

OFFSET MORTGAGES

WHO'S MAKING THE MOST OF THEM?

“Offset mortgages are one of the hidden treasures within financial services. Those borrowers who have made use of these products have potentially saved huge amounts of interest”¹

Andrew Montlake, of the mortgage broker Coreco

Powered by Accord



Only a few are in the know

Only 3% of the mortgage market are offsetting.
And of these, 40% have investible assets of between £50k and £500k+²



Most are in high value professions

Over half of these people will be business owners, senior managers, professional workers or contractors.³



And they're really happy with offset

Customers are more satisfied with the offset feature than the interest rate, good customer service and having an award winning lender.⁴



So why might you choose offset?

- **You could optimise the power of your savings.**
You could pay off your mortgage quicker by offsetting your savings against your mortgage.
- **And have flexibility and control to move money in and out**
- **As well as paying no tax**



YOUR HOME MAY BE REPOSSESSED IF YOU DO NOT KEEP UP REPAYMENTS ON YOUR MORTGAGE

1. Quote provided by Andrew Montlake, 20th April 2017

2. RFi Mortgage council market level data. 2016. Survey definition: By investible assets we mean resources you can convert to cash, such as cash, time deposits, unit trusts, stocks and shares, investments etc.

3. RFi Mortgage council market level data 2016 – Q2, Q3 and Q4 (Borrowers aged 65 or above were excluded from the analysis).

4. RFi Mortgage council market level data Q4. 2016.

RFi Group specialise in customer based insight generation and business decision support for the world's leading financial service providers