SN38 1NW. Registered in England. Company Registration Number 2222856. Applications are required. Standard terms and conditions available on request.

Telephone: 08000 30 40 40

Please note that for our mutual protection and to improve service standards, we may monitor and/or record telephone calls.

# Buy to Let and Let to Buy mortgages

Investing in property? Then it's time to look at your options and find a mortgage that fits.



# Welcome

The Mortgage Works is a specialist mortgage lender of Nationwide Building Society.

We specialise simply in mortgages for those whose lives are anything but simple!

Our mortgage products are distributed through mortgage intermediaries. And as intermediaries can choose from any number of different companies' products, you can be certain that we are constantly striving to improve what we do.

## Individual approach

### Buy to Let mortgages

Buying a property to rent out has become a popular form of investment, giving thousands of landlords the opportunity to share in the potential for growth that the property market offers.

From the first time landlord to the seasoned investor, we offer a range of options that are designed to suit the needs of anyone looking to purchase property to rent out.

With many years of Buy to Let lending under our belt, we've built up an extensive knowledge of this market, so you can be sure of the support of one of the best lenders in the business.

As with all our mortgages, we consider each Buy to Let application on an individual basis and can offer a number of different options to suit your needs.

Houses in Multiple Occupation – This range caters for experienced landlords investing in property occupied by 5 or more people, comprising 3 or more households, being unrelated persons.

### Let to Buy mortgages

We've expanded your options further with a range of Let to Buy products.

The range has been designed in response to your ever-changing financial requirements. Whether you want to retain your property as a long-term investment, relocating due to work commitments or simply wanting to move to a property that is easier to maintain, these products mean there is no longer any need for you to feel tied down.

With Let to Buy your solicitor will need to confirm the simultaneous purchase of a new residential property, you can then become a first-time landlord by remortgaging your residential property and renting it out.

## What makes our mortgages so special?

We believe in responsible lending as the foundation for a long term relationship with you.

Our underwriters are able to think outside the box to endeavour to meet your specific mortgage requirements in a professional and timely manner. Using common sense lending our underwriters aim to tailor a mortgage to meet even the most demanding of situations.

### Why choose The Mortgage Works?

- Single and multiple properties accepted.
- Choice of rates and benefit period terms.
- First time landlords accepted up to a maximum 75% loan to value.
- Foreign nationals resident in the UK accepted (subject to meeting our criteria).
- Affordability based on rental income.
- Fully portable – keep your existing interest rate and pay no Early Repayment Charges.

All the above are subject to current terms, conditions and criteria.