

# Buy to Let market barometer

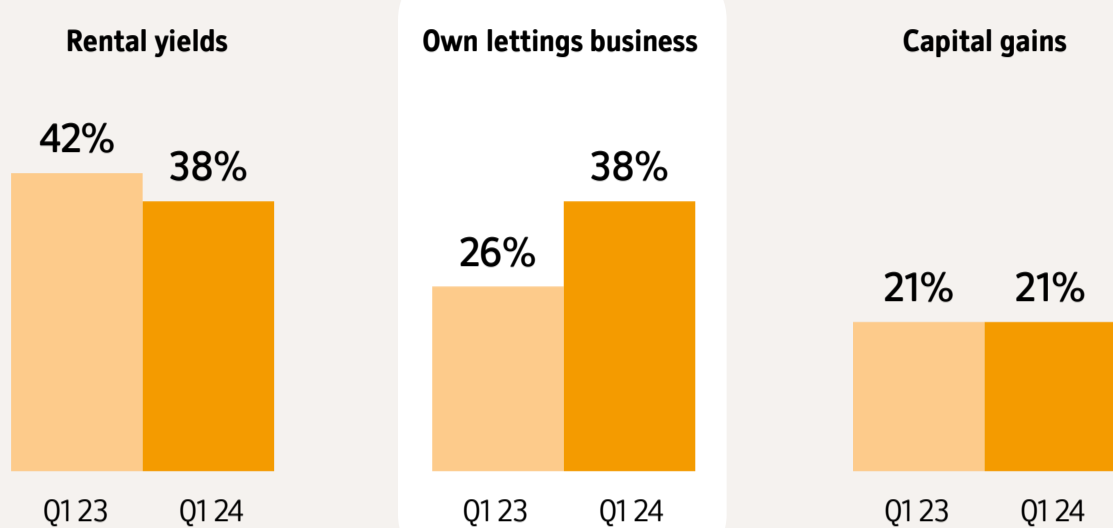
Q1 2024

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## Landlord confidence

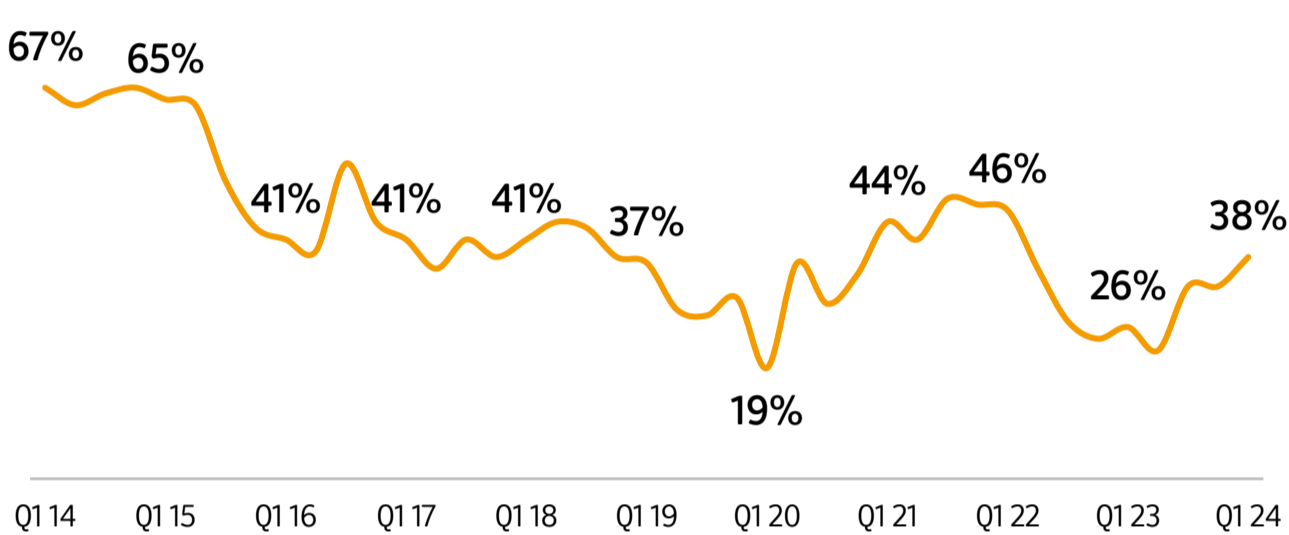
Compared to a year ago, more landlords are feeling 'good' about the prospects for their own lettings business in the next 3 months (38%). The proportion feeling upbeat about the prospects for rental yields has edged down to 38% (-4% vs. Q2 '23), while landlords feeling 'good' about capital gains remains unchanged at 21%.

