

Say yes to...

MORE

with  FirstStart

Introducing First Start

First Start is the new mortgage from Bank of Ireland that gives you the power to reach more first time buyers.

By combining the borrowing power of a first time buyer with that of a parent or close relative, you can now responsibly offer mortgages to people who would otherwise struggle to afford the home they want, saving time and money in the long run. First Start is also available to movers who have been out of the property market for a while, or who need to buy a property on their own, for example after a divorce.

More borrowing power

Affordability On their own		Affordability With First Start	
Borrower income	£25,000	Borrower income	£25,000
Borrowing power	£112,500	Sponsor income	£50,000
		Borrowing power	£239,962

Comparison based on a 95% LTV

FOR INTERMEDIARY USE ONLY

More sales opportunities

First Start takes the sponsor's income into account as well as the borrower's - this boosts the overall amount that can be borrowed. Together, the sponsor and applicant can borrow up to 95% of the value on the property. It's available for purchases only on a repayment basis, with a maximum loan of £500,000.

Both parties are co-borrowers, and so are jointly and individually liable for the monthly mortgage repayments, as well as the total mortgage loan. This makes it a great way for parents to help their children financially with monthly repayments now, rather than later with something like an inheritance.

A recent survey revealed a striking divide in expectations between parents and their children, when it came to financial support for buying a home. These statistics offer a useful way to start conversations with your existing clients. There's a good chance they'd be happy to help their loved ones invest in property, and don't realise that their children may feel they can't ask for help.

50% of parents would help their child get on the ladder, but...

Only 35% of children think their parents will help them.

More support

- New First Start affordability calculator
- Customer facing video & brochure
- Lending criteria lookup tool
- Calls answered in 20 seconds
- Clear application requirements from our award winning online application system

Definitions

The sponsor:
The first time buyer hoping to get onto the ladder - often a child of the sponsor.

The borrower:
The person helping the borrower get a mortgage - often a parent or close relative.

Things to consider

Stamp duty
Buyers of additional residential properties, such as second homes, need to pay an extra 3% in stamp duty. This may apply to sponsors if they decide to be a registered owner at the Land Registry.

Capital gains tax
Anyone selling an additional property may need to pay capital gains tax on any profit.

Inheritance tax
An additional property would form a part of a deceased estate for inheritance tax purposes.

More detail

- Borrow up to £500,000
- Maximum age for sponsor up to 80 years old at the end of term
- Up to 95% LTV
- Our mortgage deed is written to allow the property to be owned jointly or in a sole name. The choice depends on the borrower's circumstances. If the property is to be owned in a sole name, then the party not benefiting must seek independent legal advice prior to completion, as noted in the conditions in our mortgage offer
- The sponsor and applicant will be jointly and individually liable for the total loan and repayments
- The sponsor must be a UK home owner

Ownership options

- First Start allows the sponsor to choose whether to register as a joint owner of the property
- Whether or not the sponsor chooses to be registered as a joint owner, they'll need to seek independent legal advice before completion
- If the sponsor chooses to be a co-owner, they will be registered as a property owner at the Land Registry. This will have stamp duty land tax implications.

