



**PARAGON MORTGAGES PRESS RELEASE  
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## **INTERMEDIARIES REPORT GROWING CONFIDENCE IN BUY-TO-LET MARKET**

- Highest level of buy-to-let mortgages per quarter since financial crisis
- Landlord demand strengthened significantly over past three months
- 'Substantial' increase in number who think availability of finance has improved

Intermediaries are seeing an upsurge in confidence among their buy-to-let landlord clients according to the latest research by Paragon Mortgages.

The survey, carried out by the leading specialist buy-to-let mortgage provider, suggests that landlord demand has strengthened "significantly" over the past three months, with more than a third of respondents (34%) saying demand was strong, up from 30% in the previous quarter.

Intermediaries reported an increase in confidence in the mortgage markets, with 57% believing that the availability of buy-to-let finance had improved in the current quarter – a substantial increase from 47% on the previous quarter. Additionally, more than half (51%) believe that it will improve going forward, up from 46%.

The report also revealed that business is growing for intermediaries, with half of those questioned saying business levels were higher in Q1 than in Q4 2012. Intermediaries are also feeling confident of further improvement going forward, with 63% saying that they expect to do more buy-to-let business in the next 12 months, and 18% saying they expect to do in excess of 10% more business.

John Heron, Director of Paragon Mortgages, said: "While we are not expecting 2013 to reach the heights of pre-recession times, our survey has shown that intermediaries are seeing a quiet return to confidence on the part of their buy-to-let landlord clients.

"I'm also pleased to see that investors are recognising the increasing availability and variety in the mortgage market and that this is resulting in increased business for intermediaries."

Paragon Mortgages' Financial Adviser Confidence Tracking survey (FACT) asks intermediaries for their views on current trends in the buy-to-let market and wider impacting factors.

### **ENDS**

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#### **NOTES TO EDITORS**

[Paragon Mortgages](#) is the leading specialist provider of buy-to-let mortgages and is part of [The Paragon Group of Companies](#), a FTSE 250 company. Paragon's product range caters for both professional and smaller scale landlords. Paragon Mortgages introduced its first product aimed at the professional property investor in 1995 and is a member of the Council of Mortgage Lenders (CML), the Intermediary Mortgage Lenders Association (IMLA), National Landlords Association (NLA) and the Association of Residential Letting Agents (ARLA) Lenders' Panel.