Fleet Mortgages
a Starling Bank company

Why Use Fleet

The Buy-to-Let Specialist Lender



Version 20

Updated 1st May 2026

Why Use Fleet Mortgages

We are Fleet Mortgages, a people-focused business specialising in buy-to-let lending. We've been providing our fair and trusted service since 2014, and we were acquired by Starling Bank in 2021.

Today, we continue to start good conversations with intermediaries and brokers looking to secure finance for landlords and limited companies of all shapes and sizes.

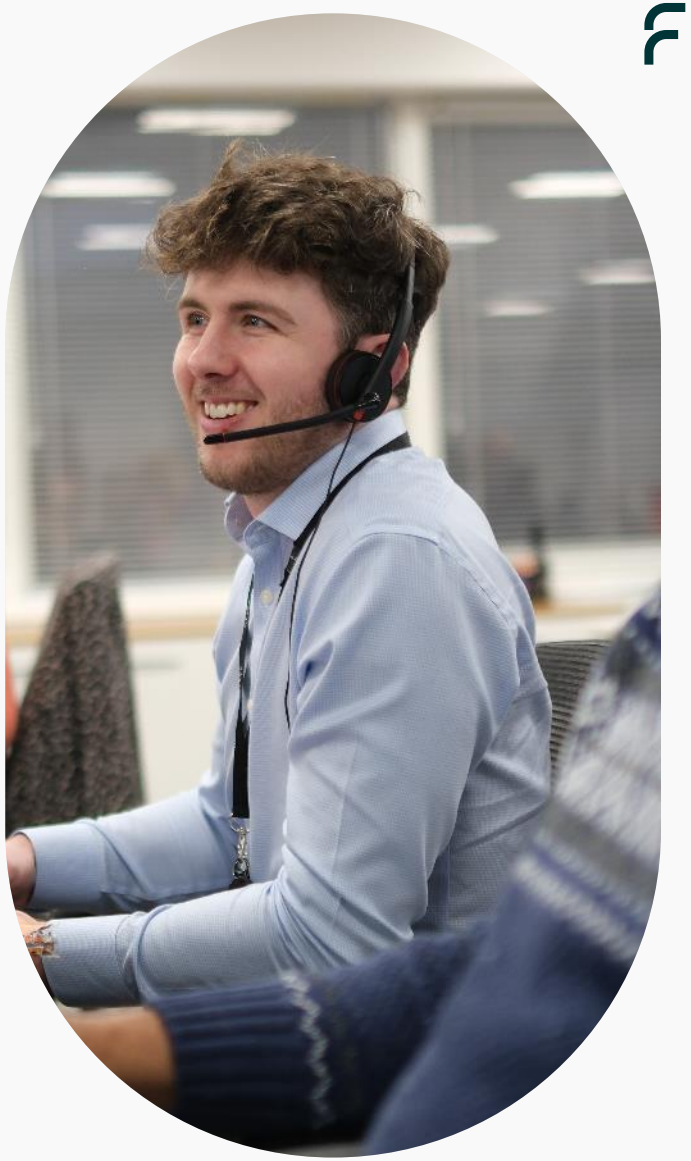
We pride ourselves on delivering exceptional BTL solutions to our partners while building a business to be proud of.

A genuinely reliable and helpful lender

"A genuinely reliable & helpful lender. Good products, simple process, all very transparent & really helpful, accessible staff. Would certainly recommend."

Paul Blake

Trustpilot



In Summary Our Buy-to-Let Products

Individual BTL	Limited Company BTL	HMO/MUFB BTL
> Experienced and first-time landlords	> Experienced and first-time landlords	> Ownership of BTL property for 1 year
> Non-HMO shared accommodation	> Special Purpose Vehicle Ltd Co (SPV) new and existing	> HMO - Up to 6 bedrooms
		> MUFB - Up to 10 self-contained units on a single freehold
		> Room-by-room rental assessment
		> Minimum valuation £100,000 outside London and South East regions, or £150,000 within London and South East regions

This information is for intermediary use only and is subject to change.
Please refer to the Lending Criteria on our website.

In Summary Our Buy-to-Let Products

Applicant	General	Property
> Although there is no minimum income requirement, the primary applicant must declare their income	> Up to 4 applicants	> Minimum valuation £50,000 (see LTV and property restrictions)
> Minimum age 21 at application	> £2m maximum loan size	> New build flats and houses up to 75% LTV
> Maximum age – 95 at the end of mortgage term	> May consider up to £5m maximum exposure by exception (please refer to Fleet Mortgages prior to submission)	> Ex-Local Authority up to 75% LTV for houses and 70% LTV for flats with minimum valuation £75,000 outside London and South East regions, or £150,000 within London and South East regions
> No owner-occupier requirement (except first-time Landlords)	> 5-35 year terms	> High rise blocks are acceptable. Ex-local authority flats up to 5 storeys (10 inside M25)
	> Capital raising	> Properties next door to each other (subject to exposure limits)
	> Remortgages within 6 months (Land Registry must show the borrower as the owner of the property)	> Must have minimum gross internal floor area of 30sqm including studio flats (which must be in an urban area)
	> Single/Multiple/Student APTs	> Blocks of flats exceeding 4 storeys in height (excluding basement floors but including ground floor, i.e. 0, 1, 2, 3, 4 floors) MUST have lift access to all floors, in order to be acceptable
	> May consider Corporate Leases / Local Authorities / Housing Association	
	> Capital Repayment or Interest Only	
	> Housing Benefit Tenant accepted	

This information is for intermediary use only and is subject to change.
Please refer to the Lending Criteria on our website.

