

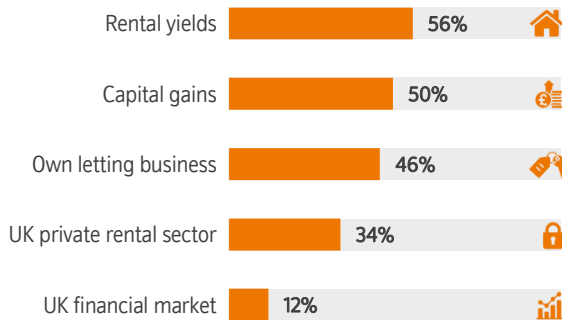
## Overall UK

### Landlords Outlook & Confidence

Q1 '22 sees levels of landlord confidence edging up year-on-year across 4 of the 5 key optimism indicators. The exception is confidence in the UK's financial market, which shows a sharp decline in the last 6 months. The rest of the indicators have remained stable vs. Q4 '21, while all remain above the historic lows recorded at the start of 2020.

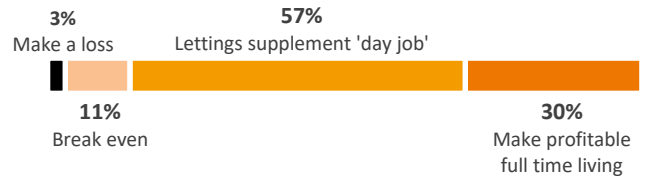
Underlying business profitability continues to rise steadily, with 87% of landlords making a profit from their lettings activity. Perceptions of increasing tenant demand also continue to grow and are now at an all-time high of 62%. However, despite the increase in perceived tenant demand, the incidence of voids edges up by +4% in Q1 '22.

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



### Landlords Balance Sheet

#### Profitability



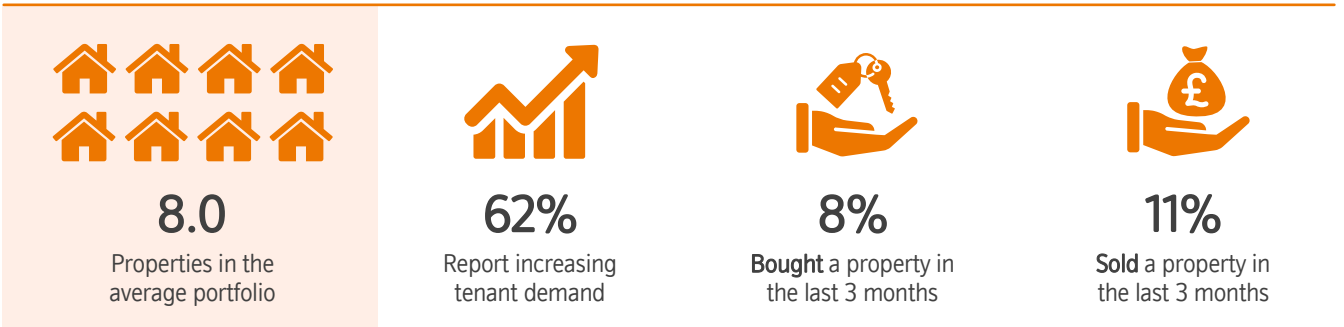
#### Financials



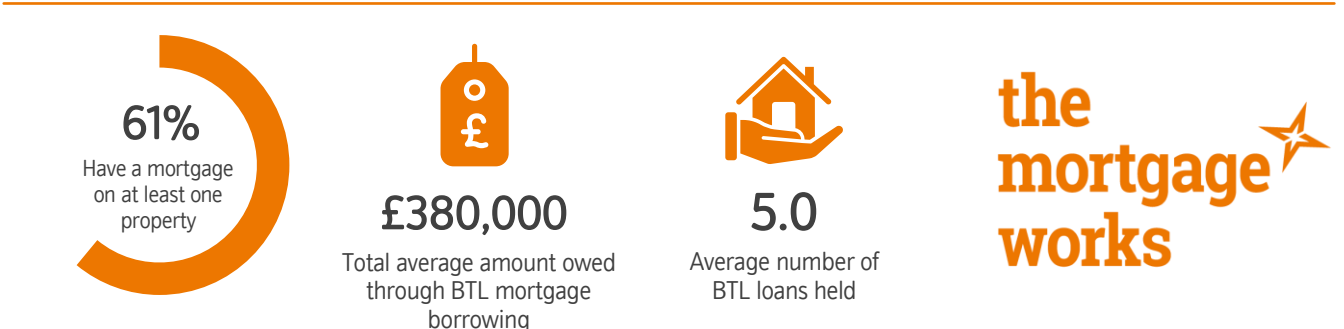
#### Problems Experienced



### PRS Dynamics



### BTL Dynamics



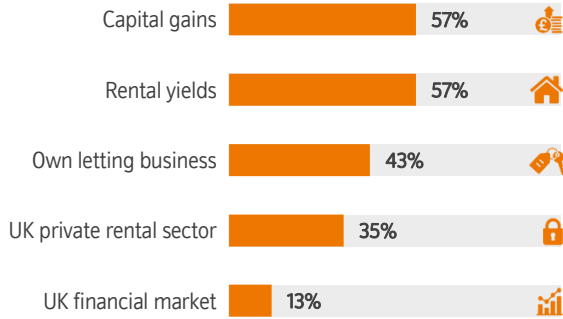
East of England

Landlords Outlook & Confidence

Confidence among landlords in the East of England is largely in-line or slightly above the national average for all 5 key optimism indicators in Q1 '22, with the greatest difference being in confidence for Capital Gains (57% vs. national average of 50%).

