

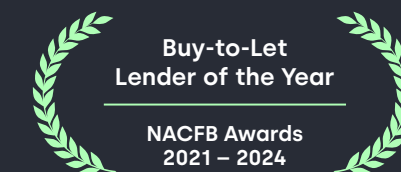


# Real Estate Product Guide

THIS DOCUMENT IS FOR PROFESSIONAL INTERMEDIARIES  
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Version: 19 December 2025

Our award winning offering:



# Unregulated Bridging

## Key Highlights



Instant AIPs  
(subject to criteria)



AVMs up to 75% LTV  
(residential incl. light refurb)



Up to 85% LTV  
(for residential refurb)



Refinance to a Shawbrook  
mortgage with a 1% discount to  
the new product arrangement fee



Existing customer discount  
(0.25% off arrangement fee)

## Loans from £50k – £25m

Product	Max LTV	Loans up to £150k	Loans over £150k
Residential Including light refurbishment	65%	0.94%	0.79%
	75%	0.94%	0.79%
	85%*	1.09%	0.94%
Semi-Commercial Including light refurbishment	65%	0.99%	0.84%
	75%	0.99%	0.84%
Heavy Refurbishment Residential	65%	0.99%	0.84%
	75%	0.99%	0.84%
Commercial Including light refurbishment	60%	1.04%	0.89%
	70%	1.09%	0.94%
Heavy Refurbishment Commercial and Semi-Commercial	60%	1.04%	0.89%
	70%	1.09%	0.94%

Arrangement fee: 2% added to the loan outside of max LTVs.

**\*Lending for refurbishment costs** – Max loan size £1m. 75.01 – 85% LTV lending for refurbishment costs only. Up to 100% of the refurbishment costs can be funded but the total loan cannot exceed 85% of the day one purchase price/value or 75% of the post works value (whichever is lower).

## Development Exit loans over £1m

For Development Exit loans over £1m, we now offer a relationship managed service through our Development Finance team. Please send enquiries to [DevExit@shawbrook.co.uk](mailto:DevExit@shawbrook.co.uk). Any Development Exit loans below £1m can be submitted through Broker Hub directly to the Real Estate Bridging Team.



# SB1 Specialist Buy-to-Let

## Key Highlights



SB1 credit history criteria



Limited Company borrowers  
(maximum of 1 layer of  
corporate shareholding)



Up to 10 properties with AVMs  
available for individual houses  
and flats



Investment valuations available  
on HMOs (where appropriate)



Serviced Accommodation, Top  
Slicing and Ex-Pats acceptable



Existing customer discount  
(0.25% off arrangement fee)

## Mortgages from £50k – £1m

### SB1: Single Lets £50k to £150k

Max LTV	65%			75%		
Fee	2%	3%	5%	2%	3%	5%
Variable**	8.80%	8.50%	7.90%	9.00%	8.70%	8.30%
2 Year Fixed	6.54%	6.14%	5.14%	6.64%	6.24%	5.24%
3 Year Fixed	6.54%	6.19%	5.54%	6.64%	6.29%	5.64%
5 Year Fixed	6.59%	6.39%	5.99%	6.69%	6.49%	6.09%
10 Year Fixed	6.89%	6.79%	6.59%	6.99%	6.89%	6.69%

### SB1: HMO & MUFB (up to 10 units) £50k to £250k

Max LTV	65%			75%		
Fee	2%	3%	5%	2%	3%	5%
Variable**	8.80%	8.50%	7.90%	9.00%	8.70%	8.10%
2 Year Fixed	6.74%	6.34%	5.34%	6.84%	6.44%	5.44%
3 Year Fixed	6.74%	6.39%	5.74%	6.84%	6.49%	5.84%
5 Year Fixed	6.79%	6.59%	6.19%	6.89%	6.69%	6.29%
10 Year Fixed	7.09%	6.99%	6.79%	7.19%	7.09%	6.89%



## Energy Efficiency Discount

A rating = 0.60%

B rating = 0.45%

C rating = 0.25%

Works in conjunction  
with the existing  
customer discount.

