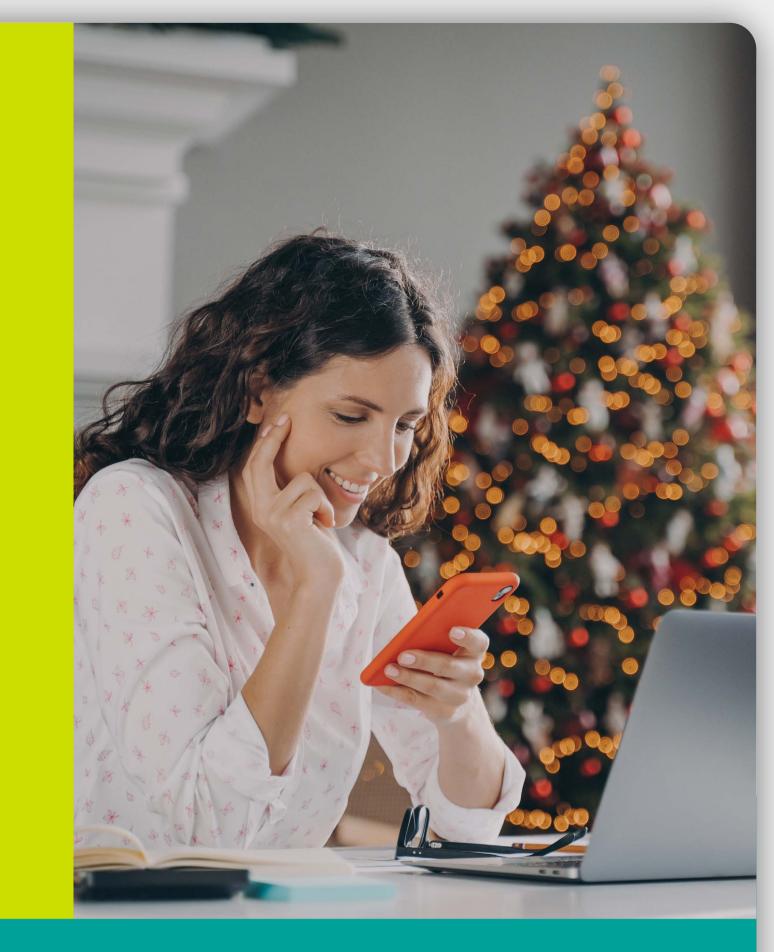
OUR AMAZINGLY HELPFUL MARKET UPDATE





But we're truly inspired by how the sector has come together.

KELLY'S HOT TAKE

And while sighs of relief aren't quite ringing out yet, the home straight to the holidays is here. Plus we're hoping we might see the return of some sort of normality in 2025. **Kelly McCabe** TMP The Mortgage People

What a year. There really has been loooads to navigate.

ACTIVE LENDERS IN SO 95% LENDERS

AT A GLANCE: DASHBOARD

- 30

27

ENQUIRY LEVELS (AGAINST

SEASONAL EXPECTATIONS)

37.51%

(90 DAYS)

AVERAGE SHARE

LOWEST

FIXED RATES

SUB-25% LENDERS

4.75%

BASE RATE

BANK OF ENGLAND

TOP LENDERS

95% LTV Newbury - 5.29% 2 year 3 year Newbury - 5.29%

Newbury - 4 99%

The latest figures from our list of lenders.

	5 year	Newbury – 4.99%
	90% LTV	
	2 year	Virgin – 4.98%
	3 year	Nationwide – 4.95%
	5 year	Leeds – 4.52%
	85% LTV	
	2 year	Leeds – 4.59%
	3 year	Nationwide – 4.54%
	5 year	Leeds – 4.26%

THIS MONTH

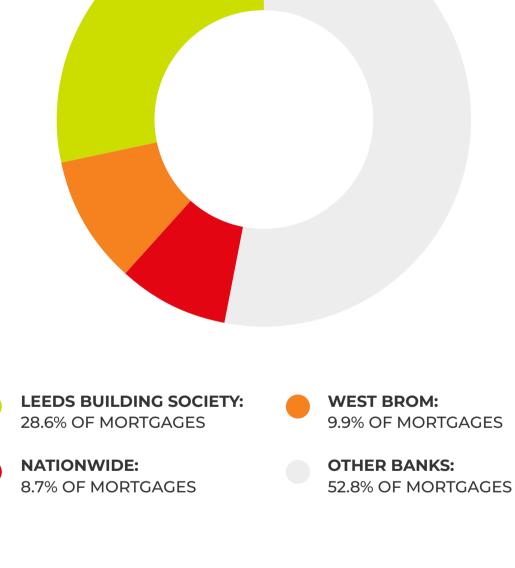
or wrong for their customers.

