Quick mortgages

FOR SERVING PERSONNEL, VETERANS AND FORCES FAMILIES

Your mortgage guide for a career in the Armed Forces.

Fee-free, whole-of-market advice across 110+ lenders — from a first purchase on basic pay to a mortgage that follows you through postings, deployments and civilian life.

0121 661 4676 · 0800 779 7907

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NO BROKER FEE

CONTENTS

What's in this guide.

PART ONE — MORTGAGES AND MILITARY SERVICE

PART TWO — BUYING YOUR FIRST HOME

You pay us nothing. The lender pays us a procuration fee on completion — never a broker fee to you, at any stage.

Partnering for success.

We are a fee-free, whole-of-market broker in Birmingham, directly authorised by the FCA. We advise on residential, buy-to-let, bridging and commercial cases, and we are well used to the complicated ones — X-factor and specialist pay, BFPO addresses, a posting that lands mid-application.

We are a signatory to the Armed Forces Covenant and hold the Employer Recognition Scheme Silver Award. You get one named adviser and their direct line, plus a case manager who chases the lender, the solicitor and the valuer while you are away.

£0
Broker fee, ever

110+
Lenders considered

5.0
From 54 Google reviews

841262
FCA firm reference

Ask a qualified adviser. No obligation, no fee.

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STAGE ONE

New recruits: starting out.

Two things trip up early applications: a payslip that doesn't look like a civilian one, and an address history that moves every two years. Neither is a problem with the right lender.

YOUR PAY IS MORE THAN BASIC PAY

X-factor, specialist pay, Longer Separation Allowance, accommodation charges taken at source. Some lenders count all of it, some count none of it. We send the payslips to the ones that read them properly, so your borrowing reflects what you actually earn.

POSTINGS AND ADDRESS HISTORY

Lenders like three years at one address, which service life rarely allows. Keep your records straight, update the electoral roll at every move, and use your BFPO address where a lender accepts one — several do, and it keeps your credit file continuous.

BUYING WHILE LIVING IN SFA

You can own a home you do not live in yet. If you will be in service accommodation and letting the property out, the case needs setting up correctly from the start — consent to let, or a buy-to-let. Ask before you exchange, not after.

STAGE TWO

Mid-career: postings, deployments and Forces Help to Buy.

FORCES HELP TO BUY

£25,000 or 50% of your annual salary, whichever is lower

An interest-free advance of pay, repaid over ten years, towards a deposit, moving costs or improvements. It is a permanent part of the offer now, not a pilot. Not every lender accepts it as deposit, and the ones that do ask for the paperwork in a particular order. We handle that.

Applying from an overseas posting

Most lenders want you resident in the UK on the day you apply. A handful waive that for serving personnel stationed abroad, and read a BFPO address as a UK one. Being deployed does not have to stop the purchase — it just narrows the list of lenders.

Planning around the family

Upsizing, a particular catchment, staying near a base or deliberately buying away from one. Family stability is usually the reason people buy rather than stay in service accommodation, and it changes which product suits — especially the length of the fixed rate.

Letting it out when you move

Assignment orders rarely match a two-year fixed rate. Ask your lender for consent to let rather than moving the mortgage, and check the early repayment charge before you do anything — it is usually the biggest number in the decision.

STAGE THREE

Approaching resettlement.

Leaving is the point at which your income changes shape twice in a year. Plan the mortgage before the discharge date, not after it.

Moving to a civilian job

If you have a signed contract for a job you have not started, some lenders will assess you on that future income — usually within three months of the start date. It means you do not have to wait out a probation period before buying.

Your pension counts

An Armed Forces pension in payment is dependable income, and most lenders treat it as such. A resettlement lump sum can go to the deposit, the balance, or neither — the arithmetic is worth doing properly before you commit it.

Products built for service life

A few lenders offer forces-specific terms: more lenient criteria through transition, consent to let as standard, portability without penalty. They are not advertised loudly, and they are not always the cheapest — we compare them against the whole market either way.

WHATEVER YOUR RANK OR TRADE

General tips for all service members.

TAKE ADVICE FROM SOMEONE WHO KNOWS FORCES PAY

A broker who has read a JPA statement before will not ask you to explain it. That is most of the value: knowing which lenders accept which parts of your pay, which accept a BFPO address, and which will not budge.