This discount is only on  
the arrangement fee.

### SB1: Single Lets £150k to £1m

Max LTV	65%			75%		
Fee	2%	3%	5%	2%	3%	5%
Variable**	7.80%	7.50%	6.90%	8.00%	7.70%	7.20%
2 Year Fixed	6.04%	5.64%	4.64%	6.14%	5.74%	4.74%
3 Year Fixed	6.04%	5.69%	5.04%	6.14%	5.79%	5.14%
5 Year Fixed	6.09%	5.89%	5.49%	6.19%	5.99%	5.59%
10 Year Fixed	6.39%	6.29%	6.09%	6.49%	6.39%	6.19%

### SB1: HMO & MUFB (up to 10 units) £250k to £1m

Max LTV	65%			75%		
Fee	2%	3%	5%	2%	3%	5%
Variable**	7.80%	7.50%	6.90%	8.00%	7.70%	7.10%
2 Year Fixed	6.34%	5.94%	4.94%	6.44%	6.04%	5.04%
3 Year Fixed	6.34%	5.99%	5.34%	6.44%	6.09%	5.44%
5 Year Fixed	6.39%	6.19%	5.79%	6.49%	6.29%	5.89%
10 Year Fixed	6.69%	6.59%	6.39%	6.79%	6.69%	6.49%

Ex Pats: 0.25% loading to be added to the rate

\*\*Please see fees and charges page for more information

# SB2 Complex Buy-to-Let

## Key Highlights



Loans up to £5m with no maximum number of properties, units or guarantors



SIPP and Trust borrowers considered (subject to £1m min. loan size)



Larger residential property – portfolios, HMOs and MUFBs over 10 units



AVMs available for up to 10 units or, on a larger portfolio loan, for up to 75% of the security properties



Complex transactions including incorporations, social housing and share purchases



Existing customer discount (0.25% off arrangement fee)

## Mortgages from £50k – £5m

### SB2: Residential investment £50k to £250k

Max LTV	65%			75%		
Fee	2%	3%	5%	2%	3%	5%
Variable**	8.80%	8.50%	7.90%	9.00%	8.70%	8.10%
2 Year Fixed	6.89%	6.49%	5.49%	6.99%	6.59%	5.59%
3 Year Fixed	6.89%	6.54%	5.89%	6.99%	6.64%	5.99%
5 Year Fixed	6.94%	6.74%	6.34%	7.04%	6.84%	6.44%
10 Year Fixed	7.24%	7.14%	6.94%	7.34%	7.24%	7.04%

### SB2: Large Residential Investment £1m to £5m

Max LTV	65%			75%		
Fee	2%	3%	5%	2%	3%	5%
Variable**	7.15%	6.85%	6.25%	7.35%	7.05%	6.45%
2 Year Fixed	6.49%	6.09%	5.09%	6.59%	6.19%	5.19%
3 Year Fixed	6.49%	6.14%	5.49%	6.59%	6.24%	5.59%
5 Year Fixed	6.54%	6.34%	5.94%	6.64%	6.44%	6.04%
10 Year Fixed	6.84%	6.74%	6.54%	6.94%	6.84%	6.64%



## Energy Efficiency Discount

A rating = 0.60%

B rating = 0.45%

C rating = 0.25%

Works in conjunction with the existing customer discount.

This discount is only on the arrangement fee.

