

Overall UK

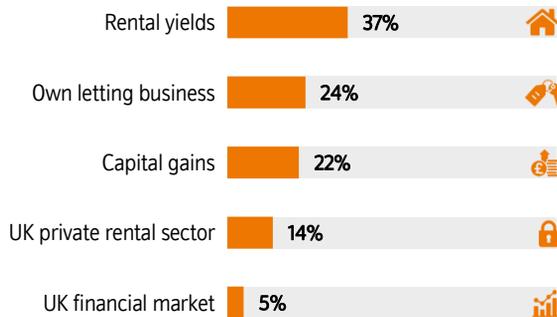
Landlords Outlook & Confidence

Confidence has fallen across 3 of the 5 key optimism metrics. The exceptions are confidence in rental yield, which remains at 37%, and the UK Financial market, which has increased very slightly, by 1% versus Q3.

The proportion of landlords making a profit from their lettings activity, has also decreased by 5% to 81% since last quarter.

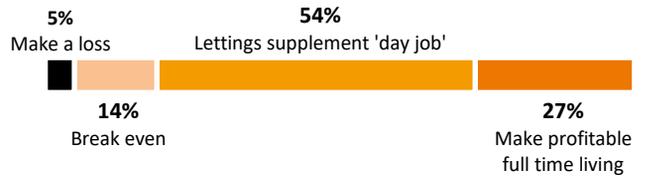
More positively, gross rental income per property is up by approximately £300 p/a. Rental arrears in the last 12 months and void periods in the last 3 months have also decreased.

Expectations for the next 3 months rated as good/very good (%)



Landlords Balance Sheet

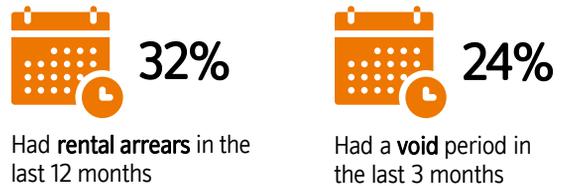
Profitability



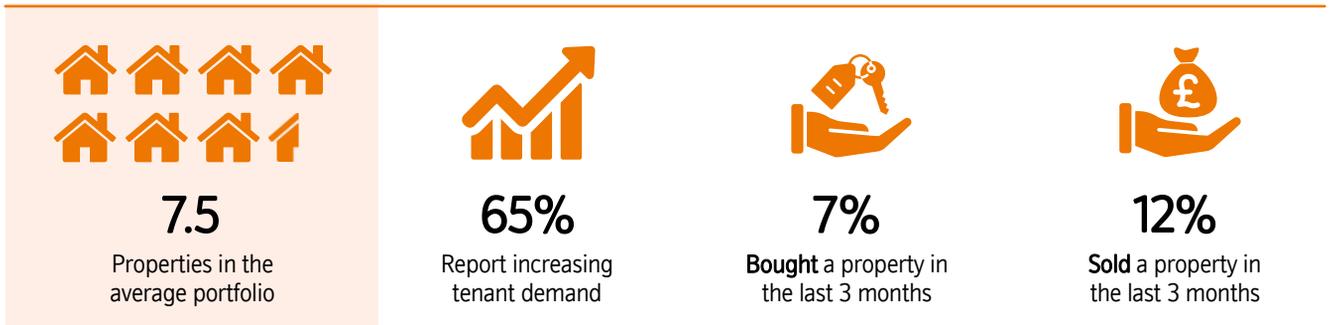
Financials



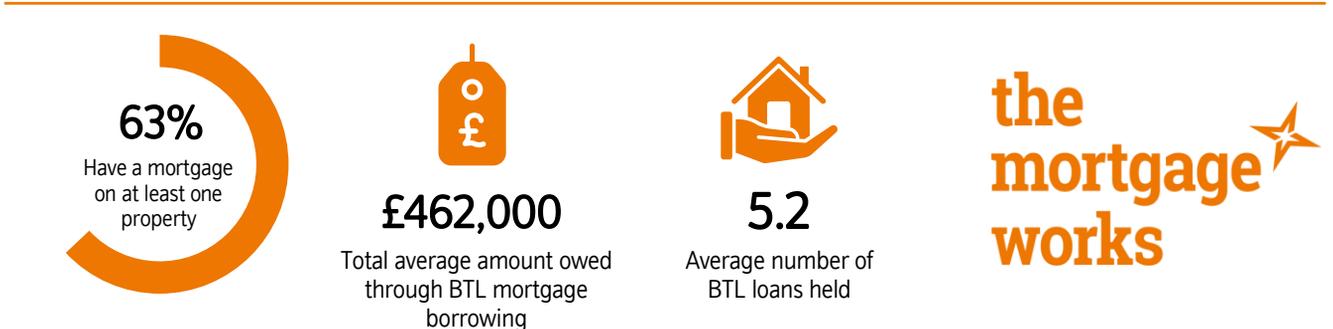
Problems Experienced



PRS Dynamics



BTL Dynamics



# East of England

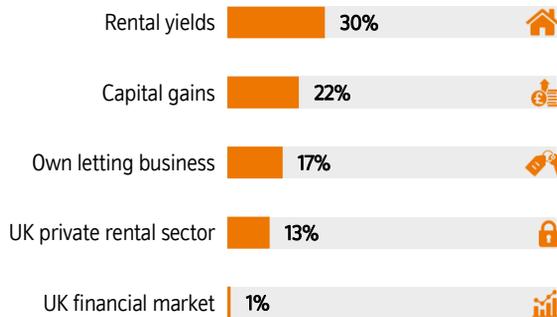
## Landlords Outlook & Confidence

Confidence amongst landlords operating in the East of England has fallen for almost all key metrics, most notably for confidence in one's own letting business (-8% vs. Q3).

Although profitability is broadly line with the UK average, compared to Q3, less landlords in this region are making a profit from their lettings (-12% to 79%).

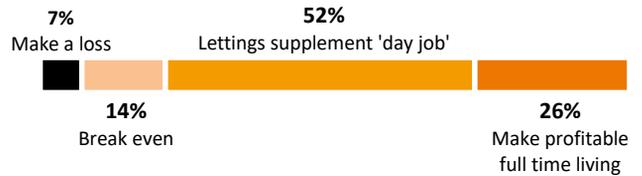
Q4 also sees an increase in divestment with 19% having sold a property in the last 3 months (up by 12% since last quarter). This has likely caused a decrease in the number of properties in an average portfolio (by -1 property).