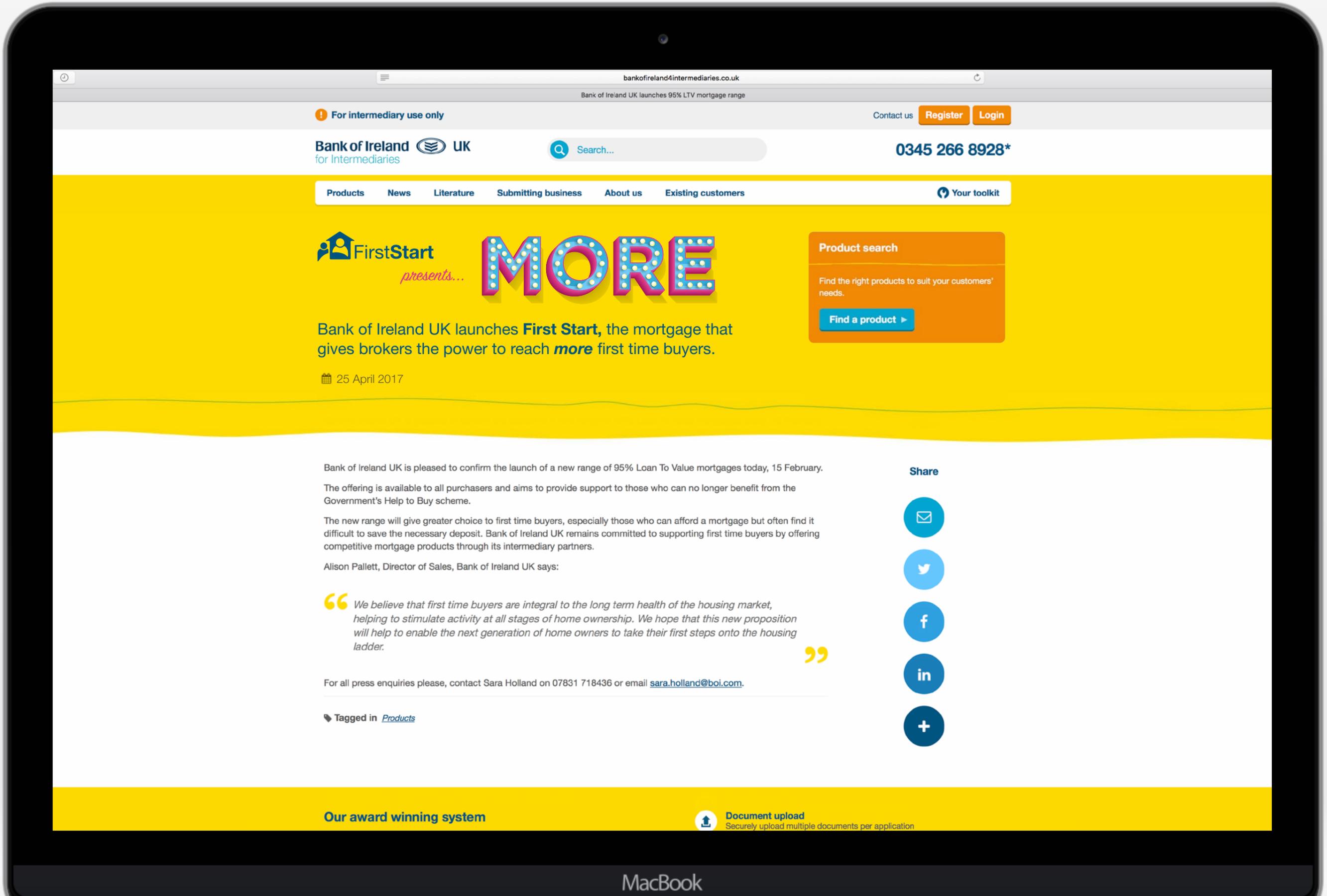
Ready to welcome more happy customers?

Head over to www.xxxxxxx.com and share First Start with your customers today.

Brought to you by  Bank of Ireland for Intermediaries 

Rear page (when folded) contains top-tier messaging and product overview





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FirstStart presents... MORE

Bank of Ireland UK launches **First Start**, the mortgage that gives brokers the power to reach *more* first time buyers.

25 April 2017

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Bank of Ireland UK is pleased to confirm the launch of a new range of 95% Loan To Value mortgages today, 15 February.

The offering is available to all purchasers and aims to provide support to those who can no longer benefit from the Government's Help to Buy scheme.

The new range will give greater choice to first time buyers, especially those who can afford a mortgage but often find it difficult to save the necessary deposit. Bank of Ireland UK remains committed to supporting first time buyers by offering competitive mortgage products through its intermediary partners.

Alison Pallett, Director of Sales, Bank of Ireland UK says:

“We believe that first time buyers are integral to the long term health of the housing market, helping to stimulate activity at all stages of home ownership. We hope that this new proposition will help to enable the next generation of home owners to take their first steps onto the housing ladder.”

For all press enquiries please, contact Sara Holland on 07831 718436 or email sara.holland@boi.com.

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Get
MORE
with  FirstStart

First Start is the new mortgage from Bank of Ireland that gives first time buyers more opportunity to get on the ladder, and more borrowing power to get the home they want.

This handy guide talks you through how it works, how you can responsibly borrow more with a sponsor, or help your loved ones borrow more, and the key things you both need to think about before deciding whether it's the right mortgage for you.

Brought to you by 

Contact

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YOUR HOME MAY BE REPOSSESSED IF YOU DO NOT KEEP UP REPAYMENTS ON YOUR MORTGAGE



Overview for borrowers 

Thinking of buying your first home?

First Start is a joint mortgage designed to help more first time buyers get onto the property ladder. With the support of a sponsor – usually a parent or close relative – you could borrow more and buy a home you really want, rather than being limited by your individual finances.

This could be the difference between buying a stop-gap property and investing a long-term home you love, saving you time and money further down the line.



Look for this icon throughout the brochure to find out how **First Start** could get you **the home you've dreamed of, but didn't think you could afford.**

Overview for sponsors 

Want to help your loved ones onto the property ladder?