### SB2: Residential Investment £250k to £1m

Max LTV	65%			75%		
Fee	2%	3%	5%	2%	3%	5%
Variable**	7.80%	7.50%	6.90%	8.00%	7.70%	7.10%
2 Year Fixed	6.64%	6.24%	5.24%	6.74%	6.34%	5.34%
3 Year Fixed	6.64%	6.29%	5.64%	6.74%	6.39%	5.74%
5 Year Fixed	6.69%	6.49%	6.09%	6.79%	6.59%	6.19%
10 Year Fixed	6.99%	6.89%	6.69%	7.09%	6.99%	6.79%

Ex Pats: 0.25% loading to be added to the rate

\*\*Please see fees and charges page for more information



# Commercial Investment

## Key Highlights



Interest only mortgages for up to 12 years, part or full capital repayment for 25 years



No maximum number of properties or minimum lease length



Range of property types and customers considered



Minimum personal guarantees of 25%



No debentures



Existing customer discount (0.25% off arrangement fee)

## Mortgages from £150k – £5m

£150k to £250k		
Max LTV	65%	75%
Fee	3%	3%
Variable**	9.04%	9.94%
2 Year Fixed	7.49%	7.64%
3 Year Fixed	7.59%	7.74%
5 Year Fixed	7.79%	7.94%
10 Year Fixed	8.19%	8.34%

## Property types considered up to 75% LTV

- PBSA
- Retail with resi and HMO uppers
- Industrial units
- Warehouses
- Distribution centres
- Children's nurseries
- Dentists
- Vets
- GP surgeries
- MOT garages\*
- Retail units\*
- Coffee shops, restaurants & takeaways\*
- Offices\*^^

\*Max LTV 70% Interest Only

^^ >£2m EPC C and above required

**Ex Pats:** 0.25% loading to be added to the rate

\*\*Please see fees and charges page for more information

£250k to £1m		
Max LTV	65%	75%
Fee	3%	3%
Variable**	8.34%	9.04%
2 Year Fixed	6.94%	7.14%
3 Year Fixed	7.04%	7.24%
5 Year Fixed	7.24%	7.44%
10 Year Fixed	7.64%	7.84%

£1m to £5m		
Max LTV	65%	75%
Fee	3%	3%
Variable**	8.14%	8.84%
2 Year Fixed	6.84%	7.04%
3 Year Fixed	6.94%	7.14%
5 Year Fixed	7.14%	7.34%
10 Year Fixed	7.54%	7.74%

# Semi-Commercial Investment

## Key Highlights



Mixed use property where the residential element is more than 50% of the total value



Refinancing of recently completed developments



Auto-decisioning with Broker Hub (subject to criteria)



Minimum personal guarantees of 25%



No debentures



Existing customer discount (0.25% off arrangement fee)

## Mortgages from £150k – £5m

£150k to £250k		
Max LTV	65%	75%
Fee	3%	3%
Variable**	8.25%	8.75%
2 Year Fixed	7.04%	7.19%
3 Year Fixed	7.09%	7.24%
5 Year Fixed	7.14%	7.29%
10 Year Fixed	7.14%	7.29%

£1m to £5m		
Max LTV	65%	75%
Fee	3%	3%
Variable**	6.90%	7.15%
2 Year Fixed	6.39%	6.49%
3 Year Fixed	6.44%	6.54%
5 Year Fixed	6.49%	6.59%
10 Year Fixed	6.49%	6.59%

Ex Pats: 0.25% loading to be added to the rate

\*\*Please see fees and charges page for more information

£250k to £1m		
Max LTV	65%	75%
Fee	3%	3%
Variable**	7.15%	7.40%
2 Year Fixed	6.74%	6.84%
3 Year Fixed	6.79%	6.89%
5 Year Fixed	6.84%	6.94%
10 Year Fixed	6.84%	6.94%



# Commercial Trading

## Key Highlights



Interest only up to 12 years



Simple and clear underwriting requirements



Mixed trading and investment deals



Non-represented legals and title insurance (subject to eligibility)



No debentures



Existing customer discount (0.25% off arrangement fee)

### Semi-Commercial Trading – £150k to £250k

Max LTV	65%	75%
Fee	2%	2%
Variable**	6.89%	6.99%
2 Year Fixed	6.94%	7.04%
3 Year Fixed	6.94%	7.04%
5 Year Fixed	6.89%	6.99%

