

# Skerritt Consultants Ltd

# Mortgage Fact Find

**Strictly Confidential**

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|                      |  |
|----------------------|--|
| <b>Client Name 1</b> |  |
| <b>Client Name 2</b> |  |

|   |  |
|---|--|
| <b>Date Seen</b>                                |  |
| <b>Client seen face to face</b>                 | <b>Yes/No</b>                                    |
| Purchase/Remortgage/Buy to let /FTB/Product TFR | Fast Track/Full/Debt Cons/Retirement/Product TFR |
| <b>Age at end of mortgage term</b>              |  |
| <b>Source</b>                                   |  |
|   |  |
|   |  |
|   |  |
|   |  |
|   |  |
|   |  |
|   |  |
|   |  |
|   |  |
|   |  |
|   |  |
|   |  |

# Personal Details

| Client 1                |                      | Client 2             |
|-------------------------|----------------------|----------------------|
| Title                   | Mr / Mrs / Miss / Ms | Mr / Mrs / Miss / Ms |
| Surname                 |                      |                      |
| Forename(s)             |                      |                      |
| Date of birth           |                      |                      |
| Marital Status          |                      |                      |
| Nationality             |                      |                      |
| Intended retirement age |                      | Age NB               |
| National Insurance No   |                      |                      |
| State of Health         | Fair/Good/Very Good  | Fair/Good/Very Good  |
| Smoker                  | Y / N                | Y / N                |

|                         |                               |                               |
|-------------------------|-------------------------------|-------------------------------|
| Address                 |                               |                               |
|                         |                               |                               |
|                         |                               |                               |
|                         |                               |                               |
| Postcode                |                               |                               |
| Home Tel No             |                               |                               |
| Work Tel No             |                               |                               |
| Mobile                  |                               |                               |
| e-mail address          |                               |                               |
| Occupier Status         | Renting / Owner / LWP / Other | Renting / Owner / LWP / Other |
| Electoral Role          | Y / N                         | Y / N                         |
| Date at current address |                               |                               |

**If less than 3 years at current address please provide previous address**

|                       |  |
|-----------------------|--|
| Previous address      |  |
| Dates at this address |  |

**Do you have any children / dependents** Yes No

| Dependent's Name   | DOB      |
|--|----------|
|  |          |
|  |          |
|  |          |
|  |          |
| <b>Are any children over the age of 17 still resident with you</b> | Yes / No |

**Notes:**

| Current Mortgages and Loans  |   |   |
|--|---|---|
| Current Mortgage(s): - If none, please confirm here                                    |   |   |
|  | 1 <sup>st</sup> Mortgage  | 2 <sup>nd</sup> Mortgage  |
| Lender   |   |   |
| Property value   |   |   |
| Outstanding Loan   |   |   |
| Monthly payment  |   |   |
| Outstanding term of mortgage   |   |   |
| Current rate of interest   |   |   |
| Product  | Variable<br>Fixed<br>Flexible<br>Base Rate Tracker<br>Discount<br>Capped<br>LIBOR<br> | Variable<br>Fixed<br>Flexible<br>Base Rate Tracker<br>Discount<br>Capped<br>LIBOR<br> |
| Redemption penalties   | Yes No  | Yes No  |
| Redemption Expiry Date   |   |   |
| Repayment Type   | Capital + Interest £<br>Interest Only £<br>Split                                      | Capital + Interest £<br>Interest Only £<br>Split                                      |
| If applicable are you prepared to pay penalties if you transfer/repay current mortgage | Yes No  | Yes No  |
| Are your current mortgage terms portable to a new property                             | Yes No  | Yes No  |
| Will the property to be mortgaged be the only property you own/have a mortgage on.     | Yes No  | Yes No  |
| Do you pay maintenance to a former spouse?   | Yes No  | Yes No  |

