

# National Landlords Association

## Upcoming Legislative Changes

[www.landlords.org.uk](http://www.landlords.org.uk)



**KNOW**  
your rights



**MEET**  
fellow landlords



**GAIN**  
a competitive edge



**SAVE**  
on services



**STRENGTHEN**  
our voice

## ■ National Landlord Association

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- **The UK's leading representative organisation for private residential landlords**
- Working with over 72,000 landlords, including 31,700 paying members
- Providing information, advice and services to support their businesses
- Campaigning to influence policy and to make the landlords' voice heard
- Working to raise standards in the private rented sector and ensure landlords are aware of their rights and responsibilities

## ■ Homelessness Reduction Bill – 28 Oct

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- Private Members Bill which amends the Housing Act 1996 to expand councils' duties to reduce homelessness, focusing on prevention, by
  - Changing position of the bill – the failure to understand the drivers for landlords.
  - The current position will discourage landlords from taking tenants.
  - We oppose clauses which in effect allow councils to advise tenants to stay in property until a Court Order is obtained.
  - Minister has promised in Hansard to work with us & we have already met with DCLG twice on issue and we have suggested a workable amendment.



# Variation on rent regionally

Landlords with property in the East and South East are most likely to have increased their rents in the last year, those in the North East the least

## Current trend in areas where you let properties

Rents rising or falling (%)	East of England	East Midlands	London (Central)	London (Outer)	North East	North West	Scotland	South East (excl London)	South West	Wales	West Midlands	Yorks & Humber
Rents rising	73%	49%	43%	55%	16%	32%	56%	64%	56%	37%	58%	38%
Rents falling	-	1%	15%	4%	11%	3%	11%	2%	5%	6%	5%	2%
No change	23%	39%	37%	32%	61%	48%	33%	25%	31%	46%	29%	48%

## Across your own letting portfolio in the last 12 months

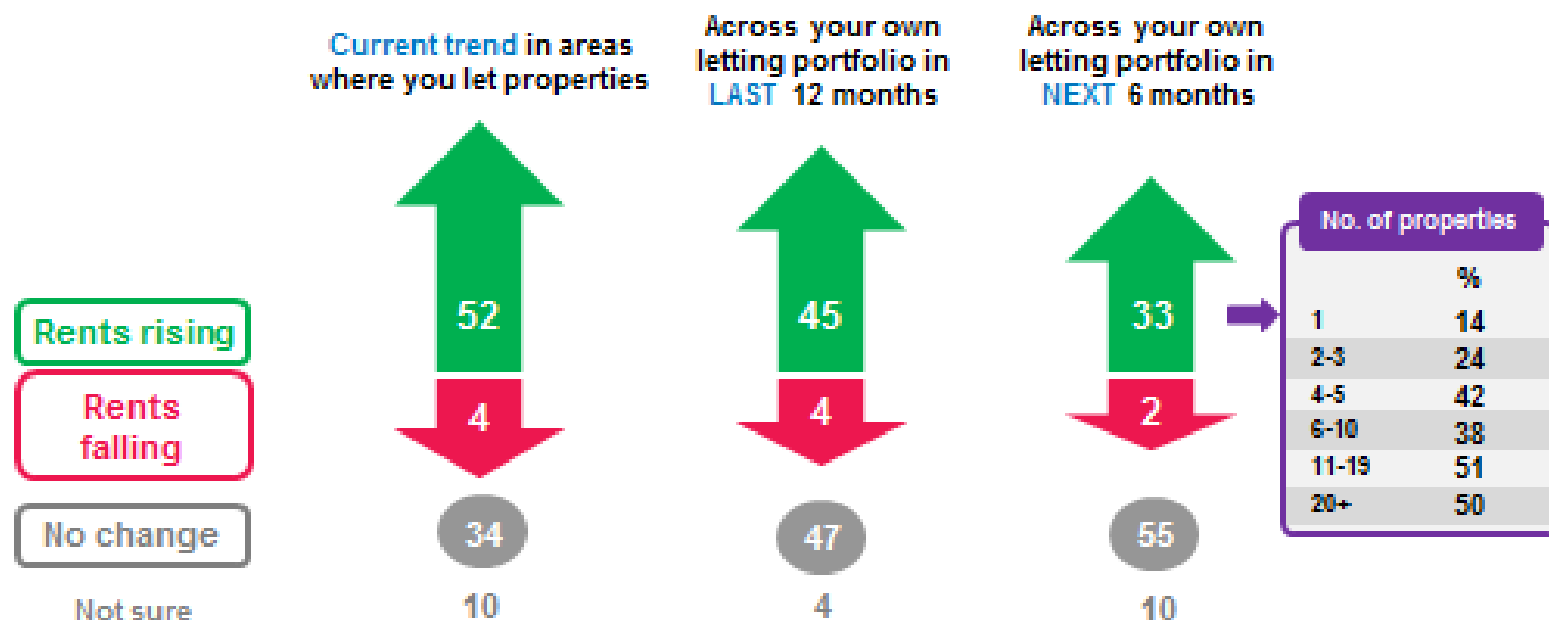
Rents rising or falling (%)	East of England	East Midlands	London (Central)	London (Outer)	North East	North West	Scotland	South East (excl London)	South West	Wales	West Midlands	Yorks & Humber
Rents rising	50%	40%	28%	38%	19%	24%	26%	38%	33%	33%	24%	25%
Rents falling	0%	0%	9%	2%	2%	3%	4%	1%	2%	1%	0%	1%
No change	44%	49%	51%	48%	72%	65%	59%	52%	53%	54%	66%	72%

