

A new choice

Introducing the
new core range from
Bristol & West Mortgages

Standard

Up to 4.5 x sole income, 4 x joint income

Up to £1 million at 75% LTV

- Fixed rates from 4.99 %
- Products available up to 90% LTV

First Start

Up to 4.5 x first income, 4 x joint income

Up to £350,000 at 95% LTV (fees can be added over 95%)

- Additional borrowing power by including parent's/sponsor's income in multiples
- Available for purchase or remortgage

Self Cert

Ex local authority houses acceptable

Up to 4.5 x sole income, 4 x joint income

- True Self Cert
- First time buyers accepted

Lifetime

6.89% fixed for life

Free valuation

Online KFIs

Buy to Let

Student tenants accepted

Rental cover from 100% of pay rate

- Minimum age 21
- Fixed rates from 7.19%

Please note we no longer accept paper applications.

All applications are to be made online via your Virtual Office. Go to www.bristolandwest4brokers.co.uk to register online today.

NOT FOR PUBLIC DISTRIBUTION. INTERMEDIARY USE ONLY



Core Range 15th December 2008

 **BRISTOL & WEST
MORTGAGES**

Our Standard product range

Fixed Rates reverting to Standard Variable Rate (SVR)¹ unless otherwise stated

Lending fee: £195*

Term	Rate	Description	Max LTV	Arrangement fee	Higher lending charge paid by Bristol & West Mortgages	Valuation fee paid by Bristol & West Mortgages	Remortgage legal fees paid by Bristol & West Mortgages	Cashback	Early Repayment Charges (% of sum repaid)	Code
3 Year	4.99%	Fixed until 31/12/2011	60%	1%	Yes	Yes	Yes ³	No	3% until 31/12/2011	AST
3 Year	5.25%	Fixed until 31/12/2011	75%	1%	Yes	No	No	ASU		
3 Year	5.35%	Fixed until 31/12/2011	75%	1%	Yes	Yes	Yes ³	No		ASV
3 Year	6.45%	Fixed until 31/12/2011	85%	1%	Yes	Yes	Yes ³	No		ASW
5 Year	5.25%	Fixed until 31/12/2013	60%	1%	Yes	Yes	Yes ³	No	5% until 31/12/2013	ASX
5 Year	5.45%		75%	1%	Yes	Yes	Yes ³	No		ASY

Standard Variable Rate (SVR)¹

Lending fee: £195*

Rate for term	4.49%	SVR for term	75%	No Fee	Yes	No	No	No	None ²	ARF
---------------	-------	--------------	-----	--------	-----	----	----	----	-------------------	-----

Benefits at a glance

- 4.5 x sole income multiple with no minimum income.
- 4 x joint income with no minimum income.
- 10% overpayments per annum allowed.[†]
- Up to £1 million available to 75% LTV.

Standard criteria

Minimum Loan £15,001 for purchases, £25,001 for remortgages.

Maximum Loan £1 million (unless otherwise stated).

Loan Tiers 90% up to £500,000, 85% up to £750,000, 80% up to £850,000, 75% up to £1m.

Fees may be added.

Conditions apply.

Age Minimum 18.

Term To normal retirement age subject to a minimum term of 10 years (shorter terms considered by exception where the underwriter is satisfied that ability to pay exists).

† Overpayments Up to 10% of the mortgage balance may be repaid each year without incurring any early repayment or administration charges providing each overpayment is a minimum of £2,000. This is calculated on the outstanding mortgage balance as at the previous 31st March each year.

Income Multiples 4.5 x main allowable income plus 1 x second allowable income or 4 x joint income.

Refinance Debt consolidation up to 90% maximum LTV subject to clean credit history (see General Lending Criteria) where all other standard lending criteria is satisfied.

Higher Lending Charge Where the loan required exceeds 85% of the lower of the purchase price or valuation and is not on a product described as 'Higher Lending Charge paid by Bristol & West Mortgages' the borrower will pay the following additional security fee on the excess loan over 75% LTV. The Higher Lending Charge can be added to the loan.

