

For immediate release, 17th September 2002

**FIXES ENJOY A DOWNWARD TREND –
BUT DON'T DISCOUNT THE DISCOUNT, SAYS CHARCOL**

Charcol exclusive.....

- **2.16% discount to 28/2/05**
- **current pay rate 3.79% (5.9% APR)**
- **penalties only in discount period**

Charcol, the leading independent mortgage and financial adviser, is offering borrowers a market-leading 2.16% discount mortgage to 28/02/05 - current pay rate 3.79%. Early Repayment Charges only apply during the discount period, after which the loan reverts to the lender's standard variable rate (currently 5.95%).

Commenting on the product Ray Boulger, Charcol, said, "For borrowers keen to have low monthly payments into 2005 this mortgage offers excellent value on loans of at least £100,000, up to 85% loan to value. In particular, it is ideal for those who believe rates have further to fall or will remain at current levels for some time. At the end of the discounted period borrowers should reassess their options and can take another deal from the lender, or remortgage without incurring any early repayment charges."

Borrowers should contact 0800 71 81 91 or visit

www.charcolonline.co.uk

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- Ends -

Notes to Editors

Typical example available on request.

Rate:	2.16% discount to 28/2/05, (SVR is 5.95% and so current initial pay rate is 3.79% <u>(5.9% APR)</u>).
Maximum LTV:	95% (MIG free to 85%).
ERC:	5% to 28/2/05.
Lender fee:	£299, added.
Charcol booking fee:	£49
Minimum loan:	£100,000.
Interest:	calculated annually.
N.B.	Not available in N Ireland.
Lender:	Bristol & West (exclusive to Charcol)

Exclusive products are exclusive to the Bradford & Bingley Group.

Charcol will charge a broker fee of up to 1% on completion (nb: the average fee charged in 2001 was below 0.5%). No fee is charged for mortgages purchased online at www.charcolonline.co.uk.

Typical examples for products detailed in this release available on request. Mortgage secured on property. Minimum age 18. Insurance may be required. Loans subject to status, type and value of property. Written quotations available on request.

YOUR HOME IS AT RISK IF YOU DO NOT KEEP UP REPAYMENTS ON A MORTGAGE OR OTHER LOAN SECURED ON IT

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