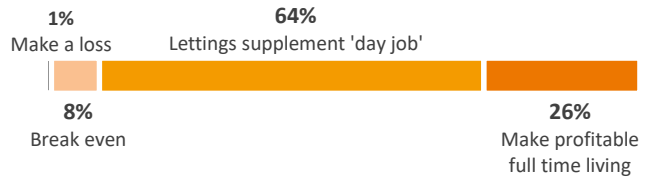
Tenant demand remains slightly below the national average in Q1 '22 (58% vs. 62%) although profitability continues to be high and stable, at around 90%. Landlords in the East of England also record higher recent purchase activity than is seen nationally, with 13% buying in the last 3 months (vs. 5% of all landlords).

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

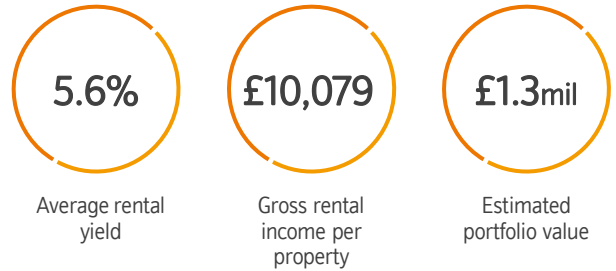


Landlords Balance Sheet

Profitability



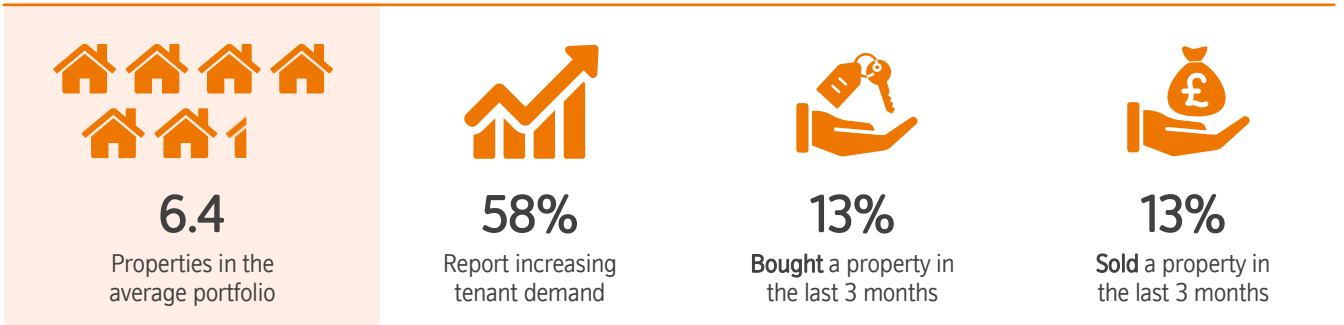
Financials



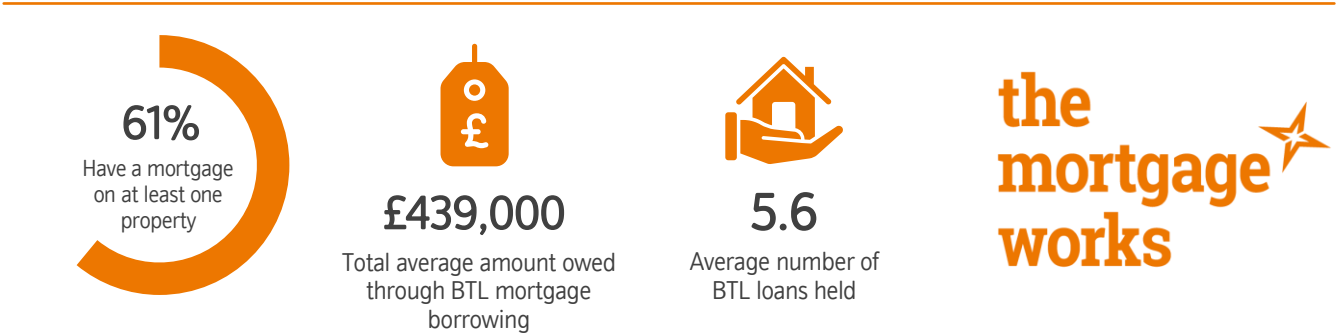
Problems Experienced



PRS Dynamics



BTL Dynamics



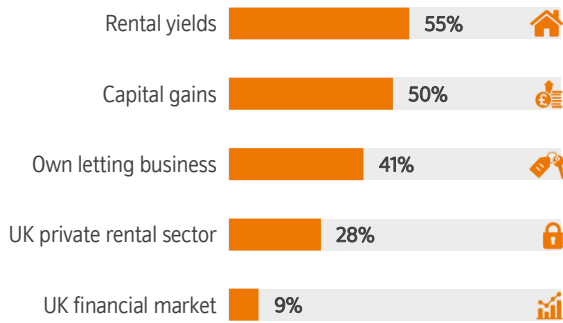
## East Midlands

### Landlords Outlook & Confidence

Confidence among landlords in the East Midlands has fallen vs. Q4 '21, with Own Lettings Business optimism suffering the sharpest decline (-13%). As a result, 4 of the 5 key business indicators now sit below the national average, with only Capital Gains seeing confidence in-line with what is recorded nationally.

