

the mortgage works

Buy to Let Barometer Q4 2021

The typical landlord has 6.9 properties in their portfolio and generates an average rental yield of 6.0%



6.9

properties in the average portfolio, representing **8.5 tenancies** on average



67%

of landlords have at least 1 BTL mortgage, with an average of **4.5 BTL loans held**



6.0%

typical rental yield achieved by landlords

Purchase and sales intentions have returned to Q3 '20 levels, with more landlords intending to sell rather than buy in the next 12 months



14%

plan to buy a property in the next 12 months (-5% pts from Q3)



24%

are likely to sell property in the next 12 months (+5% pts from Q3)



68%

plan to use a BTL mortgage to fund their next purchase



52%

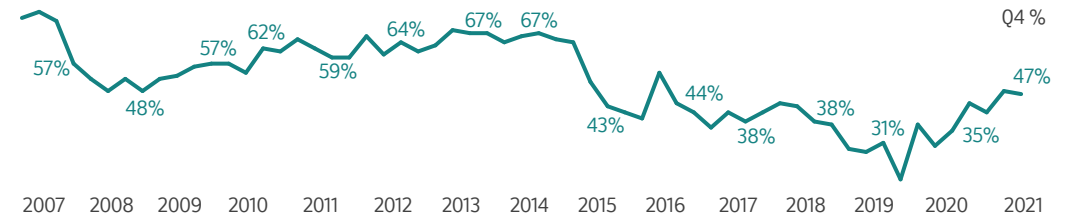
intend to purchase their next BTL property within a LTD company



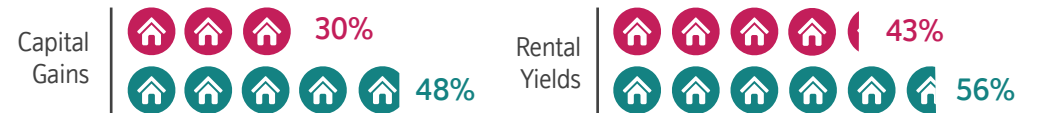
33%

of BTL borrowers intend to remortgage in the next 12 months

Landlord optimism for their 'Own Letting Business' remains in-line with the 5-year high recorded last quarter, at 47%



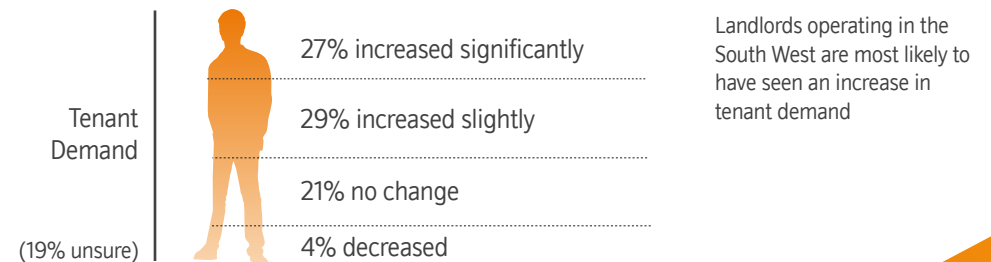
Landlord confidence in the prospects for Capital Gains and Rental Yields remains high, with both seeing a considerable increase year-on-year



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 remains stable at 56%, in-line with the all-time high recorded in Q3 '21



Source: BVA BDRC Landlord Panel research Q4 2021.

The Mortgage Works (UK) plc is a wholly owned subsidiary of Nationwide Building Society, Nationwide House, Pipers Way, Swindon SN38 1NW T1772 (Q4 2021)

NOTE: Fieldwork took place 5th - 21st December 2021

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