

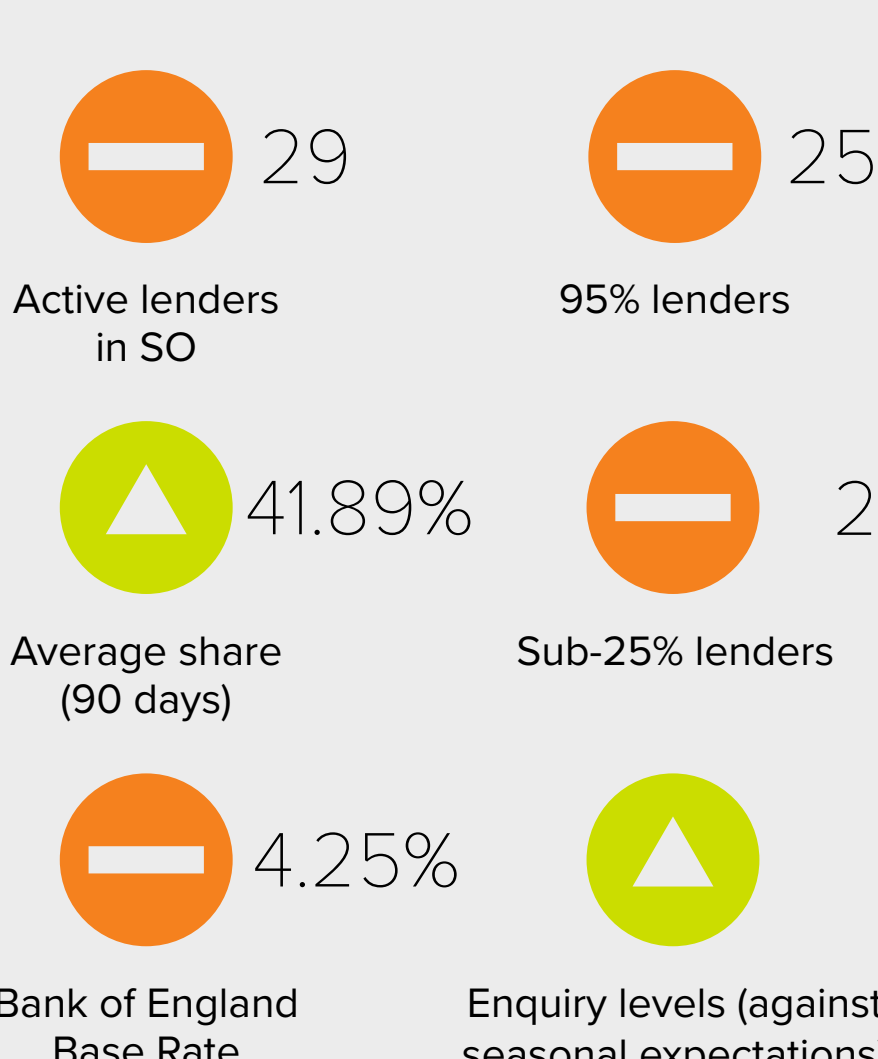
OUR AMAZINGLY HELPFUL MARKET UPDATE

KELLY'S HOT TAKE

April's weather was much like the property market. Inconsistent. And while it's in far better shape than the doom-mongering headlines of previous months predicted, we're still craving stability. Could a new suggested framework commissioned by Lloyds provide answers to the questions that many of us have been grappling with? More below...