### Expectations for the next 3 months rated as good/very good (%)



## Landlords Balance Sheet

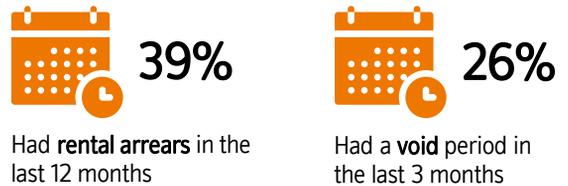
### Profitability



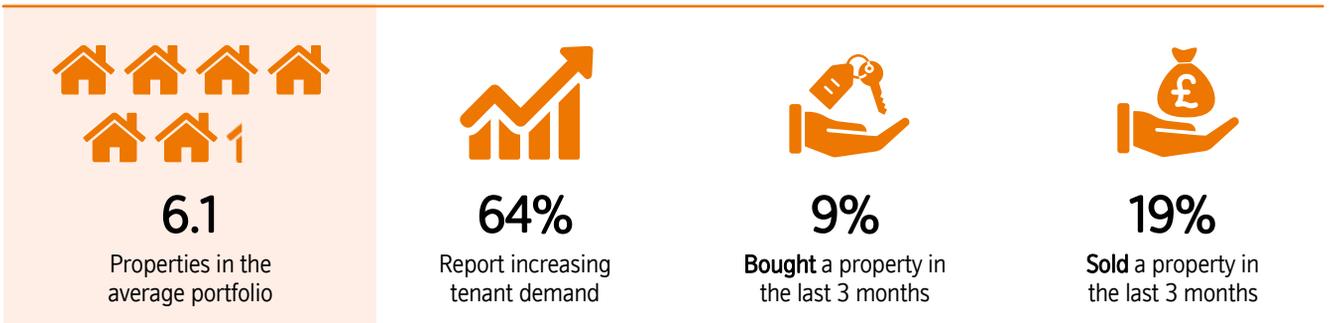
### Financials



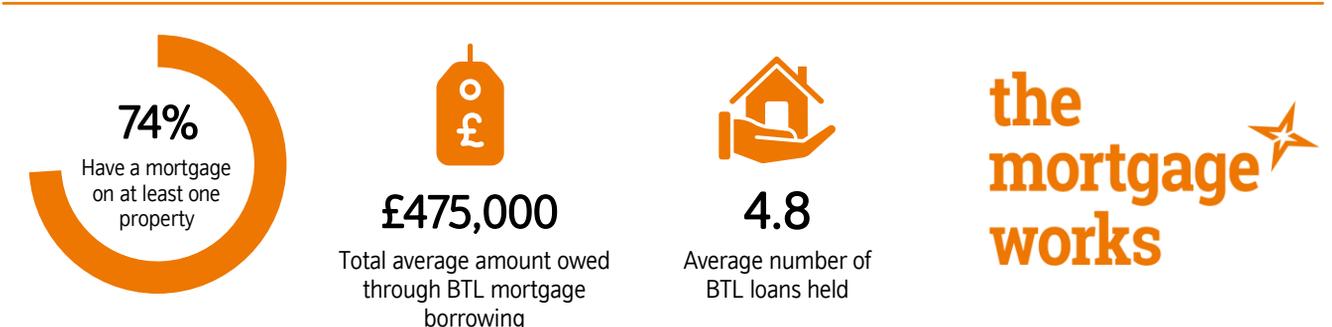
### Problems Experienced



## PRS Dynamics



## BTL Dynamics



## East Midlands

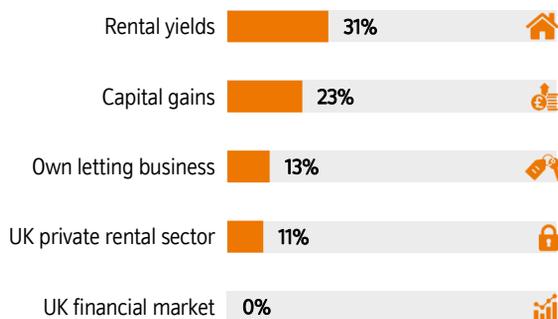
### Landlords Outlook & Confidence

Confidence amongst landlords in the East Midlands sits below the UK averages in Q4, with all metrics recording a fall vs. Q3. Optimism in the UK's financial market is particularly bleak at 0%.

Gross rental income per property is down significantly (by £3,000 since last quarter). The proportion of landlords making a profit is also below the UK average, and considerably declined by 16% versus Q3.

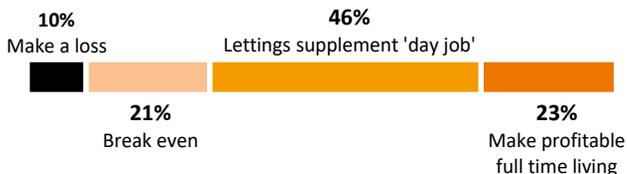
In better news, the incidence of both rental arrears in the last 12 months and void periods in the last 3 months have seen a slight decrease.

### Expectations for the next 3 months rated as good/very good (%)



### Landlords Balance Sheet

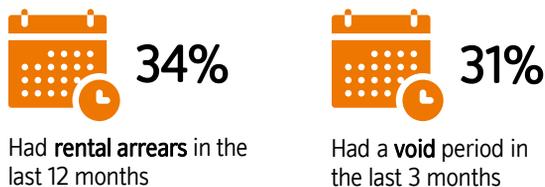
#### Profitability



#### Financials



#### Problems Experienced



### PRS Dynamics



12.7

Properties in the average portfolio



62%

Report increasing tenant demand



10%

Bought a property in the last 3 months



20%

Sold a property in the last 3 months

### BTL Dynamics



£538,000

Total average amount owed through BTL mortgage borrowing



6.1

Average number of BTL loans held

the mortgage works

# Central London

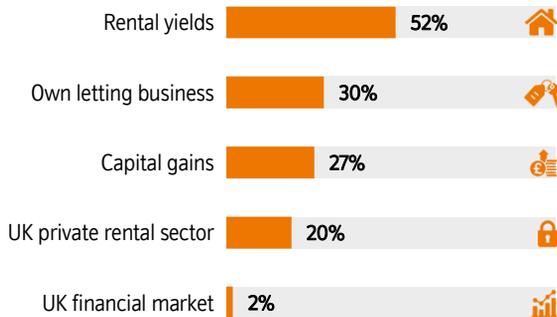
## Landlords Outlook & Confidence

Unlike most regions this quarter, confidence amongst landlords in central London has *increased* across 3 out of 5 metrics this quarter, with the exception of capital gains and the UK financial market. Most metrics are also above the equivalent UK averages.