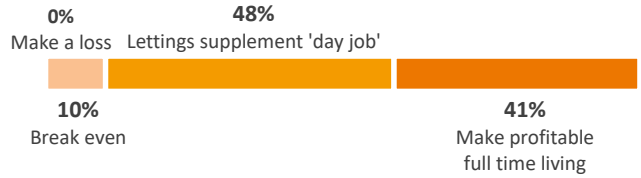
Tenant demand has remained below the national average in Q1 '22 (57% vs. 62%), while there has been an increase in the incidence of both voids and rental arrears, the latter now being 8% above the UK average at 44%. Despite this, landlords in the East Midlands appear to be more acquisitive, with 12% buying in the last 3 months vs. 8% nationally.

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



### Landlords Balance Sheet

#### Profitability



#### Financials



#### Problems Experienced



### PRS Dynamics



11.8

Properties in the average portfolio



57%

Report increasing tenant demand



12%

Bought a property in the last 3 months



10%

Sold a property in the last 3 months

### BTL Dynamics



£536,000

Total average amount owed through BTL mortgage borrowing



6.2

Average number of BTL loans held

the mortgage works

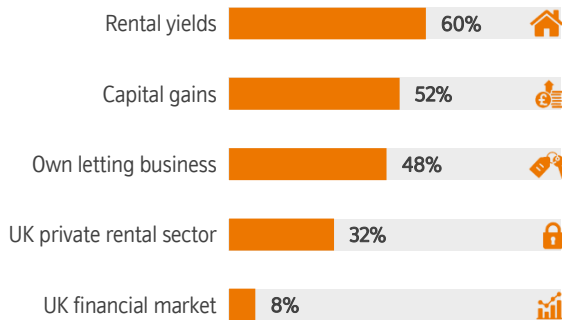
## Central London

### Landlords Outlook & Confidence

Central London landlords are more upbeat than the average landlord on 3 out of the 5 key optimism indicators in Q1 '22, with notable increases vs. Q4 '21 for Rental Yields (+9%) and landlords' Own Lettings Business (+15%). Recent purchase activity has also increased vs. last quarter to 8% (+7%), whilst sales activity has fallen by 8%, to 4%.

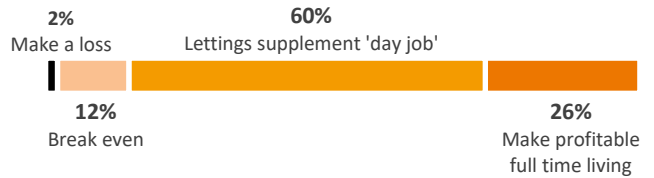
Rental arrears and voids remain well below the national average at 20% and 18% respectively and have also both decreased vs. Q4 '21. Landlords reporting an increase in tenant demand has also shown a notable uplift this quarter (56% to 72%), underlining the resurgence of the PRS market in Central London in recent months.