### Semi-Commercial Trading – £250k to £1m

Max LTV	65%	75%
Fee	2%	2%
Variable**	6.49%	6.59%
2 Year Fixed	6.64%	6.74%
3 Year Fixed	6.64%	6.74%
5 Year Fixed	6.59%	6.69%

### Semi-Commercial Trading – £1m to £2.5m

Max LTV	65%	75%
Fee	2%	2%
Variable**	6.34%	6.44%
2 Year Fixed	6.49%	6.59%
3 Year Fixed	6.49%	6.59%
5 Year Fixed	6.44%	6.54%

### Commercial Trading – £150k to £250k

Max LTV	65%	75%
Fee	2%	2%
Variable**	7.79%	7.89%
2 Year Fixed	7.64%	7.79%
3 Year Fixed	7.64%	7.79%
5 Year Fixed	7.59%	7.74%

### Commercial Trading – £250k to £1m

Max LTV	65%	75%
Fee	2%	2%
Variable**	7.49%	7.59%
2 Year Fixed	7.14%	7.29%
3 Year Fixed	7.14%	7.29%
5 Year Fixed	7.09%	7.24%

### Commercial Trading – £1m to £2.5m

Max LTV	65%	75%
Fee	2%	2%
Variable**	7.44%	7.49%
2 Year Fixed	7.09%	7.19%
3 Year Fixed	7.09%	7.19%
5 Year Fixed	7.04%	7.14%

### Property types considered up to 75% LTV

- PBSA
- Retail with resi and HMO uppers
- Industrial units
- Warehouses
- Distribution centres
- Children's nurseries
- Dentists
- Vets
- GP surgeries
- MOT garages\*
- Retail units\*
- Coffee shops, restaurants & takeaways\*
- Offices\*^^

\*Max LTV 70% Interest Only

^^ >£2m EPC C and above required

\*\*Please see fees and charges page for more information

# Structured Real Estate

## Key Highlights



Premium case management service



Dedicated Relationship Manager



Tailored loan structuring and pricing available



Stabilisation loans or commercial property with short WAULTs considered



Loans up to £50m

## Mortgages from £5m – £50m

Standard rates are listed on this page. However, we can consider bespoke pricing both for simpler transactions at lower pricing or more complex, bespoke or time-sensitive transactions at higher pricing.

BTL						
Max LTV	65%			75%		
Fee	2%	3%	5%	2%	3%	5%
Variable**	7.15%	6.85%	6.25%	7.35%	7.05%	6.45%
2 Year Fixed	6.14%	5.74%	4.74%	6.44%	6.04%	5.04%
3 Year Fixed	6.14%	5.79%	5.14%	6.44%	6.09%	5.44%
5 Year Fixed	6.19%	5.99%	5.59%	6.49%	6.29%	5.89%
10 Year Fixed	6.49%	6.39%	6.19%	6.79%	6.69%	6.49%

Commercial		
Max LTV	65%	75%
Fee	3%	3%
Variable**	8.14%	8.84%
2 Year Fixed	6.79%	6.99%
3 Year Fixed	6.84%	7.04%
5 Year Fixed	7.04%	7.24%
10 Year Fixed	7.44%	7.64%

Semi-Commercial		
Max LTV	65%	75%
Fee	3%	3%
Variable**	6.90%	7.15%
2 Year Fixed	6.34%	6.44%
3 Year Fixed	6.34%	6.44%
5 Year Fixed	6.34%	6.44%
10 Year Fixed	6.34%	6.44%

\*\*Please see fees and charges page for more information



# Development Finance

## Key Highlights

-  Experienced property developers
-  New build, conversions and refurbishment
-  Mixed-use developments
-  Student housing, senior living and co-living
-  Phased development schemes
-  Existing customer discount (0.25% off arrangement fee)

Loans from £1m – £30m

Product	
Max loan to GDV	65%
Max loan to cost	85%
Loan terms	Up to 36 months

Rates are negotiable

### Development Exit loans over £1m

For Development Exit loans over £1m, we now offer a relationship managed service through our Development Finance team. Please send enquiries to [DevExit@shawbrook.co.uk](mailto:DevExit@shawbrook.co.uk). Any Development Exit loans below £1m can be submitted through Broker Hub directly to the Real Estate Bridging Team.