### % rating prospects in next 3 months as 'good'



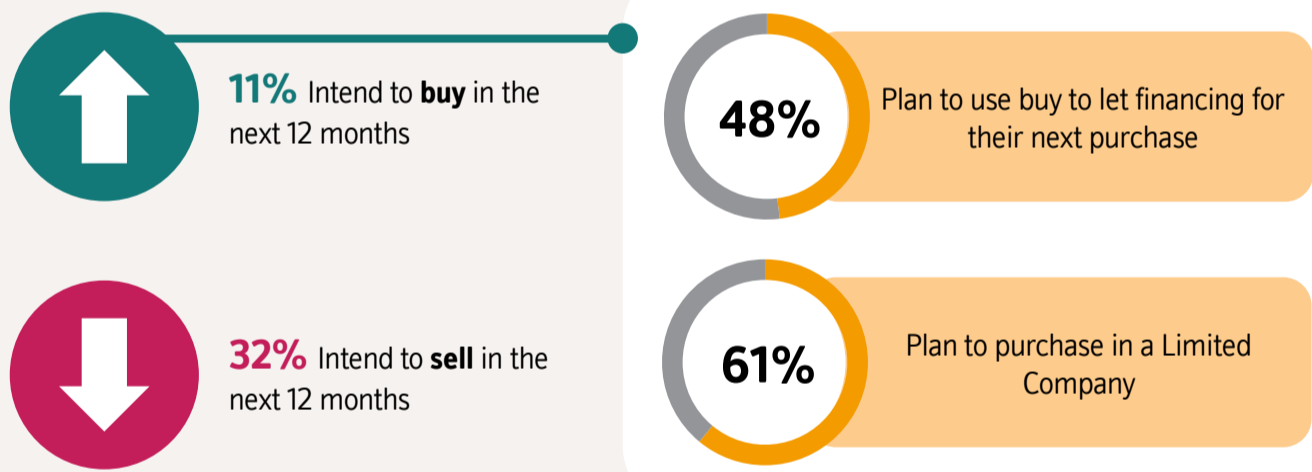
### Own lettings business confidence over time

(% rating prospects in next 3 months as 'good')



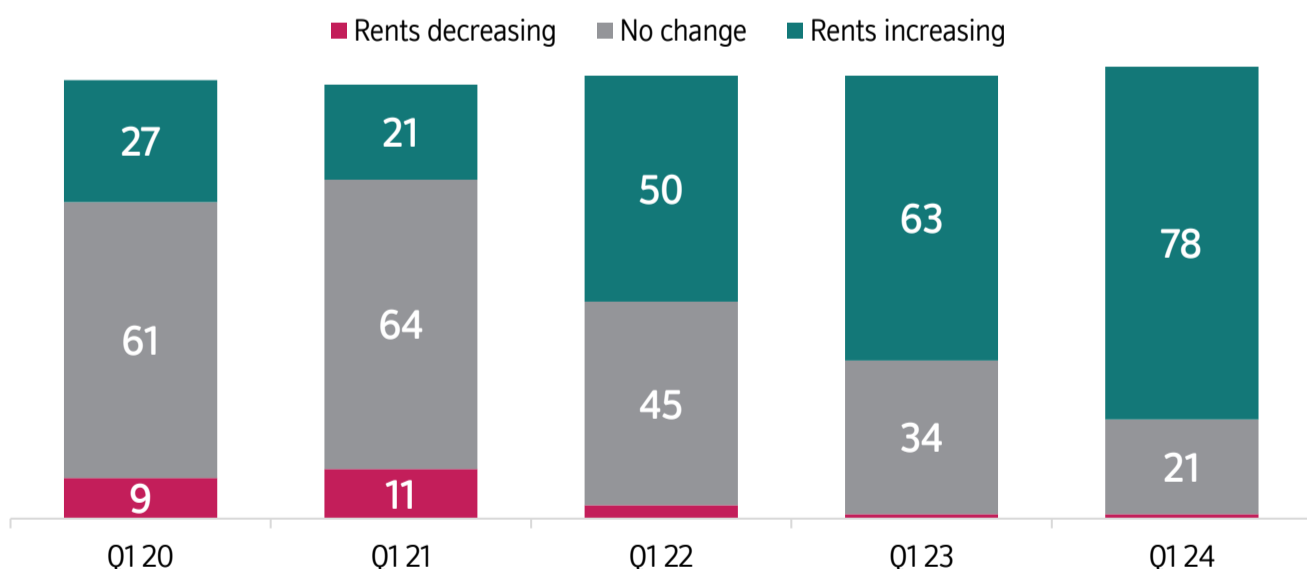
## Market dynamics

Almost 3 times as many landlords intend to sell in the next 12 months as plan to buy (32% vs. 11%). The incidence of rental increases has risen significantly over the last few years, with 78% of landlords putting their rents up in the last 12 months. 44% of leveraged landlords will remortgage or take a product transfer in the next year, with most opting for a fixed rate.



### Rental trend over time

(% who put rents up in the last 12 months)



44%

Of leveraged landlords intend to remortgage or take a product transfer in the next 12 months

19%

Plan to remortgage or take a product transfer in a Limited Company

33%

Expect to take a 2 year fixed rate product

(25% expect to take a 5 year fix)

## Portfolio profile

The typical landlord has 7.2 properties and achieves a gross rental yield of 6.1%. 67% of landlords have at least 1 BTL mortgage, with those who borrow having an average of 5.2 BTL loans.



Properties in the average portfolio

6.1%

Typical rental yield achieved by landlords

67%

Have at least one BTL mortgage, with an average of 5.2 BTL loans held