

# the mortgage works

The typical landlord has 7.7 properties, with 2 in 3 borrowing to fund their portfolio



properties in the average portfolio, representing **9.7 tenancies** on average



of landlords have at least 1 BTL mortgage, with an average of **5.4 BTL loans** held



typical Rental Yield achieved by landlords

Landlords continue to be more likely to sell than buy in the next year (21% vs. 12%)



are likely to sell property in the next 12 months (-1% from Q4)



plan to buy a property in the next 12 months (-2% from Q4)



plan to use a BTL mortgage to fund their next purchase



intend to purchase their next BTL property within a LTD company



intend to remortgage in the next 12 months



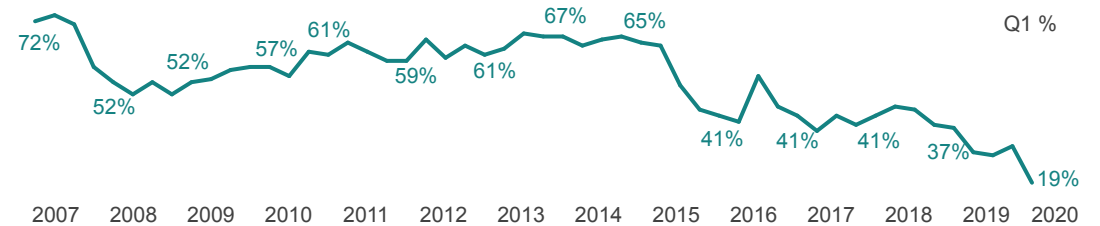
Source: BVA BDRC Landlord Panel research Q1 2020.

The Mortgage Works (UK) plc is a wholly owned subsidiary of Nationwide Building Society, Nationwide House, Pipers Way, Swindon SN38 1NW T1474 (Q1 2020)

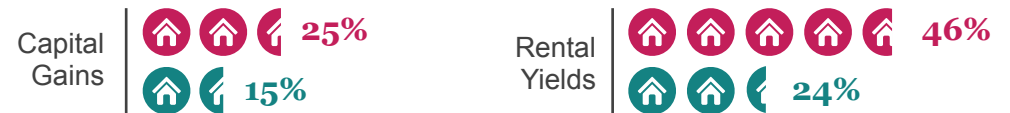
NOTE: Fieldwork took place 20th March - 2nd April 2020 (UK Coronavirus lockdown began 23rd March)



## Buy to Let Barometer Q1 2020

Landlord confidence in their own lettings business has fallen to record low levels, with just 19% feeling 'good' or 'very good' about prospects for the next 3 months

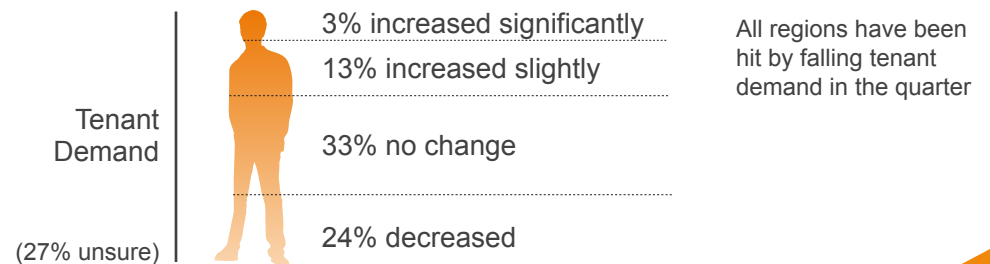


Landlord confidence in the prospects for capital gains and rental yields is also at an all time low in the wake of the Covid-19 pandemic



Prospects for Capital Gains and Rental Yields based on % landlords who are very / quite confident for the next 3 months  Q1 2019  Q1 2020

Just 16% of landlords report increased tenant demand in the last 3 months (an all-time low); 24% have seen demand decline



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