

A GUIDE TO FINDING THE RIGHT MORTGAGE FOR YOU



INTRODUCING OUR MORTGAGE SERVICE

Taking out a mortgage is a big financial commitment, and it's not always easy to know where to start. Allow us to break it down for you.

This guide is designed to help you through the process by explaining your options to help you on your way.

Qualified mortgage advice

Our Mortgage Consultants are authorised and regulated by the Financial Conduct Authority (FCA) to provide clear and practical advice on your mortgage and protection needs. We take great pride in finding the right mortgage product for your circumstances.

Whether you are a first-time buyer, a next-time buyer, a buy-to-let investor or remortgaging for a better deal, our Mortgage Consultants aim to:

- 1 Search thousands of mortgage deals from our panel of selected lenders to find the **right mortgage** for you
- 2 Confirm how much you may be able to **borrow** and all the costs involved
- 3 **Save** you money on the property you choose by helping you construct a suitable offer. If your property purchase is for sale through another agent, and as long as we are not acting for the seller of the property, we can help with negotiations to aim to save you money.
- 4 Help you find a new home and **explain** everything you need to know about the house buying process
- 5 Take care of all your **mortgage & protection** arrangements whether you buy through an estate agent in the countrywide network or not

We deliver great service,
and our customers have
rated us highly.



BECOMING A LIFETIME MEMBER

When you take out a mortgage through us you can choose to become a Lifetime Member. This means you will receive ongoing mortgage and insurance advice for life.

Exclusive benefits with your lifetime membership:



No more broker fees

Once you have paid the initial broker fee to become a lifetime member, you'll never have to pay this fee again - no matter how many times you move or remortgage your home. Whether you're upgrading, downsizing, or simply switching lenders for a better deal, this benefit stays with you for life. That means you are making a saving every time you receive qualified mortgage advice.

Please note an administration fee will still apply on all current and future mortgage applications.



Fully transferable across our entire brand

So if your needs or preferences change, your membership moves with you. Whether you begin with one brand and later find another better suited to your lifestyle, your benefits follow — with no additional cost. It's a one-time investment that adapts as you do, offering long-term value and the freedom to explore everything our group has to offer.



£50 friends & family referral scheme

Every time you recommend a friend or family member who successfully completes a mortgage with us, we will pay both of you £50 in the month following the legal completion of the new mortgage.*

- You both get paid in the month following legal completion.
- There's no cap—refer as many people as you like!
- Help your loved ones find a great mortgage deal and enjoy a little bonus together.

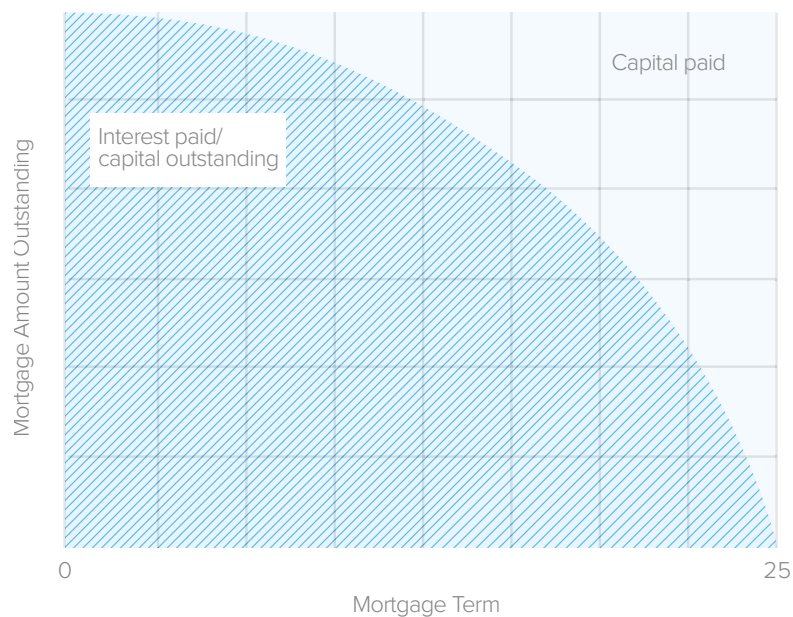
* This promotion can be withdrawn at any time, without notice. A payment will be made to your bank accounts 30 days after your friend or family member has completed on their mortgage. No cash alternative is available. The referred customer must advise Countrywide Mortgage Services of the referral in the initial appointment.

REPAYING YOUR MORTGAGE

Your Mortgage Consultant will discuss the options for repaying your mortgage and advise the most suitable method for you. There are two main types of mortgage: repayment and interest only. The option that is most suitable for you will depend upon your circumstances.

