FAYE RICHARDS
PRIVATE FINANCE

NEWSLETTER
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Happy New Year

We hope 2026 has started well for you. The year has begun on an encouraging note in the mortgage market, with some lenders already reducing rates and competition continuing to increase. While headlines can change quickly, what really matters is how current opportunities fit with your personal plans and longer-term goals.

The good news is that many lenders currently have a strong appetite to lend. For the right borrower profile, more generous income multiples may be available, with some clients able to borrow up to six times their income, subject to affordability and eligibility.

If you're thinking about moving, remortgaging or simply reviewing your position this year, we'd be delighted to help.

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BONUS SEASON

If you're expecting a bonus this year, it's worth thinking about how it could support your mortgage plans.

Some lenders are becoming more flexible in how bonus income is assessed. This can include shorter track records, non-sterling bonuses and, in some cases, share-based awards such as RSUs. This won't be relevant for everyone, but where it applies it can improve borrowing potential.

If a bonus forms part of your income, we're happy to talk through how it might be taken into account.

THINKING OF SELLING?

FIRST IMPRESSIONS MATTER. **NEUTRAL COLOURS, GOOD LIGHTING AND SMART STORAGE** CONSISTENTLY RANK AMONG THE MOST EFFECTIVE WAYS TO IMPROVE BUYER APPEAL AND HELP A PROPERTY PHOTOGRAPH AND SHOW WELL.

PLANNING HOME IMPROVEMENTS?

You may not need to wait until your fixed rate ends. Many lenders allow existing customers to release equity through additional borrowing, set up as a separate sub-account alongside the current mortgage.

This can be a straightforward way to fund projects such as a new kitchen or extension, without remortgaging your entire loan.

If you're considering improvements this year, get in touch to see whether this could be an option for you.