THINK THE CASE WON'T FIT?

5 resi criteria opportunities you could be missing.

Intermediaries only.

PRECISE.

Affordability remains one of the biggest barriers facing residential borrowers.

More than simply income and expenditure, it's about understanding lender criteria, policy nuances and case structure.

That's why the most successful brokers aren't necessarily finding cheaper rates. They're finding ways to make cases work.

So before ruling a case out, consider these 5 residential affordability opportunities from Precise.

CONTENTS

1. Don't make assumptions on amounts
2. Longer mortgage terms can open doors
3. Contractors don't always need years of accounts
4. Timing matters more than most customers realise
5. Adverse credit doesn't mean the door is closed

CONTENTS

1

DON'T ASSUME EVERY LENDER WILL REACH THE SAME LOAN AMOUNT.

Lenders have different risk appetites, stress rates and affordability models. The gap between the highest and lowest borrowing outcome can often be surprisingly large.

PRECISE SAYS...

Treat affordability as a criteria exercise, not just a rate one. Precise offers up to 6x income multiples for eligible customers, lending up to 95% LTV (97% with fees added to the loan).





2

LONGER MORTGAGE TERMS CAN OPEN DOORS.

For many borrowers, extending the mortgage term can improve affordability without requiring a larger deposit or higher income. While longer terms aren't suitable for everyone, they're becoming an increasingly valuable tool – particularly for customers balancing housing costs against wider household expenditure.

PRECISE SAYS...

Term flexibility is playing a bigger role than ever before. Precise mortgage terms are available up to 40 years to help improve affordability.

3

CONTRACTORS DON'T ALWAYS NEED YEARS OF ACCOUNTS.

Some lenders focus on contract value and current earnings rather than historic accounts alone. As flexible working arrangements continue to grow, contractor-friendly underwriting that doesn't rely heavily on traditional self-employed assessments is becoming increasingly relevant to mainstream borrowers. The challenge isn't whether the income exists.
It's how a lender chooses to assess it.

PRECISE SAYS...

Don't let a lack of lengthy trading history restrict the options available. Precise considers contractors and self-employed applicants with as little as 1 year's trading history.





4

TIMING MATTERS MORE THAN MOST CUSTOMERS REALISE.

A mortgage application submitted today may look very different in three months' time. The end of a probation period, a pay rise, completed accounts or the repayment of a loan can all materially improve affordability.

PRECISE SAYS...

Some of the strongest mortgage outcomes come from careful planning rather than immediate application. Applicants coming to the end of probation periods or completing their first year of trading may become eligible sooner than expected.

5

ADVERSE CREDIT DOESN'T HAVE TO MEAN THE DOOR IS CLOSED.

A blemished credit history is often treated as an automatic decline, when in reality there are lenders who will still consider these cases. The key is understanding how much adverse credit is acceptable and when.

PRECISE SAYS...

Look beyond the credit file summary and check the detail. Precise accepts up to 5 defaults in 24 months, up to 3 CCJs in 24 months, up to 3 secured arrears in 36 months (1 in 12 months).



Every case has more than one answer.

Affordability challenges rarely have a single fix, but they almost always have more options than they first appear to. From income treatment to term length, structure to credit history, the right combination can quickly turn a “no” into a “yes.”

If you’re unsure whether a case works, don’t rule it out. Speak to your Precise BDM and explore your options.

Look closer before you look elsewhere.

- Up to 97% LTV (with fees added) 95% LTV without
- Up to 6x income
- 1 year’s accounts accepted
- 40-year terms
- Interest only, up to 75% LTV with no minimum equity on the sale of security

PRECISE.