Keep the credit file clean

Register on the electoral roll at every posting, keep direct debits running through a deployment, and keep card balances well below the limit. Service life makes a thin file easy to end up with; a few habits prevent it.

Watch the schemes, not the headlines

Forces Help to Buy, lender criteria and stamp duty thresholds all change. We keep track and tell you when something that affects your case moves — before you apply, not after.

Sort the protection at the same time

Some insurers exclude or load for service in certain roles and locations. It is easier to arrange cover alongside the mortgage than to find out the hard way later. Advised alongside, not sold separately.

PART ONE, IN SHORT

A mortgage that can move when you are posted.

Portability lets you take your rate to a new property instead of paying to break it. Most fixed rates are portable in principle — the detail is in the early repayment charge and whether the new purchase completes on the same day as the sale. Worth asking about before you sign, because it is the difference between a free move and a four-figure one.

- Whole of market: 110+ lenders, including the ones that understand service pay.
- No broker fee, at any stage. No fee if we cannot help.
- Forces Help to Buy, BFPO addresses and overseas postings, handled routinely.
- One named adviser and their direct line, start to finish.
- A case manager chasing the lender, the solicitor and the valuer while you work.

The lender pays us. That changes everything.

We are paid a procuration fee by the lender on completion. It is why the advice costs you nothing, and why we would rather tell you to wait for the posting to settle than push a case through.

Let’s have a proper conversation.

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PART TWO

Your guide to buying your first home.

The next nine pages take you from saving a deposit to collecting the keys. Buying a first home is exciting and, in places, bewildering. It is meant to be read out of order — use the part you need.

WHAT IS A MORTGAGE?

A loan secured against your home. The property is the lender's security, which is why the rates are lower than other borrowing — and why the lender can repossess it if the payments stop.

5–20%
Typical deposit, as a share of the price

25–35 yrs
Usual term — shorter or longer to suit you

THE PRODUCTS

Types of mortgage, and the two ways to repay.

Fixed rate

The rate is locked for a set term, so the payment never moves. The usual choice when certainty matters.

Variable rate

The payment moves with the lender's rate. Cheaper on the way down, uncomfortable on the way up.

Tracker

Follows the Bank of England base rate at a set margin above it.

Capped

Variable, but with a ceiling it cannot pass during the deal period.

Discount

A set discount off the lender's standard variable rate for a fixed period.

Offset

Your savings sit against the balance and cut the interest charged, instead of earning interest.

REPAYMENT METHODS

Capital and interest

Each payment clears interest and a slice of the loan, so the mortgage is gone by the end of the term. Standard for a first home.

Interest only

You pay the interest and nothing else. The full amount borrowed is still owed at the end and needs a credible plan to repay it.

THE DEPOSIT

Saving for your deposit.

Most first-time buyers put down between 5% and 20%. A bigger deposit usually buys a lower rate, so every extra thousand works twice.

ON A £200,000 HOME

5% DEPOSIT	10% DEPOSIT	20% DEPOSIT
£10,000	£20,000	£40,000
£190,000 borrowed	£180,000 borrowed	£160,000 borrowed

Illustrative figures. Lenders price in bands, so crossing 10% or 20% often matters more than the exact amount saved.

FOUR THINGS THAT ACTUALLY HELP

- Set the target from a real property price, not a round number.
- Open a Lifetime ISA: the government adds 25%, up to £1,000 a year.
- Move the saving the day you are paid, not the day before payday.
- Keep overtime separate from the current account so it is visible.

AFFORDABILITY

How much can you actually borrow?

Lenders work from three things. Knowing where you stand on each of them before you apply saves a declined application and a mark on your file.

01 Income

Basic pay first, then X-factor, specialist and separation pay, bonuses and any second income — each counted at the lender's own rate.

02 Monthly outgoings

Bills, childcare, travel, credit cards, car finance, student loan. Committed credit hurts more than spending does.

03 Credit history

Your record decides which lenders will look at you and at what rate. Missed payments matter; a thin file can too.

> **DO THIS FIRST**
>
> Check your file at checkmyfile.com and fix anything wrong on it — an old address, a closed account still showing, a default that should have dropped off. It takes weeks to correct and minutes to check.

The costs that aren't the deposit.

STAMP DUTY

Depends on the price and whether you are a first-time buyer. Your conveyancer confirms the figure.

VALUATION AND SURVEY

Varies with the price of the property and the level of survey you choose.