## Existing Life & Home Policy details

| Owner<br>1 <sup>st</sup> , 2 <sup>nd</sup> , Joint | Plan Type | Provider | Start date | Term | Premium &<br>Frequency | Sum Assured/<br>Benefit | Possible<br>Shortfall<br>identified |
|--|-----------|----------|------------|------|------------------------|-------------------------|-------------------------------------|
|  |           |          |            |      |                        |                         |                                     |
|  |           |          |            |      |                        |                         |                                     |
|  |           |          |            |      |                        |                         |                                     |
|  |           |          |            |      |                        |                         |                                     |
|  |           |          |            |      |                        |                         |                                     |

|  |        |
|--|--------|
| If no cover has been established – does client want a quotation? | Yes/No |
|--|--------|

Please provide details of quotes provided below:

## Bank Details

|                     |  |
|---------------------|--|
| Bank Name & Address |  |
| Account Name        |  |
| Sort Code           |  |
| Account Number      |  |

### Financial Commitments

|                    |        |        |        |
|--------------------|--------|--------|--------|
| <b>Applicant</b>   |        |        |        |
| Card/Loan/HP/Maint |        |        |        |
| Lender             |        |        |        |
| Monthly cost       |        |        |        |
| Start Date         |        |        |        |
| End date           |        |        |        |
| Amount owing       |        |        |        |
| Secured            | Yes No | Yes No | Yes No |
| <b>Applicant</b>   |        |        |        |
| Card/Loan/HP/Maint |        |        |        |
| Owner              |        |        |        |
| Lender             |        |        |        |
| Monthly cost       |        |        |        |
| Start Date         |        |        |        |
| End date           |        |        |        |
| Amount owing       |        |        |        |
| Secured            | Yes No | Yes No | Yes No |

## Additional Financial Information

|   | Client 1 | Client 2 |
|---|----------|----------|
| Have you ever had a judgment for bad debt/loan default registered against you | Yes No   | Yes No   |
| If yes, please provide details  |          |          |
| Has the judgment been settled   | Yes No   | Yes No   |
| If no, when will the judgment be settled                                      |          |          |
| Have you ever been declared bankrupt/made an arrangement with your creditors  | Yes No   | Yes No   |
| Description of bankruptcy/creditors arrangements                              |          |          |
| If yes, has the bankruptcy been discharged                                    | Yes No   | Yes No   |
| If no, When will the bankruptcy be discharged                                 |          |          |
| Have you ever missed any payments or been in arrears                          | Yes No   | Yes No   |
| If yes, please provide details  |          |          |

# Personal Finances

| Client 1                |                          | Client 2                |  |
|-------------------------|--------------------------|-------------------------|--|
| Status                  | Emp / Self / HW/ Retired | Emp / Self / HW/Retired |  |
| Occupation              |                          |                         |  |
| Employer / Company Name |                          |                         |  |

|   |  |  |
|---|--|--|
| Time in current employment                |  |  |
| Previous employment details if applicable |  |  |

## Additional details for self-Employed clients

|   |        |        |
|---|--------|--------|
| Please provide taxable income<br>Year ____/____<br><br>Year ____/____<br><br>Year ____/____ |        |        |
| Controlling Director  | Yes No | Yes No |
| Shareholding  | %      | %      |
| Accountant/Employers Details  |        |        |

## Income

|                              |   |   |
|------------------------------|---|---|
| Annual Basic Salary          | £ | £ |
| Guaranteed additional income | £ | £ |
| Annual overtime              | £ | £ |
| Commission / Bonus           | £ | £ |
| Maintenance                  | £ | £ |
| Benefits                     | £ | £ |

## Budget

|                |  |                              |  |
|----------------|--|------------------------------|--|
| Client Budget  |  | Mortgage Payment             |  |
| Net income - A |  | Mortgage Payment 2% Increase |  |

Notes:

|                        |  |
|------------------------|--|
| Food                   |  |
| Council Tax            |  |
| Gas/Elec/Water/TV      |  |
| Home & Life Insurances |  |
| Ground Rent            |  |
| Service Charge         |  |
| Travel                 |  |
| Financial Commitments  |  |
| Leisure                |  |
| Childcare              |  |
| Other                  |  |
| Other                  |  |
| <b>TOTAL - B</b>       |  |
| Available for Mtg A-B  |  |

