

Welcome to our winter newsletter

The housing market – a summary

The Council of Mortgage Lenders recently announced that home-owner remortgage activity had continued to grow with month on month lending and year on year lending up by over a third. **Remortgaging is a great opportunity for you to save significant money, money that could be used to better effect by saving, overpaying, making sure you are better financially protected, carrying out home improvements or just to give you some free cash for the luxuries in life.**

With rates falling compared to what they were even only a year or so ago, **you may be surprised how much could save.** There are still plenty of people who have not reviewed their mortgage when the previous deal has ended. I suspect some think that the reduction from 'previous deal' to variable rate was good enough on its own, **but in reality they could be saving much more,** with increased house prices helping to get you a lower 'loan to value' deal too.

The other **benefit** of course could be to **get a decent long term fixed rate before interest rates do actually start to increase** thus securing some **long term stability for you and your family.** Failing to take action before rates increase could lead to affordability issues for many who have got used to the much lower interest rates that have been on offer over recent years. I, for one, have just fixed our mortgage for five years at 2.75% with offset facilities such that I can plan, and pay off the mortgage quicker. I have never had a rate so low and it could have been much lower had I only wanted to fix for two years or so!

Finally, don't forget that the rates on offer are not only affected by what the Bank of England rate may be, **they could rise even if the base rate stays static for a little longer.**

Buy to let changes have been announced relating to the ability to offset mortgage interest against rent received meaning at least higher rate

tax payers will not be able to fully benefit from the current regime...also an **increase in Stamp Duty** for those buying **second homes** (so not just buy to lets). Effectively that a purchaser would pay 3% additional Stamp Duty which takes the amount payable on a £250000 property from £2500 to £8500! This change is apparently being brought in in April next year.

95% mortgages have been back for a while, mostly under various Help to Buy schemes, more lenders are offering these schemes outside the Government initiative too and there is a much freer market out there at present, also the rates on offer for higher % loans have become far better as a result too.

New Website

Hopefully by the time you get this flyer we will have a newly revamped website, please see www.sbms-online.co.uk and let us know what you think.

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

So what have we been up to since our last flyer?

Lucy has started year 5 so has joined her big sister at middle school and Emily has moved up into year 6, they informed us last week that there is no way Santa can be real: "it's just not possible", now we know they are growing up... It will be boys, bras and hormones next... can't wait!



Both are doing well at school and we are looking forward to seeing Lucy in the school Christmas play, Aladdin. She has been practising hard, learning the songs and her lines. We just hope we will be able to spot her on stage, she is so little and they always seem to put the tall kids right in front of her, if that's not enough we always seem to sit behind the parent holding their

iPad (?) in the air to record their little angels on stage.

We have been to north Devon on holiday where the girls enjoyed surfing with friends, we also went "up norf" to Blackpool, it took a lot of persuasion by Sharon and apparently it was "well worth the 4 ¾ hour drive". We saw the illuminations and had a horse drawn carriage ride along the sea front... all in the rain of course!

We are off to Coronation Street just before Christmas, it will surprise you to know this was my idea!! The girls, (and



Sharon) can't quite get their heads round the fact that Coronation Street isn't actually real.



We have also discovered you can drive into London!!! We had some sort of coming of age feeling when we got our first Oyster cards, Emily has got her own now as well as she is 11 and it was one of her requests for her birthday, along with going to HMS Belfast, the Disney store in London, oh yes, and not forgetting her favourite dinner... steak (it's getting more expensive to feed them by the day).

If anyone is worried about whether we will get any snow this year, I have just fitted winter tyres to the car, in the past this has guaranteed us a mild, snow free winter, will this year be different?! Perhaps we should run a book...

Finally, we would like to express our sorrow to the families of those who have lost loved ones this year. With a lot of our customers we feel we are part of their life's journey, helping out with (or at least hearing about) their ups and downs. If we can be any help to offer practical advice in any form we will, so please don't hesitate to call.

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
 Cover can be arranged to protect family as well as a mortgage.
- 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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Brummie walks into a tailors...
"Alroit, mate. I'd like a 70s suit, please."
The tailor says, "Certainly sir, and would you like a kipper tie?"
Brummie says, "Thanks mate, two sugars."

What did the pirate say when he turned 80?
Aye Matey!

I was given the ultimatum 3 weeks ago. She said "it's me or your car."
Man I miss her

What did Cinderella say when she went to pick up her photos but they weren't ready?
Some day my prints will come.

A brunette goes into a doctor's office and says that her body hurts wherever she touches it. "Impossible," says the doctor. "Show me." She takes her finger, presses on her elbow, and screams in agony. She pushes her knee and screams, pushes her ankle and screams, and so it goes on; everywhere she touches makes her scream with pain. The doctor says, "You're not really a brunette are you?" She says, "No, I dyed my hair. I'm naturally blonde." "I thought so," he says. "Your finger is broken."

I took the shell off my racing snail, thinking it would make him run faster. If anything, it made him more sluggish

**FOR ANY FINANCIAL ADVICE
PLEASE CONTACT US ON**

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