THIS MONTH

are just one part of the equation.

The lenders with the lowest rates — shouldn't they

be the busiest ones? Not in SO, necessarily. Here, rates



And because of that, we think it's important

to put our hands up and say that of-late our

super-high standard we aim for. No one could

service hasn't quite always been up to the

a little while to really get working. So a big

thanks for all your patience. It's paid off. We're

really happy to say that we're back up to our old

tip-top form, and that's where we'll be staying.

Tricky times

have known just how much the changes were going to, well, change things. Or that we were It's almost like what we do as brokers when we're giving advice. Although there are some going to be so unusually busy with enquiries rules we work to, a lot of the advice we give this year. But we reacted, and we reacted quickly. Like medicine, the solutions have taken

UNDER THE MICROSCOPE

Things have changed. The new affordability

themselves having to do a role they haven't

really had to before: deciding what's right

rules have meant lots of RPs are finding

is based on experience and informed opinion about what is the best for the customer – even if they don't always see it the same way. One size doesn't fit all See, the trouble is there aren't any nice flatpack

that always leads to the perfect outcome. Every customer's circumstances are unique, so every case needs to be considered on its own merits. Getting it right is a real skill. And a real pressure. **Brought us closer** But even since August, it already seems like night and day as far as getting to grips with the changes is concerned. Plus this particular

challenge has a silver lining. It's opened up a

new way that we can support our RP partners,

and we've been more than happy to share tips

about how to view a customer's circumstances

means that as a sector, we'll be able to handle

whenever we've been asked for them.

We've also noticed more cross-sector

situations like this better in the future.

furniture-style instructions saying twist this,

clip that, then bingo! You've got a magic script

communication and helping out going on. Which really is awesome to see, because the closer we are, the stronger we are. And that

Pressure's on (Shhh! Whisper it) we've been around for a while now. During our time, we've seen all sorts of pressures drop on different parts of the property industry supply chain. But until now, we'd never experienced a real squeeze affecting the front end. Affecting brokers. Affecting us. Because there's no getting away from it, we've also been feeling the heat. The new affordability

rules have also meant lots of adjustment

making for us.

Looking ahead We're actually pretty excited for 2025. We now have the biggest team we've ever had. We're better. And soon we'll be able to stand back and admire all the careful adjusting we've been doing. Plus more improvements are in the pipeline. TMP 2.0 is preparing for take-off. And speaking of next year, although there's still a lot of uncertainty, we're hopeful there might be a fair bit to look forward to. Sure, we still don't know what the Government thinks of Shared Ownership. But we do know that affordable housing is high on the agenda. Lending is in a good place right now – especially