Available for mainland UK



Planning gain can be taken into account



# Debt Service Ratio Cover



Affordability

The loan must meet the minimum Debt Service Cover Ratios (DSCR) in order that affordability is confirmed. The following information may be used to assess affordability and calculate the Debt Service Cover Ratio.

Product type		5 year fixed rate on 5 years or more term			All variable term loans and all fixed rate up to 5 years total term		
		Pay Rate Cover			Stress Rate Cover		
		Personal application	Ltd company application	Stress rate = Product Pay Rate	Personal application	Ltd company application	Stress rate = Product Pay Rate plus the stress % noted below
Semi-Commercial	CI2 and CT2	145%	125%	Pay Rate Only	125%		Commercial & Semi-Commercial – Pay Rate plus 1%
Commercial	CI1 and CT1	125% or 150%*					
BTL, multi-unit blocks and portfolios	Single BTL, Complex BTL	140%	125%		140%	125%	BTL – Pay Rate plus 2%
HMO and HMO portfolios	Complex BTL, Large HMO	165%	130%		165%	130%	Subject to a minimum 5.5%

\*150% applicable to Serviced offices, PBSA and Multi-let units on licenses



# Fees and charges

\*Shawbrook Base Rate (SBR) is subject to a minimum floor of 0.75%.  
Please note that the current Shawbrook Base Rate is 3.75% (as of 19 December 2025).

Valuation Fee		
<ul style="list-style-type: none"><li>Payable by applicant</li><li>Broker Partner to confirm and instruct valuation via Broker Hub.</li></ul>	<ul style="list-style-type: none"><li>Please see Valuation Fee Scales on the Broker Hub for guideline pricing.</li></ul>	<ul style="list-style-type: none"><li>Single residential properties valued in excess of £2m will require a commercial valuation.</li></ul>
Lender Legal Fees		
Legal Fees	Legal Fees	
Loan size	Commercial/Semi-Commercial	Buy-to-Let
Up to £300k	£1,450 + VAT	£950 + VAT
£301k to £500k	£1,550 + VAT	£1,000 + VAT
£501k to £750k	£1,750 + VAT	£1,100 + VAT
>£751k	The fees are confirmed on a bespoke basis, depending on the structure of the application.	
<ul style="list-style-type: none"><li>Legal work includes Land Registry/ Land Register title review including any sub lease/tenancy reviews (unless the case is proceeding with CLS Title Indemnity Insurance) and putting in place property security (being (i) a legal mortgage/standard security, (ii) a personal guarantee (if required) and (iii) a deed of subordination (if required).</li></ul>	<ul style="list-style-type: none"><li>Plus disbursements, title insurance and reasonable electronic signing platform fees (cost to be confirmed on a case by case basis)</li><li>£450 plus VAT per additional residential or commercial Land Registry title for which due diligence is required</li><li>£150 plus VAT for a further charge/no title investigation/deed of priority</li><li>For all Product Switches a flat fee of £600 plus VAT is payable.</li></ul>	<ul style="list-style-type: none"><li>£300 plus VAT abortive fee per case (where undertakings are not received but work undertaken)</li><li>Freehold blocks of flats and HMOs fall under the commercial and semi-commercial property fee scale.</li><li>Unregistered land fees are on a bespoke basis.</li></ul>
Valuation Panel Managers		
Bridging: VAS Group T: 01642 262 217   <a href="https://manager.vas-panel.com">https://manager.vas-panel.com</a>	Buy-to-Let and Commercial Investment: Appraisers UK Ltd T: 0333 900 2000   <a href="http://www.appraisersuk.com">www.appraisersuk.com</a>	