Driving this is likely to be increased demand (up by 19% vs. Q3) and a reduction in rental arrears (down by 8% vs. Q3).

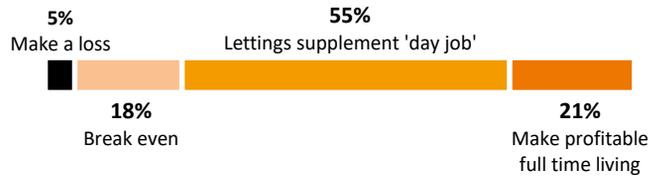
Despite this, like other regions, the proportion of landlords making a profit has decreased (down by 13%), with more landlords reporting they are 'breaking even'. Landlords in central London also generate a lower than average rental yield (4.8% vs. 5.7%).

### Expectations for the next 3 months rated as good/very good (%)



## Landlords Balance Sheet

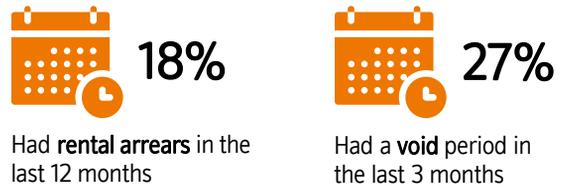
### Profitability



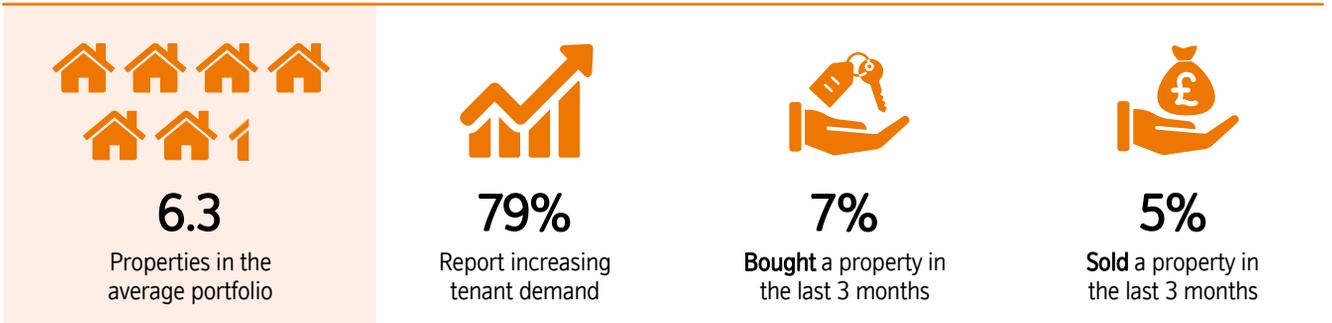
### Financials



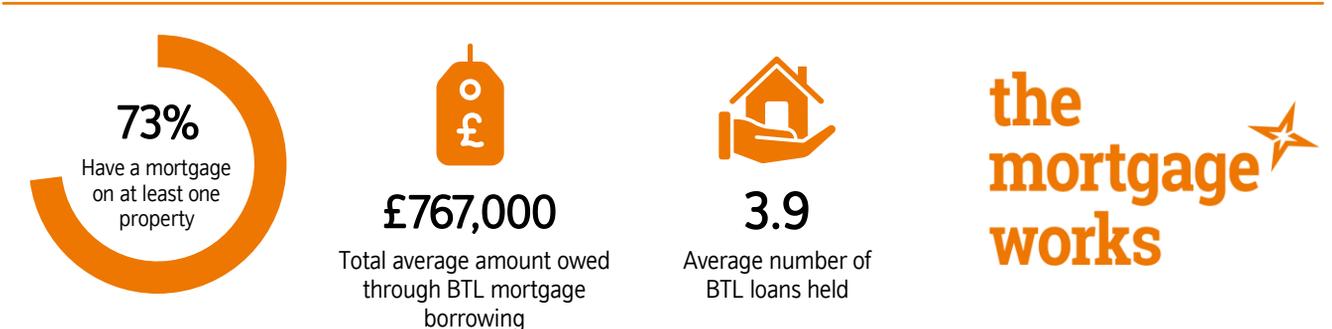
### Problems Experienced



## PRS Dynamics



## BTL Dynamics



# Outer London

## Landlords Outlook & Confidence

Similarly to central London, optimism has also increased amongst the majority of key metrics, most notably for rental yields (up by 14% vs. Q3). Confidence in the UK's private rental sector has however decreased by 5%.

There has been a slight decrease in proportion of landlords making a profit on their lettings (-2%), now in line with the national average at 81%.

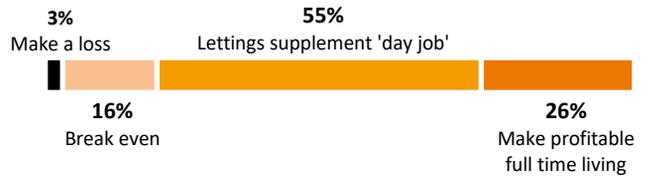
Rental arrears have also increased in this quarter for landlords in this region (up by 7% vs. Q3), which sits higher than the national average.

