

AToM slashes lender panel

By Rebecca Atkinson

ALL TYPES of Mortgages is slashing its lender panel to only include lenders that provide onsite underwriters.

Dale Jannels, sales and marketing director at AToM, says cutting the panel is part of its strategy to retain control over the service it offers introducers.

It has 18 lenders on its panel, of which eight have onsite underwriters and two, including Unity Homeloans, provide onsite offers electronically. But Amber Home Loans, BM Solutions, Bristol & West Mortgages, CHL Mortgages, London Mortgage Company, Mortgage Trust, Southern Pacific Mortgage Limited and The Mortgage Business do not offer onsite underwriting at AToM.

Mark Charlesworth, head of Future Mortgages, says Future has increased

the number of onsite underwriters it has based with packagers from two to 11 as it strengthens relationships and shows a commitment to service.

He says: "Packagers are increasingly recognising the need to decrease their panel sizes and build meaningful relationships with lenders."

Bob Sturges, director of communications at Money Partners, agrees that onsite underwriters add value to some lender models by speeding up turnaround times.

He says: "Money Partners is looking at deploying roving regional underwriters who can provide underwriting support when needed.

"The most important thing for onsite underwriters, whether permanent or roving, is that they are empowered by the lender to take decisions. If they are not they add no value whatsoever and can end up denting brokers confidence in that lender."



Jannels: we want to retain control