First Start is a joint mortgage designed to help more first time buyers get on the ladder. It allows you to leverage your monthly income to increase the buying power of your child or close relative.

This gives them the boost they need to afford their dream home, that may otherwise not have been possible.



Look for this icon throughout the brochure to see how **First Start** gives you a practical way to **support your family, and help them find a long-term home they'll love.**

Brought to you by 



More borrowing power

Affordability On your own		Affordability With First Start	
Borrower income	£25,000	Borrower income	£25,000
		Sponsor income	£50,000
Borrowing power	£112,500	Borrowing power	£239,962

Comparison based on a 95% LTV

How it works

First of all, your broker will check whether a First Start mortgage is suitable for you, using the value of your combined incomes. Then, together, you could borrow up to 95% of the value of a property for purchases on a repayment basis. This means you'll both make monthly payments to repay the money borrowed, along with any interest charged.

You will be co-borrowers, which means you'll be borrowing together. As co-borrowers, you're jointly and individually liable for the monthly mortgage repayments and total mortgage loan. So we recommend you both take financial advice – your financial adviser(s) may be able to help you with this.

As the borrower

- You don't need to be a first time buyer to apply. You're also eligible if you're divorced or separated.
- The maximum mortgage term is 35 years, or when you reach 75 years old (or the sponsor reaches 80, whichever is sooner).

As the sponsor

- You need to be over 18, and under 60 years old. By the end of the mortgage term you'll need to be under 80.
- You need to be employed, and a homeowner.

What you need to know

A recent survey revealed a striking divide in expectations between parents and their children, when it came to financial support for buying a home.

This means there's a good chance parents are happy to help their loved ones invest in property, but don't realise that their children may feel they can't ask for help.

50%
of parents would help their child get on the ladder, but...

Only **35%** of children think their parents will help them.

Ownership options

With First Start, you're able to choose whether the sponsor is registered as a joint owner of the property or not.

As the sponsor;

- Whether or not you choose to be registered as a joint owner, you'll need to seek independent legal advice before completion
- If you choose to be a co-owner, you will be registered as a property owner at the Land Registry
- Depending on which option you take, there will be Stamp Duty Land Tax, Capital Gains Tax and Inheritance Tax Implications.

Key benefits

- Borrow up to **£500,000**
- Maximum age for sponsor up to **80 years old** at the end of term
- Up to **95% LTV**
- It's important to note that you're both jointly and individually liable for the monthly repayments, as well as the total loan
- We recommend you both seek legal advice



Things to think about



Hopefully everything will run smoothly, but you never know exactly what life has in store. That's why it's important to be prepared whatever happens. We strongly recommend that both the borrower and sponsor take independent financial, tax and legal advice.

What if the sponsor leaves the mortgage?

There may come a time when the sponsor wants – or needs – to be removed from the mortgage. If so, the borrower/s would need to meet our standard lending and affordability criteria in order to take on the mortgage on their own.

However, it's worth noting that both the sponsor and borrower need to agree for the sponsor to be removed from the mortgage. As this could affect the sponsor's tax situation, once again we recommend getting independent financial, tax and legal advice.

What is independent legal advice?

Independent legal advice is advice from a solicitor who's acting solely for the sponsor, and not involved in the purchase of the property.

This solicitor needs to have at least equal standing to the solicitor overseeing the conveyancing work. So, if the solicitor that looks after the conveyancing is a partner in their firm, the independent legal advice needs to be given by another partner – of that, or another firm.

We'll need evidence that the sponsor has had independent legal advice.

Definitions

The Borrower:

The first time buyer struggling to get onto the ladder – often a child of the sponsor.

The Sponsor:

The person helping the borrower get a mortgage – often a parent or close

Things to think about



As the borrower, what fees will I pay?



Our fees vary from product to product, but may include the following:

- For most of our mortgages, we'll charge a product fee for setting up your mortgage. This is paid on completion and can be added to the mortgage
- If you repay all or part of your loan before the end of the promotional period, we may charge you an early repayment charge to cover any losses we may incur
- When you repay your loan, we'll charge you a mortgage release fee
- If you repay part of your loan, we'll charge you a part-repayment administration fee to cover our costs
- A £30 fee when we send money for your mortgage by CHAPS (Clearing House Automated Payment System)

We may vary our fees during the course of your mortgage to reflect our costs, but we'll always keep you updated with any changes that could affect you.

Things to consider

Stamp duty

Buyers of additional residential properties, such as second homes, need to pay an extra 3% in stamp duty. This may apply to sponsors if they decide to be a registered owner at the Land Registry.

Capital gains tax

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Inheritance tax

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Get in touch with your broker today and see what First Start can do for you



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