### Expectations for the next 3 months rated as good/very good (%)



## Landlords Balance Sheet

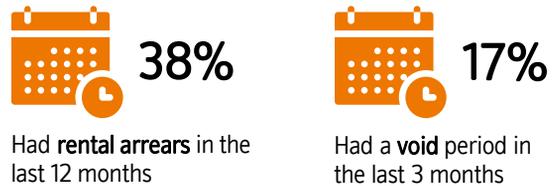
### Profitability



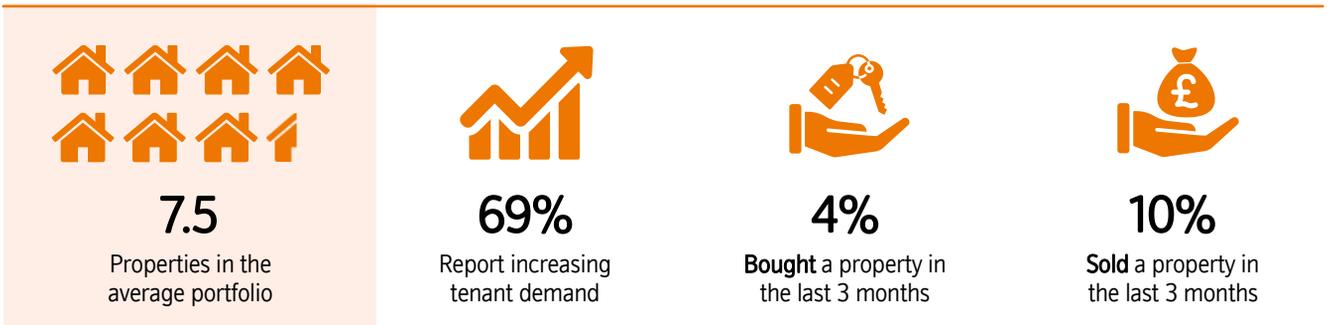
### Financials



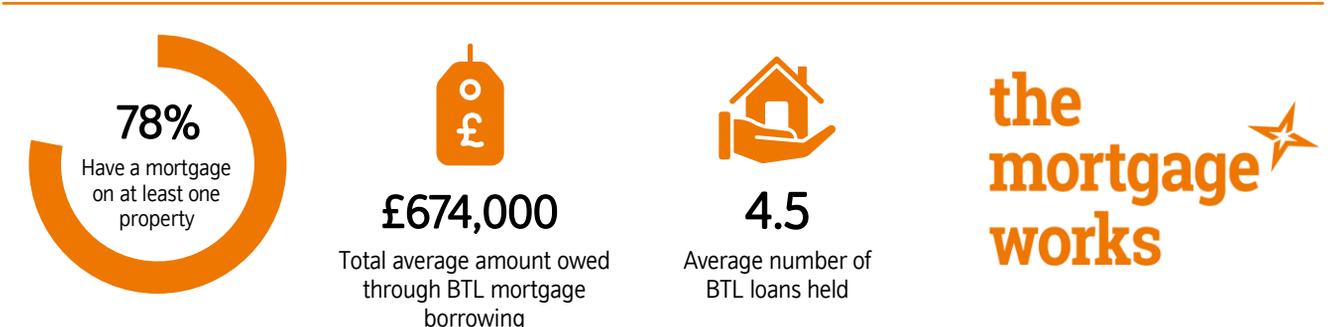
### Problems Experienced



## PRS Dynamics



## BTL Dynamics



## North East England

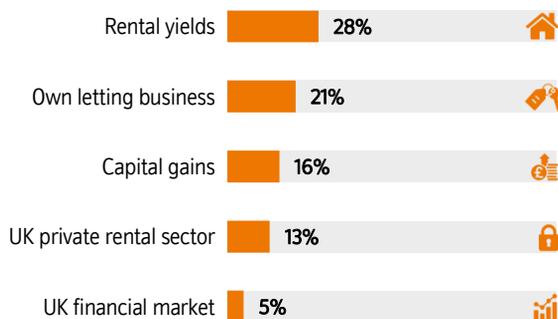
### Landlords Outlook & Confidence

Optimism remains broadly stable for landlords letting out property in the North East this quarter, with an exception of confidence in rental yields, which has fallen significantly (down by 17% versus Q3). Business profitability has also remained fairly stable since Q3, although this sits below the national average by 12%.

Incidence of both rental arrears and voids periods has decreased considerably (by 14% and 19% respectively) for landlords in this region.

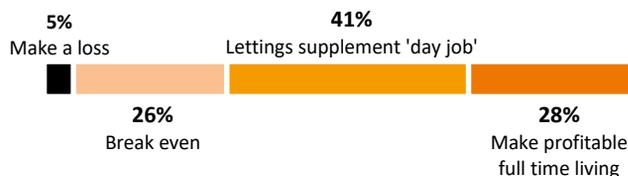
Divestment activity, although remains strong and sits considerably above the UK average, has also seen a decline this quarter of 6%.

#### Expectations for the next 3 months rated as good/very good (%)



### Landlords Balance Sheet

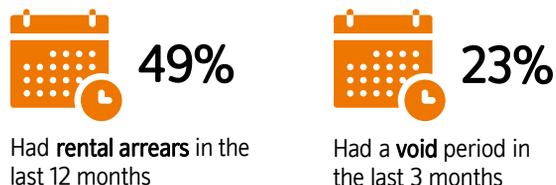
#### Profitability



#### Financials



#### Problems Experienced



### PRS Dynamics



8.8

Properties in the average portfolio



72%

Report increasing tenant demand



8%

Bought a property in the last 3 months



23%

Sold a property in the last 3 months

### BTL Dynamics

59%

Have a mortgage on at least one property

BASE TOO SMALL TO REPORT OTHER BTL BORROWING DYNAMICS

the mortgage works

# North West England

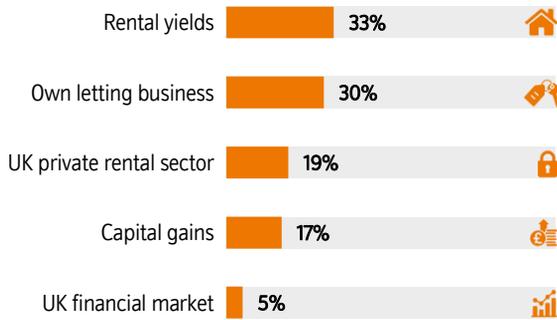
## Landlords Outlook & Confidence

Optimism amongst landlords operating in the North West has increased slightly across 3 out of 5 key metrics. Confidence in the capital gains and rental yields has however decreased by 9% and 3% respectively.

Business profitability remains stable since Q3 at 84% and sits above the UK average (by 3%).

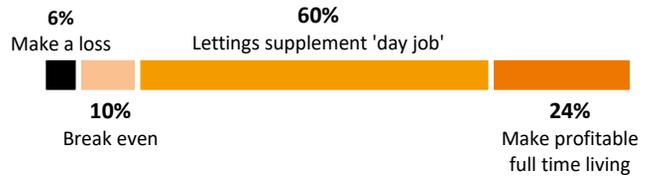
Although divestment activity remains strong in this region, it has seen a slight decrease of 4% since last quarter. Tenant demand has dropped back down after seeing an increase last quarter to 59% (-4% vs. Q3).