ARRANGEMENT FEES

Charged by some lenders. Sometimes worth paying for a lower rate, sometimes not.

BANK TRANSFER FEE

Charged by your solicitor to send the completion money.

LEASEHOLD COSTS

Ground rent and service charges, where the property is leasehold.

LEGAL FEES

Solicitor or conveyancer, plus local searches and checks.

LAND REGISTRY FEES

Paid to register the property in your name.

INSURANCE

Buildings cover has to be in place before exchange.

REMOVALS

A van and a friend, or a firm and a quote. Book early for a Friday.

BROKER FEES

Some brokers charge them. We never have and never will — £0, at any stage.

WORK OUT YOUR STAMP DUTY

tax.service.gov.uk/calculate-stamp-duty-land-tax

A guide only. Your conveyancer confirms what is actually payable on your purchase.

From first call to mortgage offer.

01 **Speak to a broker**

We look at the whole market, tell you what you can borrow and what it will cost, and pick the lender that fits your pay and your plans.

02 **Get a mortgage in principle**

Also called an AIP or DIP. It shows what you could borrow and tells an estate agent you are a serious buyer. It is not a guarantee, and it usually lasts 30 to 90 days.

03 **Submit the full application**

Once your offer is accepted. Have ready: payslips or tax returns, photo ID, and proof of address such as a utility bill.

THEN, BEHIND THE SCENES

- **Underwriting.** The lender verifies income, outgoings and credit history.
- **Valuation.** The lender checks the property is worth what you agreed to pay.
- **Mortgage offer.** The formal offer, with every term set out. Your solicitor takes it from here.

Looking properly, then offering well.

AT THE VIEWING

Look at the roof, the damp, the windows, the boiler and where the water goes. Then the things you cannot change: layout, light, noise, parking, the walk to the station.

MAKING THE OFFER

Check what similar homes actually sold for, not what they were listed at. Offer in writing through the agent, say your position clearly, and be patient — negotiation is normal.

THREE LEVELS OF INSPECTION

Mortgage valuation

For the lender's benefit, not yours. It confirms the value and little else.

HomeBuyer report (level 2)

Enough for most standard, reasonably modern homes. Flags structural problems and repairs, often with a valuation and rebuild cost.

Full structural survey (level 3)

For older or non-standard property. Every visible part inspected, defects explained, remedial work set out.

> A valuation is not a survey. One protects the lender's money; the other protects yours. On anything pre-war, pay for the survey.

Working with a solicitor.

Once your offer is accepted, a solicitor or licensed conveyancer handles the legal work. Choose one who answers the phone — it matters more than the quote.

01 **Conveyancing**

Contracts, local searches, and the back-and-forth with the seller's solicitor.

02 **Title checks**

Confirming the seller owns what they are selling, and that nothing odd is attached to it.

03 **Contracts and exchange**

You sign, contracts are exchanged, and the completion date is fixed. At this point it is binding.

04 **Completion**

Funds move, the keys are released, and the house is yours. Usually before lunch, occasionally not.

> Our case manager chases your solicitor, the lender and the valuer so you are not doing it from camp or from theatre.

FINAL THOUGHTS

You don’t have to do this part alone.

From saving the deposit to collecting the keys, every step in this guide is one we take with people every week. Feeling slightly out of your depth is normal. Staying there isn’t necessary.

Call us when you want the numbers checked, the options laid out, or a second opinion on an offer you have already had. It costs nothing, there is no obligation, and if we cannot help we will say so.

DISCLAIMER

This brochure is general guidance only and is not advice. Mortgage products and their terms vary, and you should take advice from a qualified, regulated professional who can assess your own circumstances before making a decision.

Every effort is made to keep this brochure accurate and current, but the mortgage market moves quickly and we cannot guarantee that it is complete or up to date. Please verify anything here before you act on it.

Some buy-to-let, commercial and bridging lending is not regulated by the Financial Conduct Authority.

THINK CAREFULLY BEFORE SECURING OTHER DEBTS AGAINST YOUR HOME. YOUR HOME OR PROPERTY MAY BE REPOSSESSED IF YOU DO NOT KEEP UP REPAYMENTS ON A MORTGAGE OR ANY OTHER DEBT SECURED ON IT.

Quick mortgages

GET IN TOUCH

Let's have a proper conversation.

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Fee-free advice across 110+ lenders. 5.0 ★★★★★ 54 REVIEWS