

**WHY USE A
MORTGAGE
BROKER**

BONUS

RESOURCES

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Reasons to save a bigger mortgage deposit

1. **Cheaper monthly repayments:** It might sound obvious, but the bigger your mortgage deposit, the smaller your loan will be and the cheaper your monthly repayments.
2. **Better mortgage deals:** A larger deposit will also make you less risky for mortgage lenders and, as a result, they'll generally offer you lower interest rates. For example, 90% mortgages are generally around 0.7%-1% cheaper than 95% deals.
3. **Improved chance of being accepted:** All lenders conduct affordability checks to work out whether you can afford the mortgage repayments, based on your income and outgoings. If you only put down a small deposit, it's more likely you will fail these checks because you'll need to spend more on your mortgage each month.
4. **Bigger buying budget:** Lenders typically offer a loan of up to four and a half times your annual salary, so if your salary is relatively low and you can't borrow enough, you might need a larger deposit just to make up the value of the property.
5. **Less risky:** If you own more of your home outright, you're less likely to fall into negative equity, where you owe more on your mortgage than your property is worth. Being in negative equity can make moving house or switching mortgage difficult.

BONUS

THE BROKERS SECRETS

AZEMBEL®

WHY SHOULD I PAY A MORTGAGE BROKER A FEE?

“I think that's a big question which is too often asked”

There are two types of mortgage brokers
Those that charge a fee
Those that do not charge a fee

Let's start with the bank. First of all, obviously, as you bank with them, they won't charge you a fee or even if you don't bank with them. You can go directly to them but most will not give you advice.

You will have to go to the branch or book an appointment with someone which could take a couple of weeks for the appointments even to just actually speak to someone over the phone so that just gives a very basic proposition where they will only offer what their banks have and not whole market.

WHY SHOULD I PAY A MORTGAGE BROKER A FEE?

This simply comes down to service and knowledge.

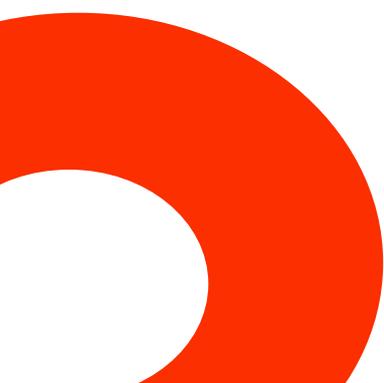
Most mortgage brokers charge a typical fee of £400 - £500
Some brokers may charge more if the case is adverse, we will explain in our next topic.

Some brokers will charge a fee upfront, some on application, some on offer and some on completion.

There are many mortgage brokers out there with over 200 staff members and they may not charge a fee with and have a large panel of lenders as most brokers have a large panel of lenders anyway.

So, the question is why would you use brokers like us and not the large companies. Well essentially because of experience, what we do, our knowledge, dedication and that extra mile we go for you. Plus working with a mortgage broker can save you time and money.

Getting a mortgage is not just about getting a rate as that could be easily done on comparison sites and get a rate and go to the lender.





It is not as simple as that especially with more complex cases and the broker needs to understand a lot of things such as which lenders are criteria based lenders etc...

REMEMBER "YOU GET WHAT YOU PAY FOR"

You may need more support, a better understanding of the products, maybe a broker with more experience rather than a self-employed broker and yes, there are a lot of self employed brokers out there hired by large companies that work on a self-employed basis that will be there for a few months to a year to advise you on a mortgage then leave.

That's a big difference for someone who has been in the industry for 20 years who's got the knowledge, who's got an understanding of the product and has done many products like that in the past



UP NEXT

HOW TO GET THE LOWEST RATES AND PAY LESS ON YOUR MORTGAGE

That'll Instantly make the banks
beg to give you low monthly
mortgage payments