### Expectations for the next 3 months rated as good/very good (%)



## Landlords Balance Sheet

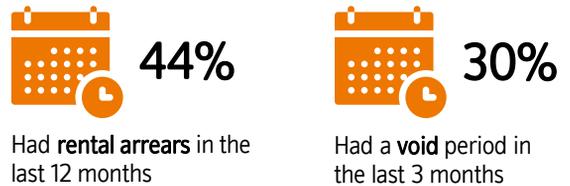
### Profitability



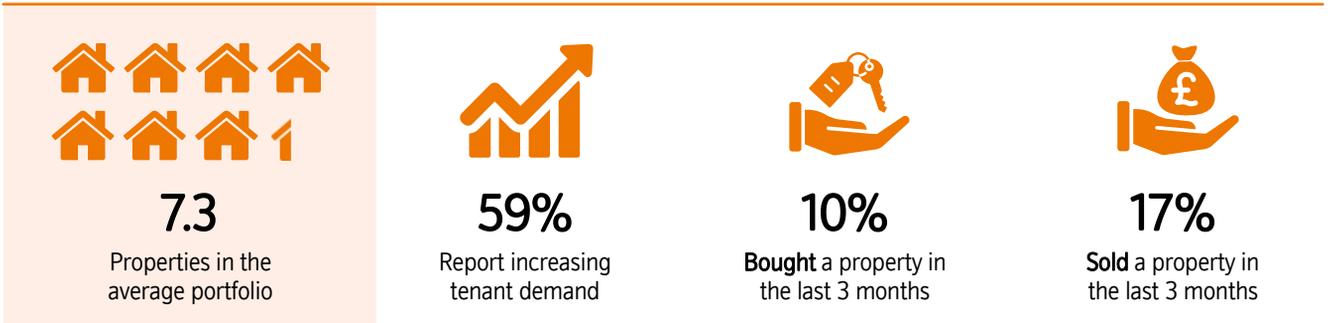
### Financials



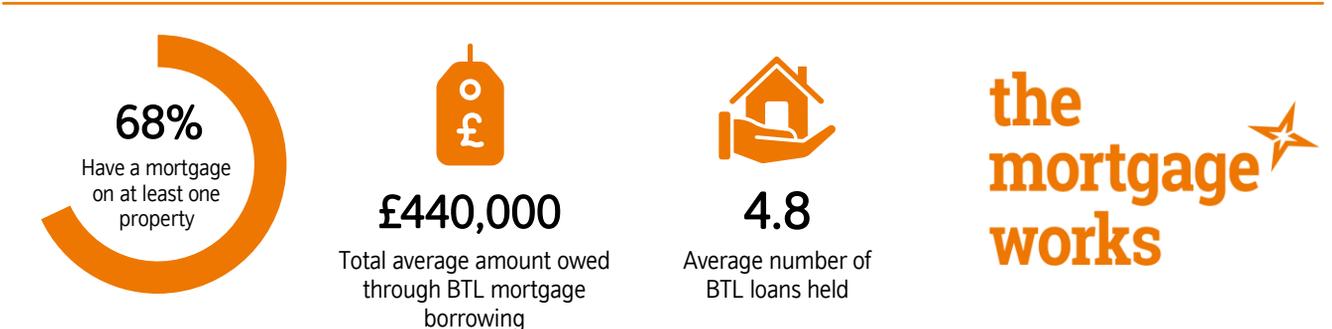
### Problems Experienced



## PRS Dynamics



## BTL Dynamics



# South East England

## Landlords Outlook & Confidence

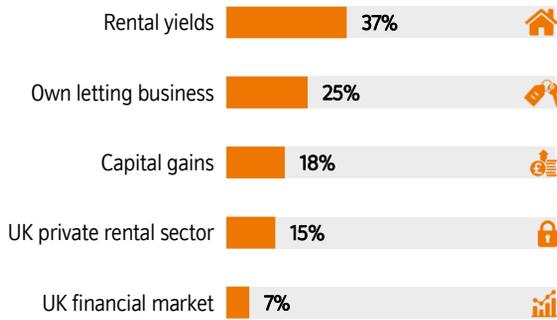
Q4 sees confidence levels amongst landlords operating in the South East decrease across most key metrics, with the exception of confidence in the UK's financial market (which has seen a slight increase of 4%).

The proportion of landlords making a profit has also decreased vs. Q3 (-10% to 82%), although this remains broadly in line with the national average.

Both sales and purchase activity has declined by 3% this quarter.

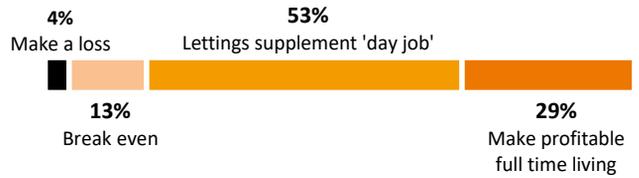
Despite this, more landlords are reporting increasing tenant demand in the region, increasing by 5% since Q3.

