



**PARAGON MORTGAGES PRESS RELEASE
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NEW LANDLORDS ON THE RISE AS LENDERS INCREASE SUPPLY OF BTL MORTGAGES

- 22% of intermediaries' buy-to-let business from first-time landlords
- Number of landlords looking to grow portfolios rises
- 57% of intermediaries see improvement in availability of BTL finance

The level of business from first-time landlords has remained consistent during the second quarter, intermediaries reported in the Paragon Mortgages confidence tracking survey.

Intermediaries revealed that 22% of their buy-to-let mortgage business in Q2 was from first-time landlords, the same level reported in Q1 and an increase on the 20% level reported for the same time period last year.

The percentage of cases from landlords looking to grow their rental portfolios increased during the quarter to 38% from 33% in Q1, whilst the number of landlords looking to remortgage fell from 33% to 28%.

Intermediaries were also asked whether they had any cases of clients looking for Let to Buy mortgages, 9% reported that they had dealt with such cases.

More than half the intermediaries surveyed reported an improvement in the availability of buy-to-let finance, including 10% who said that, in their view, availability had improved significantly.

John Heron, Director of Mortgages, said: "We have seen over the past two years a steady rise in the number of first-time landlords entering the market. It would seem that an investment in property is increasingly attractive against a background of low returns on cash and volatility in global markets.

"With perceptions shifting in terms of the improved availability of buy-to-let finance too, the lending industry is in a good place to support the ambitions of both new and experienced landlords".

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NOTES TO EDITORS

Paragon Mortgages is a 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 private investor 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.