Surplus Income Policy

Soha works with specialist Shared Ownership mortgage brokers to qualify and financially assess each applicant prior to them reserving a Shared Ownership home.

In addition, we follow the Homes England guidelines to ensure any potential purchaser has a safety net of surplus income and is not over-reaching in their purchase and putting themselves in financial risk.

Our required minimum surplus income is 10%.

This is the minimum amount of your net income that you should have remaining after commitments.

Item	Example/Explanatory Notes
A. Gross Income	• Gross monthly pay to include the relevant amount of any overtime, commission or bonus as determined by a specialist mortgage broker. • Any Universal Credit or benefit income • Any guaranteed maintenance payments
B. Gross Deductions	• Income Tax • National Insurance • Pension Contribution • Student Loan • Other payslip deductions
C. Commitments	• Credit commitments to include personal loans, PCP, HP, etc • Credit and store cards • Childcare costs • Care costs
D. Housing Costs	• Stress tested rental figure • Service charge
E. Net Income for Mortgage Purposes	E is the remaining income once B,C and D have been deducted from A.

F. Mortgage Payment	The indicative Mortgage Payment as determined by the advisor. Where possible, the Mortgage Payment (F) should not exceed 30% of E *NB: This may be exceeded in cases where the advisor feels that there is a justification for doing so and where the customer is still subsequently able to satisfy the provider's budget surplus policy.*
G. Essential Costs	• Council Tax • Utilities • Food • Fuel and Travel • Insurances • Other
H. Surplus Income	This is the figure remaining once F and G have been deducted from E. This figure should be at least 10% of the net income (E).

October 2025