

# New Mortgage Finder – Dubai Mortgage Guide

## Basic Information & Documentation Required (For Overseas Residents)

The following information may be useful. Please note that at present this offer is available for those customers purchasing a property directly, or by way of a re-sale purchase at any of our selected developments for finance.

You should ensure that you seek advice from an independent legal and tax specialist, as there are ownership issues and could be a tax liability if you borrow money overseas. Any tax liability will be your responsibility solely. You should also note that if you are funding your UAE Dirham home loan from a foreign currency, you may encounter currency fluctuations when meeting your monthly commitments. Any fluctuation will be your sole responsibility.

### Basic New Mortgage Finder lender criteria

1. Loan to value ratio: differs by development and construction status, please ask your Mortgage advisor. This will depend on age, income, property etc, subject to our lending criteria.
2. You are required to pay the relevant deposits to the developer / seller, prior to any HSBC funds being advanced.
3. The Mortgage is to be repaid by 60th birthday It may be possible to review this for those with an occupational pension. Maximum tenure period is as follows : Apartments – up to 15 years. Villa's & Townhouses – up to 20 years, subject to the above criterion (this may vary on individual developments)
4. Home Loan Protection Policy and Buildings Insurance is mandatory.
5. Joint and Single loans available
6. The Home loan monthly repayment must be repaid from 40% of net disposable income. Income is primary borrower's total guaranteed salary and fixed allowances, (after tax and other deductions such as financial commitments) plus 50% of any other income / second applicant income. Please note that HSBC's personal lending limit ratio of 50% of net income will be applied to our lending decision.
7. Financing will be given for residential home loans only or second/holiday home: Finance for investment properties can be considered on a Buy-to-Let basis after construction, when the property can earn income – details of this will be published at the relevant time.
8. An HSBC bank account in the UAE is required, plus details of your home country accounts, where possible. If you are successful with your application we will assist in opening an HSBC account in the UAE.

9. DOCUMENTATION required for application (Please note that all documents should be originals, and the lender will return this to you following receipt)

- Proof of income: for any applicant residing in a jurisdiction where Taxation is applied, we require 3 years personal tax statements to be submitted

Employed : Original salary certificate and associated original bank statements. If employed for less than 6 months please enclose employer's letter confirming probationary period has been successfully completed.

Self-Employed: Original audited accounts for the preceding 3 years and original accountants certified letter of earnings, along with Tax returns to reconcile the earnings.

- Passport, with valid residence visa if applicable; original to be provided Original current credit card statement
- Original Bank Statements for the preceding 6 months
- Original property sales agreement from the developer showing property details, payment schedule and signatures from the purchaser and the developer
- Copy of receipts for payments made to date on the property (deposits and stage payments)
- Proof of permanent address required – ie; original utility bill showing residential address, in country of residence (and for ex-patrites confirmation of address in home country)
- Letter of introduction from your current bank, to the lender
- Application processing fee of AED2,500 – to be credited to the lenders account as part of 1% arrangement fee
- Valuation fee of AED2,500 / 3,500\* (depending on type of survey taken and development financed)

In addition to this we can also assist with the stage payments required by developers for purchase of the property, using a Construction Finance account. This lending will be on an interest only basis, although reductions in the capital amount are possible, and at no penalty. Interest on this account must be serviced on a monthly basis. The current floating / variable home loan lending rate is 6.75% to 7.75% for borrowing upto 70% LTV (subject to type of finance taken & development), and 7.25% to 8.00% (subject to type of finance taken & development) for borrowing over 70% LTV. The Construction Finance account rate is 7.00% variable at present. Any changes to fees, rates and conditions of the Home Loan will be communicated within 30 days of the change.

The Lenders Terms and Conditions, Application Form and Fee Tariff can also be provided at your request. Your home will be at risk if you do not make payments on a home loan, or any other finance that may be secured against it.