



Monthly Mortgage Market Report

ACTIVITY IN JANUARY 2023

Analysis from Twenty7tec





JANUARY 2023 KEY FINDINGS

53:47*

The purchase v remortgage balance in January 2023 (*excluding product transfers).

17.5%

In January 2023, First Time Buyers continued to represent a lower proportion of the market compared to the long term average despite volumes rising.

3 of 10

That said, three of the top ten busiest days ever for First Time Buyers were in January 2023.

5.5%

The valuation group with the biggest rise in volumes was the £1m+ group.

11.4%

Product availability rose 11.4% month on month.

5.0

There were more mortgage searches per ESIS document produced than ever on our platform.

14,988

At the end of January 2023, there were 14,988 products available.

5

For the fifth month on the trot, remortgage ESIS documents outperformed purchase ESIS documents for total volumes.

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JANUARY 2023

CEO STATEMENT

OFF AT A BLISTERING PACE

January 2023 set new records on our platform:

- the busiest month ever for total mortgage searches
- the busiest month ever for remortgages
- ten of the 20 busiest days ever for mortgage searches

And we also saw a rise in product availability. Recently, we've become used to more products or greater volume of mortgage searches, but not both.

Rates got hiked to 4% and February is when we'll see that play out, but 2023, thanks for the great start.

James L Tucker

James Tucker
CEO - Twenty7tec



WHAT DID DEMAND LOOK LIKE IN JANUARY 2023 2022?

"January was always going to show an improvement on December's dismal figures - but a doubling of mortgage searches is a great result in anyone's books."

Nathan Reilly, Twenty7tec

JANUARY 2023



Purchase
843,545
↑ 101.8%



Remortgage
756,150
↑ 94.3%



Searches
1,599,695
↑ 98.2%



Purchase %
52.73%



Remortgage %
47.27%



FTB as %
17.50%

DECEMBER 2022



Purchase
417,948
↓ -40.8%



Remortgage
389,190
↓ -35.3%



Searches
807,138
↓ -38.3%



Purchase %
51.78%



Remortgage %
48.22%



FTB as %
17.58%

FIRST TIME BUYERS - LONDON AND NATIONWIDE

LONDON FTB



Searches
7,781
↑ 57.3%



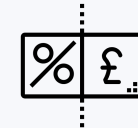
Average Property Valuation
£462,561
↓ -2.5%



Average Loan Required
£290,548
↑ 0.6%



Average Combined Income
£82,720
↓ -4.5%



Average Loan To Value
74.00%
↑ 2.8%

NATIONWIDE FTB



Searches
312,741
↑ 96.6%



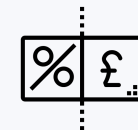
Average Property Valuation
£276,002
↑ 2.3%



Average Loan Required
£208,684
↑ 4.7%



Average Combined Income
£58,938
↑ 2.9%



Average Loan To Value
81.00%
↑ 1.3%

PURCHASE VS REMORTGAGE

PURCHASE



Searches
936,478
↑ 101.1%



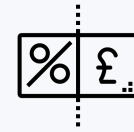
Average Property Valuation
£342,459
↑ 2.4%



Average Loan Required
£241,649
↑ 4.4%



Average Combined Income
£66,663
↑ 3.7%



Average Loan To Value
75.00%
↑ 1.4%

REMORTGAGE



Searches
809,401
↑ 93.4%



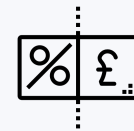
Average Property Valuation
£405,083
↑ 1.2%



