

Buy-to-Let
is back!

Product Guide

Introducing FLOW | GROW | PRO



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FIBA Partner



At Roma Finance, we absolutely #lovetolend and work with our partners to provide the 'Borrower First' lending experience to landlords, developers and investors for the purpose of adding value to property investments.

We are delighted to introduce our new solutions range designed to provide borrowers with an end to end solution on their property projects.



RomaFLOW

RomaFLOW encompasses our bridging range including auction, refurbishment, light development, and below market value.

RomaFLOW is a speedy process with 80% of cases completing within 28 days. It is a quick and hassle free process with a dedicated underwriting team.

It allows borrowers to purchase property quickly and/or complete light works.

Roma's bridging range also includes commercial and semi-commercial options as well as a developer exit solution for those wind and watertight projects.



RomaGROW

RomaGROW is the next step in the property journey, designed for those looking at medium and heavy refurbishment projects and full ground up developments.

Roma has a 'specialist' underwriting team focussed solely on development cases.

RomaGROW products are designed for those looking to spend more than 50% of a property's value on works to improve it or create new.



RomaPRO

Buy-to-Let is Back!

RomaPRO is the term range from Roma, back and enhanced by popular demand.

This new range allows borrowers to build their property portfolios.

A borrower can take a project from initial purchase, refurbishment or development straight onto a buy-to-let mortgage - so no need to worry about the exit!

We offer a variable rate in line with the Bank of England base rate and completions are quick - at the same rate as a bridge.



RomaFLOW - Bridging Finance	Rates from	LTV
FLOW Bridge	0.90%	Up to 75%
FLOW Refurb Cost of works up to 25% of CMV	0.93%	Up to 70%
FLOW Below Market Value Bridge (BMV)	0.99%	Up to 70%

RomaFLOW products – no exit fee with refinance as exit strategy

Bridging Finance	Rates from	LTV
Commercial	1.17%	Up to 65%
Semi-Commercial	1.00%	Up to 70%
Developer Exit (Wind & Watertight properties)	0.93%	Up to 75%

Exit fees may apply

Key Terms and Criteria
<ul style="list-style-type: none"> • Non-regulated lending • Loan sizes from £75k to £3m • Terms up to 24 months • Interest deducted from initial advance. Rolled up, part & part and serviced interest • Lending in England and Wales • Max LTV of 70% on refinances • 2nd charge up to 55% LTV - referral • Current Market Value - (CMV) • Loan to Purchase - (LTP) • Rates and terms subject to change on non-standard cases including, but not limited to credit, experience and construction type

Lending on....
<ul style="list-style-type: none"> • Residential investment, Semi-Commercial & Commercial • Non-working farms and shut down pubs • Non-standard construction • Land with planning - max 55% LTV

Lending to....
<ul style="list-style-type: none"> • Individuals, limited companies, LLPs • Expats and UK residents residing overseas must have a credit footprint and a live UK bank account. Applicants may be required to sign documents in the UK • Min. age 18 years - no upper age limit • Any experience levels considered

Lending for....
<ul style="list-style-type: none"> • Property purchase/refinance • Below market value purchases • Capital raising and business purposes • Time restricted cases e.g. auctions, • Property refurbishments & renovations • Developer exit

Desktop Valuations
<ul style="list-style-type: none"> • Available on FLOW bridge • Up to 70% LTV • Residential properties only • Property Value up to £500,000 • England & Wales Only

AVM Criteria (Hometrack)			
LTV/ Max Loan	50%/ £500K	65%/ £300K	70%/ £200K
Purchase Conf. Level	4+	4.5+	5+
Refinance Conf. Level	4.5+	5+	5.5+

AVM Criteria
<ul style="list-style-type: none"> • Maximum LTV on refinances 65% • Minimum property value £100K - if <£100k reduced LTV by 5% • Standard construction residential only • No further advances

Fees
<ul style="list-style-type: none"> • Arrangement Fee - 2% • AVM - £30 • Legal fees 0.3% + VAT of gross loan min amount being £1,500 plus VAT • Each additional security - £750 inc. VAT • For corporate borrowers, each guarantor will need independent legal advice • Desktop valuation fee scale applies

Below Market Value
<ul style="list-style-type: none"> • Experienced landlords only (at least 3 BTLs owned for past 12 months; or proof of profit from minimum 3 flips in last 24 months) • Maximum loan £500k • Lending in England & Wales. • Max 90% Gross LTP, 70% Gross LTV, where the net loan amount is no more than 85% of the purchase price

Development Finance	Rates from	LTV	LTGDV (Gross)
FLOW Light Development Cost of works between 25% and 50% of CMV	0.95%	Up to 70%	Up to 65%
Medium Refurbishment (Cost of works between 50% and 100% of CMV)	0.98%	Up to 65%	Up to 65%
Heavy Refurbishment (Cost of works more than CMV)	0.99%	Up to 65%	Up to 65%
Ground Up Development Funding	1.00%	Up to 55%	Up to 65%

Exit fees may apply

Key Terms and Criteria

- Non-regulated lending
- Loan sizes from £75k to £3m
- Terms up to 24 months
- Interest deducted from initial advance. Rolled up, part & part and serviced interest
- Lending in England and Wales
- Maximum LTV of 70% on refinances
- 2nd charge up to 55% LTV - by referral only
- Current Market Value - (CMV)
- Rates and terms are subject to change on non-standard cases including, but not limited to credit history, experience and property construction
- Loan to Cost - Up to 85%

Lending on....

