Dear Writer.

This topic has 40 marks and its very important for me. Therefore, there could be several revision from the lecturer (but strongly let you know if the revision will request to change from lecturer I have to change, if will take a more words like lecturer request to add on something , I will/have to pay again)and I would like to let you know that from advance. However, this chapter has 2 primary data and I need a SPSS files proof of your questionnaire and regression analysis.

Thanks.

1 interview, I have made it already with 3 banks and 3 different mortgage specialist.

You should explain questionnaire (fake data) because all information I had from bank, and I need especially “Regression Techniques” analyse for this chapter.

4.1 Introduction

4.1.2 Purpose of this chapter

4.1.3 Objectives of the chapters

4.2 Samples characteristics

4.3 Primary Data, Response Rate, Intervies

Explain the data analysis with graphics using SPSS

Conclusion for this chapter (not general conclusion, that will be for chapter 5 which will be another order)

There is a pdf file which is include whole chapter 1,2 and 3.

Each questions for interview and questionnaire must link with your objectives thus do not ask any irrelevant questions

Questionnaire must be 2 section and not more than 2 page (Section A : Age, Gender, Profession, Income, etc. Section B: 3 likert scale question and 3 open ended interview questions)

Questionnaire must be minimum 30 respond out of 100

Show your primary and also secondary data and analyse the topic.

Interviews:

Natwest Bank

Interview with Leo Alios (Tooting Broadway, Branch London, Customer advisor 17.09.2013 12:30pm to 01:10pm)

According to Leo, Natwest Bank one of the biggest bank in UK and which they accepting 90 percent of mortgage applications but there are some features of Nawest which different than other banks.

Natwest looking for a clean credit history, Leo says, if you were in black list before which means you have not paid your previous loan or liabilities, than we may refuse your mortgage application. For instance if you did not pay back your loan to Lloyds and automatically (after 6 months) you have been black listed and finally you never paid. You cannot open bank account on Lloyds, or even with other banks until 5 years, after 5 yeards you will be removed from the black list but you will be owe to Lloyds until paid up your loan. However, we cannot able to see you on the black list system but we will see you on the “default rate” system which means you had something wrong before and this makes us think twice.Therefore, we may also request a reference from your employment.

Another issue is loan limit, the other banks offering a loan 5 times more than your annual income for instance 20.000x5 = 100.000 but Natwest can only offer 4 times more than your annual income such as 20.000x4 = 80.000 may be 4.5 but not usually.

Leo also said there are so many regulations in the UK banking sector and almost all of them same you can find out many information our website or other websites. Leo also said in the mortgage market we do not have strong competitors from other banks or we are not threats to other banks as well, the only things on mortgage we or all banks have strong competitors with “mortgage brokers” because their obligations are different than us they regulations are not controlling from the government I have a some customers which we did not accept their mortgage application because of lower annual income but when I met them outside They have house from other mortgage brokers such as, NM Finance, Freedman & Co etc.Leo also state that mortgage purchaser should have a right to live in UK without any restrictions such as visa or any related issues.

HSBC, Tooting Broadway London Interview with Saima Ahmed (16 September 2013 11.00am to 11:25 am)

According to Saima, HSBC has strong “decision principle” for mortgage loans which we are looking for everything about mortgage purchaser credit history. This research also has a fee on your application. Saime also said HSBC also required previous clean 5 years residential history which is some addresses are also have been black listed in the UK and HSBC also strongly consider this issue from candidate of mortgage loans. In addition, every applications should have Biritish Citizenship or indefinite leave to remain status in the UK.When I have asked to which mortgage it better or easy interms of rates and regulations. She said regulations are always same because you should have good income (depend on house price, location and deposit)and clean credit history to start “only process of your application” after that we can provide 5 times more than your annual income and minimum 10% deposit (same like Natwest or other Banks) and I would recommend residential mortgage instead of buy-to-let because there are less regulations on the residential mortgage because you will stay on yourself, on the other hand, buy-to-let mortgage its something like a business that you may earn money on your own/loan therefore, the obligations will be high and interests are also be higher than residential mortgage.

Saime also state that, if you have a residential mortgage you have not right to “legally” rent to the someone else and also you have not to leave the country when you are in dept with HSBC.

Lloyds Bank Tooting Broadway interview with Darren Fonseca (Bank Manager (16 September 2013 15:45 pm to 16:15)

Lloyds has aso same regulation and offering mortgage loan to customers 5 times more than their annual income.

Overall, most people have (in terms of bank) residential mortgage and which is fixed rate %70 only 20% represent buy-to-let and %10 others.