# Future direction of rents

Half of landlords believe that rents are increasing in the areas where they let properties

45% have put rents up across their own portfolio in the last year, with 1 in 3 intending to do so in the next 6 months. Landlords with larger portfolios are more likely to have both put rents up in the last year, and be intending to increase them in the next 6 months.

## Rents rising or falling? (%)

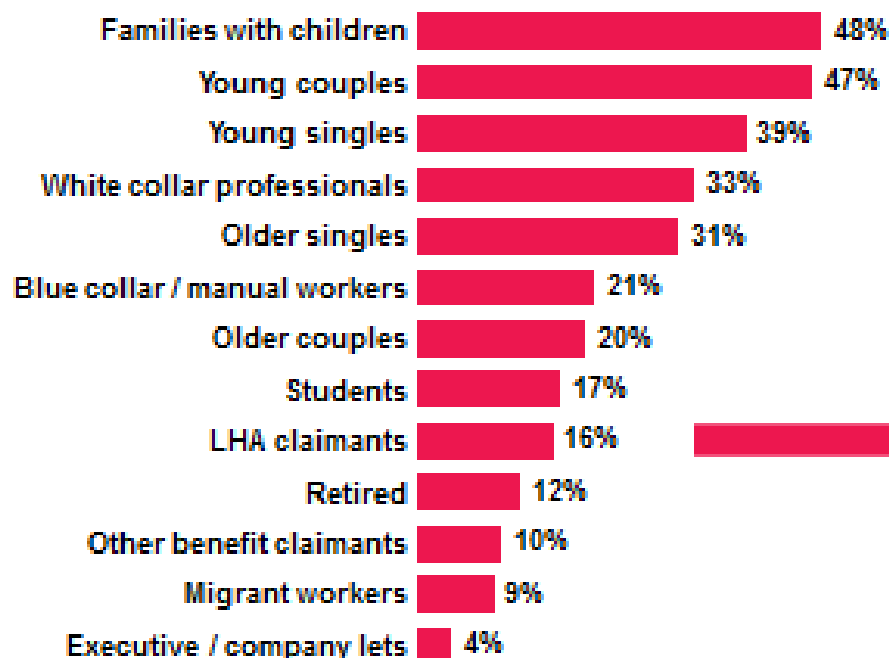


# Private rented sector mix

Young couples and families remain the most common tenant types

This quarter just 16% of landlords let to LHA claimants, down 2% from Q2. Those with the biggest portfolios are much more likely to operate in this space, with half of landlords with 20+ properties letting to LHA claimants.