### Expectations for the next 3 months rated as good/very good (%)



## Landlords Balance Sheet

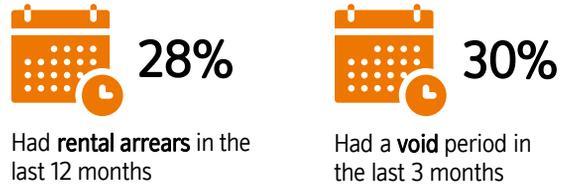
### Profitability



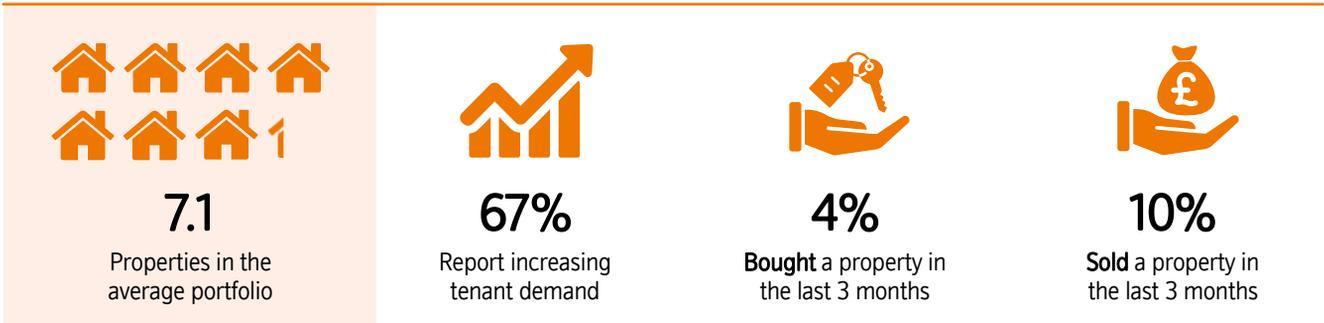
### Financials



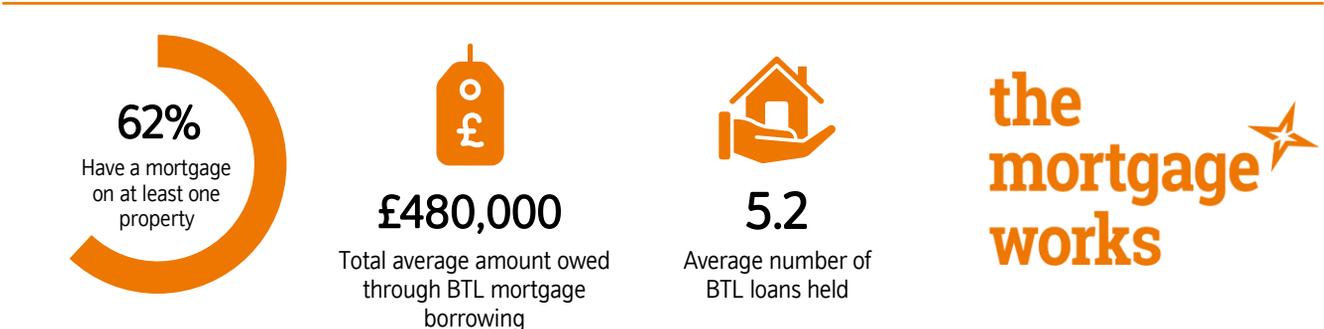
### Problems Experienced



## PRS Dynamics



## BTL Dynamics



# South West England

## Landlords Outlook & Confidence

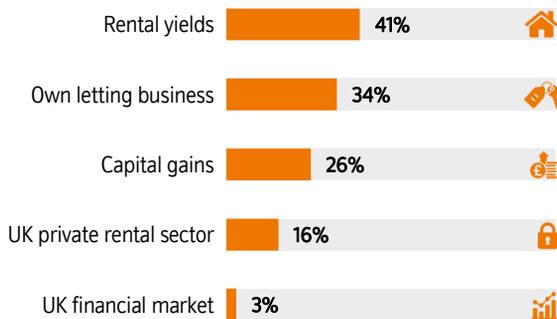
Confidence across optimism indicators in the South West of England has remained fairly unchanged since Q3, with the exception being confidence in capital gains which has seen an 8% decrease vs. Q3.

Landlord profitability also remains broadly stable this quarter, and sits above the UK average by 6%.

The proportion of landlords reporting increasing demand has decreased versus Q3 (-9%), although this is still above the national average.

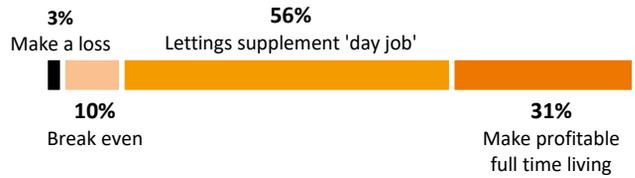
The incidence of rental arrears and void periods have decreased this quarter (by 5% and 4% respectively).

