

## Outer London

### Landlords Outlook & Confidence

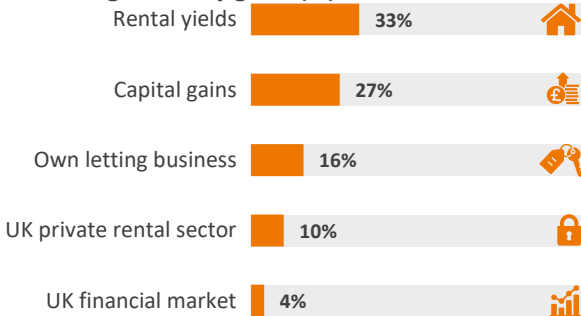
All confidence indices were lower in Q3 than Q2 for landlords operating in Outer London, in particular the prospects for yields and the UK's PRS were reduced vs. Q2.

However, the proportion of landlords who identified increased levels of tenant demand rose strongly, from 9% to 20%, well ahead of the situation in Central London.

The level of property sales increased significantly from 3% to 11% which places the area slightly ahead of the UK average on this dimension (8%).

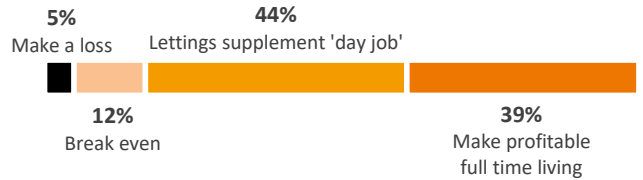
A larger proportion of Outer London landlords reported deriving their full time living from their portfolio in Q3 (+5% to 39%).

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

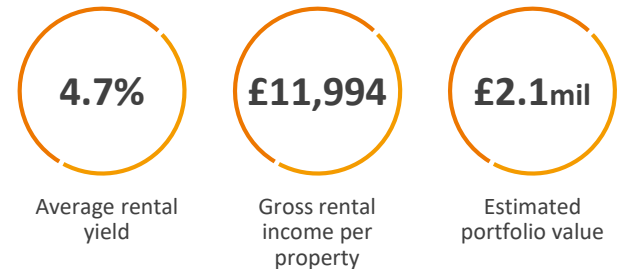


### Landlords Balance Sheet

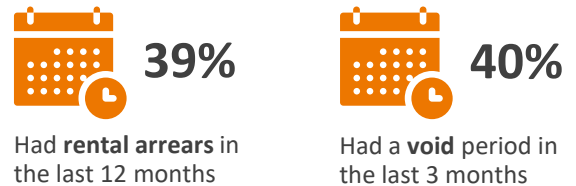
#### Profitability



#### Financials



#### Problems Experienced



### PRS Dynamics



6.9

Properties in the average portfolio



20%

Report increasing tenant demand



5%

Bought a property in the last 3 months



11%

Sold a property in the last 3 months

### BTL Dynamics

63%

Have a mortgage on at least one property



£599,000

Total amount owed through BTL mortgage borrowing



4.7

Average number of BTL loans held

the mortgage works