

# the mortgage works

## Buy to Let Barometer Q2 2022

In Q2 '22, the typical landlord has 8.1 properties in their portfolio and generates an average rental yield of 5.7%



properties in the average portfolio, **representing 9.8 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

Purchase and sales intentions have returned to Q4 '21 levels, with more landlords planning to sell than buy in the next year (23% vs. 14%)



plan to buy a property in the next 12 months (-4% pts from Q1)



are likely to sell property in the next 12 months (+3% pts from Q1)



plan to use a BTL mortgage to fund their next purchase



intend to purchase their next BTL property within a LTD company



of BTL borrowers intend to remortgage in the next 12 months

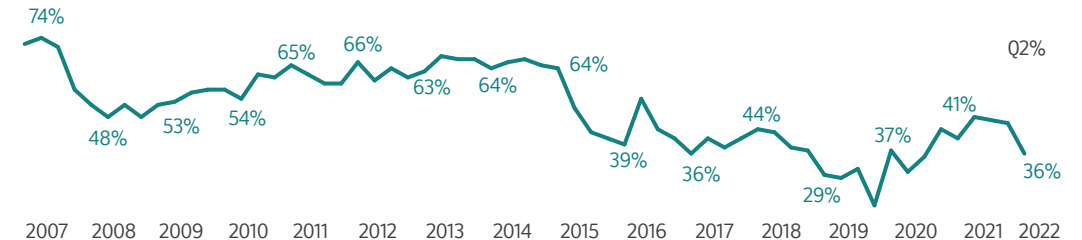


Source: BVA BDRC Landlord Panel research Q2 2022.

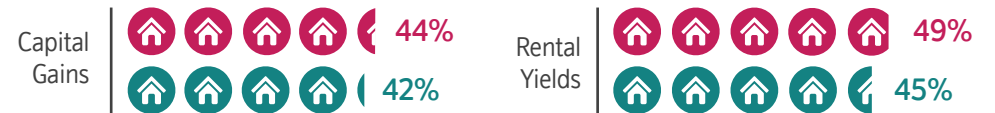
The Mortgage Works (UK) plc is a wholly owned subsidiary of Nationwide Building Society, Nationwide House, Pipers Way, Swindon SN38 1NW T1834 (Q2 2022)

NOTE: Fieldwork took place 19th May - 8th June 2022

Landlord optimism for the short-term prospects of their 'Own Lettings Business' drops to its lowest level since the latter part of 2020, with just 36% now feeling 'good' or 'very good'



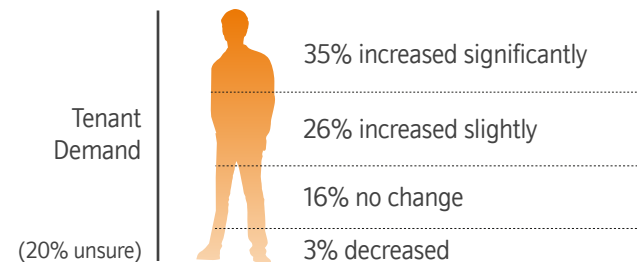
The proportion of landlords feeling upbeat about the prospects for both Capital Gains and Rental Yields has edged down year-on-year, by 2% and 4% respectively



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 high and relatively stable at 60%, with over 1 in 3 saying it has increased 'significantly'



Landlords operating in Outer London and the South West are most likely to have seen a recent increase in tenant demand