Kelly McCabe
TMP The Mortgage People

AT A GLANCE: DASHBOARD



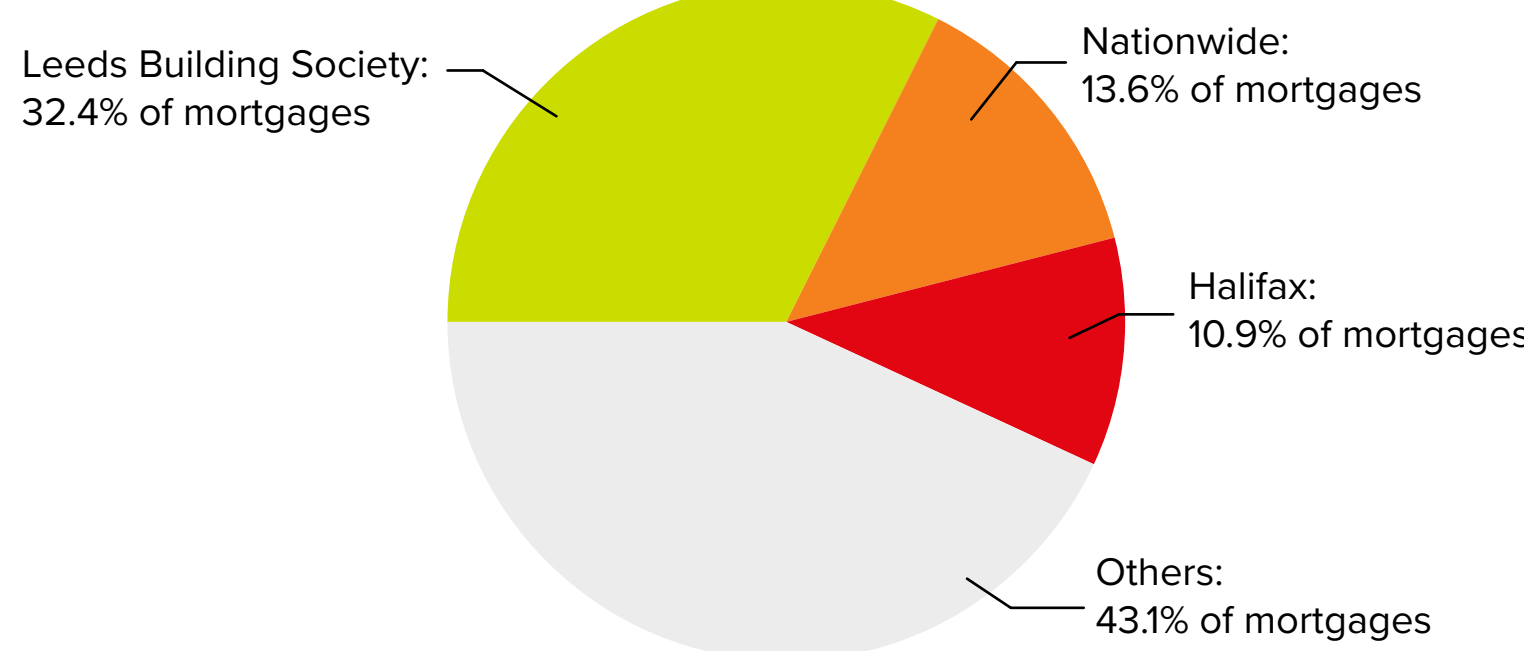
LOWEST FIXED RATES

The latest figures from our list of lenders.

95% LTV	
2 year	Hanley 5.09%
3 year	Newbury 5.49%
5 year	Leeds 5.15%
90% LTV	
2 year	Hanley 5.09%
3 year	West Brom 5.49%
5 year	Leeds 4.74%
85% LTV	
2 year	Barclays 5.03%
3 year	West Brom 5.49%
5 year	Barclays 4.48%

TOP LENDERS THIS MONTH

It's interesting to note that the busiest lenders aren't necessarily those with the lowest rates; in SO, rate is just one part of the equation.



THIS MONTH UNDER THE MICROSCOPE

April was interesting. On the one hand, the chaos has calmed. The market is busy, customers are engaged, and it really feels like we've settled back into an orderly rhythm. Hopefully that's been as much of a relief for you as it has for us. On the other, we're seeing the emergence of two big new trends (we'll come back to these in a tick).

