APRIL 2024

OUR AMAZINGLY HELPFUL MARKET UPDATE

TMP

KELLY'S HOT TAKE

Year end has just passed and all hands on deck didn't fall half the story. Aside from the usual rush, this past month has been deliciously stable. But all the stability (and, or is this the calm before the storm?

Kelly McCabe
TMP The Mortgage People

AT A GLANCE: DASHBOARD

27
ACTIVE LENDERS IN SO

23
90% LENDERS

38.69%
AVERAGE SHARE (IN DATE)

2
SUB-20% LENDERS

5.25%
BANK OF ENGLAND BASE RATE

4
ENQUIRY LEVELS (AGAINST SEASONAL EXPECTATIONS)

LOWEST FIXED RATES

The lowest figures from our list of lenders.

2Yr LTV	
2 year	Reliance Bank - 4.49%
3 year	Nationwide - 4.28%
5 year	Leeds - 4.25%
3Yr LTV	
2 year	Reliance Bank - 4.49%
3 year	Leeds - 4.25%
5 year	Leeds - 4.74%
5Yr LTV	
2 year	Reliance Bank - 5.2%
3 year	Newbury - 5.39%
5 year	Newbury - 4.89%

TOP LENDERS THIS MONTH

The leaders which the month ahead - shouldn't they be the busiest area? Not in SO, necessarily. Here, rates are just one part of the equation.

THIS MONTH UNDER THE MICROSCOPE

What gave us pause?
Too soon to say IT Stability. It seems, has returned. Somewhat is strong. As is supply. And view are a lot more probable than they were. Lenders are still pulling products but it can be described as volatility in the market. Back when the sudden rises arrived in December 2021, I said that I felt that the rate rises would be good only for 6 months max. And you that's still a very real problem for people coming off fixed rates, incoming buyers - on the other hand, have become accustomed.

And though rates remain relatively high, none of them start with a six anymore and they're still falling. Which is good. Which is bad. The topic of conversation in the housing industry was rates going up. Now most of us - the Bank of England, lenders, brokers - are talking about the big washed-down discussion.

Thing of the year
There's growing confidence that rates will go in mid-price of an eventually is returning, and - crude is the longer-term view rates rate we're seeing. The thing is, lets unexpectedly change. Lenders are pulling products and rates roll one. Those gaspers dip off at 2.5% rates. They probably belong in a bygone era. In the to-and-fro between lenders, brokers and the tail in rates will stabilise (with fingers crossed that it does). Time will tell.

No looking off
The housing market is that people aren't waiting around to find out. Homebuyers have returned in force, but one thing that still isn't quite clear is how long they're willing to wait for. Gone is their dead of choice. Borrowing is likely to be cheaper in two years' time. But that's not a given. Meanwhile, the rent-versus-mortgage debate is heating market and beyond one the last two years dampen the public appetite for risk? Very early indications are suggesting it might. The certainly offered by 5 year deals is making them look very attractive right now.

Rate is the right direction
Here's another rap of sunshine: after three months of steadily decline (we indicated on the dashboard above), average shares have been on the rise. Not by much, but it's encouraging. Now that you've got beginning to bounce back. Not massively, but any upward movement is good. Lenders are pulling products and rates roll to seen, which might show it's going people more affordability space.

All the while, we're in a refreshingly stable market. Especially compared with the one we've been faced with over the past few years. Things are busy. In a good way. There isn't that all-or-nothing feel to the market. Lenders are pulling products and the flips, but a consistently healthy level of activity is back.

Hot Take
Rates appear to be stabilising. Shared Ownership is a huge focus for most lenders. Stability is what people want right now. The England housing market has been working in SO in Wales! Demand for SO is outstripping supply and here at TMP we're breaking records daily. Shared Ownership is finally be able to reel off a list of positives.

However, if the past four years have taught us anything, it's that looking on a crystal ball. Signs that the Government's overhauled and mashed reforms Bill might be watered down prove the point, and with a general election looming, it's hard to see how any of the parties have a stone in anyone's guess. But for now, let's enjoy the stability.

HELP IMPROVE SHARED OWNERSHIP

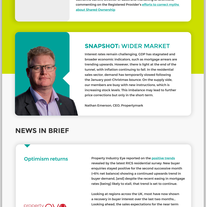
The Exchange is only 90 days old but it's already having a positive impact on our SO sector.

What It Is
A trusted space where Shared Ownership professionals can learn, share, collaborate and explore new opportunities.

The people behind it
MDs, lenders, AHs, mortgage brokers, solicitors - professionals of every kind. The collective driving force behind our Shared Ownership sector.