Higher Lending Charge Band

Over 85% to 90%: 7.25%

Property Owner We only accept transactions where the seller is the owner or registered proprietor of the property, and has been so for at least 12 months. For all remortgage business the registered owner or proprietor must have owned the property for a period of at least 12 months.

Property No shared equity or right to buy. Studio flats, flats in converted office blocks and speculatively converted ex local authority blocks unacceptable. Properties that were built within the last 12 months, or that are being purchased for the first time since conversion are acceptable up to 75% LTV.

Free Valuations We will pay for one standard valuation to be completed on the application but we may not always arrange for a valuer to go and inspect the property.

***Lending Fee** £195 (due on completion but payment can be deferred until the mortgage is fully repaid).

¹ SVR = Standard Variable Rate (currently 4.49% as at 15/12/2008).

² Overpayments exceeding 10% per annum will be subject to an administration charge (currently £50).

³ Remortgage only = Via our nominated solicitors Legal Marketing Services (LMS). Please read the Free Legals for Remortgages section.

Our Self Certification product range

Up to 75% LTV. This product reverts to SVR¹

Lending fee: £195*

Term	Type	Rate	Description	Arrangement fee	Higher lending charge	Valuation fee paid by Bristol & West Mortgages	Remortgage legal fees paid by Bristol & West Mortgages	Cashback	Early Repayment Charges (% of sum repaid)	Code
3 Year	Fixed	7.29%	Fixed until 31/12/2011	1.5%	No	Yes	Yes ³	No	5% until 31/12/2011	ASK

Benefits at a glance

- 75% LTV up to £500,000.
- 4.5 x sole income multiple.
- Employed and Self Employed.
- True Self Cert.
- 10% overpayments per annum allowed.[†]
- 4 x joint income.
- Fees may be added above product maximum LTVs.
- Available for ex-local authority houses.

Self Certification criteria

Minimum Loan £25,001.

Maximum Loan £500,000.

Minimum Age 21 (First time buyers accepted).

Residency Must have resided in the UK for past 3 years.

Term To normal retirement age subject to a minimum term of 10 years (shorter terms considered by exception where the underwriter is satisfied that ability to pay exists).

Employment Status Self Employed - for at least one year. Employed - more than 6 months continuous employment (not necessarily the same employer).

Minimum Income £10,000 sole applicants, £15,000 joint applicants.

† Overpayments Up to 10% of the mortgage balance may be repaid each year without incurring any early repayment or administration charges providing each overpayment is a minimum of £2,000. This is calculated on the outstanding mortgage balance as at the previous 31st March each year.

Income Multiples 4.5 x main allowable income plus 1 x second allowable income or 4 x joint income.

Available For Purchase, including first time buyers. Remortgage, including capital raising (not for speculative purposes - new business startups, expansions or to consolidate business debts).

Property Owner We only accept transactions where the seller is the owner or registered proprietor of the property, and has been so for at least 12 months. For all remortgage business the registered owner or proprietor must have owned the property for a period of at least 12 months.

Property Ex-local authority houses acceptable, ex local authority flats valued at a minimum of £90,000 are acceptable. No shared equity, vendor's deposit schemes, right to buys, studio flats or properties in mixed user buildings. Flats in blocks of more than ten storeys are restricted to a maximum of 75% LTV. Flats in converted office blocks and speculatively converted ex local authority blocks unacceptable. Properties that were built within the last 12 months, or that are being purchased for the first time since conversion are acceptable up to 75% LTV.

***Lending Fee** £195 (due on completion but payment can be deferred until the mortgage is fully repaid).

¹ SVR = Standard Variable Rate (currently 4.49% as at 15/12/2008).

³ Remortgage only = Via our nominated solicitors Legal Marketing Services (LMS). Please read the Free Legals for Remortgages section.



For further details call 0117 943 7755^{††}

contact your Bristol & West Mortgages representative or visit www.bristolandwest4brokers.co.uk

^{††} All calls may be monitored and recorded for training purposes.

