



Peter and Emily were ready to purchase a house. They found a resale property and had saved enough money to be able to place a 10% deposit. However, this was only one piece of the puzzle: whilst they were able to place a deposit on the house, their incomes were not sufficient to fit affordability requirements and support the monthly mortgage payments that this size of loan would require.

Emily was employed full time, whereas her husband, Peter, had recently decided to go self-employed as a tradesman. As this was a new endeavour, many lenders were concerned that they would not be able to accurately assess his income. This combined with a status 1 missed payment on Emily's utilities less than 12 months ago, posed an issue for a number of high street lenders. The couple found it difficult to fit the affordability requirements. That's when they became aware of Buckinghamshire Building Society's Joint Borrower Sole Proprietor (JBSP) mortgage products.

This product allows for a family member to support the applicants with the mortgage payments. Fortunately, Emily's mother was keen to help them out. At the age of 60, she was still working,

but she no longer had a mortgage and was completely unencumbered by debt, and therefore felt that she was in a position to support them.

When assessing this case, our underwriters determined that Peter's business was expanding. Even though Peter has only been trading for a couple of months, he was gaining repeat business from his clients, his customer base was continually growing, and his income had been steadily climbing since he started. In addition to this, he was able to produce a track record within a similar line of work alongside evidence of his previous salary when he was employed. In turn, our underwriters were confident that his earnings were likely to continue to increase and allow him to afford the mortgage, without Emily's mum's help.

As the underwriters could see this progression for Peter's income and the likelihood of being able to remove Emily's Mum within 5-7 years, they were able to offer a term based on Peter & Emily's age rather than Emily's Mum. This allowed to keep the payments lower to help Peter & Emily in the early years of home ownership.

Furthermore, Emily was only at the beginning of her career, however her path suggested a future increase in her earnings that was indicative of affordability for the overall loans. In regard to Emily's debt, whilst other lenders were perturbed by it, it fell within our policy and so we were able to ignore it.

With Emily's mum's help, the overall loan to income reduced and so the couple secured a JBSP mortgage with us.

If you'd like to find out more about our JBSP range, or any of the mortgage products we offer here at Buckinghamshire Building Society, contact one of our knowledgeable Key Account Managers. You can find yours here...

www.bucksbs.co.uk/intermediaries/find-your-key-account-manager/

intermediaries@bucksbs.co.uk

01494 879500