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

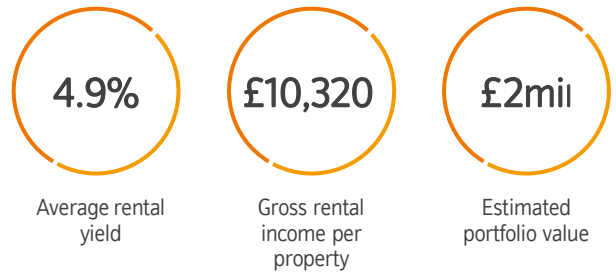


### Landlords Balance Sheet

#### Profitability



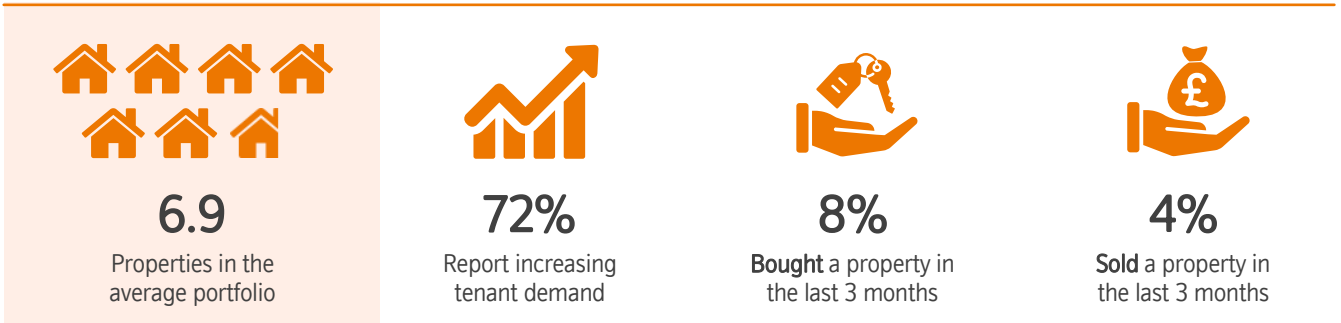
#### Financials



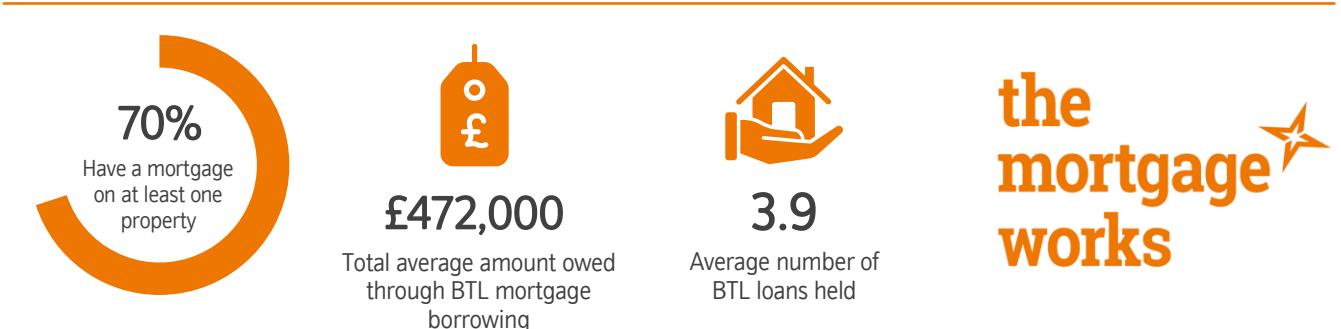
#### Problems Experienced



### PRS Dynamics



### BTL Dynamics



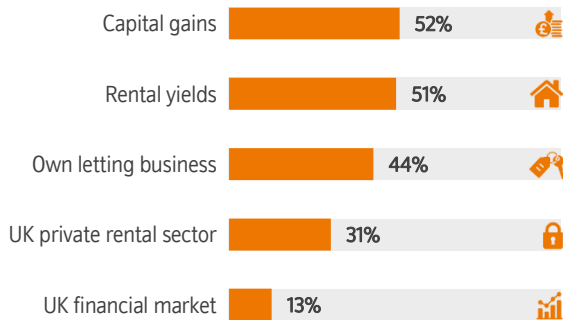
## Outer London

### Landlords Outlook & Confidence

Q1 '22 sees a rise in confidence among Outer London landlords for Capital Gains, Rental Yields and landlords' Own Lettings Business. Despite this they continue to be slightly less confident vs. landlords in general, with 3 out of the 5 key optimism indicators falling just below the national average.

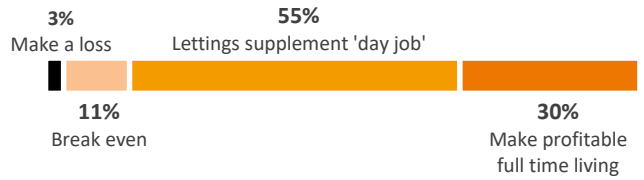
Profitability in Outer London also remains marginally below the UK average at 85%, while the typical rental yield is 0.8% below the national average having declined by 0.5% vs. Q4 '21 to 4.7%. However, there has been a significant uplift in the proportion of Outer London Landlords reporting increasing tenant demand, up from 46% in Q4 '21 to 64% in Q1 '22.

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



### Landlords Balance Sheet

#### Profitability



#### Financials



#### Problems Experienced



### PRS Dynamics



8.3

Properties in the average portfolio



64%

Report increasing tenant demand



8%

Bought a property in the last 3 months



13%

Sold a property in the last 3 months

### BTL Dynamics



£653,000

Total average amount owed through BTL mortgage borrowing



6.2

Average number of BTL loans held

the mortgage works

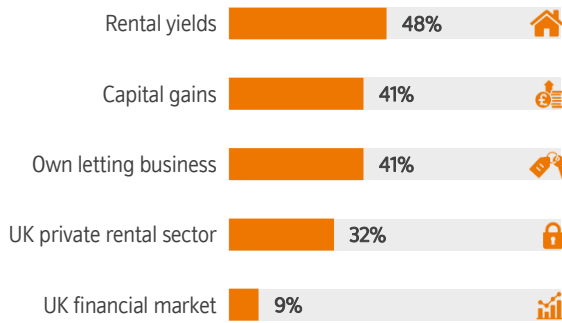
## North East England

### Landlords Outlook & Confidence

Q1 '22 sees a fall in confidence for landlords in the North East across 4 of the 5 key indicators, the exception being optimism in the prospects for Capital Gains which increased this quarter (+6%). Compared to the national picture, landlords in the North East continue to be less confident than the average landlord across all key indicators.

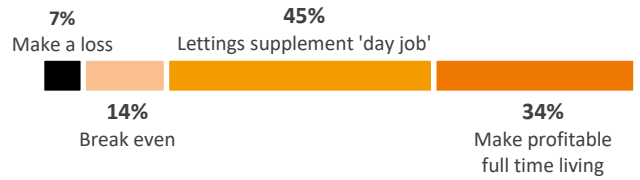
Both overall profitability and the typical achieved rental yield have declined vs. Q4 '21, whilst arrears and void incidence continue to be higher than the national average. There has also been an increase in sales activity in this region in the last quarter, with this now well above the national average at 18% (vs. 11% UK average).

