Lack of lender appetite poses biggest hurdle for mortgage brokers working with overseas clients

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New research from Butterfield Mortgages Limited in the UK, commissioned through Censuswide, indicates that the majority of UK brokers find it increasingly difficult to secure finance for international clients, with currency fluctuations and a lack of lender appetite among the biggest challenges.

The prime London mortgage provider commissioned the independent survey of 300, UK based, mortgage brokers. It found that 93% have worked with non-UK residents in the past five years, highlighting the ongoing demand from international clients seeking to invest in UK property.

The research also revealed that 98% of brokers find sourcing finance for overseas borrowers to be challenging. Over one in ten (11%) say it is ‘extremely challenging’, 35% label it as ‘very challenging’, 28% describe it as ‘moderately challenging’, and 25% went for 'slightly challenging’.

When asked to identify the main difficulties they face, brokers most frequently pointed to a lack of lenders willing to work with international borrowers (34%), followed closely by concerns about currency fluctuations during the loan term (33%). Meanwhile, 28% cited the difficulty of verifying overseas income and assets as a key challenge.

Alpa Bhakta, CEO of Butterfield Mortgages Limited in the UK, said: *“Clearly, there remains high international demand for UK property investments, but the availability of suitable mortgage products is a major sticking point for brokers working with overseas clients."*

Factors such as non-domicile tax changes, and speculation around further reforms in the upcoming Autumn Budget, are possibly contributing to a more challenging investment landscape. The last thing brokers and their international clients need is further uncertainty caused by a lack of lender support.

“Lending to non-UK residents requires a high level of expertise, not to mention the right products and a willingness to embrace the additional due diligence it involves. Lenders that are able to take on the challenge will need to ensure brokers and overseas buyers – who remain a vital part of the UK’s property market, especially in prime central London – can access the finance they need, irrespective of how complex their case may be."

This is the full list of challenges selected by brokers:

Lack of lenders willing to work with international borrowers	34%
Fluctuations in currency over the term of a loan	33%
Difficulty in verifying overseas income and/or assets	28%
Added due diligence requirements compared to UK resident borrowers	26%
Lack of a UK credit history	23%
Differences in legal or regulatory frameworks	23%
Complex or unfamiliar tax structures in borrowers’ home countries or jurisdictions	22%
Borrowers’ knowledge of the mortgage process in the UK	22%
Time zone differences	18%

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Notes to editors

About Butterfield Mortgages Limited

Butterfield Mortgages Limited is a London-based property mortgage provider specialising in providing residential mortgages

against prime properties in London and the South of England, with a particular focus on the needs of UK and international HNWIs. It is part of the Butterfield Group and a subsidiary of The Bank of N.T. Butterfield & Son Limited.

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About the research

The research was conducted by Censuswide, among a sample of 300 UK mortgage brokers. The data was collected between 16.10.2025 - 23.10.2025. Censuswide abides by and employs members of the Market Research Society and follows the MRS code of conduct and ESOMAR principles. Censuswide is also a member of the British Polling Council.