

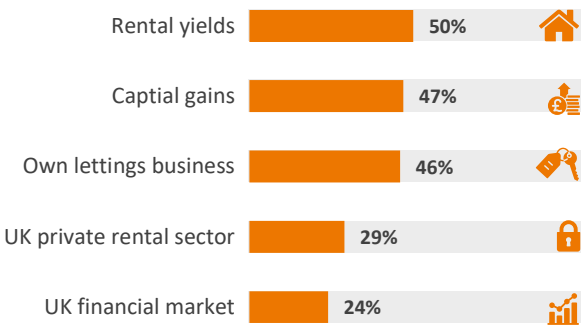
South East England

Landlords Outlook & Confidence

Landlords in the South East see confidence increasing significantly across all 5 key optimism indicators vs. Q4. This is particularly the case for capital gain prospects (+18%pts, to 47%) which is the highest across all regions.

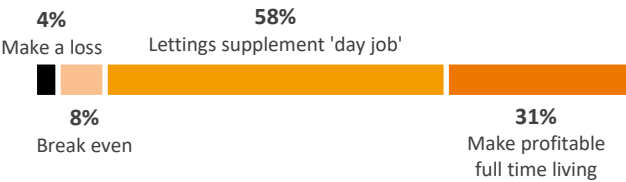
In comparison to Q4, the incidence of voids increased (+2%pts) whilst the incidence of arrears remained stable at 38%. The incidence of arrears is in line with the national average whilst the frequency of voids is slightly higher than the national average (+3%pts). Landlords with property in the South East have a rental yield below the national average (5.5% vs. 6.0% nationally) however, overall profitability is above average (89% vs. 85%).

Expectations for the next 3 months rated as good/very good (%)



Landlords Balance Sheet

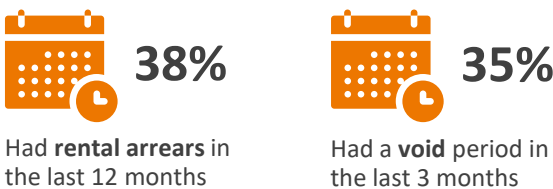
Profitability



Financials



Problems Experienced



PRS Dynamics



7.2

Properties in the average portfolio



35%

Report increasing tenant demand



9%

Bought a property in the last 3 months



5%

Sold a property in the last 3 months

BTL Dynamics



£357,000

Total average amount owed through BTL mortgage borrowing



4.3

Average number of BTL loans held

the mortgage works