Our Buy to Let product range

Fixed Rates HLC's paid by Bristol & West Mortgages

All products revert to Base Rate⁴ + 2.25% unless otherwise stated

Lending fee: £195*

Term	Rate	Description	Max LTV	Arrangement fee	Valuation fee paid by Bristol & West Mortgages	Remortgage legal fees paid by Bristol & West Mortgages	Early Repayment Charges (% of sum repaid)	Rental Income Calculation. % of pay rate	Code
3 Year	7.19%	Fixed until 31/12/2011	75%	1.50%	No	No	5% until 31/12/2011	100%	ASA
3 Year	7.29%	Fixed until 31/12/2011	75%	1.50%	Yes	Yes ³			ASB
5 Year	7.29%	Fixed until 31/12/2013	75%	1.50%	Yes	Yes ³	5% until 31/12/2013		ASD

Benefits at a glance

- Up to 75% LTV.
- Up to 5 properties, to a maximum of £2 million.
- £500,000 maximum loan per property.
- From 100% rental cover.
- Ex local authority houses acceptable.
- Fees may be added above product maximum LTVs.

Buy to Let criteria

Minimum Loan £15,001 for purchase, £25,001 for remortgage.

Maximum Loan £500,000 per property for purchase and remortgage.

Maximum Total Borrowing per individual £2,000,000 (portfolio).

Maximum LTV Up to 85%. Arrangement fees can be added.

Property Owner We only accept transactions where the seller is the owner or registered proprietor of the property, and has been so for at least 12 months. For all remortgage business the registered owner or proprietor must have owned the property for a period of at least 12 months.

Property Minimum Valuation £40,000. Ex local authority houses acceptable, ex local authority flats valued at a minimum of £90,000 are acceptable, no shared equity. Studio flats, flats in converted office blocks and speculatively converted ex-local authority blocks unacceptable. We do not accept flats or maisonettes built within the last 12 months or being purchased for the first time since conversion. Houses built within the last 12 months or being purchased for the first time since conversion are acceptable up to 75% LTV.

Age At least one borrower must be 21 or over.

Term Minimum 5 years. No maximum.

Income Requirements Up to and including 75% - None. 75% - 85% - £15,000 p.a. basic income. (Self employed accepted)

Maximum Number of Properties 5.

Rental Income Multiples Rental income should be equal to or greater than the interest only payment due on the loan calculated at 100% of the initial pay rate on fixed or capped rates of 3 years or more and 118% of the initial pay rate on all other products.

Overpayments Up to 10% of the mortgage balance may be repaid each year without incurring any early repayment or administration charges providing each overpayment is a minimum of £2,000. This is calculated on the outstanding mortgage balance as at the previous 31st March each year.

Use of Letting Agent Not required.

Payment Types Accepted Repayment, interest only or a combination of both.

Tenants No holiday homes, lets to family members or Houses in Multiple Occupation (HMOs). Students lets are acceptable (maximum 4 tenants), on one Assured Shorthold Tenancy (no HMOs). Department for Work and Pensions tenants are acceptable. No family members. Property must not be let to the seller during the 12 months after completion.

Experience Evidence of current or previous satisfactory conduct of mortgage (i.e. no first time buyers unless on a joint application with a second time buyer) within the previous 5 years or outright owners.

Availability

England & Wales

	With Vacant Possession	With Tenanted Possession
Purchases	Yes	Yes
Remortgages	Yes	Yes

Scotland

	With Vacant Possession	With Tenanted Possession
Purchases	Yes	No
Remortgages	Yes	Yes

***Lending Fee** £195 (due on completion but payment can be deferred until the mortgage is fully repaid).

¹ SVR = Standard Variable Rate (currently 4.49% as at 15/12/2008).

³ Remortgage only = Via our nominated solicitors Legal Marketing Services (LMS). Please read the Free Legals for Remortgages section.

⁴ BBR = Bank of England Base Rate (currently 2.00% as at 15/12/2008).