In Summary Our Key Criteria

Standard and Limited Company products benefit from payrate rental calculations:

- **Standard Rate Tax Payer:** 125% at initial rate
- **Higher Rate Tax Payer:** 145% at initial rate
- **Limited Company:** 125% at initial rate

HMO and MUFB products benefit from payrate rental calculations:

- **Standard Rate Tax Payer :** 130% at initial rate
- **Higher Rate Tax Payer:** 145% at initial rate
- **Limited Company:** 130% at initial rate

Capital Raising

- For any legal purpose including for business purposes (other than gambling debts or paying tax bills, although we may consider IHT or CGT). If raising capital for an ongoing property purchase the transactions do not have to be contemporaneous

Shared Accommodation (Standard houses)

- Rent calculated per room, multi-APTs accepted, locks on bedroom doors, must have a communal room - this can comprise of a large kitchen which can incorporate reception room (on Standard & Limited Company product range)

Multiple sources of income accepted

- Including rental



In Summary Our Key Criteria

HMOs with up to 6 bedrooms

Portfolio Landlords
- Unlimited background portfolio stress tested at 125% @ 5%

Remortgaging within 6 months
- Open market valuation can be used if there have been improvements to the property; Land Registry must show the borrower as the owner of the property

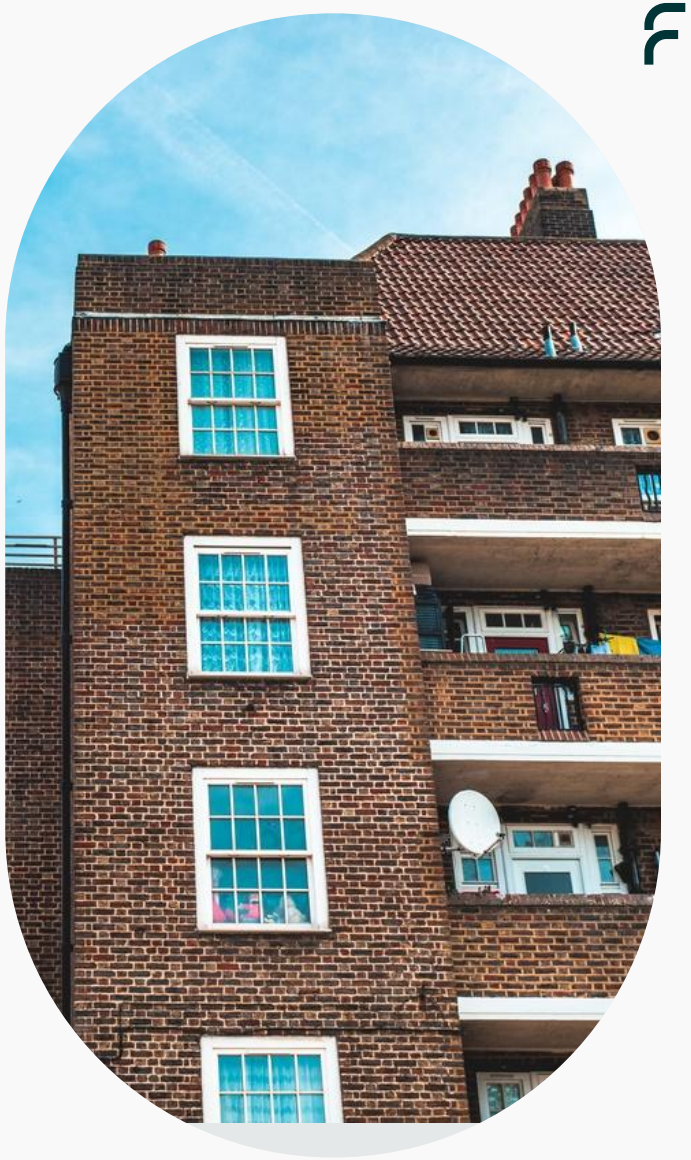
Local Authority
- Including desk access

Blocks of flats on a single freehold – up to 10 units

Maximum age 89 at the start of mortgage

Green Cashback product feature
- £1000 cashback payable to the landlord if they improve the EPC to C or above during the initial fixed rate period if it was D or E at the point of completion. Find out more>>

Product Transfers
- Eligible to apply on all new applications since 2022. Please contact the team at Fleet prior to making an application for a product Find out more>>



Everything starts with a good conversation. Get in touch with the team today



Chris Barwick

Regional Sales Manager: North East

07464 544 446

Chris.barwick@fleetmortgages.co.uk



Dave Horsman

Key Account Manager

07377 246 387

Dave.horsman@fleetmortgages.co.uk



Katy Williams

Regional Sales Manager: Midlands

07464 927 175

Katy.williams@fleetmortgages.co.uk



Stella Brookman

Senior BDM: South East

07977 439 721

Stella.brookman@fleetmortgages.co.uk



David Lockwood

BDM: North London

07929 264 379

David.lockwood@fleetmortgages.co.uk



Donna Spence

Senior BDM: North West

07464 544 443

Donna.spence@fleetmortgages.co.uk



Giovanna Streatfield

Senior BDM: South

07981 802 332

Giovanna.streatfield@fleetmortgages.co.uk



Claire Graham

BDM: South Wales & South West

07471 992 978

Claire.graham@fleetmortgages.co.uk



See how we can help 01252 916 800
fleetmortgages.co.uk

Fleet Mortgages is a trading name of Fleet Mortgages Ltd. Registered in England (08663979)
Registered Office: 2nd Floor, Flagship House, Reading Road North, Fleet, Hampshire, GU51 4WP