

Buy to Let Market Barometer

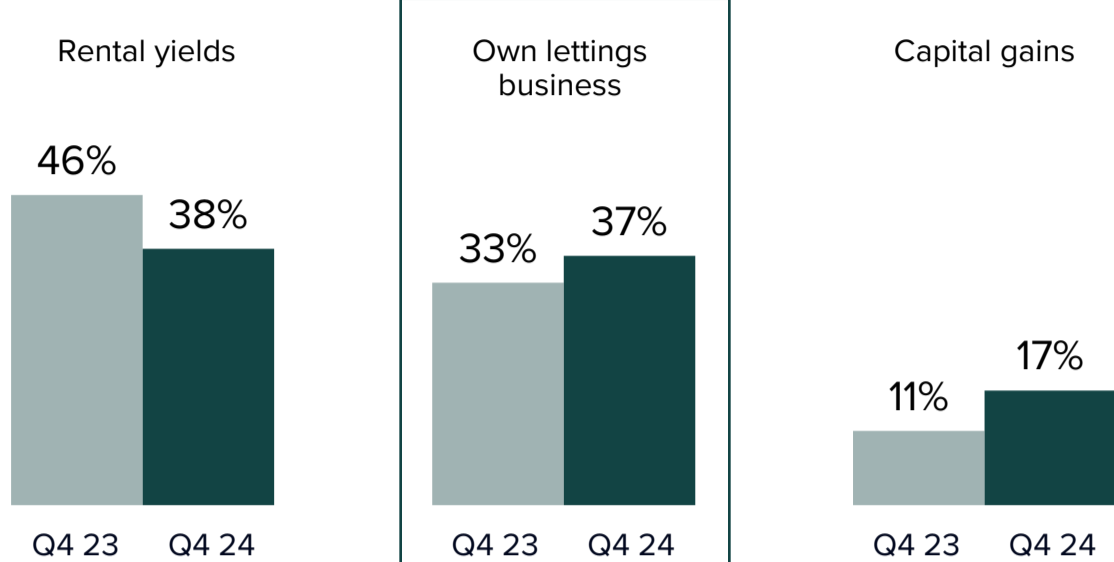


Q4 2024

Landlord confidence

Landlords are less positive about rental yields than they were a year ago, but more upbeat about the prospects for both capital gains and their lettings business overall. Landlords looking to sell in the next year and those not making a profit tend to be less positive about the prospects for both rental yields and their own lettings business overall.

% rating prospects in next 3 months as 'good'



Own lettings business confidence over time

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



Market dynamics

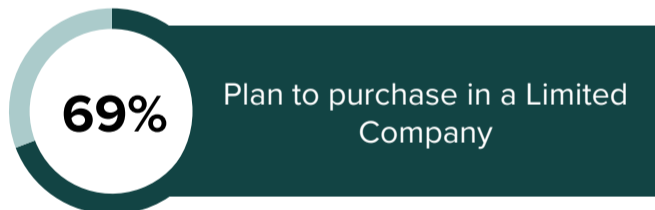
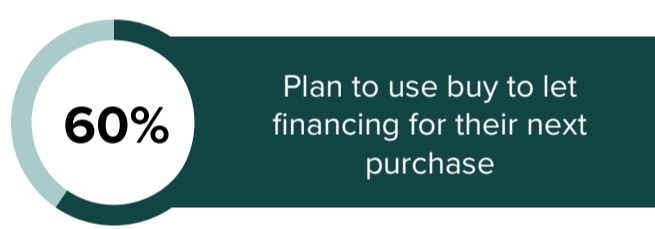
Intended sales activity in the next year is now at around 6 times the level of expected purchasing (41% vs. 7%). For the minority looking to purchase, 60% plan to utilise BTL mortgage finance and 69% intend to buy within a Limited Company. 43% of leveraged landlords will remortgage or take a product transfer in the next year, with 18% doing so within a Limited Company.



7% Intend to buy in the next 12 months



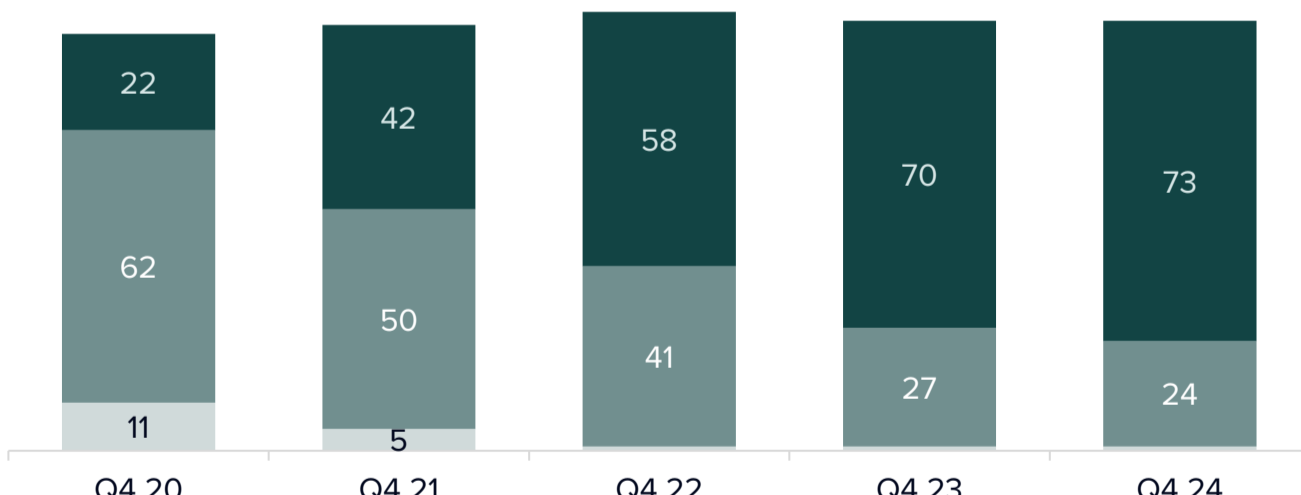
41% Intend to sell in the next 12 months



Rental trend over time

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

■ Rents decreasing ■ No change ■ Rents increasing



43%

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

18%

of these properties will be remortgaged in a Limited Company

Portfolio profile

The typical landlord has 7.4 properties and achieves a gross rental yield of 6.4%. 52% of landlords have at least 1 Buy to Let mortgage, with those who borrow having 6.1 Buy to Let loans on average.



Properties in the average portfolio

6.4%

Typical rental yield achieved by landlords

52%

Have at least one Buy to Let mortgage, with an average of **6.1** Buy to Let loans held