PENNY HOUSE

Fee Scale – Regulated Mortgages

We typically charge fees for our service that offer fair value based on the complexity of your requirements and will cover our research, knowledge, expertise, advice, recommendations, and arrangement of a suitable mortgage product. The timing and amounts will be confirmed by your adviser prior to you proceeding and will ask you to sign a Fee Agreement to validate the acceptance and due date of our fees.

The amount of fees payable will depend on the characteristics of your finance requirements and we endeavour to offer fair value by reflecting the price you pay against the benefits you receive from our service.

The maximum fee we will ever charge is capped at 1% on regulated mortgage contracts.

For more information on our **Fees & Charges**, including details of our refund policy, please refer to our **Terms of Business** document.

CHARACTERISTICS	**SERVICE LEVEL A**	**SERVICE LEVEL B**	**SERVICE LEVEL C**
PRODUCT	Mainstream Mortgages Like for Like Remortgage Product Transfers Further Advances	Lending into Retirement Interest Only Capital Raising Government Incentive Schemes OffSet Mortgages Secured Loans	Regulated Bridges Equity Release - Lifetime Mortgages Private Banking Arrangements Complex Secured Loans Sub-Prime Mortgages
CUSTOMER	First Time Buyer Employed (standard) Self-Employed (SA302's) Gifted Deposits Large Deposit (25%+)	Adverse Credit Debt Restructure Self-Employed - Using Net Profits Contractors Employed - Commission Only Smaller Loan Sizes (<£200k)	Multiple Applicants Probate Cases Difficulty Factors High Complexity Outside of Criteria Underwriter Discretion/Exceptions Urgency - Speed to Offer Chain Break Avoidance (Regulated Bridges) Multiple Businesses (income) Multiple Income Streams Joint Borrower, Sole Proprietor High Net Worth Complexities Complex Adverse
RESEARCH & TIME	Easily Sourced Easily Meets Affordability Acceptable Property Types	Multiple Sourcing Multiple Affordability Calculators Debt Restructure Borderline Loan to Income (LTI) Unusual Property Types	Extensive Research Specialist Criteria Searches Manual Debt Servicing Calculations Multiple & Manual Affordability Calculations Extensive Debt Restructure Multiple Guarantors 2nd Homes/Other Existing Property Debts High Loan to Income (LTI) Unconventional or Unique Property Types
ADVISER	Private Client Adviser Less than 5 Yrs Industry Experience Competent Level of Knowledge Professional Examination Qualified Competent Adviser Assessed High Level of Customer Care	Private Client Adviser/Director Between 5-10 Yrs Industry Experience High Level of Knowledge Professional Examination Qualified Competent Adviser Assessed High Level of Customer Care	Private Client Director More than 10 Yrs Industry Experience Superior Level of Knowledge Professional Examination Qualified Competent Adviser Assessed High Level of Customer Care Personal Lender Contacts
FEE STRUCTURE (maximum fees)			
	SERVICE LEVEL A	**SERVICE LEVEL B**	**SERVICE LEVEL C**
Upfront Fee, max (£)	£795	£1,295	£1,995
Broker Fee (% of Loan Size)	0.35%	0.50%	1%
Illustration on £250k Loan	£875	£1,250	£2,500
Illustration on £500k Loan	£1,750	£2,500	£5,000