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



### Landlords Balance Sheet

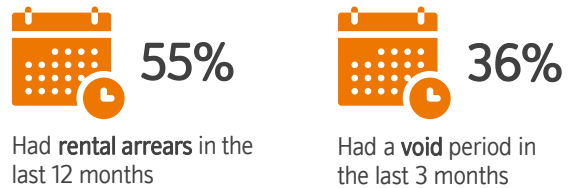
#### Profitability



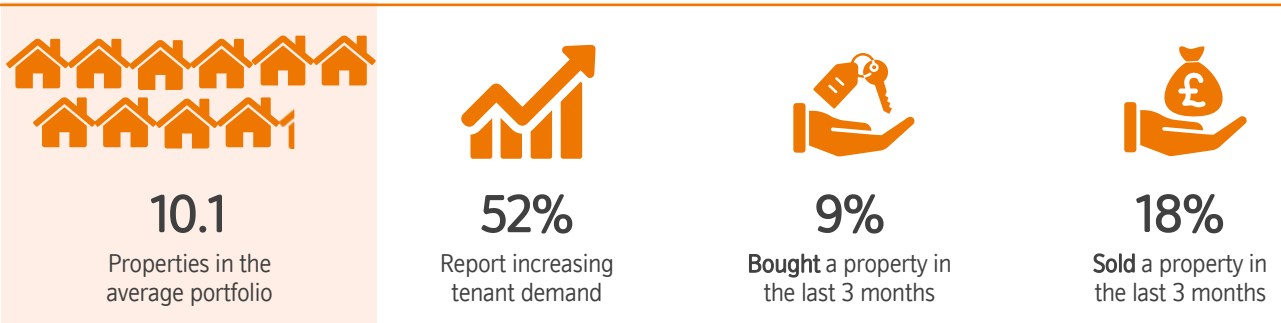
#### Financials



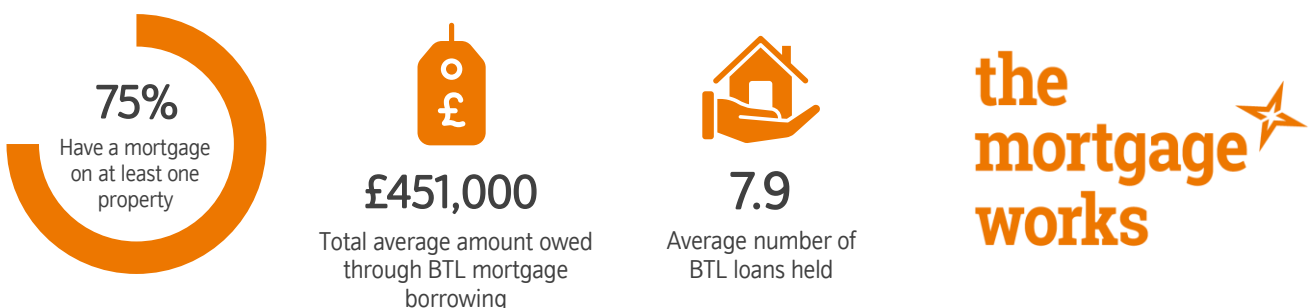
#### Problems Experienced



### PRS Dynamics



### BTL Dynamics



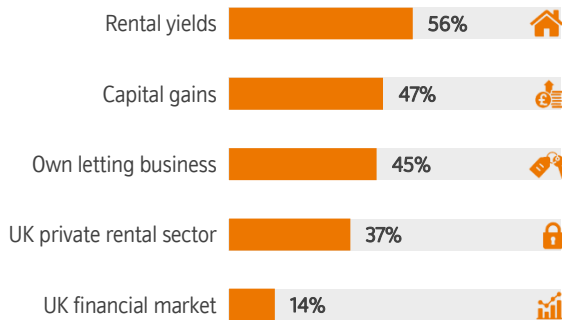
## North West England

### Landlords Outlook & Confidence

Confidence among landlords in the North West is largely in line with the national average, although they are slightly less confident when it comes to their expectations for Capital Gains (50% average vs 47%).

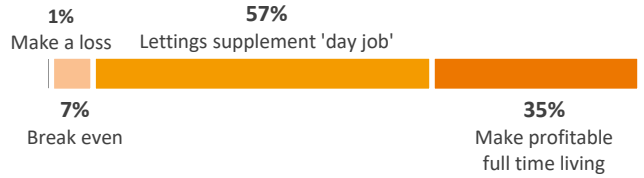
Overall profitability increases vs. Q4 '21, to now sit above the national average (92% vs. 87%), whilst tenant demand has also risen this quarter to 67% (+12%). However, the incidence of voids increased by 9% in Q1 '22 with both this and rental arrears now above the national average. Much like the North East, purchasing activity has dropped, while sales activity has risen to well above the national average (18%).

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



### Landlords Balance Sheet

#### Profitability



#### Financials



#### Problems Experienced



### PRS Dynamics



10.6

Properties in the average portfolio



67%

Report increasing tenant demand



7%

Bought a property in the last 3 months



18%

Sold a property in the last 3 months

### BTL Dynamics



£528,000

Total average amount owed through BTL mortgage borrowing



7.4

Average number of BTL loans held

the mortgage works

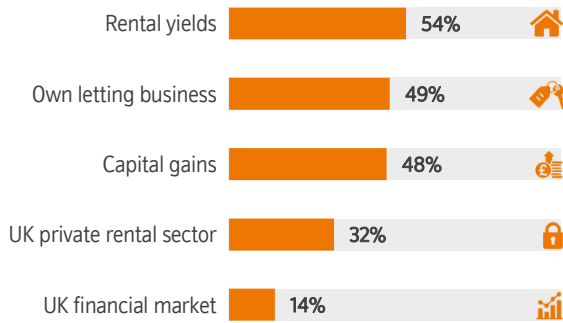
## South East England

### Landlords Outlook & Confidence

Confidence among landlords in the South East of England has generally remained stable vs. Q4 '21, with the largest shift being a 3% fall in confidence around the prospects for Rental Yields. Profitability is also largely unchanged this quarter, at 89%.

