

# Mortgage & Protection news

The newsletter from Envision Financial Solutions

The last year or so has delivered some fairly seismic changes to the normal order of things.

» In the midst of all this, however, there continues to be some excellent mortgage deals on offer, should you be looking to:

- get onto the property ladder.
- move to a new home.
- raise some extra funds to undertake renovations to your existing property.
- secure a better interest rate on your mortgage deal.
- expand or get into the buy-to-let arena.

## Current climate

But let's not kid ourselves that decisions are being taken in a normal market environment. Not when we've seen Brexit occurring, a Trump Presidency, elections coming up in France and Germany, and a more emboldened Russia. Additionally, the Pound has fluctuated, UK inflation is on an upward cycle and growth in the economy is slowing.

This has, and will continue to have an impact on the financial markets and that, in turn, may affect the property sector, where annual UK house price growth has slowed slightly to 4.4% (albeit with regional variations). (Source: Nationwide House Prices, Nov. 2016)



# Time for Advice?

## The way forward

While none of us really knows how it will all pan out, we - as professional financial advisers - operate daily within the mortgage and protection marketplace; so are well placed to have an excellent insight into what may be the best way forward to help meet your own particular needs.

It makes sense, of course, to suggest a degree of caution - and that is why professional advice is important. However, it's also worth noting that much has been done by the government and the Bank of England (BoE) in recent times to help ensure the country is in a better position to sustain any future shocks to the economy.

BoE initiatives such as the drop in the Bank Rate, £435bn of Quantitative Easing, and the Term Funding Scheme, may help to keep down the costs for those that have, or are seeking to take advantage of the current deals for mortgage loans.

At the same time, we'll understandably be keeping a close eye on how the Brexit process will develop and any impact it may have on your borrowing options.

## Support for YOU

Of course, we are aware that you may have time-pressed lives, so we can hold your hand throughout the whole process, and liaise with the various parties along the way.

In addition to your borrowing needs, we can also discuss specific insurance products, that may help protect you (and your family). So please do get in touch.

And reassuringly, in a 2016 report, 81.7% of mortgages now go through intermediaries (such as us), a sizeable jump against 56.3% back in 2014 - a pleasing endorsement.

(Source: IRESS, Mortgage Efficiency Survey, October 2016)

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

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■ Our initial consultation is free. We will charge a broker fee of £99 payable at agreement in principle and then up to 1% of the loan payable at application. The amount we charge is dependent on the amount of research and administration that is required.

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

# GOV the Builder!

With £7.2bn of investment announced in the Autumn Statement, the government now expects to double, in real terms, annual capital spending on housing over the course of this Parliament.

(Source: Autumn Statement, November 2016)

» This should be good news for those who are keen to get onto the property ladder, or indeed those that are looking to move. Much is written about the **first-time buyer**, but there is also another key group - the **second steppers** - who are already in their own mortgaged property, but have possibly outgrown it; yet struggle to find (or maybe fund) a suitable new home.

## Housebuilding targets

So any increased commitment from the government to stimulate the housebuilding sector, and make planning easier to both

navigate and implement, will therefore be welcomed. In fact, according to Sajid Javid, the Secretary of State for Communities and Local Government: "We'll have to build at least 220,000 homes a year, for the next decade, just to keep up with population growth."

In recent years, we've fallen well short, but there has been a marked improvement in the last year or so with almost 190,000 new homes built in 2015 - an 11% year on year increase - albeit it's less than the figure required to simply stand still.

(Source: Department for Communities and Local Government, November 2016)

## Where we can help

Despite the efforts to build more homes, and the benefits for many regarding the change in Stamp Duty; key issues still remain around potential borrowers being able to build up a decent deposit, and meet the current stringent rules on the evidencing of income and affordability.

Whilst we can't wave a magic wand, we can try to help you along the right path. As part of that process, we'd discuss the various options that may be on the table for those largely setting out, or at the early stages of the property owning journey, such as Help-to-Buy, Shared Ownership, support from the 'Bank of Mum & Dad', or perhaps cover relevant deals, readily available to all.