Troubling reports

Meanwhile, a report in The Times this week said the Prime Minister was considering re-introducing Help to Buy, which sounds like a dreadful idea from our perspective. As we learned last time, the scheme merely inflates the market while creating a much bigger gap where Shared Ownership exists. It's not remotely helpful for those who are struggling to afford homes and simply lines the pockets of certain house builders.

In other troubling news this month, there have been reports of conditional selling among some Housing Associations. A number of brokers expressed their outrage at this backhanded practice to the Financial Reporter, and for the record we're right behind them. It's not right and it's not in the best interests of the customer.

Let's get back to this month's trends

The first is the growing number of remortgagers facing the reality of higher repayments. The second is a return of enthusiasm among first time buyers, who, although once again keen, are still struggling to lift themselves onto the first step of the property ladder.

Concern for first time buyers is once again on the agenda and we've had early sight of a new suggested framework commissioned by Lloyds. A group of cross-industry stakeholders has been consulted for the paper (niftily titled: A more consumer focused shared ownership market which will result in increased demand and supply), which will be put to the government.

We at TMP have responded to the paper ahead of its release and hope to continue to be part of the conversation.

And while there's not a great deal of new insight to be found within, what is really encouraging is the fact that a big player such as Halifax wants to invest its time and resources into it.

Any focus on SO (albeit skewed towards the sector's limitations in this case) is going to move some conversations forward and start creating change. The sector, for all its finer points, is one that's, shall we say, inconsistent in its approach sometimes.

Hopefully this new suggested framework will give it an invigorating shake. We're hoping it'll also attract more new lenders and with them a greater diversity of voices, ideas, views and approaches.

In summary: it's great to see renewed focus on SO, even if there are no concrete solutions being offered up for its perceived failings. We all want to see the sector thrive and be a safe and inclusive space, the big unanswered question is just how we go about it.

A bit more stability would be great right now, too. We've just seen the biggest fall in house prices since the 2008 Financial Crash and rates seem likely to hit 5%, yet people are still buying and selling homes. The doom and gloom forecast by some has failed to materialise, but remortgager- and first time buyer-shaped bumps in the market are causing a lag.

These are exciting times. But right now, they've got us on a cliff hanger.

“The market is busy and Shared Ownership is gathering pace. Rates-wise, we're much closer to what us oldies would consider normal.”



A REPLACEMENT FOR HELP TO BUY?

“In principle, the Shared Ownership scheme is an excellent option for those with lower incomes, or smaller deposits to get on the housing ladder. Having any scheme to provide support to buy a property is important, and shared ownership needs to evolve more in 2023 to be a true replacement for Help to Buy.”

Justin Moy, Managing Director at EHF Mortgages, commenting on [SO's potential to fill the gap left by the ending of Help to Buy](#).



SO GETS A BIG AWARENESS BOOST

“I saw a need in the market for more publicity and awareness for shared ownership schemes, as there appears to be a huge lack of understanding, particularly about the benefits it offers first-time buyers...Shared ownership makes getting on the housing ladder much more accessible, with lower deposits needing to be paid. It can also help older people to access appropriate accommodation, with certain shared ownership homes being solely aimed at those over 55. What it absolutely isn't is being allocated shared accommodation with someone you don't know.”

Sarah Sams, SO specialist, commenting on [the release of her new book, A Practical Guide to Shared Ownership](#).



SNAPSHOT: WIDER MARKET

“With the number of sales and appraisals month on month remaining healthy, a strong appetite continues within the sales market. The total number of properties for sale is edging back to pre-pandemic levels, which is positively supported by an increase in market appraisals being undertaken.”

Nathan Emerson, CEO, [Propertymark](#)

NEWS IN BRIEF

Lloyds Banking Group is developing new SO framework

“We are working with various parties in the market and other lenders, government and a couple of institutions to set up a more mainstream framework for Shared Ownership, because currently it's quite niche and we can grow that so that more people can get on the ladder...Watch that space because we do need to make sure more people get on the ladder.”