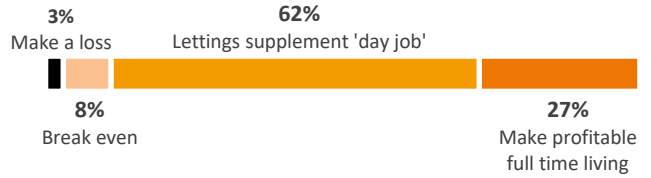
Tenant demand has risen at the start of 2022, to 59% (+6%), which is broadly in-line with the national average. The incidence of rental arrears has fallen vs. Q4 '21 (-7%), with the incidence of both this and voids also now similar to the UK average. Recent acquisition and sales figures have remained largely stable from last quarter, at 6% and 9% respectively, with both falling below the national average.

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



### Landlords Balance Sheet

#### Profitability



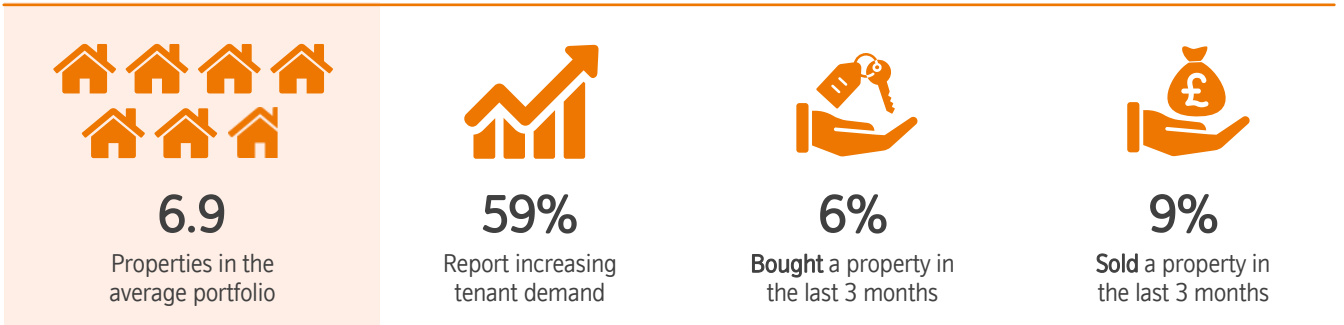
#### Financials



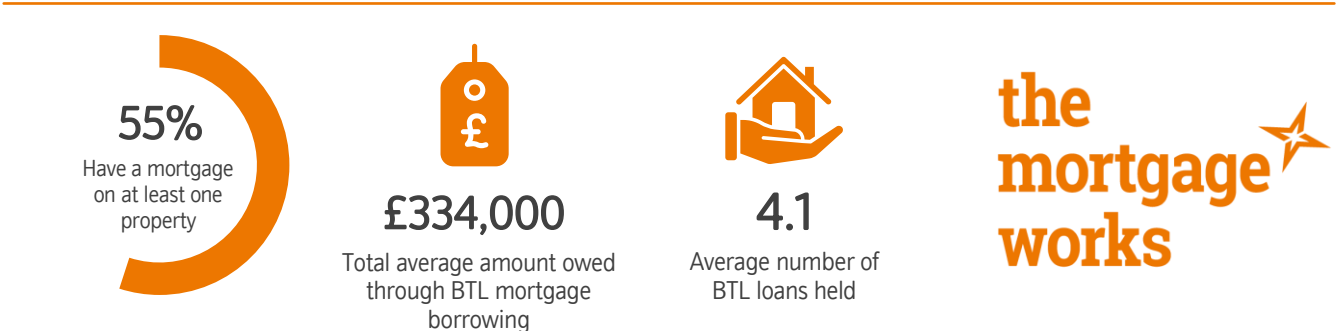
#### Problems Experienced



### PRS Dynamics



### BTL Dynamics





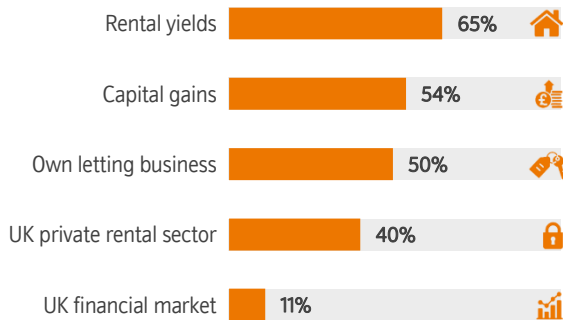
## South West England

### Landlords Outlook & Confidence

There has been an increase in confidence among landlords in the South West across 4 of the 5 key indicators in Q1 '22, with only optimism for the UK Financial Market seeing a decline (-4%). Consequently, landlords in the South West are generally more upbeat than the typical landlord across the key confidence indicators.

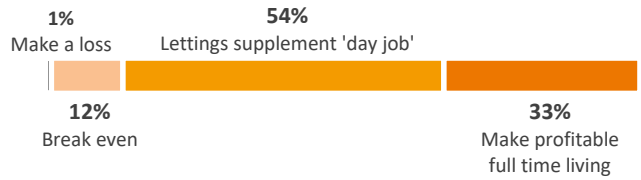
Driving this is a further increase in underlying business profitability this quarter, to 87%, whilst rental yields remain strong and above the national average at 6%. Perceived tenant demand is also stable at just under 70%, 7% higher than the UK average and despite a 7% increase in the incidence of voids vs. Q4 '21, both this and arrears reflect what is recorded nationally.

