PRIVATE CLIENT GUIDE

Complex Income Mortgages

Straight answers for the self-employed, company directors, contractors and anyone with non-standard income.

Specialist & high-net-worth mortgage advisers | Complex income · Private banks · No upper loan limit

soulmortgages.co.uk · 0207 993 4210

WHO THIS IS FOR

When your income does not fit a payslip

A complex income mortgage is for borrowers whose earnings do not fit a simple payslip: the self-employed, company directors, contractors, and people paid in bonuses, commission, dividends or multiple currencies. We work with lenders who understand these structures, and who lend on the full picture.

Latest-year	Day-rate	No upper limit
& RETAINED-PROFIT LENDING	CONTRACTOR LENDERS	ON BORROWING

How lenders assess complex income

- **Self-employed and sole traders:** usually assessed on net profit, or salary plus dividends, over one to three years.
- **Company directors:** shareholding, salary and dividends, and in the right cases retained profits within the business.
- **Contractors:** often assessed on the day rate or contract value rather than historic accounts.
- **Bonus, commission and multi-currency:** variable and foreign-currency income that mainstream models discount heavily.

We place complex-income cases with private banks and specialist lenders who look beyond the algorithm.

Why the mainstream says no

High-street lenders rely on automated affordability models built for salaried applicants. They tend to average several years, ignore retained profits, and discount bonus, commission and foreign income. For directors and the self-employed with a strong but non-standard profile, that means a smaller loan, or a decline, despite genuine affordability.

> A strong balance sheet and a good accountant should open doors, not close them. We make the case lenders can say yes to.

How we help

- Access to private banks and specialist lenders who underwrite complex income properly.
- Lending on the latest year, retained profits, day rate or projected income where appropriate.

- Multi-currency and foreign-income cases, and no upper limit on borrowing.
- A packaged, well-evidenced application that presents your income at its strongest.

What you will typically need

- Two to three years of accounts or SA302s and tax year overviews, or contract details for contractors.
- Recent business and personal bank statements.
- An accountant's reference where relevant.
- Proof of identity and address.

Case studies

Anonymised examples of complex-income cases we have arranged.

COMPANY DIRECTOR

GBP 1.9m secured on retained profits

A director drew a modest salary and dividends but held significant retained profits in the company. High-street lenders assessed only salary and dividends and capped borrowing far too low. We placed the case with a lender that recognised retained profits.

Outcome: Around GBP 1.9m agreed by assessing the full company position.

CONTRACTOR

Assessed on day rate, not accounts

A day-rate contractor with a short trading history struggled with lenders wanting two years of accounts. We used a lender that assesses contractors on the contract day rate.

Outcome: Residential mortgage agreed on day-rate basis, at the level required.

SELF-EMPLOYED, ONE YEAR'S ACCOUNTS

A recent start, a strong year

A self-employed professional had only one year of accounts after going independent, but a strong income. We evidenced the year and forward pipeline with a specialist lender.

Outcome: Purchase completed without waiting a further year.

About your adviser

Ritesh Sood, CEO and founder of Soul Mortgages, has 19 years' experience in specialist mortgage advice. From a family of property financiers, he arranges UHNW and HNW mortgages through private and investment banks. He specialises in complex cases and structured property finance across both residential and commercial assets, including large-scale and non-standard borrowing that mainstream systems often cannot place. He also advises on mainstream mortgages, so even simpler cases carry the reassurance of specialist expertise, and he holds the Certificate in Financing Greener Homes, advising on green mortgages for energy-efficient homes.

Regards,

Ritesh Sood B.A CeMAP® Diploma R05

CEO & Founder

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SPEAK TO SOUL MORTGAGES

Let's talk through your options

Every case is different, and the best next step is a short, confidential conversation. Book a call with our team and we will map out a route that fits your circumstances.

Book a Call

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