Our First Start product range

Up to 95% LTV. All products revert to Standard Variable Rate (SVR)¹ unless otherwise stated

Lending fee: £195*

Term	Type	Rate	Description	Arrangement fee	Higher lending charge paid by Bristol & West Mortgages	Valuation fee paid by Bristol & West Mortgages	Remortgage legal fees paid by Bristol & West Mortgages	Cashback	Early Repayment Charges (% of sum repaid)	Code
2 Year	Fixed	6.45%	Fixed until 31/12/2010	£499	Yes	Yes	No	No	3% until 31/12/2010	ASZ
3 Year	Fixed	6.39%	Fixed until 31/12/2011	£499	Yes	Yes	No	No	3% until 31/12/2011	ATA

Additional Criteria

- Maximum of 4 applicants ■ Applicant 1 must be the main earning sponsor ■ Applicant 2 must be the main earning child who must be employed. Not available to students
- Minimum age for child at application is 18 ■ Maximum age for sponsor at application is 60 ■ Our Mortgage Deed is written in such a way as to allow the property to be owned jointly or in a sole name. The choice is down to the individual's own 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 on our Mortgage Offer ■ If a sponsor will have any mortgages outstanding (excluding buy to let), you should deduct these as an annual outgoing, at a rate of 1.5% above Bank Base Rate ■ The scheme is primarily for parents and their offspring. However, the joint borrower could also be a step-parent. Other sponsors considered
- The sponsor and child will be jointly and separately liable for the total loan

Benefits at a glance

- Enable parents to help their children buy a home by including them in the income multiple.
- Greater borrowing power.
- 10% overpayments per annum allowed.[†]
- 4.5 x first income multiple with no minimum income.
- 4 x joint income multiple.
- Choice of property ownership.
- Purchase or remortgage.
- 95% LTV up to £350,000.

First Start criteria

Minimum Loan £15,001 for purchases, £25,001 for remortgages.

Maximum Loan £1 million.

Loan Tiers 95% up to £350,000, 90% up to £500,000, 85% up to £750,000, 80% up to £850,000, 75% up to £1m. Fees may be added. Conditions apply.

Age Minimum age for child at application is 18. Maximum age for sponsor at application is 60.

Term To normal Retirement Age of the child subject to a minimum term of 10 years (shorter terms considered by exception where the underwriter is satisfied that ability to pay exists). Maximum 35 years.

† Overpayments Up to 10% of the mortgage balance may be repaid each year without incurring any early repayment or administration charges providing each overpayment is a minimum of £2,000. This is calculated on the outstanding mortgage balance as at the previous 31st March each year.

Income Multiples Uses the main earning sponsor's income as the primary source and the main child's income as the secondary source, either on a joint or + 1 basis. 4.5 x main allowable income plus 1 x second allowable income or 4 x joint income.

Refinance Debt consolidation up to 95% LTV subject to clean credit history (see General Lending Criteria) where all other standard lending criteria is satisfied.

Transfer of Equity No borrower can be released from the mortgage unless at the time of application for release, the loan to value is less than 95%. Should we require a valuation report, the borrower will be responsible for the cost.

Property Owner We only accept transactions where the seller is the owner or registered proprietor of the property, and has been so for at least 12 months. For all remortgage business the registered owner or proprietor must have owned the property for a period of at least 12 months.

Property No shared equity or right to buys. Studio flats, flats in converted office blocks and speculatively converted ex local authority blocks unacceptable. Properties that were built within the last 12 months, or that are being purchased for the first time since conversion are acceptable up to 75% LTV.

***Lending Fee** £195 (due on completion but payment can be deferred until the mortgage is fully repaid).

Please note our First Start product is a joint mortgage between a parent (sponsor) and child. Not available to sole applicants. Our normal application form should be used.

¹ SVR = Standard Variable Rate (currently 4.49% as at 15/12/2008).



For further details call 0117 943 7755^{††}

contact your Bristol & West Mortgages representative or visit www.bristolandwest4brokers.co.uk

^{††} All calls may be monitored and recorded for training purposes.