Average Loan Required
£208,463
↑ 2.4%



Average Combined Income
£71,583
↑ 1.5%



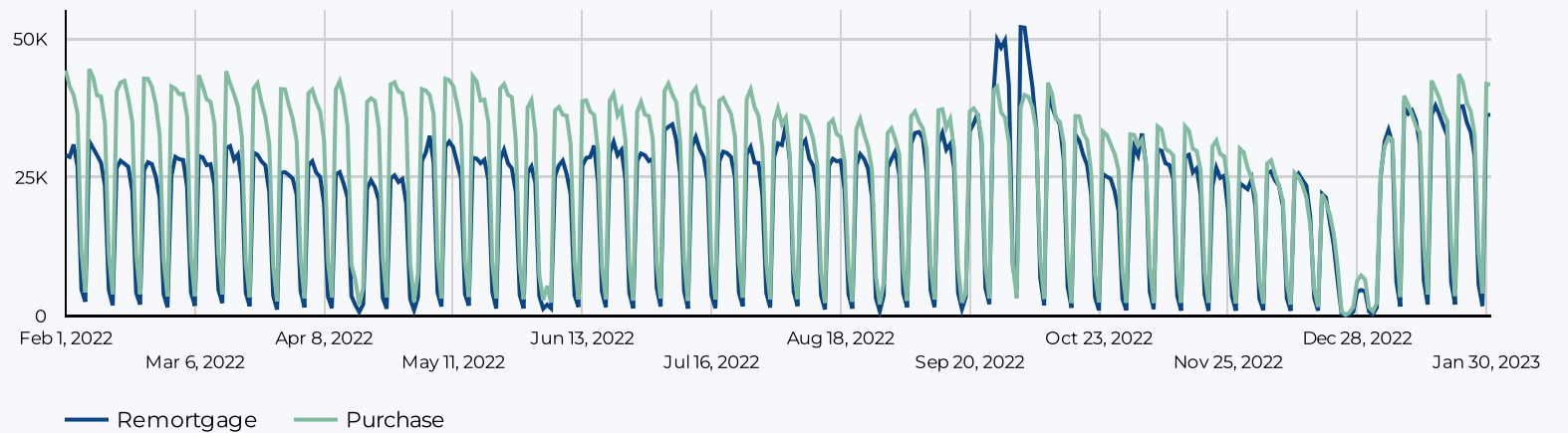
Average Loan To Value
55.00%
0.0%

WHERE WAS THE DEMAND IN THE JANUARY 2023 MARKET?

Searches by Type

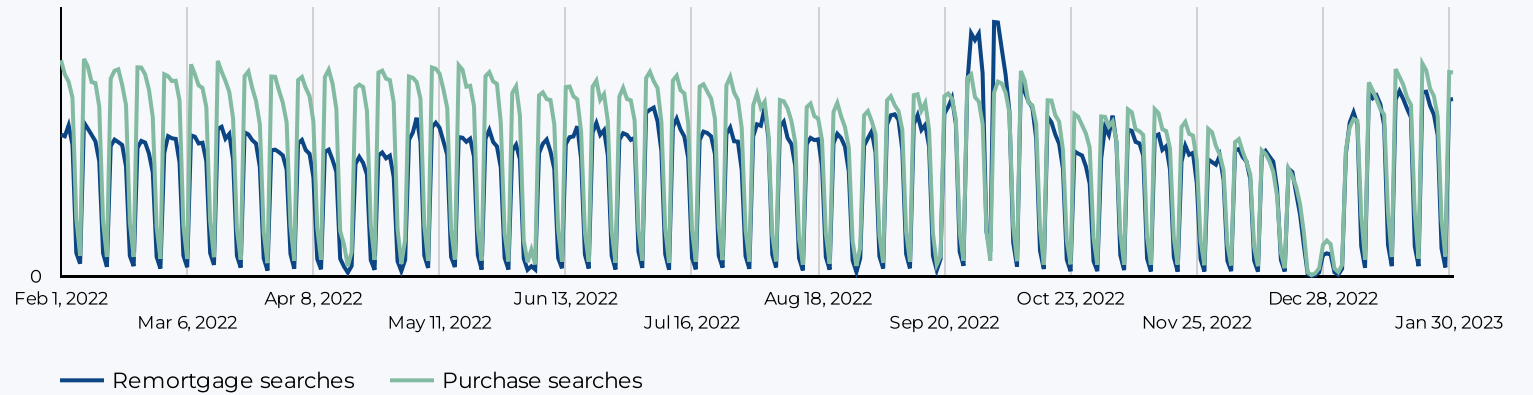
	Mortgage Type ▾	November 2022 searches	December 2022 searches	January 2023 searches	January monthly difference
1.	Standard Residential	1007739	625046	1288389	64.71%
2.	Standard (inc. Shared Equity / Help to Buy)	25103	14836	27306	49.01%
3.	Shared Ownership	45621	30308	53805	44.96%
4.	Shared Equity / Help to Buy	12191	7424	10687	48.40%
5.	Self Build	1212	646	1224	97.49%

