

**MORTGAGES FOR THE
SELF-EMPLOYED**

JOB DONE



Developing Mortgages for the Self-Employed

The sense of accomplishment, achievement and pride of being your own boss is one of the great pleasures of becoming and being self-employed. Millions of Britain's have taken control of their future, forging their own destiny and the rewards that come with taking the initiative. Indeed, given changes to working attitudes and the rise of the so-called gig economy, this is a growing cohort of the UK's workforce. 15% of the UK's workforce is now self-employed – a number that will only grow more and more over the coming years.

However, to date, being self-employed has made it harder to get a mortgage. In the eyes of most high street mortgage lenders, self-employed people represent a greater risk and financial uncertainty. Income streams may fluctuate; visibility of forward earnings more opaque than a full time PAYE employee and trading history may not be long enough to establish affordability. This reasoning is outdated and based on inadequate risk modelling or understanding. After all, they lend to those who are employed by them! At Kensington, we believe that everyone should be able to own a home and getting a mortgage shouldn't be as complicated as it can be for many of this valuable and growing group.

There is good news. There is a specialist lender within the market that has designed its' lending criteria for the self-employed, to make it easier for clients to get on, or move up the ladder.

At Kensington, we believe that the traditional high street lenders have poorly served the self-employed and contractor community. We have made it our mission to lend to people in the real world. People with variable income levels

such as those in the gig economy workers, freelancers, contractors and business owners, all can benefit from our flexible lending criteria. Unlike traditional lenders, we usually only need to see the latest years accounts (2 years if over 85% LTV) – so there is no need for clients to dig out years and years' worth of accounts!

Clients that are contractors and self-employed shouldn't feel like they are having to sit an exam to go through the mortgage process. This is why we use a head and heart approach to lending – harnessing data science via our proprietary affordability tool, Vector, to understand an individual's financial situation. We also use a common-sense approach on top of this to come to our lending decisions. We don't have a 'computer says no' mentality and there is no simple piece of computing which we use to determine the outcome of a mortgage application.

Whether your client is a first time buyer using the Help to Buy scheme to buy their first home, or an experienced mover upsizing to a larger family home, we treat each case individually, enabling contractors, freelancers and the self-employed to own the home they've worked so hard for, whether that be a £100,000 flat, or a £2million house.

Ultimately, we believe and want to help all self-employed have the opportunity to own their home from the fruit of their labour... be it mechanics, consultants, carpenters, influencers, electricians, taxi drivers, technicians, magicians we want to support them to get the job done!

To find out more or place a case, get in touch with Kensington.

Visit www.kensingtonmortgages.co.uk/make-it-happen

Call 0800 111 020

To keep up to date with Kensington, follow KensingtonMortgages on LinkedIn.

Kensington and Kensington Mortgages are trading names of Kensington Mortgage Company Limited. Registered in England & Wales: Company No. 03049877. Registered address: Ascot House, Maidenhead Office Park, Maidenhead SL6 3QQ. Kensington Mortgage Company Limited is authorised and regulated by the Financial Conduct Authority (Firm Reference No. 310336). Some investment mortgage contracts are not regulated by the FCA.