Of course, with numerous schemes and thousands of mortgage deals out there, you may think it's all too confusing, and might also be worried that you could damage your credit record if you apply to a wide range of lenders. So let us do the running for you.

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# Protection for the Self-Employed

What would happen if you suffered a serious illness, such as a heart attack, cancer or stroke **and survived** - and were then, understandably, unable to swiftly return to work?

**Critical Illness Cover** is designed to pay out a lump sum, against a wide range of serious illnesses (if the condition was specified in your policy), thereby easing the immediate financial concerns.

However, recent research from Scottish Widows showed that only 9% of the general population have this cover in place. Of course, if you are employed, you may have the buffer of a period of disability cover as an employee benefit. After that, you would have to fall back on state benefits of limited value.

You are even more vulnerable if you are one of the 4.8m self-employed workers, where even less, at just 7%, have this

cover in place. And to compound the problem, the same research also showed that a sizeable 62% of self-employed worker households are solely reliant on one wage earner's income, compared with 52% of the overall population.

(Source: Scottish Widows, October 2016)

Also, don't think that this should only be a concern if you are much older, as the average age of critical illness claimants across many insurers is around the late 40s!

So it makes sense to have a chat with us to consider if a Critical Illness plan could meet your needs. If you do want to proceed, we can then discuss the level of



■ 93.1% of all 'Critical Illness' claims paid out in 2015.  
■ Average payout of £66,200.

(Source: Association of British Insurers, April 2016 release)

cover you require, should you need to claim. Perhaps, for example, you want to have enough to pay off the mortgage, or alternatively you may decide to opt for less cover (meaning a lower premium too), but still have enough to see you through the initial period as you recover.

**Do get in touch if you would like to find out more.**

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



# Plenty may want to Remortgage

**3.5m**  
On a Fixed Rate

**1.5m**  
On a Tracker Deal

**2.2m**  
On an SVR

**2.1m**  
Largely on an SVR

## Residential Mortgage Borrowing by type of deal

(Source: Council of Mortgage Lenders, August 2016)

If borrowing by Landlords slows, then the lenders will be keen to look to other sectors to help make up the shortfall.

» This will be even more pronounced when you then consider that gross mortgage lending in 2016 is expected to sit at £246bn (almost 12% up on 2015), and rise slightly to £248bn in 2017.

In order to hit that level of lending, the **remortgage** market would be an obvious target. And it is one that has already shown growth over the last year or so - where it's 22% up by value year on year.

(Sources: Council of Mortgage Lenders, Market Forecast December 2016; remortgaging statistics Q3 2016 v. 2015)

Remortgaging is where you opt for a more suitable deal than the one you're currently on. In short, you remain where you are, but simply try to find a mortgage that'll cost you less each month, or perhaps one that will generate additional funds to enable you to undertake key home improvements.

The good news is that there are still decent (and in some cases, improved) deals out there. (Source: Mortgage Brain, October 2016)

## On Fixed or Tracker deals

Of the 9.3m residential mortgage deals in play (see chart above, which excludes buy-to-let), about 5m are currently sitting on either Fixed or Tracker rates.

In some of these instances, the best option may simply be to remain as is, but it would be sensible to have the conversation to make sure you do have the right deal to meet your **current** needs. Particularly, if you have decided that now's the time to undertake some of the more major renovations to your home that you've put

off for the last couple of years - and require some extra funding to help make it happen. In which case, remortgaging could be one of the options to consider.

## On a Standard Variable Rate

Another sizeable figure is that 2.2m are definitely known to be on their lender's Standard Variable Rate (SVR). This figure could even rise to over 4m, if you add in the majority of the 2.1m loans taken out more than 12 years ago, as most are assumed to be on an SVR too.

If that's the case, then a staggering 45%, or thereabouts, of all residential mortgage borrowers are sitting on an SVR, where the average rate is around 4.9%\*, meaning they could possibly be saving £000's if they remortgaged onto one of the current deals.

(Source: \*which.co.uk, November 2016)

## Benefit of Professional Advice

Of course, in some cases the borrower may feel that they won't qualify for a remortgage deal. This could be due to a change in circumstances, concern about the tighter affordability criteria, currently sitting on an interest-only deal, or needing an arrangement that may run into their retirement years.

