

## North East England

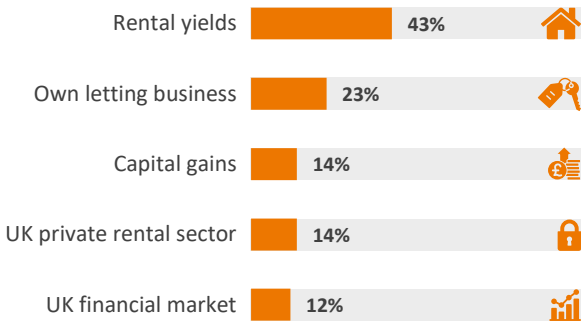
### Landlords Outlook & Confidence

Q3 saw a small improvement in the general sentiment of landlords in the North East of England. Most confidence indicators improved (own lettings business was the exception to this -10%).

It was more of a mixed picture across some of the 'harder' business performance measures. The incidence of rental arrears fell by 10%, but voids increased (+9%) and both of these indicators are well above the national average.

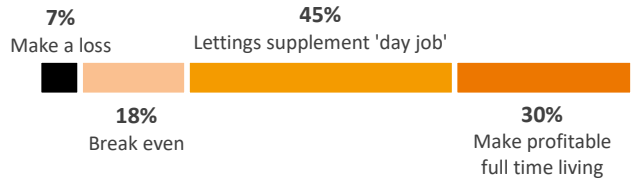
A much higher proportion of landlords in the area reported an increase in perceived tenant demand vs. Q2 (+18% to 32%) which now puts the NE ahead of the national average of 29%. Property sales remain subdued at just 2%.

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

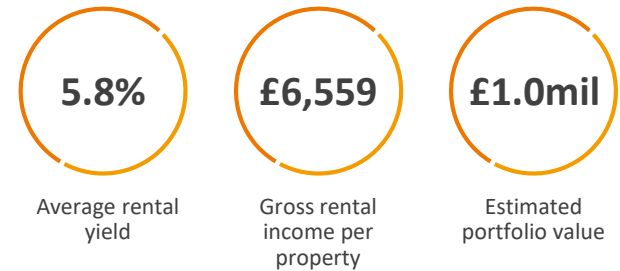


### Landlords Balance Sheet

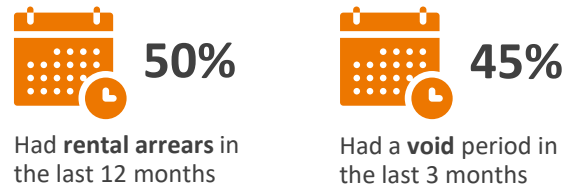
#### Profitability



#### Financials



#### Problems Experienced



### PRS Dynamics



9.3

Properties in the average portfolio



32%

Report increasing tenant demand



5%

Bought a property in the last 3 months



2%

Sold a property in the last 3 months

### BTL Dynamics



£460,000

Total amount owed through BTL mortgage borrowing



6.9

Average number of BTL loans held

the mortgage works