



Second Charge Mortgages

We've Streamlined Our Second Charge Mortgage Fees

To ensure our fees are fair, competitive and transparent. Our new pricing ensures your clients only pay a fee when the loan has been secured and provides two payment options to suit the client's individual circumstances. Whichever option the client chooses we will split all of the commission 50/50 with you. **The fee can be added to the loan.**

2nd Charge Mortgage Pricing Table

	Squeaky Clean £995 fee on completion	Complex £1495 fee on completion	Zero Upfront Costs 5% fee on completion
Ingard provide all advice to the client	✓	✓	✓
Dedicated Case Manager for broker and client	✓	✓	✓
Valuation fee	Client pays	Client pays	Ingard pays
Lender processing fees	Client pays	Client pays	Ingard pays
Fixed packaging fee on completion	Client pays	Client pays	✗
5% broker fee on completion (£1.5K - £4K)	✗	✗	Client pays
Ingard provide broker with all case research	✓	✓	✓
	Client pays upfront costs	Client pays upfront costs	Ingard pays upfront costs

Squeaky Clean

Examples of cases which would be classified as "squeaky clean": -

- Clients who want to protect their existing mortgage, particularly those with an interest only repayment mortgage or low interest rate
- Clients who would be subject to high early repayment charges if they were to remortgage before the end of the term

Complex

Examples of cases which would be classified as "complex": -

- Clients with current or historic adverse - CCJs, defaults, DMP, IVA
- Clients with multiple income sources or whose main income is from non-standard sources - pension, benefits, zero hours contract
- Non-standard property types - high rise flats, ex local authority flats, unique constructions

Zero Upfront Fees

This option may benefit clients who can't afford to pay for the valuation and lender processing fees in advance.

- Ingard will pay for the valuation and lender processing fees
- The client will be charged a 5% broker fee - minimum £1,500 - maximum £4,000
- Ingard broker fee can be added to the loan



For further information contact our Broker Support Team:



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