compared to two years ago. The base rate has

up to a year that's not so dramatic as this one

I think pretty much all of us in SO have been

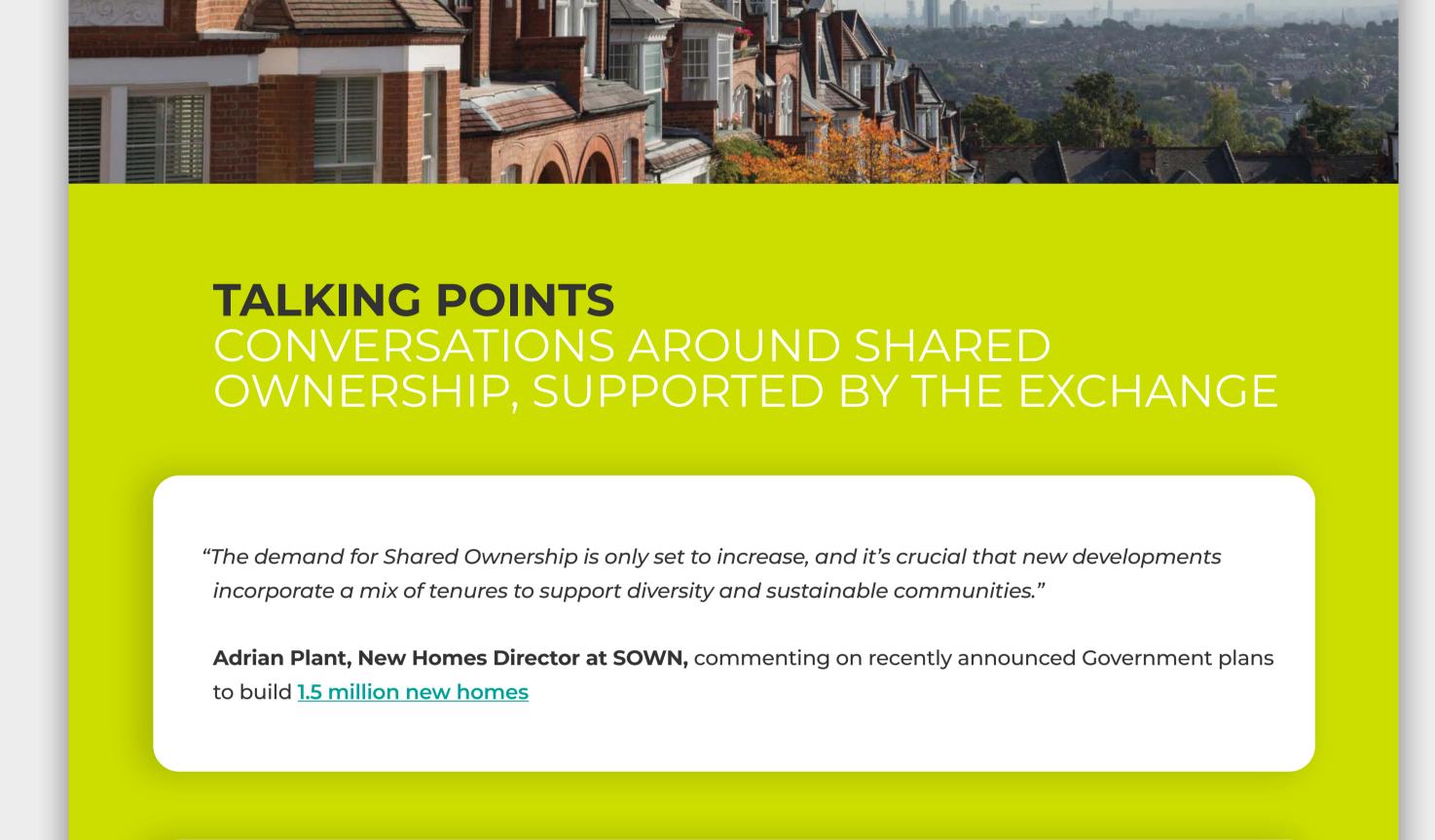
started to drop and hopefully that will continue. And – dare we say it! – if and when things settle down across the Atlantic, all that might add

has been.

Almost there!

through some challenges lately. But the holidays are in sight! Hope you all enjoy some well-earned rest. And thanks for making this such an amazing sector to work in. See you in 2025. **Golden Chirpy** Awards season isn't quite over. It's almost time for the main event! Has a member of Team TMP really gone the extra mile for you this year? <u>Let us know</u> and they'll get a chance

to win big at this year's Chirpy Awards!



"We'll be ending this year with almost 600 engaged members! We couldn't be prouder of what we've

created here at the Exchange in just 9 months, and it's all down to you. So a huge thanks to everyone

"We've got loads planned for the last quarter of this financial year and 2025. All will be revealed in

the New Year, but watch out for a few teasers before the break. Have a wonderful Christmas."

Amy Nettleton, Assistant Sales & Marketing Director at Aster Group and Cofounder of

The Exchange, commenting on on the national community's first year and its plans for 2025

"We're also happy to be extending our portfolio in Northamptonshire, helping to meet the increased

Vanessa Latty, Sales Consultant at Platform Home Ownership, commenting on Platform's newly

demand for affordable routes onto the property ladder in the region."

who's been part of our journey so far.

launched Shared Ownership homes at a <u>new development in Higham Ferrers</u>

the exchange

SNAPSHOT: WIDER MARKET "With interest rates slightly easing and improved mortgage deals coming to the market, we are seeing more people looking to make their next home move as their financial stability and reassurance improves.

