

In Q1 2023, the typical landlord has 7.6 properties in their portfolio and generates an average rental yield of 5.2%



properties in the average portfolio, **representing 9.6 tenancies** on average



of landlords have at least 1 BTL mortgage, with an average of **5.8 BTL loans held**



typical rental yield achieved by landlords

Purchase and sales intentions show an increasing disparity in Q1, with landlords now more than three times more likely to sell property than buy in the next 12 months



plan to buy a property in the next 12 months (+1% pts from Q4)



are likely to sell property in the next 12 months (+3% pts from Q4)



plan to use a BTL mortgage to fund their next purchase



intend to purchase their next BTL property within a LTD company



of BTL borrowers intend to remortgage in the next 12 months

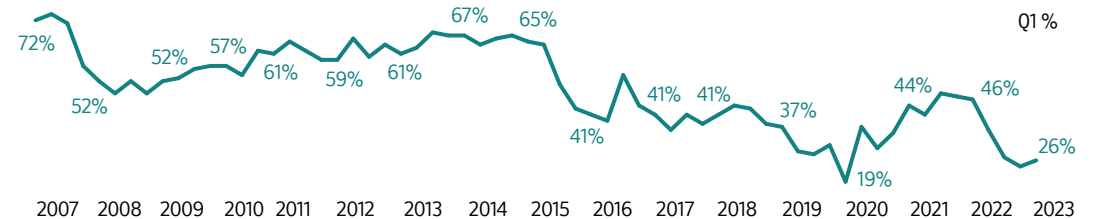


Source: BVA BDRC Landlord Panel research Q1 2023.

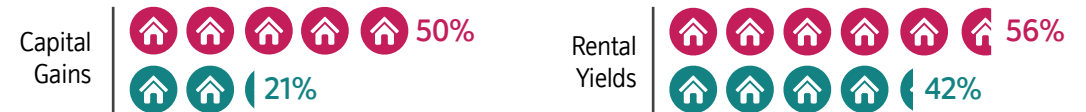
The Mortgage Works (UK) plc is a wholly owned subsidiary of Nationwide Building Society, Nationwide House, Pipers Way, Swindon SN38 1NW T1905 (Q1 2023)

NOTE: Fieldwork took place 24 March - 12 April

Optimism for 'own lettings business' in Q1 2023 is 26% (feeling good/very good)



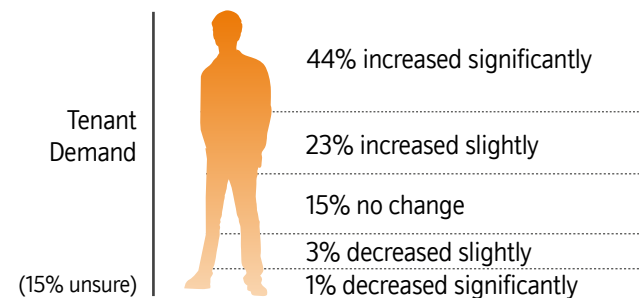
The proportion of landlords feeling upbeat about the prospects for Capital Gains and Rental Yields falls considerably year on year



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



Landlords continue to report high tenant demand with 67% saying it has risen in the last 3 months, and 44% saying it has risen significantly



Landlords operating in the East of England, the East Midlands and Yorkshire and The Humber are most likely to have seen an increase in tenant demand