

Stuart Brown Mortgage Services

Welcome to our winter newsletter

The housing market – a summary

Increased business levels again, more appetite for 90% and 95%, continued offer of some very low rates e.g. trackers from one of the high street lenders currently start from 1.44% with fixed from 1.79% from another but also a continued mixed message about future interest rate rises, and when they will eventually rise.

House prices are continuing to increase, with some lenders having introduced an 'income multiple' cap to London business to try and curtail an overheating of prices in that part of the market.

Biggest news is the change to Stamp Duty and the revisions to both the percentage paid and the fact that it is now worked out on a 'slice' basis – one client who would previously have paid £1,400 will pay £300, someone buying at £260,000 would have paid £7,800 and will now pay £3,000!

Increased levels of buy to let

– recent statistics show that buy to let lending is substantially increased compared to 2013 with Brokers being used for 90% of all cases written (and it accounting for 14% of all mortgage advances).

Changes to Mortgage regulation – it can't have escaped many of you that the regulations surrounding mortgages has changed during 2014, what with several media reports in the 2nd quarter of the year **reportedly claiming** that lenders had started asking **how much you pay for haircuts and whether you eat fillet steak or not!** As always the press doesn't quite report the true manner of what is going on, what they were getting at was that there is a **heightened focus on assessing affordability** for any new mortgage. There is a further planned increase in the rate used to 'stress test' affordability in mortgages in the future from 1% to 3% above the present rate due too.

The **majority of new mortgages** now have to be on an **'advised basis'** (brokers always typically gave full advice anyway), the greater impact is on the lenders themselves and customers who decide to go direct to them instead of using a broker. I honestly don't know how lenders have dealt with the implementation of this, in view of the fact that the majority of their staff have not typically been expected to actually give formal advice to date.

You would now be expected to wait even longer for an appointment directly with a lender (we've heard stories of two or three weeks), be asked even more inane questions (and have to be even more careful about your responses!) and it all takes a lot longer before you know whether they will lend you what you need.

The happy alternative is that you could speak to a broker (us!) who will (as we always have) **guide you through the revised assessment**, generally seeing you **within a matter of days, shopping around** for you and assessing what your **best options** are (covering multiple lenders in one sitting) before making an **application on your behalf** and chasing it through in a **timely manner**. Of course for the majority of business we **won't charge you a fee** and don't forget **we come to you too!**

We will also cover all the areas you should consider to make sure your home (and family) are properly protected too.

Finally, thanks to those of you who do



As I always say in these newsletters, we are grateful for any referrals and repeat business you give us. There is nothing more reassuring than getting a recommendation from someone or a call from a client we haven't spoken to in a while.

Please remember us and the fact that I will always try to do the best by anyone we deal with. I try to be 'long haul' rather than 'quick buck'.

As always, please call me to discuss anything at all, really **I would rather you called me to discuss something than assume I can't help** (or wouldn't want to).

I can always be contacted on **07710 770969** or emailed at **advice@sbms-online.co.uk**

Best regards,
Stuart

**Independent
Financial Advice**



I hope this newsletter finds you all well. It's been a year since our previous newsletter, we got to late August this year and I realised I hadn't written one (normally I try to do two a year) so as an update, in the year gone by...

We've had trips to London Zoo, the Imperial War Museum, to see the London poppies, been to stay in a lovely cottage in Cornwall during the summer, been to Weymouth, Littlehampton, visited Bath for a few days, Stonehenge and eaten plenty of family curries!

Emily has just had her 10th birthday, and started middle school in September (we have a three tier system in Beds). We had our first parent/teacher meeting last week and she is doing very well by all accounts. Her homework has started to increase and I have taken over from Sharon in explaining her maths equations. I'm not looking forward to the day when trigonometry follows her home as it's been more years than I



care to remember since I last had to do any... and I may need some tutelage myself!

Lucy had her open evening for middle school too, she is due to follow her sister to the same school in September 2015. She continues to astound me how clever she is, answering her spellings and maths questions with speed and ease (we sometimes have to stop her answering her elder sister's questions before she has had time to respond herself!).

I'm proud of both of them academically and otherwise, whenever they come home from a 'play date' or sleep over, we're told how polite and well behaved they are.

Other news, the Daredevil Granny (AKA my mum) has driven a Porsche around a handling circuit (apparently she



wasn't the oldest to do so at 79!) and she has been taken for a flight in a light aircraft over the Malvern Hills (a kind offer from a fellow car enthusiast who flies for a living). Sharon and the girls got the offer of a quick flight too. Sharon being probably the most nervous passenger he could have had, whilst Lucy sat in the back on her booster seat without a care in the world! Emily decided that the ground was the best place to admire an aircraft from...



Anyway, Christmas is upon us once again, we are looking forward to some time together as a family and I'll finish by saying best wishes to each of you, and your families for the Christmas and New Year periods.



I met a Dutch girl with inflatable shoes last week, phoned her up for a date but she'd popped her clogs.

An ice cream seller was today found on the floor of his van covered in hundreds and thousands. Police said he topped himself

Text one friend to another:
Dude you were so drunk
Cmon I wasn't that drunk
You grabbed my Parakeet, threw it at my hamster and yelled 'Angry Birds'
...awesome

A mate of mine recently admitted to being addicted to brake fluid. But when I quizzed him on it he reckoned he could stop any time....

My neighbour knocked on my door at 2:30am this morning, can you believe that, 2:30am?! Luckily for him I was still up playing my bagpipes.

I woke up last night to find the ghost of Gloria Gaynor standing at the foot of my bed. At first I was afraid... then I was petrified.

The inventor of predictive text has died. I didn't even realise he was I'll!
His funfair will be hello on sundial.

As a reminder of the services we offer:

- Independent mortgage advice
- Independent insurance advice including:
 - Life Assurance
 - Critical illness
 - Accident and Sickness
 - Unemployment
 - Income Protection
 - Private Medical Insurance
- Buildings and contents insurance
- We can recommend Conveyancer, Solicitor and EPC provider
- IFA services including pensions and investments
- Loans and bridging
- Will service
- Commercial and business enquiries
- Credit file service



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