

What will a mortgage broker at The Penny Group do for you?

Proper Mortgage advice, from a reputable broker, is a service that provides a tailored look at your situation, and that has some great advantages over trying to organise it all yourself. It will save you time, take away the uncertainty and relieve a lot of the frustration.

You're protected

When you receive mortgage advice from The Penny Group, your mortgage broker has a duty of care to you. They will recommend a suitable mortgage and will be able to justify why the mortgage they have chosen is right for you, offering a level of protection you would not have by dealing directly with a lender yourself.

Our mortgage brokers are qualified

Our mortgage brokers are fully qualified and work with qualified administrators who also have an understanding of protection and general insurance needs.

Your mortgage broker is on your side

We work closely with lenders and, through being a part of Openwork Limited, have the benefit of some exceptional relationships with them, but at the end of the day we are on your side. We are able to give you access to far more products than if you went direct, some of which are not available at all on the open market, and offer unbiased advice

We know our industry

The Mortgage Market Review was arguably the widest ranging development over recent years in this industry. It's was designed to ensure borrowers can prove affordability, even in the event of a rate rise, and those extra checks have understandably increased application times.

It makes it even more important to stay in the loop. Your broker deals with the lenders on a day-to-day basis, so they know what the application process is like for each one and can advise you on which lender can process your application with minimal delays. They are also familiar with any background criteria that a lender may have and bring this experience to the table when advising you and processing your application. The relationship they have with the lenders also means they are better placed to be able to have some influence with them and will be able to chase things in a way you just can't do by yourself. This proves invaluable time and time again when processes get held up.

It's about more than just your mortgage

We don't just advise you about your mortgage. We also ensure that you have the correct levels of life insurance, payment protection and can also look at any buildings and contents insurance you have or may need. Based on your new mortgage arrangements they can make sure you are fully protected in the event of:

- Death
- Critical illness (such as cancer, heart attack or stroke)
- Involuntary redundancy

The value of advice

Mortgages are actually a lot more difficult than they first appear. Knowing what rate, term, lender, features and insurance to get are all time-consuming and complex matters.

Comparing mortgages online can be a useful starting point. It's a way to get an idea of what's out there, but choosing a mortgage is a process far more complicated than simply opting for the lowest rate or the best incentives.

A mortgage broker takes your whole circumstances into account to recommend a suitable product, and it's that thorough, professional look at your finances that makes their advice invaluable.

Think carefully before securing other debts against your home.
Your home may be repossessed if you do not keep up repayments on your mortgage.