A fresh remortgage opportunity exists for you and your clients – see how Barclays can help you take full advantage.

Help your clients get the best deal

Many households will no doubt be reviewing their finances following the holiday period with many mortgage holders keen to ensure they have the best mortgage deal that they can.

In addition, as detailed below, between now and April, market data suggests over £68bn* of balances will mature from their current deal with the vast majority moving onto follow-on rates above 3.75%.

With this in mind, a refreshing remortgage opportunity exists this quarter for you and your business. Just look at the numbers.

There are still an estimated £100bn** of Residential and Buy to Let mortgage balances that are resting on term-based products (SVR and Tracker) with a pay rate above 3.75%*

This equates to circa 1.4m* customers that would likely save money by remortgaging

Why should your clients pay more?

These customers will have seen their annual mortgage payments go up by an average of £264** since the base rate started to rise in November 2017.

In 2018, our average 60% LTV two-year fixed rates have been less than 2% – that’s less than half the average high street lender follow-on rate of 4.15%**

An unmissable £68bn* opportunity

There is a significant amount of existing Residential and Buy to Let clients who will be coming up to the end of their current mortgage deal over the next few months:

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* CACI ltd December 2018  ** Barclays Internal data January 2019
What can you do?

1. Identify clients who are either coming up to the end of their current mortgage deals or who may not have taken action at their last maturity date.
2. Get in touch to let them know they could potentially save money – and then offer a personal mortgage review.

Contact your Barclays support team or visit barclays.co.uk/intermediaries

Representative example: A capital and interest mortgage of £171,070 payable over 25 years on a fixed rate of 2.44% for 3 years and then our variable tracker rate of 3.49% above the Bank of England Base Rate for the remaining term would require 36 monthly payments of £762.29 and 264 monthly payments of £907.42. The total amount payable would be £267,116.32 made up of the loan amount plus interest and £0 (product fee). The overall cost for comparison is 3.8% APRC representative. January 2019

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*CACI ltd data December 2018