

# the mortgage works

The typical landlord has 8.1 properties in their portfolio and generates an average rental yield of 5.7%



**8.1**

properties in the average portfolio, representing **10.4 tenancies** on average



**60%**

of landlords have at least 1 BTL mortgage, with an average of **5.3 BTL loans held**



**5.7%**

typical rental yield achieved by landlords

1 in 4 landlords are now looking to sell in the next 12 months, an increase of 8% vs. Q2



**25%**

are likely to sell property in the next 12 months (+8% from Q2)



**15%**

plan to buy a property in the next 12 months (-2% from Q2)



**65%**

plan to use a BTL mortgage to fund their next purchase



**48%**

intend to purchase their next BTL property within a LTD company



**28%**

intend to remortgage in the next 12 months



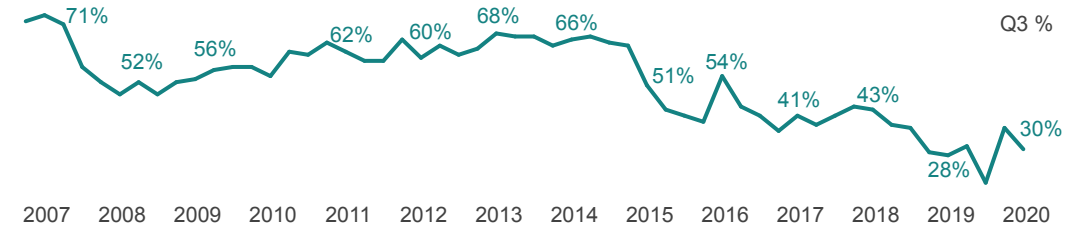
Source: BVA BDRC Landlord Panel research Q3 2020.

The Mortgage Works (UK) plc is a wholly owned subsidiary of Nationwide Building Society, Nationwide House, Pipers Way, Swindon SN38 1NW T1529 (Q3 2020)

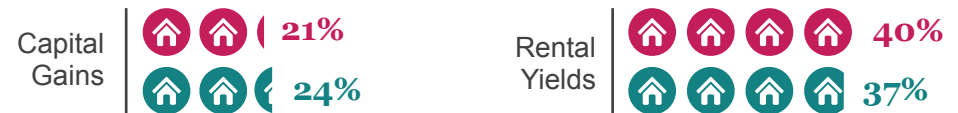
NOTE: Fieldwork took place 4th - 20th September 2020 (UK Covid-19 lockdown easing began in June)

## Buy to Let Barometer Q3 2020

Landlord confidence in their own lettings business has softened slightly following the Q2 'bounce', with 30% now feeling 'good' or 'very good' about prospects in the next 3 months



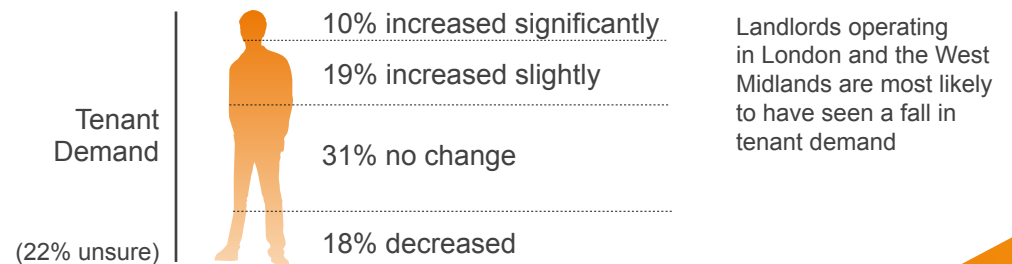
Landlord confidence in the prospects for Capital Gains has edged up year-on-year, whilst optimism around Rental Yields is slightly down



Prospects for Capital Gains and Rental Yields based on % landlords who are very / quite confident for the next 3 months



29% of landlords now report seeing increased tenant demand in the last 3 months, the highest proportion for 4 years



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