

Limited Company landlords

Profiling the market

Q2 2024

For intermediary use only

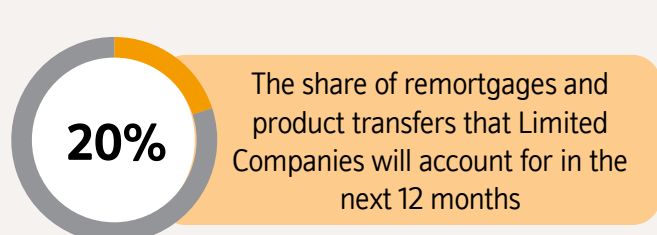
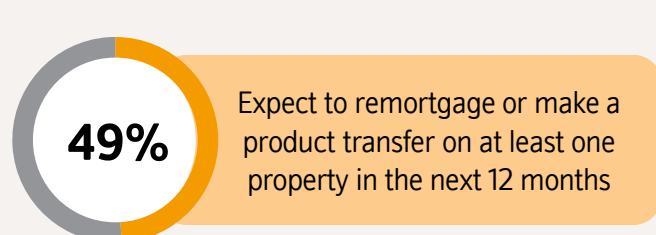
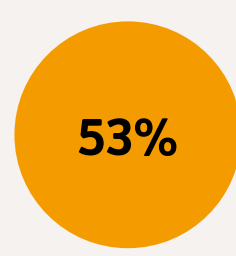
Limited Company buy to let borrowing profile

Limited Company landlords are more likely to borrow money to fund their lettings business than individual landlords, have a higher number of BTL loans on average, and have a higher average LTV (53% vs. 48% for those operating as an individual).



75% borrow to fund their rental portfolio

30% have borrowing on all their properties

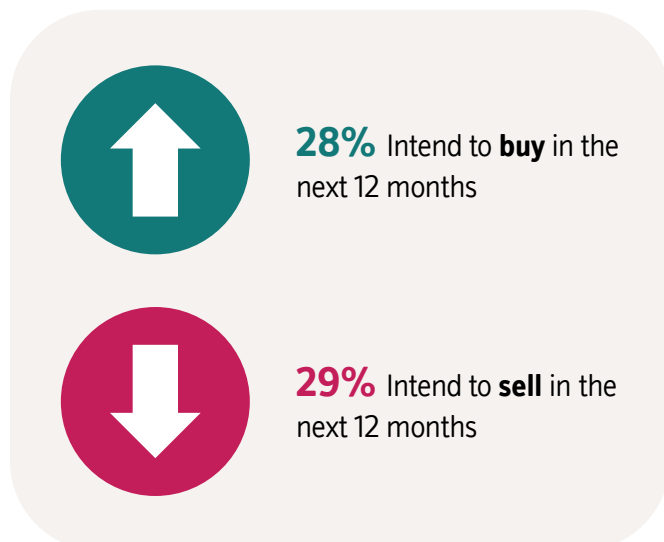
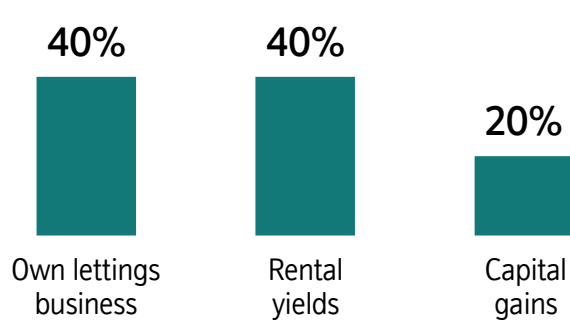


Limited Company market dynamics

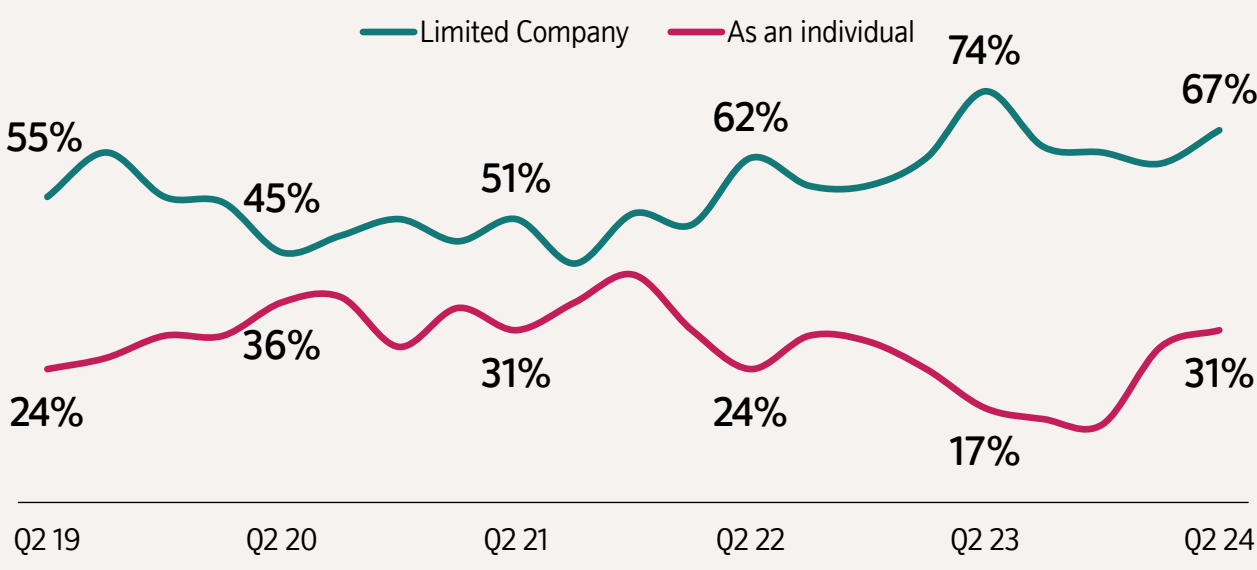
Limited Company landlords are more upbeat about the prospects for their own letting business than those operating as individuals, they are also more likely to be active in buying and selling property in the next 12 months.