Mortgages vs Remortgage Rate

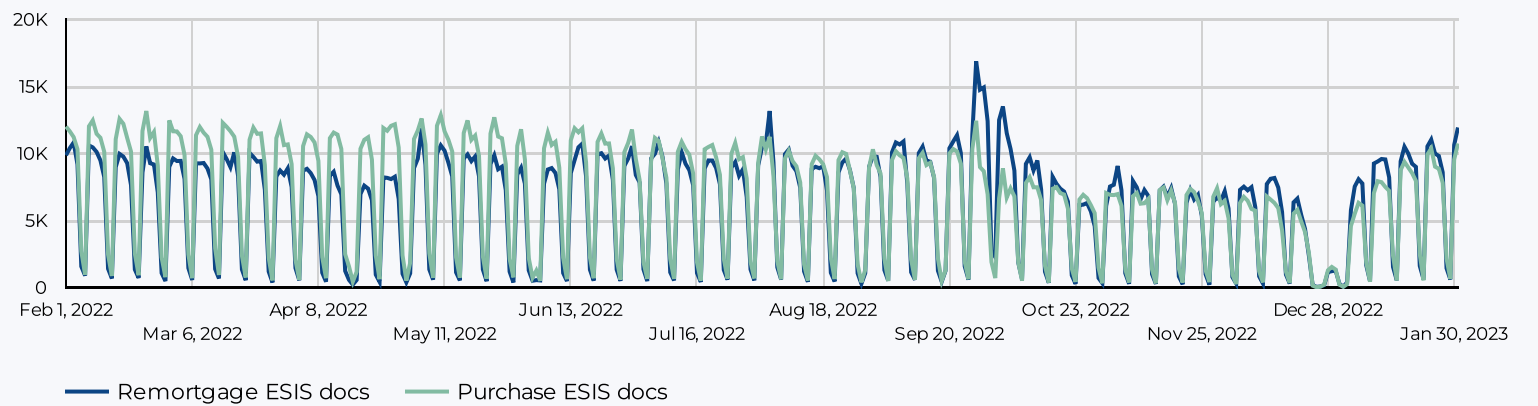


SEARCHES VS DOCUMENTS
IN THE JANUARY 2023
MARKET

Purchase v Remortgage searches for the past 12 months

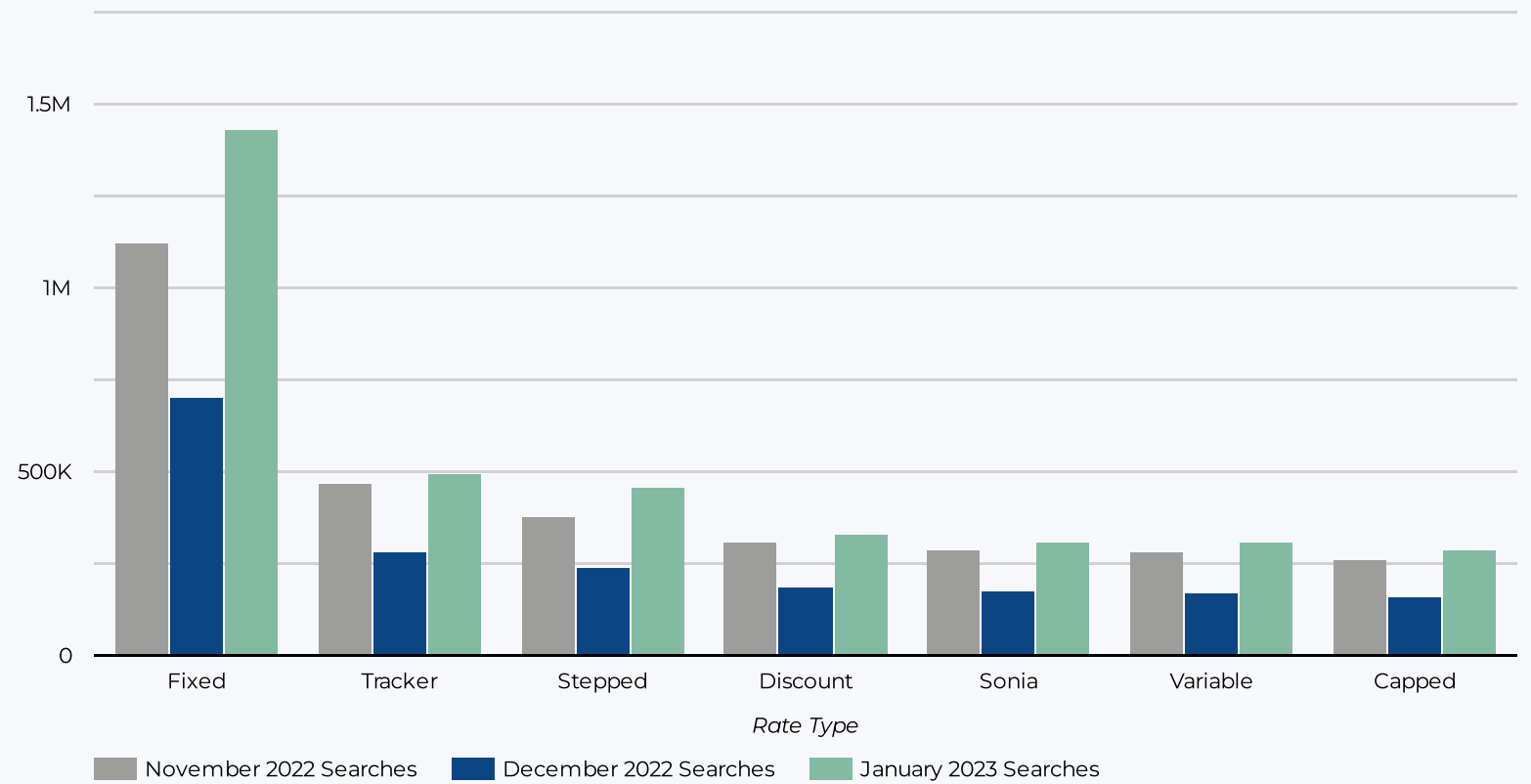


Purchase v Remortgage ESIS documents for the past 12 months