Repayment mortgage

- Each monthly repayment to your lender consists of an element of capital and interest
- Gradually your loan reduces
- At the end of the term your mortgage will be repaid, providing you keep up your monthly repayments, including any admin charges
- Suitable for people who would like to guarantee the repayment of their mortgage
- A low risk method



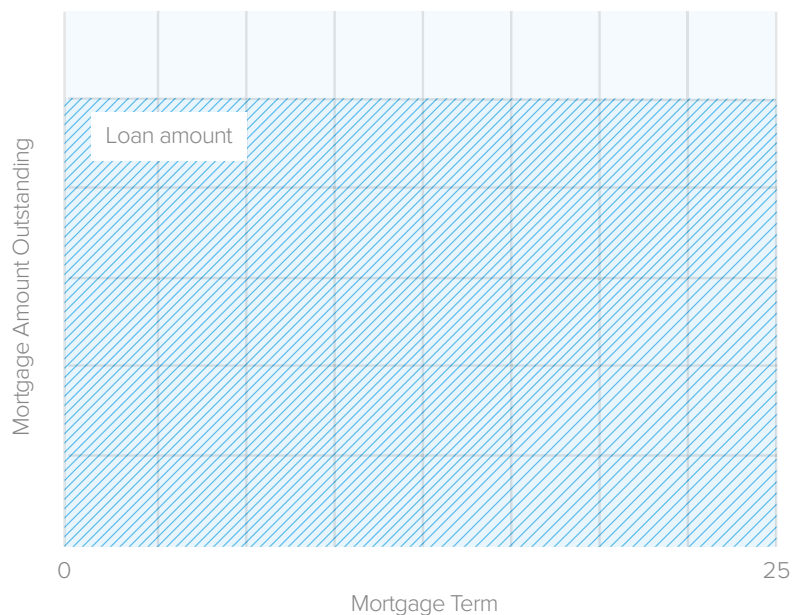
This graph is for illustrative purposes only.

Mortgage term

Your Mortgage Consultant can help you to find the right number of years over which to repay your mortgage. Please note that the longer your mortgage term, the more interest you will have to pay the lender.

Interest-only mortgages

- Monthly repayment consists of interest only
- As no capital repayments are made during the term of this mortgage, monthly costs are lower, however the equity in your home will be dependant on increases or decreases in market prices
- Suitable in limited circumstances for people who do not wish to repay the capital until the end of the mortgage term
- Repayment of the loan is self-managed by you and would usually be paid from proceeds of the sale of your home, inheritance, savings or investments
- This type of mortgage is not accepted by all lenders unless an investment vehicle is also selected and in place
- If the proceeds of your repayment vehicle does not cover the full amount of your mortgage, you'll be responsible for paying the difference



This graph is for illustrative purposes only.

Repayment vehicle

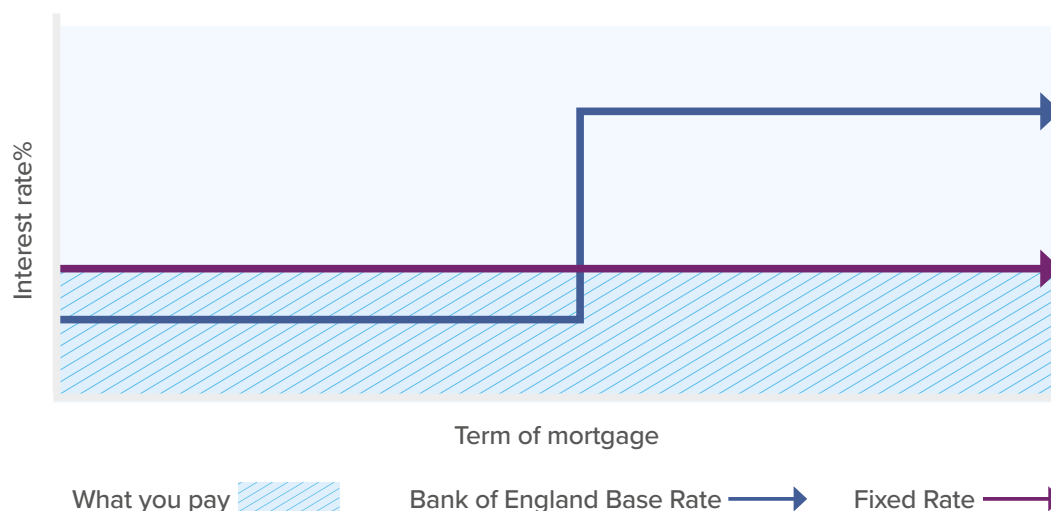
At the end of the mortgage term you will still owe the original amount you borrowed and will not own the property outright, so you need another plan for raising the money to do that, known as a 'repayment vehicle' such as an endorsement, pension or ISA. We are not able to advise on the suitability of your selected repayment vehicle. If uncertain, we recommend that you seek independent financial advice.