- Residential investment, Semi-Commercial & Commercial
- Non-working farms and shut down pubs
- Non-standard construction
- Land with planning - max 55% LTV

Lending to....

- Individuals, limited companies, LLPs
- Expats and UK residents residing overseas must have a credit footprint and a live UK bank account. Applicants may be required to sign documents in the UK
- Min. age 18 years - no upper age limit
- Any experience levels considered

Lending for....

- Property purchase/refinance
- Below market value purchases
- Capital raising and business purposes
- Time restricted cases e.g. auctions,
- Property refurbishments & renovations - Light, medium & heavy
- Ground up development/ Developer exit

Fees

- Arrangement Fee - 2%
- AVM - £30
- Legal fees 0.3% + VAT of gross loan min amount being £1,500 including VAT
- Each additional security - £750 + VAT
- For corporate borrowers, each guarantor will need independent legal advice

Development

- Drawdowns released in arrears of works done certified by Roma's appointed monitoring surveyor
- Collateral warranties and/or step in rights may be required
- Up to 12 units
- Inexperienced borrowers considered with a premium

- No upfront interest on drawdowns
- Tailored case management with a named team member
- Direct access to the decision maker; the underwriter
- A Quantity Surveyor is not always required - inhouse monitoring available
- Non standard construction considered



FIBA Partner



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Product	Rates from	LTV	Type	ERCs
FLOW Buy-to-Let For residential properties	2.25% + Base	Up to 75% (Bridge-to-Term and Purchase) / 70% (External Refinance)	5 Year Tracker (Variable)	5%/5%/5%/4%/3%
Specialist Buy-to-Let For MUFB's, HMO's, Holiday Lets and Serviced Accommodation	3.50% + Base	Up to 75% (Bridge-to-Term) / 70% (New Business)	5 Year Tracker (Variable)	5%/5%/5%/4%/3%

- **Buy-to-Let is back!**
- Roma customers can take a project through purchase, build and works and the exit all in one place through our linked product options
- Buy-to-Let rates are variable and follow the Bank of England base rate
- Top Slicing available
- Loans from £75,000 - £2 million

Key Terms and Criteria

- Non-regulated lending/ 5 year term
- Loan size up to £2 million (total exposure £3 million)
- Interest only (repayment considered)
- England & Wales
- Top Slicing on properties not fully let
- Minimum loan is £75,000
- Minimum property value is £100,000
- Residential properties only

Valuation

- Rental coverage based on the lower of the valuer's assessment of open market rental value and actual rent
- Valuations based on lower of bricks and mortar, vacant possession Open Market Value or Purchase Price

Lending on....

- 1st charge residential investment properties
- HMOs (brick and mortar, vacant possession valuation)
- Non-standard cases considered with a premium of 0.5% pa applied. Non standard cases include: first-time landlords, no other UK assets
- Non standard construction and flats over 4 storeys max LTV 65%

Lending to...

- Products are for Limited Companies only
- 18 years - no upper age limit

Fees

- Arrangement Fee - 2%
- Legal fees 0.3% of gross loan min amount being £1,300
- Legal fees for each additional security property will be £500 + VAT
- For corporate borrowers, each guarantor will need independent legal advice

Seasonality - Holiday Lets/SA

- Seasonality considered on a case by case basis for holiday lets
- Properties with occupancy restrictions are not acceptable
- Properties must have an alternative use as residential



Our Products in Play - FLOW | GROW | PRO

Loan Amount: £1,500,000

Gross Development Value: £2,438,400

Cost of Works: £295,000

Exit Route: Refinance to buy-to-let

Roma provided funding for a property developer, so they could complete a luxury apartment building conversion. The borrower, an experienced developer with a strong portfolio, had a professional team in place behind them to ensure a timely completion of the project.

The original security was a three-storey detached Grade II listed former public house with 2-storey detached outbuildings. It has now been converted into six apartments and following additional planning permission, three holiday lets have been built on the grounds. Roma's funds were used to assist with the development of the holiday lets and to complete final works on the apartments, including landscaping.

The property has also achieved an EPC rating of C across all flats. Despite the challenging climate conditions of rising material costs, the project was successfully completed within the required timescale.



RomaFLOW

FLOW Bridge

Purpose: Single bullet loan for auction purchase

Loan Amount: £267,000

Initial Advance: £267,000

Current Value: £410,000

Term: 12 months

RomaGROW

Medium Dev

Purpose: Conversion of former hotel to residential

Loan Amount: £635,000

Cost of Works: £85,000

GDV: £1,075,000

Term: 12 months

RomaPRO

Buy-to-Let

Purchase: Exit from RomaFLOW refurb

Loan Amount: £288,035

Initial Purchase Price: £200,000

Current Value: £380,000

Income: £18K per annum

#LovetoLend



PRODUCT GUIDE