

Buy to Let Market Barometer

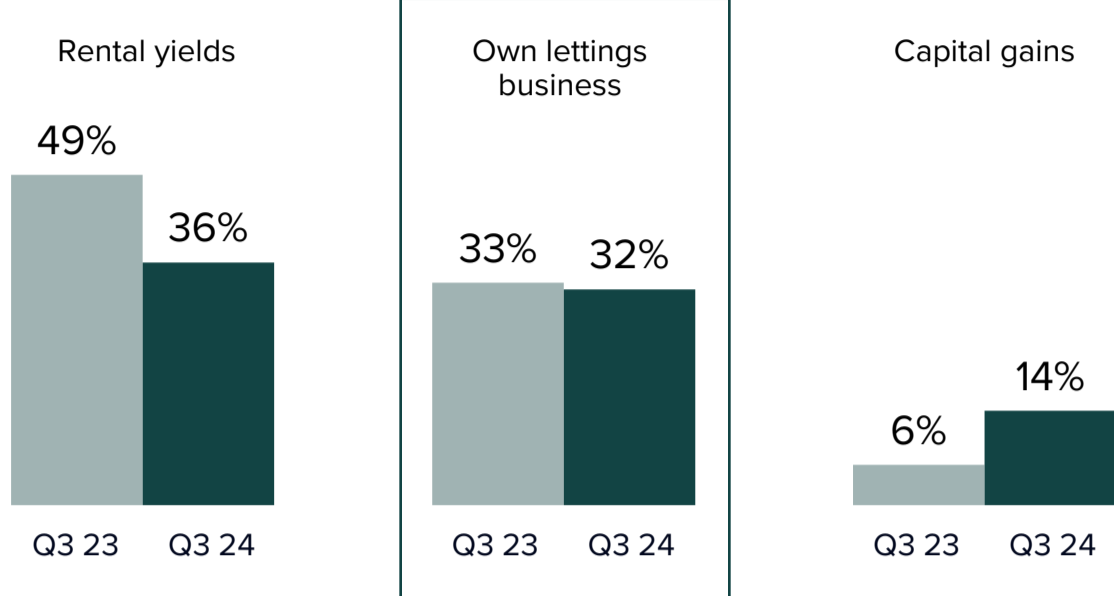


Q3 2024

Landlord confidence

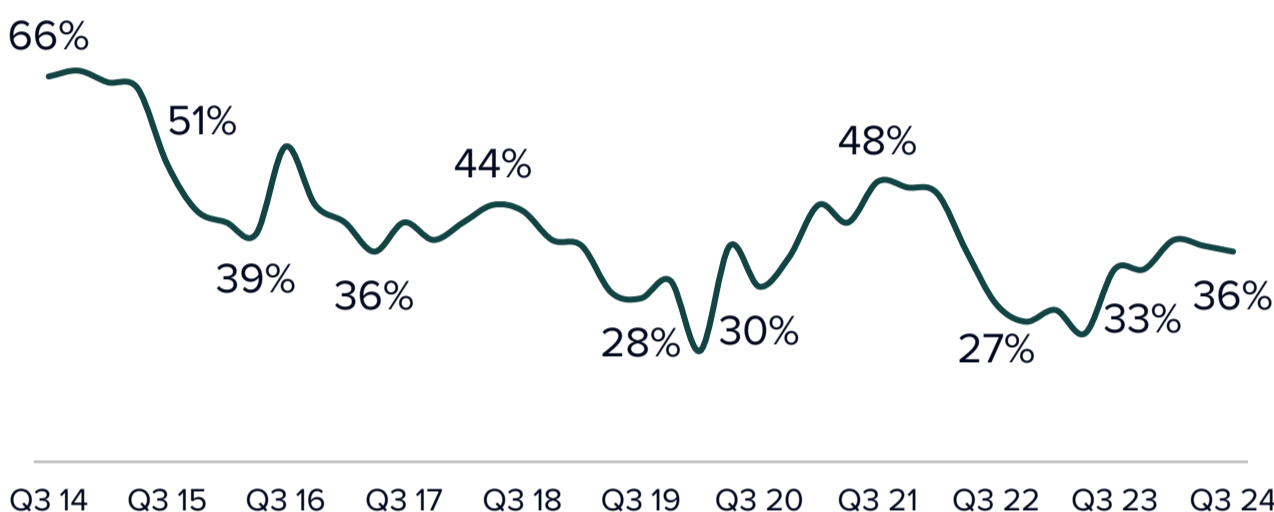
Landlords are less positive about rental yields than they were a year ago (-13%), but more upbeat about the prospects for capital gains (+8%). However, optimism was particularly low on this measure in Q3 '23. Around 1 in 3 are feeling 'good' about the prospects for their own lettings business, which is largely unchanged from a year ago.