TYPES OF MORTGAGES AVAILABLE

To help you understand your options and prepare for your mortgage application, 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*

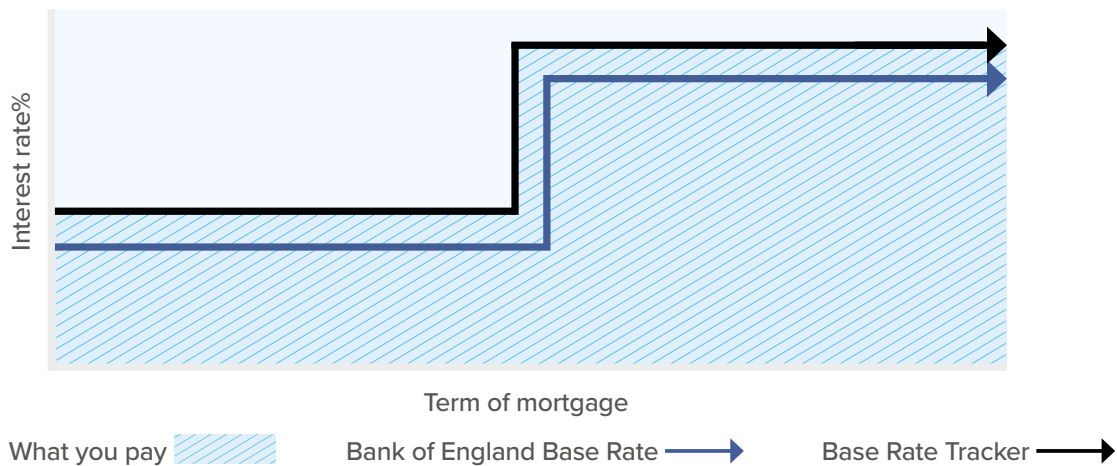
How does the Bank of England affect this?

- 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*

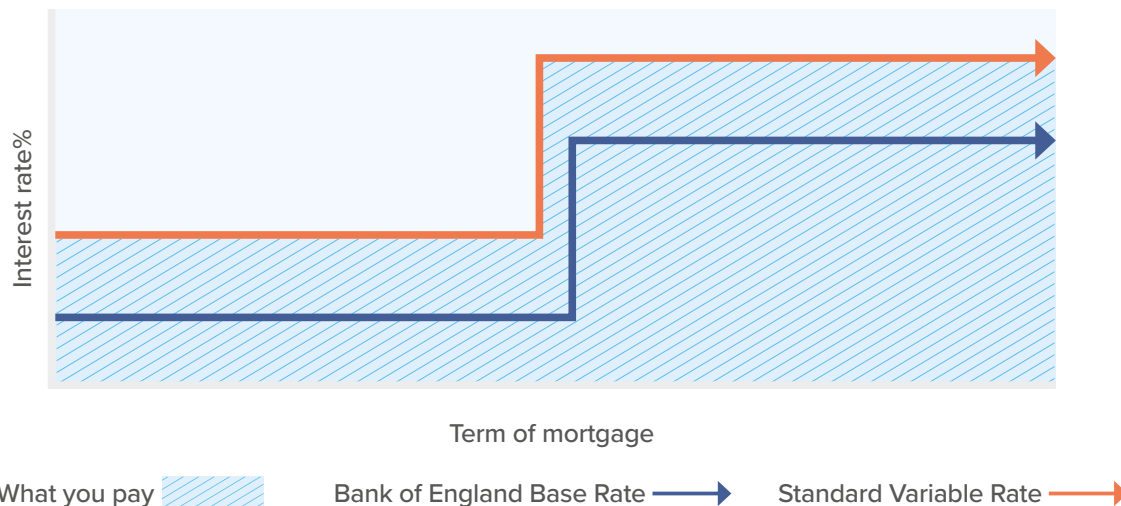
How does the Bank of England affect this?

- 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

CONVEYANCING

Our Home Conveyancing Service is designed to give you peace of mind by taking care of all your conveyancing needs in one place.

What is conveyancing?

Conveyancing is the legal transfer of a property from one person to another. It includes all the legal work plus a variety of important searches and checks on the property.

1

Only one lawyer to deal with saving you time and effort, phone calls, postage and money transfer charges.

2

Peace of mind with our “no sale, no legal fee” promise.