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



### Landlords Balance Sheet

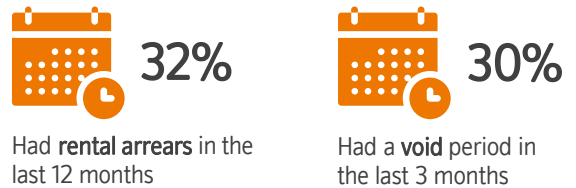
#### Profitability



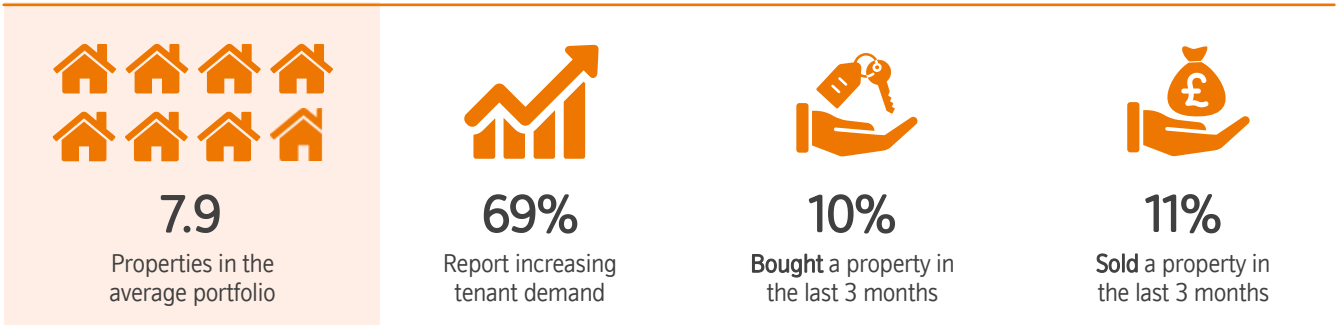
#### Financials



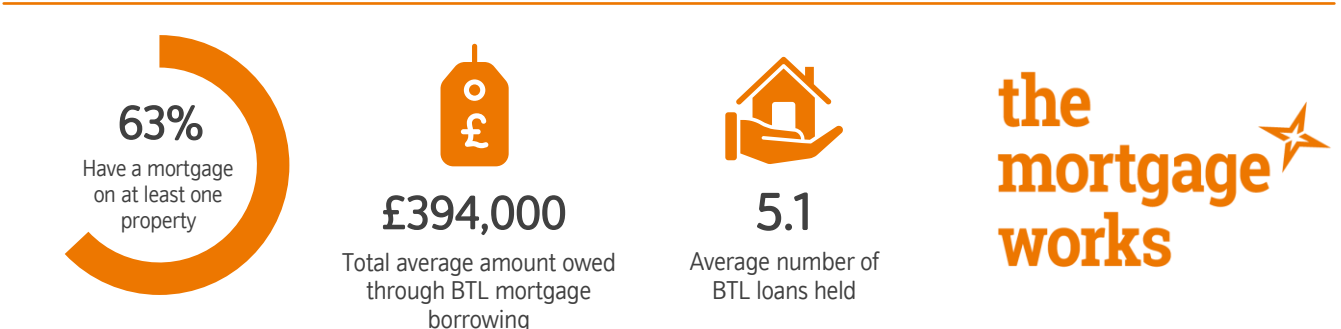
#### Problems Experienced



### PRS Dynamics



### BTL Dynamics



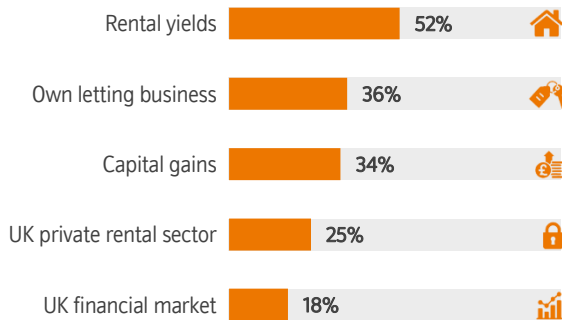
## Wales

### Landlords Outlook & Confidence

An increased proportion of landlords operating in Wales report making a profit in Q1 '22, although it remains slightly below the national average at 83%. Despite this, Welsh landlords achieve a strong average rental yield of 6%, 0.5% above the UK average, and the incidence of voids has fallen 14% this quarter to 25%, below what is recorded nationally. Tenant demand is also 13% above the national average at 75%, the highest of any region.

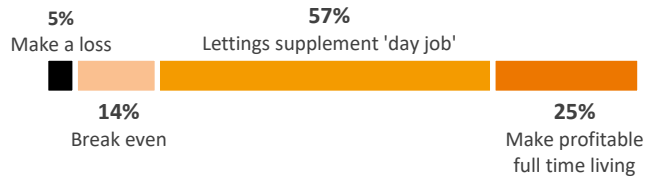
Despite this, confidence remains low among landlords in Wales, with 4 of the 5 optimism indicators falling below the national average, the exception being the UK Financial Market. Sales activity is also the highest of any region, having risen to 23% this quarter.