Our Lifetime product

Lending fee: £195*

Term	Rate	Description	Age band (years)	Max LTV	Arrangement fee	Valuation fee paid by Bristol & West Mortgages	Early Repayment Charges	Code
Fixed for Life	6.89%	Equity Release	60 - 64	20%	£595	Yes	5% of the initial balance for the first 7 years	LD2
			65 - 69	25%				
			70 - 74	30%				
			75 - 79	35%				
			80 - 84	40%				
			85 onwards	45%				

Legal Fees: Paid by the client for both their own independent solicitor and Bristol & West Mortgages' solicitor, Eversheds. Your client's solicitor is not required to be on our panel.

Benefits at a glance

- Fixed rate for the life of the loan.
- Lump sum release.
- 'No Negative Equity' Guarantee.
- Portable within criteria.
- No monthly repayments, interest rolled up monthly and added to the loan.
- Member of SHIP.

Lifetime criteria

Minimum Loan £15,000 **Maximum Loan** £500,000.

Minimum Age 60 (no maximum age).

Number of Applicants Maximum of two applicants (must be UK resident). If they are married (and living together) the Lifetime mortgage will need to be in joint names (unless we agree otherwise) and so both parties need to make the mortgage application and obtain legal advice from their solicitor.

Power of Attorney Enduring Power of Attorney and Lasting Power of Attorney acceptable.

Deed of Consent Anyone living with the borrower in the property at completion who is aged 25 or over will need to sign a Deed of Consent. They will need to obtain independent legal advice before doing so, at no cost to us.

Further Advances Available after 5 years.

Term The anticipated term is the remainder of the life of the borrower(s).

The mortgage must be redeemed when the last survivor:

- dies and beneficiaries sell the property
- sells the property, or
- vacates the property for a continuous period of 6 months e.g. goes into long term care.

Beneficiaries wishing to buy the house, will be advised to redeem the Lifetime mortgage and take out their own mortgage before moving in. Executors wishing to sell the house will be allowed up to 12 months to do so. In the case of the last surviving borrower going into long term care, we will allow 6 months to repay the loan.

Arrangement Fee The arrangement fee can be added to the loan amount up to the maximum Loan to Value.

Early Repayment Charge 5% of the initial balance for the first 7 years. Early repayment charges will not apply if the mortgage is fully repaid as a result of:

- moving home (whether or not the loan is ported),
- moving into long-term care, residential care or sheltered accommodation, or
- the mortgage being repaid from the sale of the home, after the death of the last surviving borrower.

Part repayments of the mortgage balance are not permitted during the mortgage term.

***Lending Fee** £195 (due on completion but payment can be deferred until the mortgage is fully repaid).

Minimum Property Value £50,000.

Principal Residence The legal title must be in both names if this is a joint mortgage.

Lending Areas England and Wales only, residential, owner occupied and of standard construction.

Tenure Freehold, Leasehold or Commonhold. For Leasehold, the lease must have an unexpired term of at least 85 years.

Property Owner We only accept transactions where the seller is the owner or registered proprietor of the property, and has been so for at least 12 months. For all remortgage business the registered owner or proprietor must have owned the property for a period of at least 12 months.

Property Exclusions The following property types will normally be excluded: Converted flats, period timber frame housing, thatched houses, properties affected by significant disrepair at the time of initial inspection, ex local authority flats valued at less than £90,000, studio flats, properties containing a commercial element, properties involving equity share, section 106 agreements / restrictions (e.g. agricultural ties) excluding minimum age restrictions, flats above commercial property, flats in converted office blocks and speculatively converted ex-local authority blocks unacceptable.

Retentions Part retentions are not available.

Interest Interest is charged monthly.



For further details call 0117 943 7755^{††}

contact your Bristol & West Mortgages representative or visit www.bristolandwest4brokers.co.uk

^{††} All calls may be monitored and recorded for training purposes.

