



Top tips from the Paradigm Mortgage Helpdesk



Paradigm
MORTGAGE SERVICES

Our mini newsletter is designed to give you insights into the topics we see frequently on the Mortgage Helpdesk. We aim to provide you with some great hints and tips which will help you with future cases.

If you think we may be able to assist with your next case, please don't hesitate to get in touch!



Diane Jones



Katrina Ostrowski



Gio Chanda



Aryan Chohan



Ben Ralph

This month's Criteria Corner focuses on Lenders who are willing to consider severe adverse credit, giving you valuable insight into available options.

Adverse credit remains one of the most frequent topics our Mortgage Helpdesk receives enquiries about, representing c.14% of all monthly enquiries, and we know it can be challenging to place these cases for your clients.

Individual Voluntary Arrangement (IVA)

Although there are similarities between an IVA and bankruptcy, a small number of residential lenders do not require clients to be discharged from an IVA for 3–6 years and may even consider cases where the IVA is still active.

An active IVA can be considered by Loughborough for Intermediaries, Mansfield BS, Melton Building Society. Once an IVA is discharged, Bluestone, Buckinghamshire, Loughborough for Intermediaries, Melton Building Society, Mansfield BS, Metro Bank (Near Prime range) become options for the client.

Once an IVA has been discharged for 12 months or more, Aldermore, Harpenden and Vida Homeloans (Packager Product 1 year +) can be considered.

Debt Management Plans

Providing the Debt Management Plan has been maintained well, we have found that more Lenders outside of the specialist options in the market can now consider active DMPs.

Aldermore, Bluestone, Buckinghamshire BS, Chorley BS, Foundation Homeloans, Kensington, Leeds BS, Lendinvest, Loughborough for Intermediaries, Mansfield BS, Melton BS, Pepper Money, Precise, Santander (refer to Lender), Skipton BS, The Mortgage Lender, United Trust Bank (refer to Lender), Vida Homeloans and West One.



Recently registered County Court Judgments (CCJs) and Defaults

Providing a CCJ exceeds the £500 threshold that would define somebody as credit impaired (which will rule out most Lenders), there are specialist Lenders and Building Societies that can consider multiple offences within 1 year, providing they can show signs of recovery.

This will often include Lenders such as Aldermore, Bluestone Mortgages, Buckinghamshire BS, Cambridge BS, Lendinvest, Mansfield BS, Metro Bank, Pepper Money, Precise, The Mortgage Lender.



Adverse Credit & BTL?

Buy-to-let and adverse credit rarely align from a policy standpoint, and most of the criteria mentioned will typically exclude the majority of lenders. To discuss your specific client enquires our Mortgage Helpdesk Team are available to help you.



Too complex to place?

Before deeming a case unplaceable with Lenders, it's always worth considering a packager option, it is common for our packager partners to have access to products with exclusive criteria unavailable anywhere else. Paradigm's panel has a selection of experienced packagers that are always worth discussing a case with before dismissing it.

Paradigm's panel includes:

Brightstar, Crystal Specialist Finance, Impact Specialist Finance, Positive Lending, and The Loans Engine.

Top Tip! If you would like to discuss a potential case with the mortgage helpdesk we can be reached on **0330 053 6061** (option 1) or via email at mortgagehelpdesk@paradigm.co.uk

A quick hello from our new team members!



Ben Ralph

“I am grateful for the opportunity to take on this role on the Mortgage Helpdesk. I look forward to learning as much as possible to support our advisers while further developing my knowledge of the mortgage industry. A little about me: I am a keen sports enthusiast with an interest in a wide range of sports, with rugby being my primary passion.”

“I'm delighted to have joined Paradigm, leveraging experience in sales and market trend analysis. I hold a law degree specialising in real estate and commercial property and have provided pro bono support for homelessness initiatives. Outside of work, I've coached MMA, combining discipline and leadership with professional expertise.”



Aryan Chohan

As always, we must advise that criteria does regularly change and therefore it is always prudent to double check with a Lender prior to submitting an application. Lenders provided are based on findings at the time of research, and may not include every option available.



Do you have a suggestion for a topic? **Email** us!



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Find out more here or get in touch:

enquiries@paradigm.co.uk

0330 053 6061 (option 6)