### Expectations for the next 3 months rated as good/very good (%)

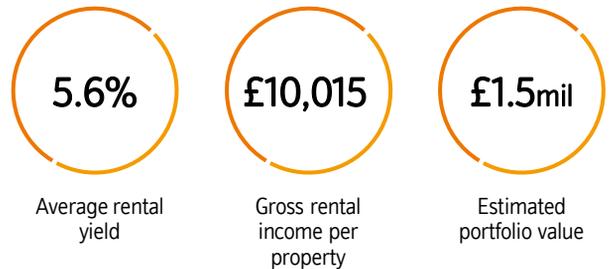


## Landlords Balance Sheet

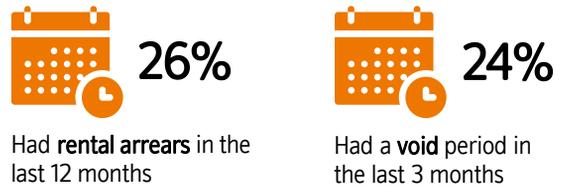
### Profitability



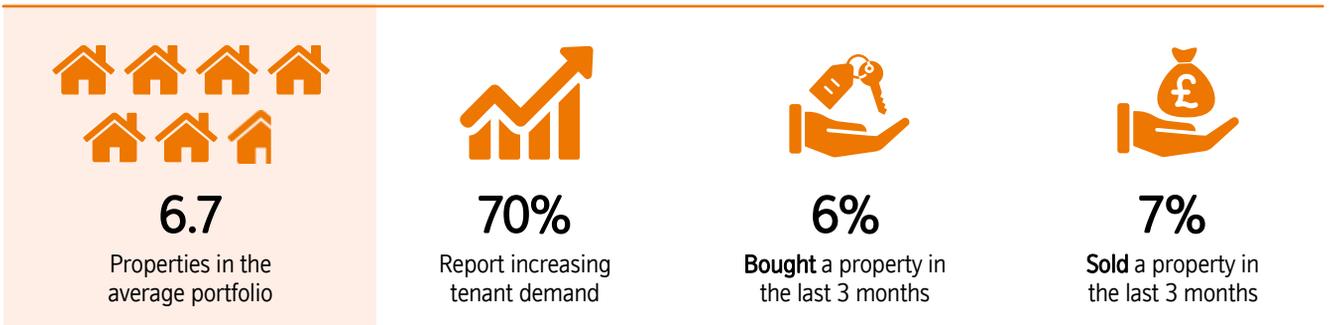
### Financials



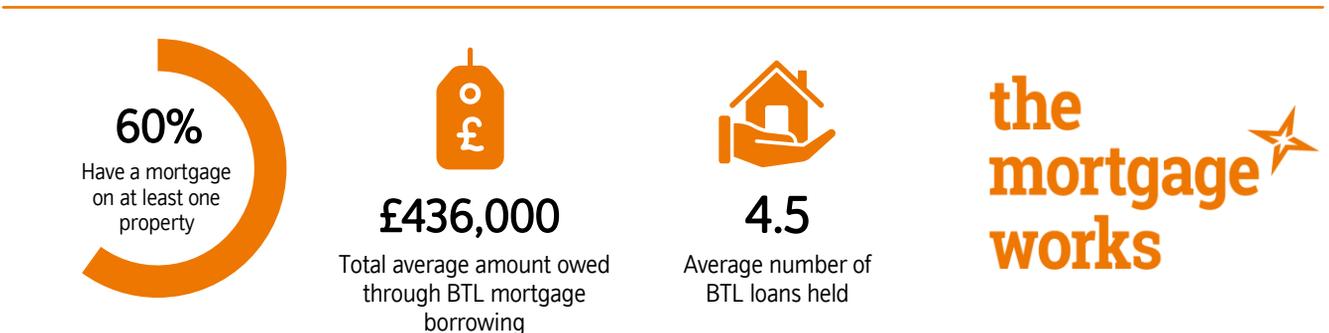
### Problems Experienced



## PRS Dynamics



## BTL Dynamics



Wales

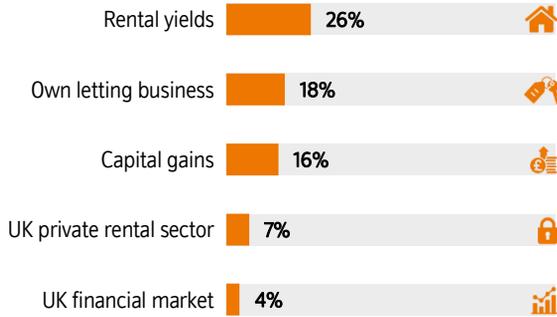
Landlords Outlook & Confidence

Confidence has fallen for both capital gains (-8%) and the UK's private rental sector (-13%). Optimism for the UK's financial markets and rental yields has slightly increased.

Unlike most other regions this quarter, landlords in Wales have seen an improvement in their financial situation. The proportion of landlords making a profit on their lettings has increased to 83%, up by 9% since Q3 and 2% above the UK average. Both average rental yield and gross rental income per property has also improved.

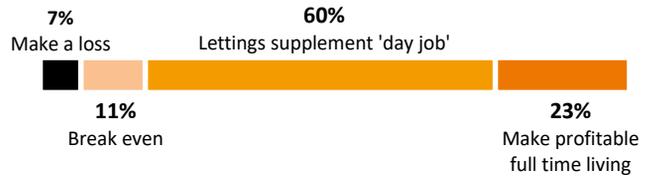
Despite this, reported increasing tenant demand has declined by 11% vs. Q3 to 65%, in line with the UK average.

Expectations for the next 3 months rated as good/very good (%)



Landlords Balance Sheet

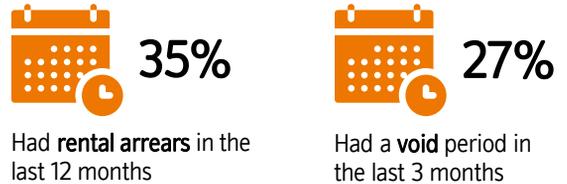
Profitability



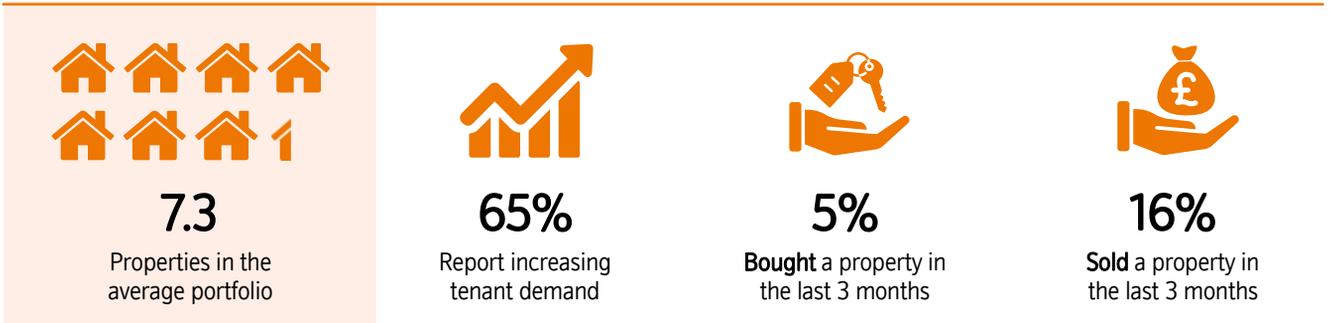
Financials



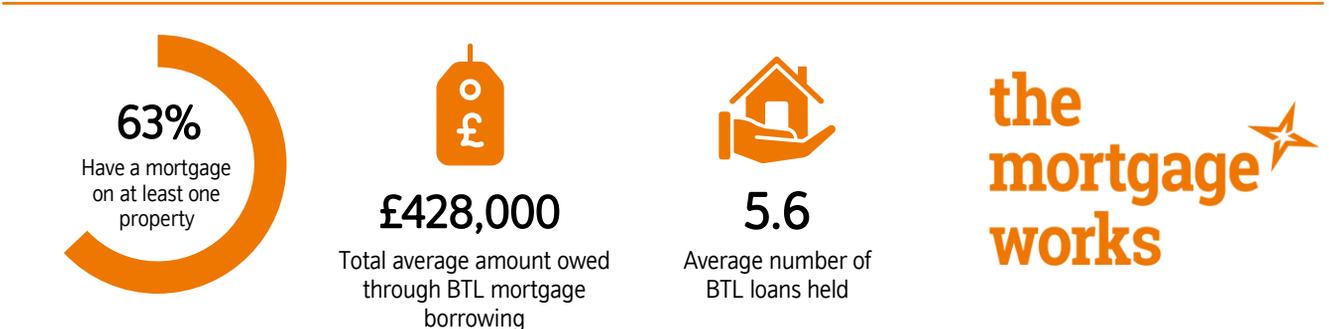
Problems Experienced



PRS Dynamics



BTL Dynamics



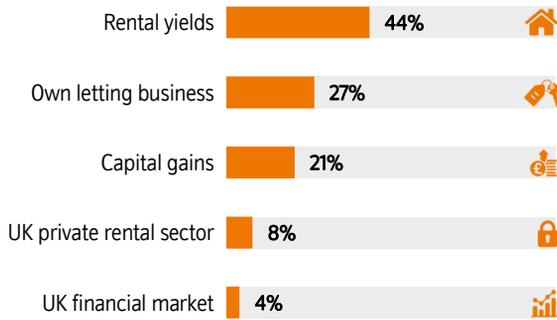
# West Midlands

## Landlords Outlook & Confidence

Similarly to the rest of the UK, confidence has decreased across 3 out of 5 metrics, most notably for capital gains which has seen a very significant decline of 19%. Conversely, confidence in rental yields has improved versus Q3 (+7%).

