

## Rate Shock analysis capability available on **ALL NEW MortgageBrain**

**UK, April 22, 2014:** Mortgage Brain, the multi-award winning mortgage technology solutions provider, has developed and launched a unique Rate Shock analysis capability to enable brokers to instantly identify the effect of rate increases.

The new development is in line with the FCA's MMR affordability guidelines, encompassing the potential '1% rate rise effect' scenario, and sees Mortgage Brain become the first sourcing system provider to offer this service.

Available on the latest version of **ALL NEW** MortgageBrain, the new Rate Shock analysis capability features a warning triangle to indicate that the borrower may not be able to afford a mortgage if rates rise by up to 3% in the next five years for every selected mortgage product.

In addition to the warning triangle, the new Rate Shock analysis facility also features a detailed repayment scenario for each product selected, which includes a customer's affordability amount, the product's monthly payment amount and the monthly repayment amount in the situation of a 1, 2 and 3% rate rise in the five years from taking out the loan.

Mark Lofthouse, CEO of Mortgage Brain, comments, "Our new Rate Shock analysis capability has been designed to support the mortgage advice and sales process in a post MMR environment and allows brokers to quickly identify the effect that rate changes will have on the repayment amounts of a mortgage loan.

"**ALL NEW** MortgageBrain is the only sourcing system to offer this facility and by being able to see the future affordability scenario for a product, brokers will be able to deliver a better quality of service to their customers."

## MortgageBrain's Rate Shock analysis facility. (Screen shot from ALL NEW Mortgage Brain)

The screenshot displays a software interface for mortgage rate shock analysis. The main area contains a table with columns: Lender, Aff, Ver, Chk, MTE, Initial Rate, Variable Rate, Monthly Payment, Total Fees, Tie In, Cost inc fees & ERC (5yrs), Notes, Product Code, and Overhang Period. The table lists various mortgage products from lenders like Leeds B Society, L + G Club-Progress, Abbey, PMS - Melton Mowbray, Melton Mowbray, SMS - Melton Mowbray, Progressive B.Soc, PMS - Marsden, Beverley, and Virgin Money PLC. A sidebar on the right includes sections for Applicant Details, Product Details, Colour Coding, and a Repayment Scenario table.

Lender	Aff	Ver	Chk	MTE	Initial Rate	Variable Rate	Monthly Payment	Total Fees	Tie In	Cost inc fees & ERC (5yrs)	Notes	Product Code	Overhang Period
Leeds B Society	▲	✓			0.001	5.690	333.38	304	36 m	32.321	3 mth 0% Stepped Fixed til 31-03-17		
Leeds B Society	▲	✓			0.001	5.690	333.38	304	36 m	32.357	6 mth 0% Stepped Fixed til 31-03-17		
Leeds B Society	▲	✓			0.001	5.690	333.38	304	60 m	31.634	3 mth 0% Stepped Fixed til 31-03-19		
L + G Club-Progress	▲				1.890	4.750	418.52	520	36 m	29.009	Professional 3 yr Discount Variable		
Abbey	▲	✓	✓		2.090	4.740	428.25	2,535	38 m	30.930	Fixed til 02-06-17	EA15H	
L + G Club-Progress	▲				2.140	4.750	430.70	520	36 m	29.489	Professional 3 yr Discount Variable		
PMS - Melton Mowbray	▲				2.150	4.990	431.19	909	36 m	29.960	3 yr Discount Variable	SPME_07	
Melton Mowbray	▲	✓			2.150	4.990	431.19	909	36 m	30.210	3 yr Discount Variable	DTFT 075	
SMS - Melton Mowbray	▲			✓	2.150	4.990	431.19	1,044	36 m	30.345	3 yr Discount Variable	DTFT 075	
Progressive B.Soc.	▲				2.190	4.750	433.17	1,265	36 m	30.331	3 yr Discount Variable		
PMS - Marsden	▲				2.190	5.950	433.17	1,023	40 m	30.779	Discount Variable til 31-07-17	DS313	
Beverley	▲				2.250	4.750	436.13	1,370	36 m	30.583	3 yr Discount Variable Offset		
Beverley	▲				2.250	4.750	436.13	1,370	36 m	30.583	3 yr Discount Variable		
Nationwide B.Soc	▲	✓	✓	✓	2.290	3.990	438.11	1,294	36 m	29.568	Ex Borr 3 yr Fixed	62471	
Virgin Money PLC	▲	✓	✓	✓	2.290	4.540	438.11	1,404	38 m	30.287	Everyday Tracker til 01-06-17		

2,147 Products Not Matched (out of 2,779)

Lender	First Reason For Exclusion	Ver	Chk	MTE	Initial Rate	Variable Rate	Tie In	Cost inc fees & ERC (5yrs)	Notes	Product Code
Leeds B Society	Rate Control From Date not matched	✓			0.001	5.690	24 m		3 mth 0% Stepped Fixed til 31-03-16	
Leeds B Society	Rate Control From Date not matched	✓			0.001	5.690	24 m		3 mth 0% Stepped Fixed til 31-03-16	
Leeds B Society	LTV required too Low	✓			0.001	5.690	36 m		3 mth 0% Stepped Fixed til 31-03-17	
Leeds B Society	LTV required too Low	✓			0.001	5.690	36 m		6 mth 0% Stepped Fixed til 31-03-17	

Total No Of Schemes Available = 2,779

Filters | Details | Fees & Rates | Affordability | Notes | Proc Fees

Client's Affordability for selected scheme **Print**

Applicant Details  
Client's affordable monthly mortgage payment: 650

Product Details  
**Leeds B Society**  
**6 mth 0% Stepped Fixed til 31-03-17**  
0.00% (Fixed) for 6 months; and then 3.83% (Fixed) until 31 Mar 2017; Thereafter 5.69% (Standard);

Colour Coding  
This product is colour coded **amber**.  
This is based on the payments over 5 years.

Repayment Scenario - (amber)

	Monthly Payment	Increase of 1%	Increase of 2%	Increase of 3%	Can Afford
6 payments @ 0.00 %	333.38	333.38	333.38	333.38	650
30 payments @ 3.83 %	514.33	514.33	514.33	514.33	650
264 payments @ 5.69 %	609.45	664.00	720.85	779.80	650

- Ends -

## NOTES TO EDITORS

### About Mortgage Brain Limited

- Mortgage Brain Limited is the most widely used and preferred provider of point-of-sale, compliance, mortgage sourcing and electronic trading products and services for mortgage intermediaries.
- Mortgage Brain Holdings Limited, formed in 1986, is jointly owned by Barclays Woolwich, The Lloyds Banking Group, Nationwide, Royal Bank of Scotland, Santander and Virgin Money.
- The consortium of six owners, together with their subsidiaries, collectively account for in excess of 70% of the new business mortgage market within the UK.
- Mortgage Brain Holdings Limited currently has over 20,000 users of its products and services.
- Mortgage Brain is a Microsoft Gold Certified Partner and has won a number of industry awards including the 2010, 2011 and 2012 Mortgage Strategy 'Best Technology Provider' Award, the Pink Service Award for 'Best Technology Provider', and 'Technology Advocate of the Year' at the 2010, 2011, 2012 and 2013 British Mortgage Awards.

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