### New Mortgage Details

|                                     |          |
|-------------------------------------|----------|
| Address of property to be mortgaged |          |
|                                     |          |
|                                     |          |
| Postcode                            |          |
| Will this be your primary residence | Yes / No |
| Is it a BTL?                        | Yes / No |
| What rental do you receive/expect   |          |

**\*\*\*\*IS THIS A SUB SALE WITHIN 6 MONTHS?\*\*\*\***

|                                   |   |            |
|-----------------------------------|---|------------|
| Valuation / Purchase price        |   |            |
| Deposit & Source                  |   |            |
| Total mortgage required           |   |            |
| Loan to value                     |   |            |
| Term requested                    |   |            |
| AGE AT END OF MORTGAGE TERM       |   |            |
| Type of Property                  | House/Flat/New Build/Ex-Council/Bungalow/Above shop |            |
| Tenure                            | Freehold / Leasehold                                | Lease Term |
| Solicitor & Estate Agents details |   |            |

### Attitude to Mortgage risk

| ✓ | Description   | Type   |
|---|---|--|
|   | Ensuring that mortgage capital and interest is guaranteed to be repaid at the end of the term is important to the client. They are not prepared to take risks with their mortgage.  | Capital Repayment  |
|   | Part capital repayment, part Interest only. Client understands that a percentage of the mortgage is guaranteed to be repaid at the end of the term (capital repayment percentage) However, part of the mortgage is interest only and the capital aspect of this percentage will need to be repaid at the end of the term. Client understands that an investment backed repayment vehicle is required to repay the capital and that this may fluctuate to some extent. The client is prepared to take some risk for potential for return on investment | Split Mortgage (Capital Repayment/Interest Only + Investment backed repayment vehicle) |
|   | The client understands that <u>only</u> the interest is being repaid on their mortgage, and that the capital will need to be repaid at the end of the term. Client understands that an investment backed repayment vehicle is required to repay the capital and that this may fluctuate to some extent. The client is prepared to take some risk for potential for return on investment.  | Interest Only + Investment backed repayment vehicle.                                   |
|   | The client is prepared to risk mortgage capital not being repaid.   | Interest Only with no repayment vehicle.   |



## Mortgage Features

|   | Client 1        |    | Client 2        |    |
|---|-----------------|----|-----------------|----|
| Do you have any plans to repay your entire mortgage in the near future?   | Yes             | No | Yes             | No |
| Do you wish to overpay on your mortgage?  | Yes             | No | Yes             | No |
| Is the ability to move your mortgage to another property, important to you?   | Yes             | No | Yes             | No |
| Is not having any tie-in period during the special offer period important?  | Yes             | No | Yes             | No |
| Is not having any tie-in period after the end of the special offer period important?                                  | Yes             | No | Yes             | No |
| Is the ability to add fees to the mortgage important?   | Yes             | No | Yes             | No |
| Is speed of completion of particular importance?  | Yes             | No | Yes             | No |
| Are you aware of any changes to your income or expenditure that is likely to affect your ability to pay the mortgage? | Yes             | No | Yes             | No |
| Do you wish to consolidate your existing debts?   | Yes             | No | Yes             | No |
| <b>Which of the following features are important to you?</b>  | <b>Client 1</b> |    | <b>Client 2</b> |    |
| To fix your monthly costs for a specific period of time?  | Yes             | No | Yes             | No |
| A discount/tracker mortgage in the early years?   | Yes             | No | Yes             | No |
| An upper limit to your mortgage payment with the potential for paying a lower amount?                                 | Yes             | No | Yes             | No |
| An initial cash sum (cashback)  | Yes             | No | Yes             | No |
| To have the facility open to combine both savings and current account with your mortgage?                             | Yes             | No | Yes             | No |
| The ability to vary the repayment amount and/or take payment holidays?  | Yes             | No | Yes             | No |

**Notes:***(please provide additional details as required here)*



**Notes:**