% rating prospects in next 3 months as 'good'



Own lettings business confidence over time

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



Market dynamics

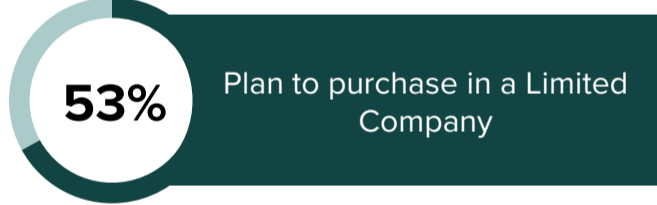
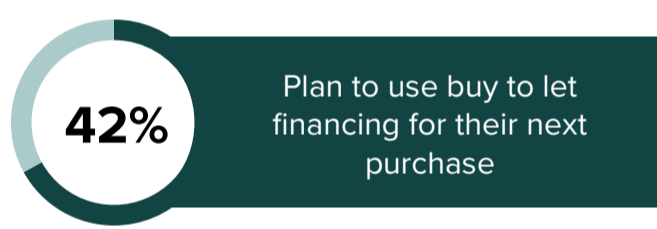
41% of landlords intend to sell at least one property in the next year, while just 6% are planning to buy. The proportion of landlords increasing rents has risen significantly over the last few years, with 74% putting their rents up in the last 12 months. 37% of leveraged landlords will remortgage or take a product transfer in the next year, with most opting for a fixed rate.



6% Intend to buy in the next 12 months



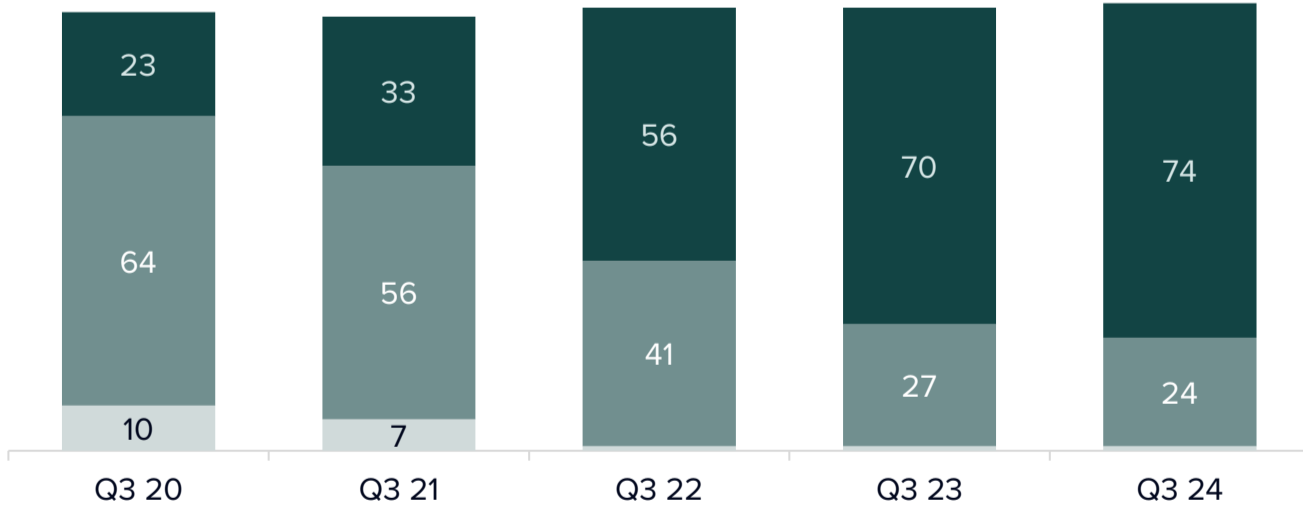
41% Intend to sell in the next 12 months



Rental trend over time

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

■ Rents decreasing ■ No change ■ Rents increasing



37%

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

22%

of these properties will be remortgaged in a Limited Company

33%

expect to take a 5 year fixed rate product

(**22%** expect to take a 2 year fix)

Portfolio profile

The typical landlord has 8 properties and achieves a gross rental yield of 6.5%. 65% of landlords have at least 1 Buy to Let mortgage, with those who borrow having an average of 6.4 Buy to Let loans.



Properties in the average portfolio

6.5%

Typical rental yield achieved by landlords

56%

Have at least one Buy to Let mortgage, with an average of **6.4** Buy to Let loans held