the mortgage works

The typical landlord has 6.9 properties in their portfolio and generates an average rental yield of 5.9%



6.9

properties in the average portfolio, **representing 8.1 tenancies** on average



62%



5.9%

of landlords have at least 1 BTL mortgage, with an average of **5.2 BTL loans held** typical rental yield achieved by landlords

The proportion of landlords intending to buy has increased this quarter, returning to the level recorded at the start of the year (19%)



19%

plan to buy a property in the next 12 months (+5% pts from Q2)



19%

are likely to sell property in

the next 12 months

(-1% pts from Q2)



69%

plan to use a BTL mortgage to fund their next purchase



43%

intend to purchase their next BTL property within a LTD company

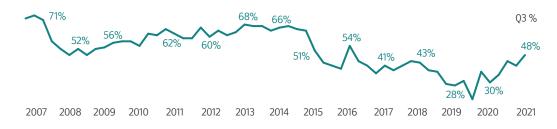


31%

of BTL borrowers intend to remortgage in the next 12 months

Buy to Let Barometer Q3 2021

Landlord optimism for their 'Own Lettings Business' is at a 5-year high, at 48% (+7% since Q2); this represents an 18% gain Y-o-Y and a 22% gain since the start of the Covid-19 pandemic in 01 '20



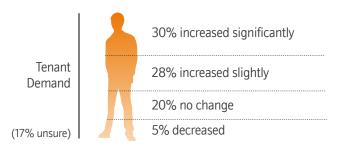
Landlord optimism in the prospects for both Capital Gains and Rental Yield is at a 5-year high, and both see an increase of more than 20% year-on-year



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



The proportion of landlords reporting increasing tenant demand is at an all-time high of 57%, up 18% from Q2 '21



Landlords operating in London are most likely to have seen a fall in tenant demand



Source: BVA BDRC Landlord Panel research Q3 2021

The Mortgage Works (UK) plc is a wholly owned subsidiary of Nationwide Building Society, Nationwide House, Pipers Way, Swindon SN38 1NW T1702 (03 2021)

NOTE: Fieldwork took place 5th – 27th September 2021