How it works
By connecting our sector with a member directory, a Marketplace for services, a forum for meaningful insights and reports, and by sharing practical resources.

Get involved at theexchange.co.uk



SHARED OWNERSHIP ENQUIRIES POUR IN

"Interest in Shared Ownership is in a short supply at the moment, and we are seeing huge volumes of enquiries across all of our operating regions.

"This demonstrates that Shared Ownership is fast becoming a first choice for getting on the ladder and that legacy schemes are returning."

Sabina Cox, Marketing Manager at Platform, commenting on the rising popularity of Shared Ownership

BANISH MYTHS TO REVEAL BENEFITS

"Time and time again, Shared Ownership has proven to be the method of choice for more and more people when attempting to get onto or climb the property ladder.

"Despite this, misinformation and myth still surround the scheme and it's important that we all work to banish these misconceptions. Every unit understood the importance of Shared Ownership and how it can give a route to owning a home for those who may otherwise not have been able to."

Catherine Sarrett, Director of Sales and Marketing at Bromford, commenting on the Bregstowe Priceline's efforts to reveal myths about Shared Ownership

SNAPSHOT: WIDER MARKET

Interest rates remain challenging, GDP has stagnated and inflation is still stubbornly high. Yet the housing market is trending upwards. However, there is light at the end of the tunnel, with inflation continuing to fall. In the residential market, we saw a 3% increase in average house prices in the January pre-Christmas bounce. In the supply side, our members are busy with new instructions, which is encouraging stock levels. This imbalance may lead to further price corrections but only in the short term.

Nathan Emmerson, CEO, Propertymark

NEWS IN BRIEF

Optimism returns

Property Industry Eye reported on the positive trends revealed by the latest RICS residential survey. New buyer enquiries stayed positive for the second successive month (14% net balance) showing a continued upwards trend in buyer demand. [and] despite the recent easing in mortgage rates [being] likely to curb that trend is set to continue.

Looking at regions across the UK, most have now shown positive net balances for buyer enquiries. Scotland is leading already the sales expectations for the near future are positive, and sales activity is expected to gain further momentum over the coming year (net balance +42%).

RP doubles 50 homes sales

Inside Housing reported that RP Paradigm Housing has more than doubled its sales of shared ownership. In 2023 the number of Shared Ownership homes it sold doubled. The 50,000 home landlord posted a surplus of £16.6m to the nine months to the end of December 2023, up from £14.7m in the same period last financial year.

Revenue from first tranche Shared Ownership sales nearly doubled, rising to £21m, compared to £12.5m the year before. The number of homes sold in Shared Ownership homes were sold in the period, up from 28 the previous nine months.

The Buckinghamshire based landlord's Shared Ownership performance boosted its surplus by £4.5m.

DATA DIVE: HOUSE PRICE INDEX

As of January 2024, the average house price in the UK is £289,000 - a 0.4% increase on the year. Prices have been down by 0.5% compared to the previous month, and fallen by 0.6% compared to the previous year.

TMP TEAM TALK

Company records!

We're smashing them. Shared Ownership is more popular than ever and enquiries are coming in left, right and centre. As always, we're here to make sure the people who need it have access to it. Our amazingly helpful team are delivering like never before.

A TED TALK WITH... PETER HUDSON

Here's your glittiest bits the day-to-day life of a TMP Client Account Manager

Ok, let's see... to explain my day, it's best if I first run through the journey I help customers along. When I first speak to a new one, I introduce myself as their Client Account Manager and give them an overview of the adventure ahead.

Next, I use a careful eye over their documents to check everything is in order. Once that's done, I let the lender know that their cases are ready for the formal issuing of Deposit Funds. Then finally, I turn into a no-nonsense bouncer to check IDs.

When I'm sure all documentation meets our Consultant's standards, I let the lender know that the cases are ready for final checks then we send them to the Registered Provider. Next comes the memorandum of sale. All being well, a mortgage offer is issued, and I let the lender know that the cases are ready for MI and solicitors. From then on, it's a case of checking in with the solicitors until I can finally make the customer's day by giving them news of completion.

I speak to about 50-60 customers every day who are all at different stages of this process. I'm also keeping everything on track! Day, I'm a Ramsagh, organised efficiency MM UNIVERSE.

Proper chuckle take-time

The big, juicy flash where of my day - computation for it's fierce, but I'm a bit of a perfectionist. I'm a bit of a Ted Lasso, I'm a bit of a Mr Bean, I'm a bit of a Sherlock Holmes, and I'm a bit of a Sherlock Holmes, and I'm a bit of a Sherlock Holmes, and