"The announcement of Stamp Duty rises in England and

people to the market in hopes of completing to, in some

Northern Ireland from April 2025 will likely push more

cases, save thousands on their next home purchase.

"With more appetite from buyers comes more homes

coming onto the market, so we expect to see activity

Nathan Emerson, CEO, Propertymark, commenting

on the wider housing market

accelerate over the coming months moving into 2025."

Thriving Investments and Gresham House have

partnered to create a leading affordable housing

fund platform in the UK, which will manage the newly

renamed Gresham House ReSI LP. This collaboration

combines Gresham House's capital-raising expertise

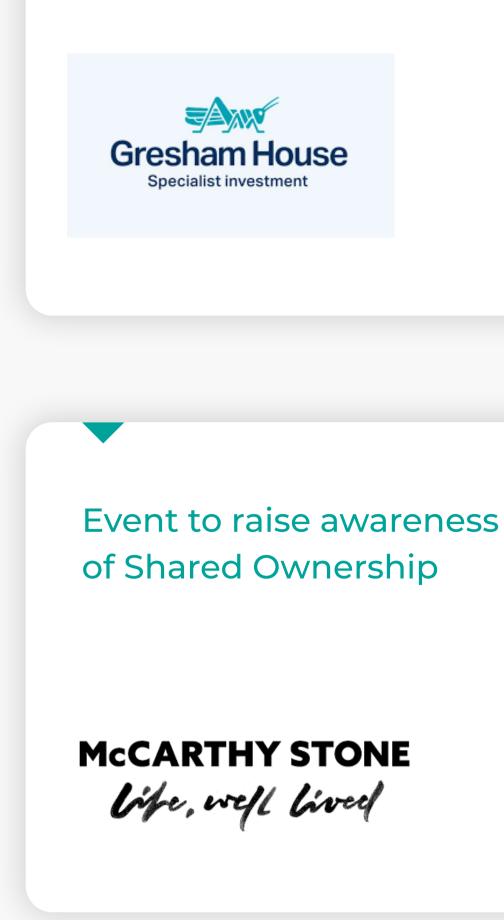
capabilities, aiming to address the UK's housing crisis

housing. The fund will emphasise social impact and

by expanding Shared Ownership and Affordable Rental

sustainable housing solutions. With nearly £200 million

with Thriving Investments' housing development



NEWS IN BRIEF

New partnership aims

to build £1bn Shared

Ownership portfolio

already invested and £120 million available, it aims to build a £1 billion Shared Ownership portfolio over the next five years.

McCarthy Stone is hosting a **Shared Ownership**

Awareness Day to promote affordable downsizing

Overflowing Cup Coffee House in Idle, the event will

options for retirees. Taking place on 18 December at the

to purchase retirement apartments at Jennings Grange

highlight the Shared Ownership scheme and allow buyers

with flexible ownership options up to 75%. With 2.3 million

aim is to help address the UK's critical shortage of housing

people expected to live in unsuitable homes by 2045, the

As of September 2024, the average house price in the UK is £291,828, and the index stands at 153.1. Property prices have fallen by 0.3% compared to the previous month, and risen by 2.9% compared to the previous year.

for older adults.

Jan 2024

Get ready for TMP 2.0

ever before.

£50,000 £0 Jun 2023

TMP TEAM TALK

Everyone here at Team TMP has been working super hard to handle the added recent pressure. But with new faces on board and fresh ways of working in place, we're all-set to come back next year better than

Aug 2024

YOUR AMAZINGLY HELPFUL **MORTGAGE PARTNERS** 18+ 70+

PARTNERSHIPS

We know the Shared Ownership sector better than any other mortgage broker.

Along with our famously human approach, that wealth of experience is the key to TMP's success. Accurately evaluating your customers, matching them with their perfect mortgage and guiding them along the home-buying process from

YEARS IN THE

BUSINESS

initial assessment to point of exchange is all part and parcel of what we do best.

WORKING TOGETHER



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0800 4880 814

tmpmortgages.co.uk/housing-associations

DATA DIVE: HOUSE PRICE INDEX

£350,000

£300,000

£250,000

£200,000

£150,000

£100,000