But, let's not forget that many of those on SVRs, for example, may also be long-term borrowers who have benefited from the growth in house prices, meaning they're an appealing audience for lenders, and possibly qualify for the better loan-to-value deals.

Additionally, every lender doesn't work

to the same criteria, and that's why it's in your interest to have a conversation with us, as you might be pleasantly surprised.

You'd also benefit from the fact that we already help a whole range of clients, from those who are new to home ownership, have a home and may want to move up (or down) the property ladder, seek buy-to-let deals, or (as we're discussing here) simply want to stay put and identify a better deal and/or require further funds.

As part of that process we would run through the 'tighter' rules, which now apply to ensure that borrowers are stress-tested to see if they can not only meet current payments, but are also be able to cope should the interest rate rise.

**To hear more, please get in touch.**

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# 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.



Would you (or your family) cope financially if faced with an untimely death, serious health issues, a major injury, or other massive shocks to the existing lifestyle?

» We go off and insure our cars, homes, mobiles, and pets but do we think enough about protecting a key asset(s) - a wage earner - and what would happen if this income stream dried up, or was reduced markedly?

Of course, many of us may feel, *'it'll never happen to us'*, or that *'the state, (or employer) will step in'*, but the latter options may offer limited support, and often only for a short period. As for the former - the protection industry is awash with sobering research on the numbers that have faced serious illness, injury, or an early death (see some facts in the panel below).

Yet, even at the basic level of protection needs, half of the people in the UK with a mortgage have no life cover in place! This means that they are leaving themselves and their families financially exposed should the worst happen. The same research also shows that more than two-fifths of mortgage holders couldn't live on the, possibly, resulting 'single wage', and would have to then turn to dipping into their savings to survive - savings that many feel would only last for a few months. (Source: *Scottish Widows, June 2016*)

### Start somewhere

So, it makes sense to ensure that life cover is in place to help pay off the mortgage should the unthinkable happen (plus a bit more to help cover immediate living costs). There are numerous options to consider, but the most basic is Term Assurance, where you choose the amount you want to be insured for and the period for which you require cover. If you die within the term, the policy pays out.

## IT MAKES YOU THINK...

*Leaving loved ones behind to pick up the pieces.*

■ **On average, around 120 adults, aged 18-55, die every day.**

(Source: Office for National Statistics, 2014 UK figures, December 2015)

*Will the income stream be hit, whilst the wage earner recovers?*

■ **In the 1960s more than 7 out of 10 heart attacks in the UK were fatal. Today at least 7 out of 10 people survive.**

(Source: British Heart Foundation, December 2016)

■ **Every two minutes someone in the UK is diagnosed with cancer.** (Source: Cancer Research UK, 2014 research)

■ **One in 10 will face a period of sickness absence off work of more than six months.** (Source: Demos survey, April 2013)

Should you not die in this period, then the policy won't pay out and the premiums you've paid are not returned to you.

There are two main types to consider - level and decreasing-term insurance. As the names suggest, with level-term the amount of cover remains the same, but with a decreasing-term policy, the level of cover decreases over the policy period - possibly to cover a debt that reduces over time, such as a repayment mortgage. Premiums are usually noticeably cheaper for the latter, albeit you may decide that maintaining the constant lump sum level of the former may be a better option for you.

**Even if you don't have a mortgage**, you'll probably still have major financial responsibilities (rent payments?), so it would also be wise to consider having life and other protection cover in place.

### Make sure you take advice

Whilst there are more complex protection products to consider which meet other needs - such as facing a serious illness, or being unable to work for a long period due to illness or injury - it makes sense to take advice for life cover too. For example, once you start the process, you need to consider a number of options, like *'single or joint cover?'*, or *'inflation linked?'*. So it makes sense to get in touch and then we can thoroughly discuss your needs.

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

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Not all products and services covered in this newsletter are regulated by the Financial Conduct Authority.

Our initial consultation is free. We will charge a broker fee of £99 payable at agreement in principle and then up to 1% of the loan payable at application. The amount we charge is dependent on the amount of research and administration that is required.

■ The contents of this newsletter are believed to be correct at the date of publication (December 2016).

■ 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.