3

Peace of mind with our Search Pledge on third party costs.

4

A faster exchange of contracts and completion with less lawyers involved, then negotiations on the completion date, exchange of contracts and money transfer on completion can usually all be dealt with more quickly and easily.

5

As conveyancing specialists we deal with residential property in England and Wales, from any estate agent or builder.

A conveyancer will charge an additional fee for their services, and there are thousands based around the UK, so to avoid confusion and make the process as stress-free as possible this is where we can help.

VALUATION AND SURVEYS

The lender will process your application and arrange a basic mortgage valuation to ensure the property is worth the mortgage amount they are lending you.

You should be aware that this valuation is not a building survey and will not identify any physical problems with the property.

RICS Home Survey Level 2 (Survey Only)

This is a report suitable for conventional properties, built from common building materials and in reasonable condition.

The focus of the report is on assessing the general condition of the main elements of the property.

RICS Home Survey Level 2 + Valuation (Survey and Valuation)

This report is as above, but also includes the surveyor's professional opinion on the 'market value' of the property and an insurance reinstatement figure.

RICS Home Survey Level 3 (Survey)

Suitable for any property type, including listed, unusual properties or those requiring renovation, but is typically for larger properties.

- Comments on defects and their cause, and gives advice on remedial measures required
- Does not include a valuation

We can help you choose which survey would suit you best and arrange it for you, either directly with the lender or via our Survey and Valuation department.

THE HOME BUYING PROCESS

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

1	Meet with our Mortgage Consultant Speak to one of our Mortgage Consultants who will help assess your affordability for a mortgage.	2	Mortgage Approval We will then search for an appropriate mortgage provider and find out how much they are prepared to lend to you in principle (subject to status and lender criteria).
3	Your decisions We will help you find your dream home as well as give you guidance on what offer to make if the property is for sale with another agent.	4	Applying for mortgage and protection products If your offer is accepted, we can help arrange your mortgage and happily discuss any protection needs you may have.
5	Legal process Most people use a conveyancer or solicitor when buying a house as it can be a complicated process. We can help you appoint one, if you wish.	6	Your lender will arrange a valuation This is a requirement for your mortgage, please note that having a survey done on the property would be in addition to this.
7	Mortgage Offer If everything is in order a mortgage offer will be made.	8	Searches Local searches are carried out by your conveyancer or solicitor.
9	Exchange From this point the purchase is legally binding. (Note that Building and Contents Insurance must be put into force from this point)	10	Completion The property is yours and you can move in!

PROTECTING YOU, YOUR HOME AND YOUR FAMILY

Buying a property is a major investment, so it is wise to protect yourself and your home.

Buildings cover

The mortgage lender will require you to have buildings insurance in place from the point you exchange contracts on a freehold property.

This steps in to cover the costs of repairing damage caused by sudden and unexpected emergencies, such as a burst pipe that floods a room, or structural damage caused by events like storms or fires. Buildings cover ensures your home is safe and habitable after such incidents.

Some buildings insurance policies have an element of accidental damage cover included, but you may want to add additional cover for more protection.

Contents cover

You might want to consider adding contents insurance to ensure your possessions are covered from the day you move in.

Contents insurance protects the belongings inside your home. This includes everything from furniture and appliances to personal items like clothing, electronics, and valuables.

For instance, if someone breaks in and steals your jewellery, this policy helps cover the cost of replacing or repairing those items. It essentially safeguards everything you would take with you if you moved house. Both types of cover are designed to give you peace of mind, ensuring you're not left out of pocket after unexpected events.

Protecting you and your family

Have you ever thought how your loved ones would be able to afford the mortgage if you were to die or if ill-health forced you to take time off work?

Speak to our Mortgage Consultant about:

- Life insurance
- Critical illness
- Income protection

PREPARING A WILL

working in partnership with:



Don't risk leaving your loved ones with additional stress and unanticipated costs. We have teamed up with Redstone Wills – one of the largest will-writing specialists in the UK.

**56% of UK adults do not have
a Will in place***

Making a will

When you buy a property you become the owner of a substantial asset, so if you don't already have a will, now is a good time to put one in place.

Deciding what you want to happen to your property, possessions and assets in the event of your death would save your loved ones untold worry, costs and stress and provide them with stability and protection at a difficult time.

- 1 Competitively priced with **no hidden charges.**
- 2 The will is completed by correspondence **in your own time.**
- 3 **Peace of mind** that your estate and wishes are taken care of.
- 4 **Additional services** such as will storage, lasting power of attorney and executor services are also available.
- 5 **Ensuring your Children are taken care of** by appointing guardians and leaving gifts.

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