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



### Landlords Balance Sheet

#### Profitability



#### Financials



#### Problems Experienced



### PRS Dynamics



12.6

Properties in the average portfolio



75%

Report increasing tenant demand



9%

Bought a property in the last 3 months



23%

Sold a property in the last 3 months

### BTL Dynamics



£565,000

Total average amount owed through BTL mortgage borrowing



6.2

Average number of BTL loans held

the mortgage works

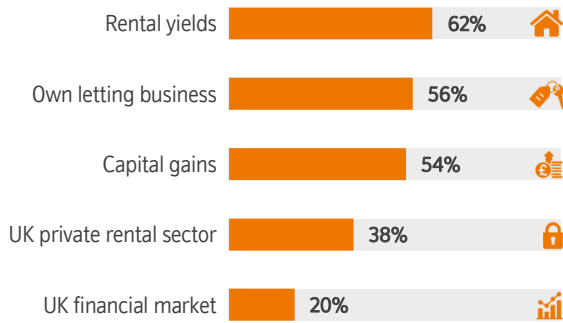
West Midlands

Landlords Outlook & Confidence

For landlords in the West Midlands, confidence has increased across 4 of the 5 optimism metrics in Q1 '22, the exception being the UK Financial Market. As a result, landlords with property in the West Midlands are typically more upbeat than the average landlord, most notably about the prospects for their Own Lettings Business (56% confident vs. 46% nationally).

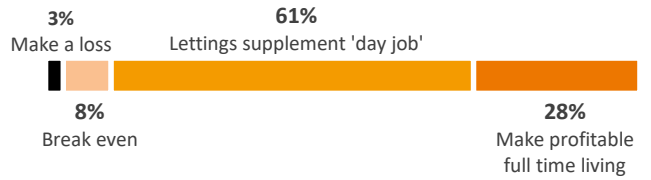
Landlords operating in this region have also seen a reduction in rental arrears this quarter (-16%), although slightly more are now reporting voids (+5%). Perceived tenant demand has risen 4% this quarter, although it remains 10% below the national average at 52%.

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



Landlords Balance Sheet

Profitability



Financials



Problems Experienced



PRS Dynamics



8.5

Properties in the average portfolio



52%

Report increasing tenant demand



11%

Bought a property in the last 3 months



10%

Sold a property in the last 3 months

BTL Dynamics

54%

Have a mortgage on at least one property



£366,000

Total average amount owed through BTL mortgage borrowing



5.5

Average number of BTL loans held

the mortgage works

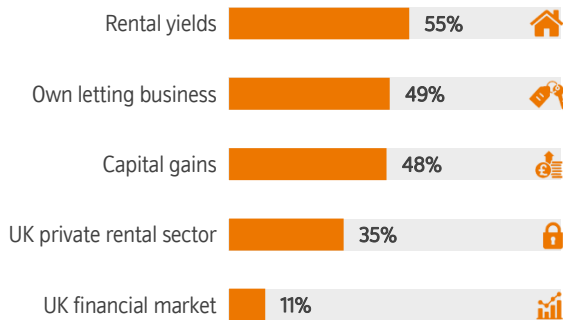
# Yorkshire and The Humber

## Landlords Outlook & Confidence

Q1 '22 sees an 11% decline in confidence around the prospects for Rental Yields among landlords with property in Yorkshire and The Humber, which is likely linked to the 1% fall in average achieved rental yield to 5.4%. Despite this fall, optimism amongst landlords in this region is generally in-line with that of the typical landlord across all key indicators.

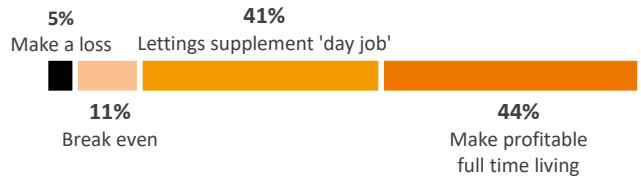
Having the largest average portfolio size, Yorkshire and The Humber landlords have greater exposure to rental arrears and voids with both somewhat above the national average at 48% and 39% respectively. However, both profitability and perceived tenant demand remain stable, and at similar levels to the national average.

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

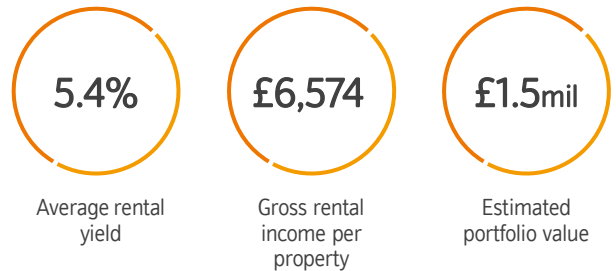


## Landlords Balance Sheet

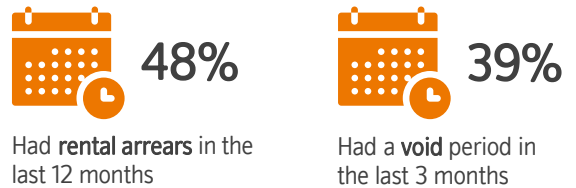
### Profitability



### Financials



### Problems Experienced



## PRS Dynamics



10.8

Properties in the average portfolio



62%

Report increasing tenant demand



12%

Bought a property in the last 3 months



15%

Sold a property in the last 3 months

## BTL Dynamics



£582,000

Total average amount owed through BTL mortgage borrowing



8.4

Average number of BTL loans held

the mortgage works