ERCs – Buy-to-Let and Commercial Mortgages										
Term	Early Repayment Charges (ERCs)									
Variable	1%									
2 Year Fixed Rate	3%	1%								
3 Year Fixed Rate	3%	2%	1%							
5 Year Fixed Rate	5%	4%	3%	2%	1%					
10 Year Fixed Rate	7%	7%	6%	6%	5%	4%	4%	3%	2%	1%

### Overpayments – Buy-to-Let and Commercial Mortgages

- For term products, the client can pay up to 10% of the outstanding balance of the loan during each year of the term without incurring an early repayment charge.
- If the client wishes to pay more than 10% in any year, this will be viewed as a partial redemption and an early repayment charge will become due on the full amount overpaid in that year.

Fees and Term Repayment								
	Bridging	Specialist BTL, HMO and MUFB	Complex and Large BTL	SRE BTL (£5m+)	Semi-Commercial Investment and Trading	Commercial Investment and Trading	SRE Semi-Commercial	SRE Commercial
Loan Term – Capital Repayment	N/A	3 – 30 Years	3 – 30 Years	3 – 30 Years	3 – 25 Years	3 – 25 Years	3 – 25 Years	3 – 25 Years
Loan Term – Interest Only	Up to 24 Months	3 – 30 Years	3 – 30 Years	3 – 30 Years	3 – 12 Years	3 – 12 Years	3 – 12 Years	3 – 12 Years
Broker Commission BP	1.95%	1.25%	1.50%	1.00%	1.50%	1.50%	1.25%	1.25%



# Existing customers



Refinance options			
	Product Transfer	Shawbrook Refinance	New Loan
What is it for?	Choosing a new fixed rate product on an existing Shawbrook loan with no additional borrowing or extensions to the contractual term.	Refinancing an existing Shawbrook loan: 1. Bridge to Term 2. Development to Term 3. Capital raising on an existing Shawbrook term loan (subject to max 50% increase in loan amount). 4. Incorporations 5. Term Extensions 6. Change of use 7. Adding or removing people from an application	Capital raise of more than 50%, the addition of new properties to a loan, or complete change of guarantors.
How to apply	Email us at <a href="mailto:ProductTransfer@Shawbrook.co.uk">ProductTransfer@Shawbrook.co.uk</a>	Broker Hub	
Valuation requirements	N/A	AVMs may be used for qualifying properties, otherwise new valuations required.	
Legal process	N/A	Dependant upon the deal	Standard legals including non-rep for eligible refinances
Minimum DSCR	N/A	Published product requirements	
Product Arrangement fee	<a href="#">Click here to see the Product Transfer Product Guide.</a>	1% discount to the published product arrangement fee	Published product arrangement fee

# Get in touch



We have built an expert team of property finance professionals who are on hand to support both you and your clients throughout the life of the loan.

Your clients are always welcome to reach out to our specialist teams directly should they want to:

- a) request additional documentation,
- b) to discuss any changes you need to make, for example seeking consent for a new lease,
- c) inform us of any changes to their personal and/or financial circumstances that may affect their ability to manage their loan.

Your customers can write to us at;



Shawbrook Bank Limited  
c/o Property Finance Division  
Sunderland  
SR43 4AG

or call us on;



Customer Services Team  
0345 848 0223  
Arrears Management Team  
0345 848 0227

Sales Desk  
0330 123 4521  
[cm.broker@shawbrook.co.uk](mailto:cm.broker@shawbrook.co.uk)

#### Shawbrook Bank Limited

Registered office: Lutea House, Warley Hill Business Park, The Drive, Great Warley, Brentwood, Essex, CM13 3BE.  
Registered in England and Wales – Company Number 388466.  
Authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority.

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