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United Trust Bank Joins Forces with Mortgage Intelligence to Expand Broker Access

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United Trust Bank's mortgage division has announced a new partnership with long-established broker network Mortgage Intelligence. The move aims to broaden access to its specialist lending products and strengthen ties with intermediaries.

Mortgage Intelligence, a provider of support services for mortgage and insurance advisers for over 25 years, will now feature United Trust Bank (UTB) among the lending options available to its nearly 500 Appointed Representatives. The partnership is set to give

advisers within the network access to a wider range of specialist mortgage solutions, particularly useful for clients whose needs fall outside the typical high-street criteria.

United Trust Bank, a lender known for its focus on the specialist end of the market, offers a range of residential, buy-to-let, and second-charge mortgage products. Its lending criteria are designed to accommodate borrowers with complex income structures, individuals with some adverse credit history, and those looking to finance non-standard construction properties or situated in less conventional locations, including those near commercial premises.

By partnering with Mortgage Intelligence, UTB significantly extends its broker reach while simultaneously reinforcing its commitment to delivering bespoke lending options to customers who often find themselves underserved by the mainstream market.

A spokesperson for Mortgage Intelligence welcomed the collaboration, stating: “The ability to deliver competitive products with a personal touch makes them a valuable addition to our panel. This collaboration enhances the range of options available to our advisers and supports them in placing more complex cases with confidence. We’re excited about the opportunities this partnership brings and look forward to working together to help more specialist borrowers achieve their property ambitions.”

Over the decades, Mortgage Intelligence has built a reputation for providing comprehensive support to advisers, including assistance with regulatory compliance, technology systems, marketing resources, and training programmes. Their approach is tailored to ensure that both directly authorised advisers and appointed representatives are well equipped to manage the evolving challenges in the lending landscape.

From United Trust Bank’s perspective, the move is part of its ongoing strategy to ensure that intermediaries are equipped with the right products and tools to secure successful client outcomes.

A spokesperson for UTB commented: “This partnership strengthens our commitment to offering advisers more tools to provide the best outcomes for their clients by delivering a greater choice of competitive specialist mortgage products and helping them to write more business. I’m very excited for this next chapter. Mortgage Intelligence has earned a fantastic reputation for its huge knowledge, the breadth of its offering, and its commitment to the highest levels of service. We look forward to building a strong and successful relationship,

benefiting them and their brokers, which in turn will help more specialist borrowers achieve their property goals.”

The collaboration is expected to further enhance UTB’s presence in the intermediary space, as demand for specialist lending solutions continues.