Main tenant types (%)

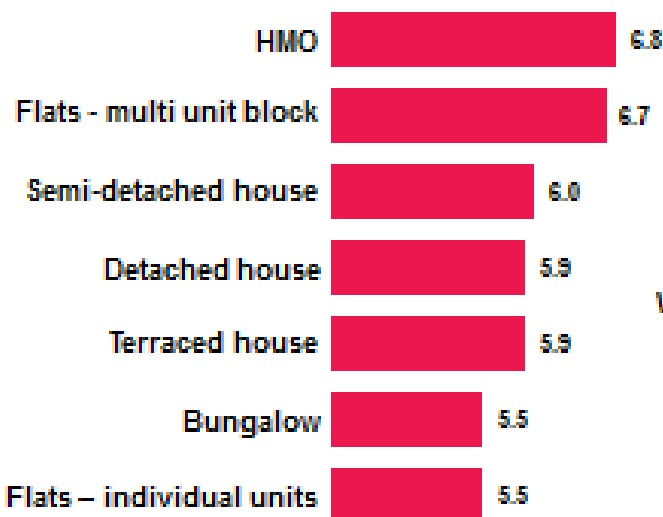


Property location

Property location	Let to LHA (%)
North East	34
North West	24
Wales	21
East Midlands	21
South East (excl. London)	19
South West	18
London (outer)	18
Yorks & Humber	16
East of England	15
West Midlands	14
Scotland	11
London (central)	7

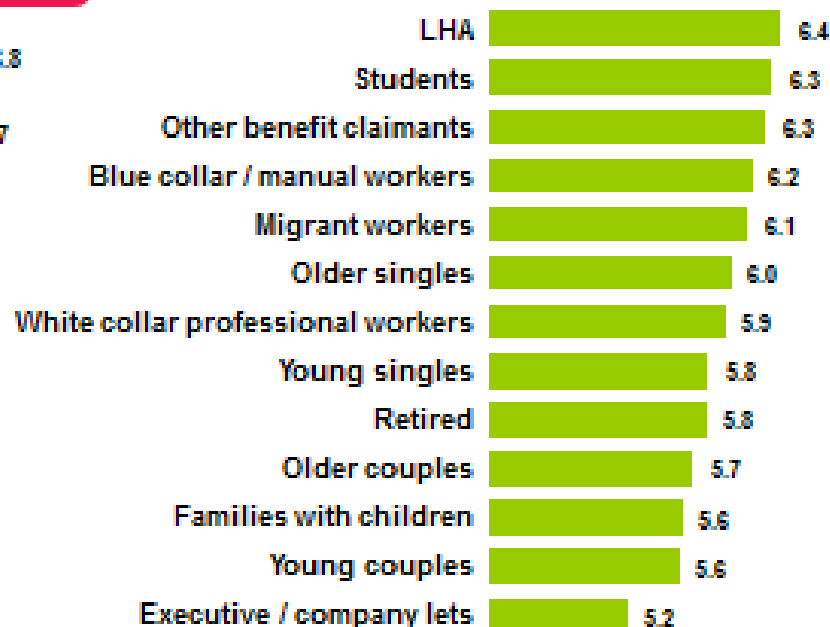
Landlords with HMOs continue to achieve the highest rental yields, with students and LHA claimants the most profitable tenant types

### Rental Yield by Type of Property Owned (%)



Overall rental yield **5.7% Average**

### Rental Yield by Tenant Types (%)



- How do you get landlords to take tenants who have been homeless?
  - References!
  - Deposits!
  - Rent payments (Direct payment)!
  
- How do you support landlords?
  
- What is the driver for landlords?



## ■ Other issues to consider

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- Understanding what the driver is for councils
  - Revenue generation for councils – council tax
  - Knowing where landlords are/live – might not be around the corner
  - Wishing to micromanage tenants – landlords leave tenants alone
- Article 4 directions – limiting shared housing
- Discretionary licensing
- Changes to tax