

26 March 2018

HSBC INTRODUCES RANGE OF 95% LTV MORTGAGES AVAILABLE THROUGH BROKERS

HSBC UK is introducing a range of 95% LTV mortgages, which will be available initially through its broker partners¹, the bank announced today.

The highly competitive mortgages, have no booking fee, provide the choice of two, three or five year fixed rates, and will be particularly helpful to first time buyers who wish to get on the property ladder.

Product features include:

- Competitive interest rates starting from 3.49% for a 2 year fixed rate
- No product fee
- Free valuations
- Mortgage available up to a maximum £400k
- Maximum term of 30 years

While 95% LTV mortgages are particularly helpful to those with a lower deposit - typically first time buyers - HSBC UK's new mortgage range is also available to homeowners wishing to move house.

Tracie Pearce, HSBC UK's Head of Retail Products said:

"Much has been publicised about the difficulty first time buyers face breaking into the housing market, particularly in London and the South East. Nevertheless, there is still a really strong desire for home ownership, with as many as 59% of first time buyers recently telling us that they would be open to the idea of buying with someone they do not know.

But with only a 5% deposit required for our new range of mortgages, no booking fees, free standard valuations, and stamp duty exemption up to £300k, we hope to help first time buyers get a footing in the market with very little initial outlay. And with historically low interest rates monthly payments can end up being less than rent in some cases.

“The vast majority of prospective first time buyers prefer having a helping hand through the home buying process, so we are pleased to initially make our 95% LTV mortgages available through our broker partners.”

Tracie Pearce added: “We’ve been steadily growing the number of broker partners we work with since entering the market two years ago. With our latest intake, Andrews Estate Agents, Private Finance, JLM Mortgage Services and John Charcol we are up to 27, and adding more high caliber partners regularly. We have also successfully migrated all our partners onto our new broker platform, Omiga, which streamlines the mortgage process for our customers.

“Our agile new Omiga platform gave us the opportunity to make our new 95% LTV mortgage available initially through brokers. We look forward to making it available through our branch network, on the phone and online during the summer.”

ends

Media enquiries to:

Ankit Patel

020 799 19813

ankit.patel@hsbc.com

Twitter: @HSBC_UK

Note to editors:

¹The roster of distributors with access to HSBC’s residential mortgages includes: Countrywide, London & Country, Springtide Capital, Alexander Hall, SPF Private Clients, Sesame Limited, Mortgage Advice Bureau, Stonebridge Group, Mortgage Intelligence, First Complete, Buy To Let Business, Openwork, Charles Cameron, Finance Planning Group, First Mortgage, Tenet Lime, Intrinsic, Knight Frank Finance, Professional Mortgage Services, Personal Touch Financial Services, St James’s Place, Andrews Estate Agents, Private Finance, JLM Mortgage Services and John Charcol.

HSBC UK bases its lending on affordability, with strict stress-testing to ensure finances can withstand an increase in interest rates.

HSBC UK

HSBC serves c17 million customers in the UK and employs approximately 43,000 people. In the UK, HSBC offers a complete range of personal, premier and private banking services including bank accounts and mortgages. It also provides commercial banking for small to medium businesses and corporate and institutional banking services. HSBC Bank plc is a wholly owned subsidiary of HSBC Holdings plc.

HSBC Holdings plc

HSBC Holdings plc, the parent company of the HSBC Group, is headquartered in London. The Group serves customers worldwide from around 3,900 offices in 67 countries and territories in Europe, Asia, North and Latin America, and the Middle East and North Africa. With assets of US\$2,526bn at 30 September 2017, HSBC is one of the world’s largest banking and financial services organisations.

ends/all