

the mortgage works

The typical landlord has 7.7 properties, with just under 2 in 3 borrowing to fund their BTL portfolio



properties in the average portfolio, representing **9.4 tenancies** on average



of landlords have at least 1 BTL mortgage, with an average of **6.2 BTL loans** held



typical Rental Yield achieved by landlords

In the next year, 13% of landlords plan to buy whilst 24% intend to sell



plan to buy a property in the next 12 months (-1% from Q2)



are likely to sell property in the next 12 months (-2% from Q2)



plan to use a BTL mortgage to fund their next purchase



intend to purchase their next BTL property within a LTD company



intend to remortgage in the next 12 months



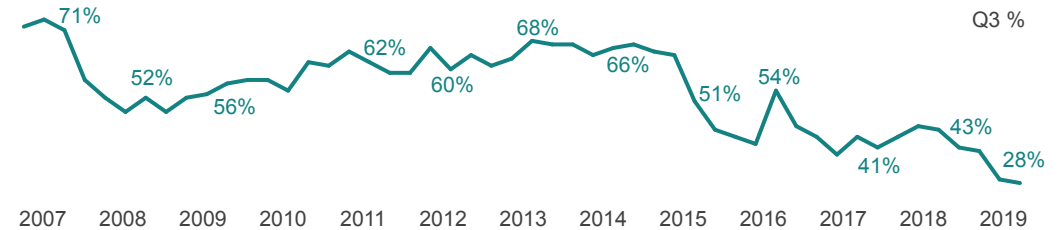
Source: BVA BDRC Landlord Panel research Q3 2019.

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

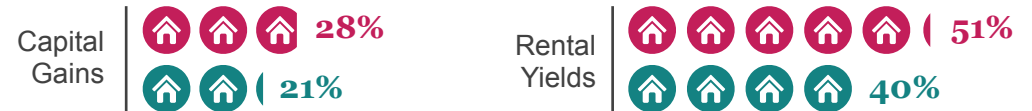
T1391 (Q3 2019)

Buy to Let Barometer Q3 2019

The proportion of landlords rating the prospects for their own lettings business as 'good' or 'very good' edges down to a new low of 28%



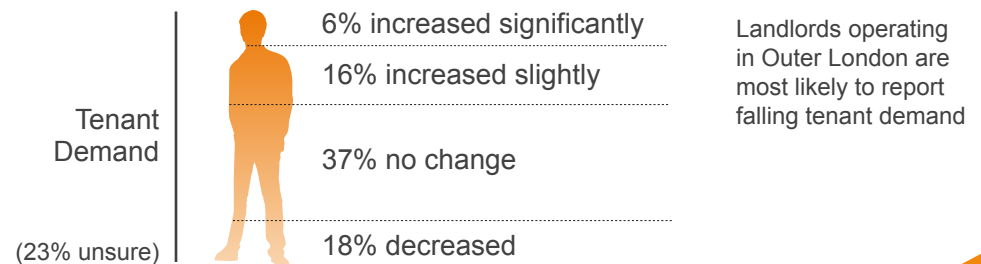
Landlord confidence in the prospects for Capital Gains continues to fall, whilst confidence in Rental Yields is up 1% from the historic low recorded in Q2



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



22% of landlords report increased tenant demand in the last 3 months, 18% report a decrease



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