Limited Company landlord confidence

% rating prospects in next 3 months as 'good'



Intent to purchase in a Limited Company:



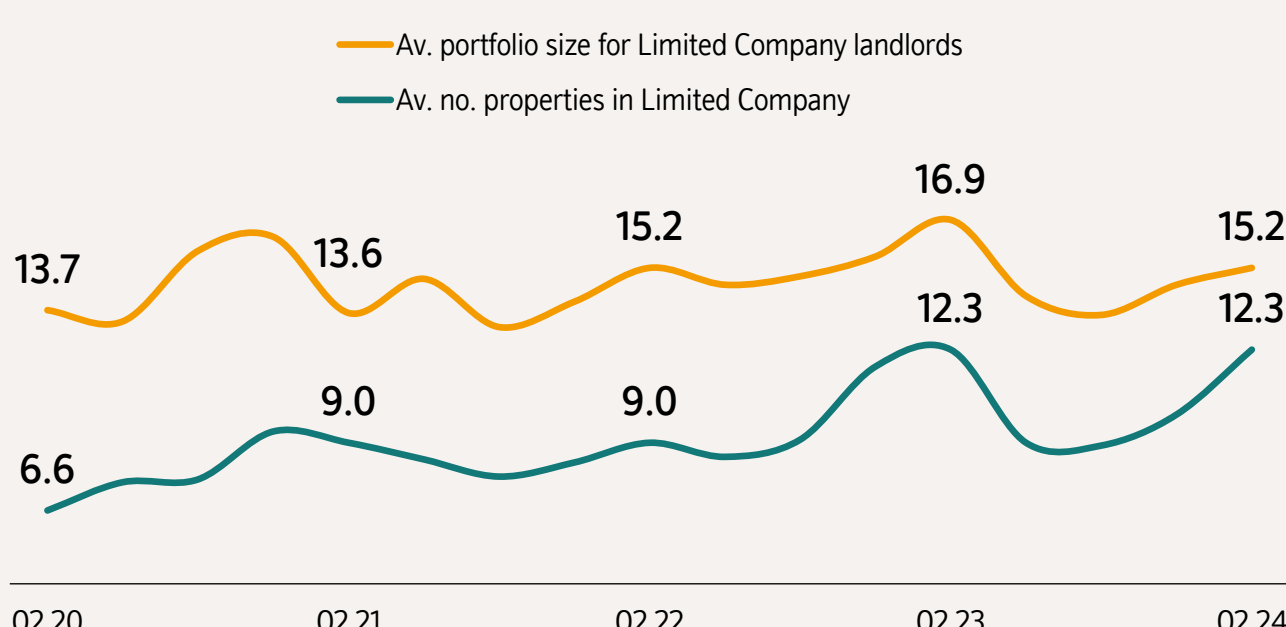
Limited Company landlord rental portfolio structure

On average, Limited Company landlords manage portfolios around three times the size of those operating as an individual. Limited Company landlords are also increasingly incorporating their portfolios, with an 81% share of their properties now held in this way. This has increased from just 36% 4 years ago, with new purchases by these landlords almost exclusively bought within a Limited Company.



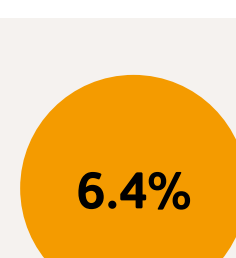
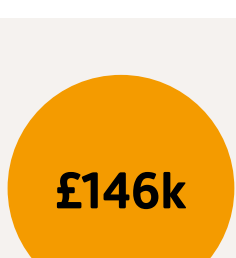
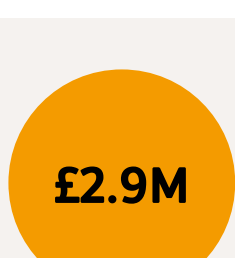
(59% have a mix of individually held & Limited Company)

Property ownership structure (number of properties)



Limited Company landlord portfolio financials

Limited Company landlords have an average portfolio value of £2.9M, notably higher than those holding their properties as individuals (£1.4M). They also have a higher annual gross rental income on average, although there's no difference in overall perceived profitability.

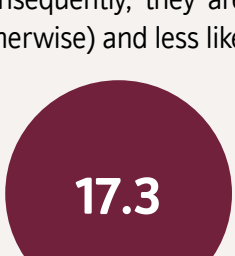


Profitability



Limited Company landlord profile

The typical Limited Company landlord is 57 years old, 5 years younger than the average landlord operating as an individual. Consequently, they are more likely than individual landlords to be in full time employment (as a landlord or otherwise) and less likely to be retired.



Employment Status