Valuation fee scale

Valuation Fee Scale					
Purchase Price / Valuation	Mortgage Valuation Report	Homebuyers Report	Purchase Price / Valuation	Mortgage Valuation Report	Homebuyers Report
Up to £50,000	£180	£310	Up to £750,000	£610	£840
Up to £75,000	£200	£350	Up to £1m	£790	£930
Up to £100,000	£220	£390	Up to £1.5m	£890	£1,090
Up to £150,000	£240	£430	Up to £2m	£990	£1,230
Up to £200,000	£270	£470	Up to £2.5m	£1,090	£1,440
Up to £250,000	£310	£520	Up to £3m	£1,190	£1,590
Up to £350,000	£360	£570	Over £3m	By negotiation	By negotiation
Up to £500,000	£470	£770	The valuation fee includes an administration fee of £90. Re-inspections minimum charge £50 per visit (this includes an administration fee of £8.50)		

How to get in touch

- Contact your Bristol & West Mortgages Representative
- Call our Broker Enquiry Line on 0117 943 7755*
- Visit www.bristolandwest4brokers.co.uk

NOT FOR PUBLIC DISTRIBUTION. INTERMEDIARY USE ONLY

*Calls may be monitored and recorded for training purposes. Bristol & West Mortgages is a trading name of the Governor and Company of the Bank of Ireland which is incorporated in the Republic of Ireland with limited liability and registered in England and Wales with branch number BR000459. Authorised by the Irish Financial Regulator and authorised subject to limited regulation by the Financial Services Authority. Details about the extent of our authorisation and regulation by the Financial Services Authority are available from us on request. Bristol & West Mortgages: One Temple Back East, Temple Quay, Bristol BS1 6DX, Telephone: (0117) 979 2222. Fax: (0117) 929 3787. Website: www.bristolandwest4brokers.co.uk
M3205 15/12/2008 BK 3247081020

General lending criteria

Employment Status Employed, Self Employed, Fixed Term Contracts, Short Term Contracts, and Probation periods are all considered.

Loan Types Repayment and Interest Only. No Further Loans.

Lending Areas England, Scotland and Wales (unless otherwise stated).

Early Repayment Charge In addition to any product specific early repayment charge we also charge a lending fee (£195), which is due on completion but payment can be deferred until the mortgage is fully repaid. For part repayments an additional fee applies.

Clean Credit History For last 3 years: ■ No mortgage/rent/loan arrears ■ Max 2 consecutive missed payments on credit/store cards ■ Max 1 CCJ to £250, not in the last 12 months ■ Comms/mail order arrears ignored unless scale/frequency is a cause for concern.

Portability All mortgages are portable when redeeming and completing on a new Bristol & West Mortgages mortgage. Conditions apply – please ask for details.

Insurance If applicants arrange their own buildings insurance a fee of £25 is payable to Bristol & West Mortgages to cover our additional administration costs.

Free Legals for Remortgages If stated in the Offer of Loan, Bristol & West Mortgages will pay for the legal fees and disbursements (excluding additional work, see below) and any additional leasehold charges providing the remortgage transaction is handled via Legal Marketing Services, and is completed. The firm of Solicitors instructed will act for us only. If applicants wish to arrange their own legal representation they will be responsible for the legal costs and disbursements incurred. Please Note: Bristol & West Mortgages will not pay for charges relating to additional work outside the scope of a standard remortgage transaction. This includes further valuation reports, related legal services, transfer of equity, deed of postponement, deed of grant, deed of variation, merger of freehold or leasehold title, change of name, telegraphic transfer of surplus funds to borrower, local searches for loans over £750,000, or if an exceptional amount of work is required to correct a defective title. For further details please see our 'Free Legals for Remortgagers' information sheet.

Arrangement Fees Payments should not be made at application stage. Bristol & West Mortgages will deduct the fee from the loan amount upon completion or add it to the loan amount.

Property Owner We only accept transactions where the seller is the owner or registered proprietor of the property, and has been so for at least 12 months. For all remortgage business the registered owner or proprietor must have owned the property for a period of at least 12 months.

Property No shared equity or right to buys. Studio flats, flats in converted office blocks and speculatively converted ex local authority blocks unacceptable. Properties that were built within the last 12 months, or that are being purchased for the first time since conversion are acceptable up to 75% LTV.



**BRISTOL & WEST
MORTGAGES**