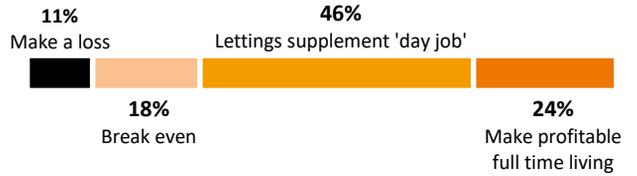
Gross rental income per property has significantly increased this quarter by approximately £3,000 p/a and now sits higher than the national average. Despite this, average rental yield has decreased (-0.9%) and in turn, the proportion of landlords making a profit has considerably decreased vs. Q3 (-16%). The average portfolio size for landlords in this region has also fallen to 7 properties on average (-6.2 vs. Q3).

### Expectations for the next 3 months rated as good/very good (%)



## Landlords Balance Sheet

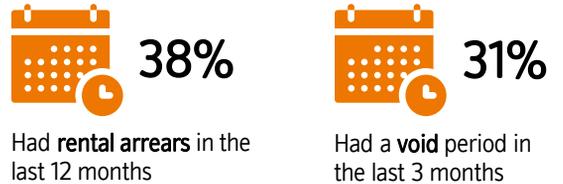
### Profitability



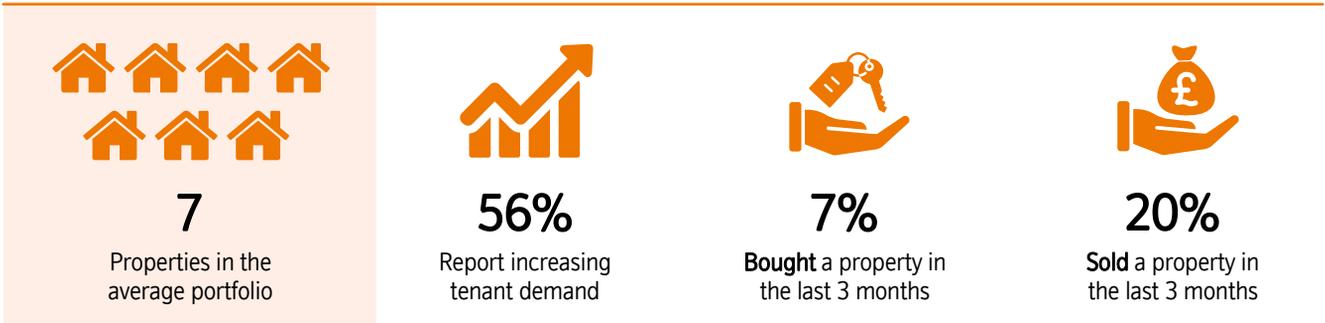
### Financials



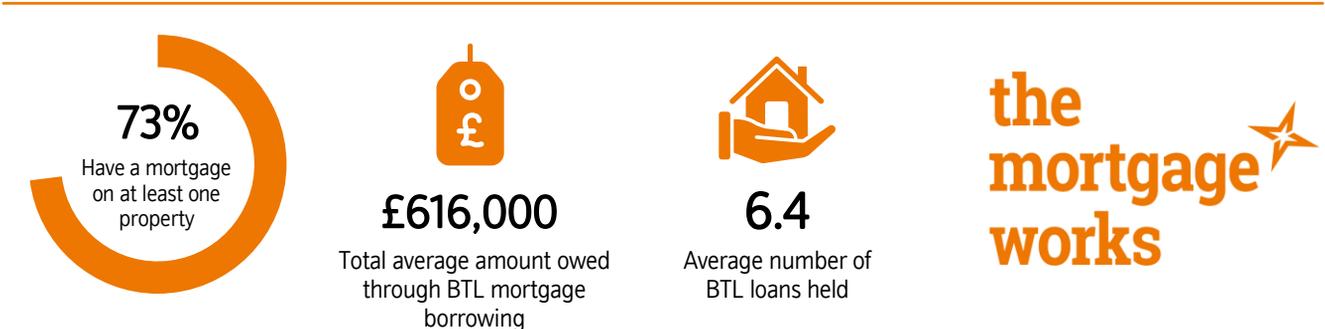
### Problems Experienced



## PRS Dynamics



## BTL Dynamics



# Yorkshire and The Humber

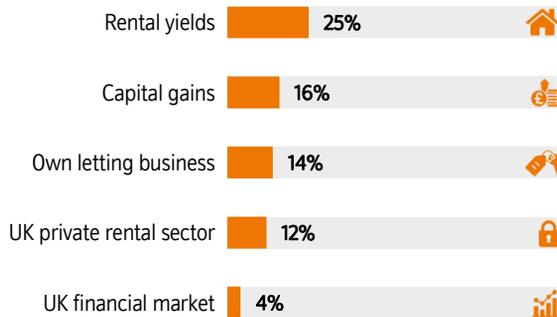
## Landlords Outlook & Confidence

In comparison to Q3, landlords operating in Yorkshire and the Humber are again much less optimistic across all key metrics. In particular, confidence in their own lettings business fell sharply (-15%) and the rental yields likely to be achieved has reduced by 9%.

These falls are also reflected in the much lower proportion who are able to derive a full time living (-9%) from their rental activity and the rental yields being achieved (-0.9%).

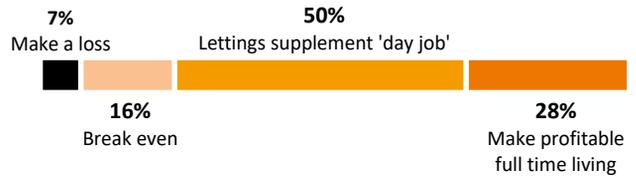
In a glimmer of better news for landlords in this region, perceived rental demand increased by 2%, and the incidence of voids and arrears both fell slightly (-5% & -4% respectively).

### Expectations for the next 3 months rated as good/very good (%)



## Landlords Balance Sheet

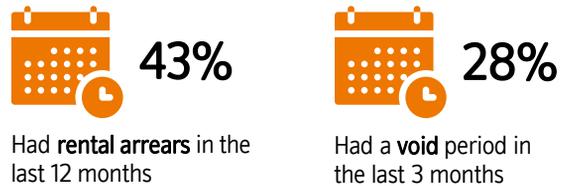
### Profitability



### Financials



### Problems Experienced



## PRS Dynamics



12.9

Properties in the average portfolio



62%

Report increasing tenant demand



10%

Bought a property in the last 3 months



17%

Sold a property in the last 3 months

## BTL Dynamics



£460,000

Total average amount owed through BTL mortgage borrowing



7.3

Average number of BTL loans held

the mortgage works