Esther Dijkstra, Managing Director of Intermediaries at Lloyds Banking Group

Business as usual

[Property Industry Eye](#) reported on the buoyant state of the property market during April: UK housing market conditions continue to improve as we head into spring, as the uncertainty caused by the mini-budget last autumn continues to subside.

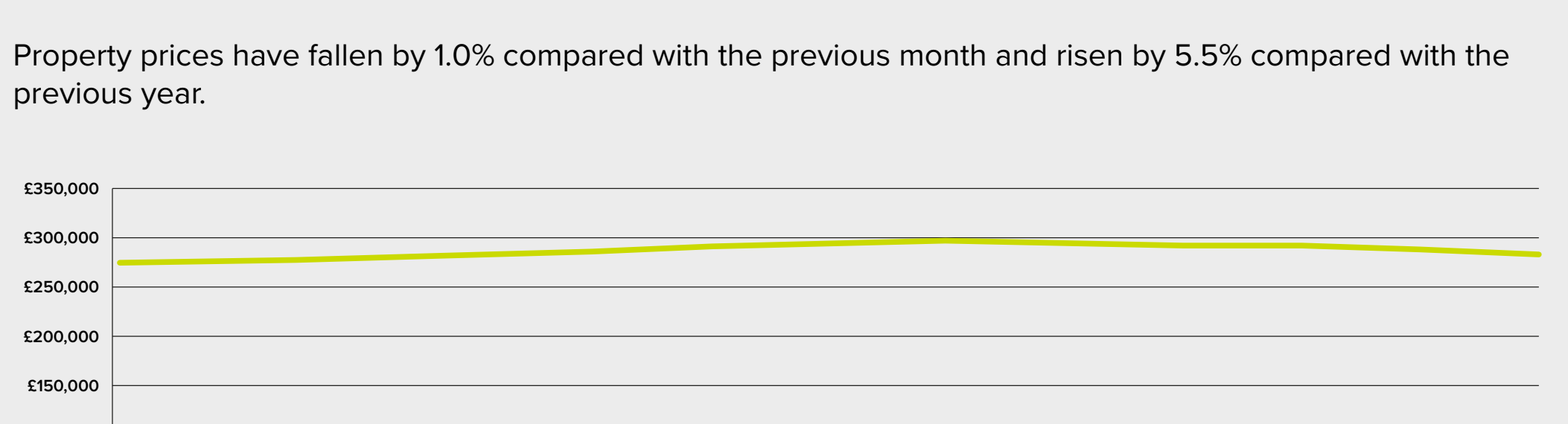
The majority of UK buyers – 71% – surveyed last month said that they were confident they would purchase a property within the next three months, compared to 69% in February. The data provided by OnTheMarket (OTM) suggests remarkable resilience in the face of significant macro-economic turmoil; and despite considerable headwinds, the homebuying public is pressing on.

As well as an increase in confidence among buyers, the data also shows a small increase in confidence among sellers who were confident they would sell their property within the next three months in March (63% compared with 62% in February).

DATA DIVE: HOUSE PRICE INDEX

The most recent figures (Feb 23) report that the average house price in the UK is £287,506. The index figure stands at 150.79.

Property prices have fallen by 1.0% compared with the previous month and risen by 5.5% compared with the previous year.

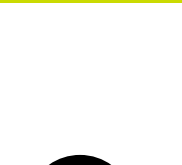


TMP TEAM TALK

Diversity, inclusion and equity have been hot topics for us this month. Sure, we have a good gender balance, LGBT staff, and team members from ethnic and religious minority backgrounds. But is that enough? Our clients represent every background and community. So for us, nailing diversity and inclusion is a top priority.



GOT A QUESTION? WANT TO KNOW MORE?



Please do get in touch. Drop us an email:
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