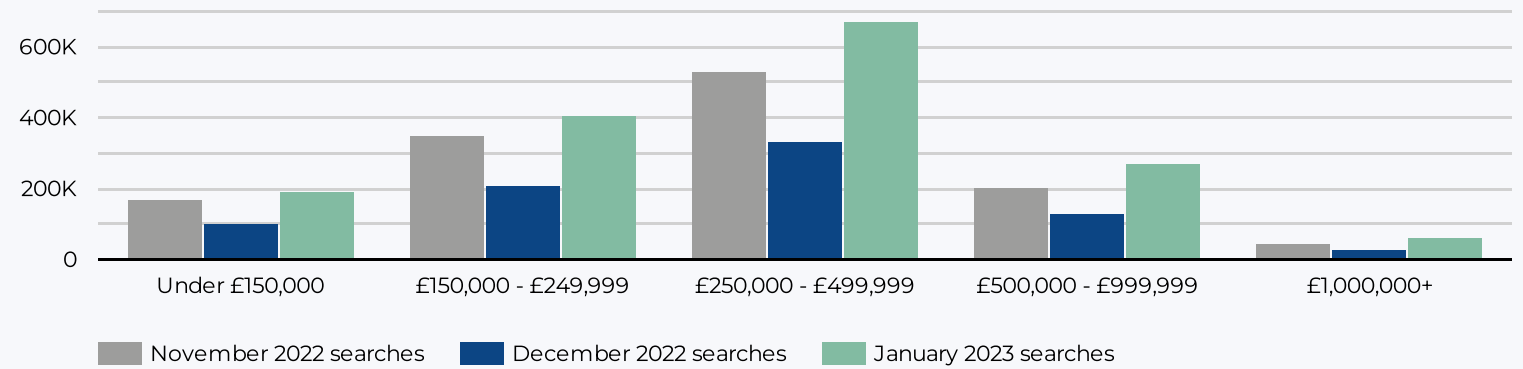
SEARCHES BY MORTGAGE PRODUCT TYPE IN THE PAST QUARTER

Searches per product type this quarter



SEARCHES BY VALUE IN THE JANUARY 2023 MARKET

Searches by Value



Mortgages vs Remortgage Rate

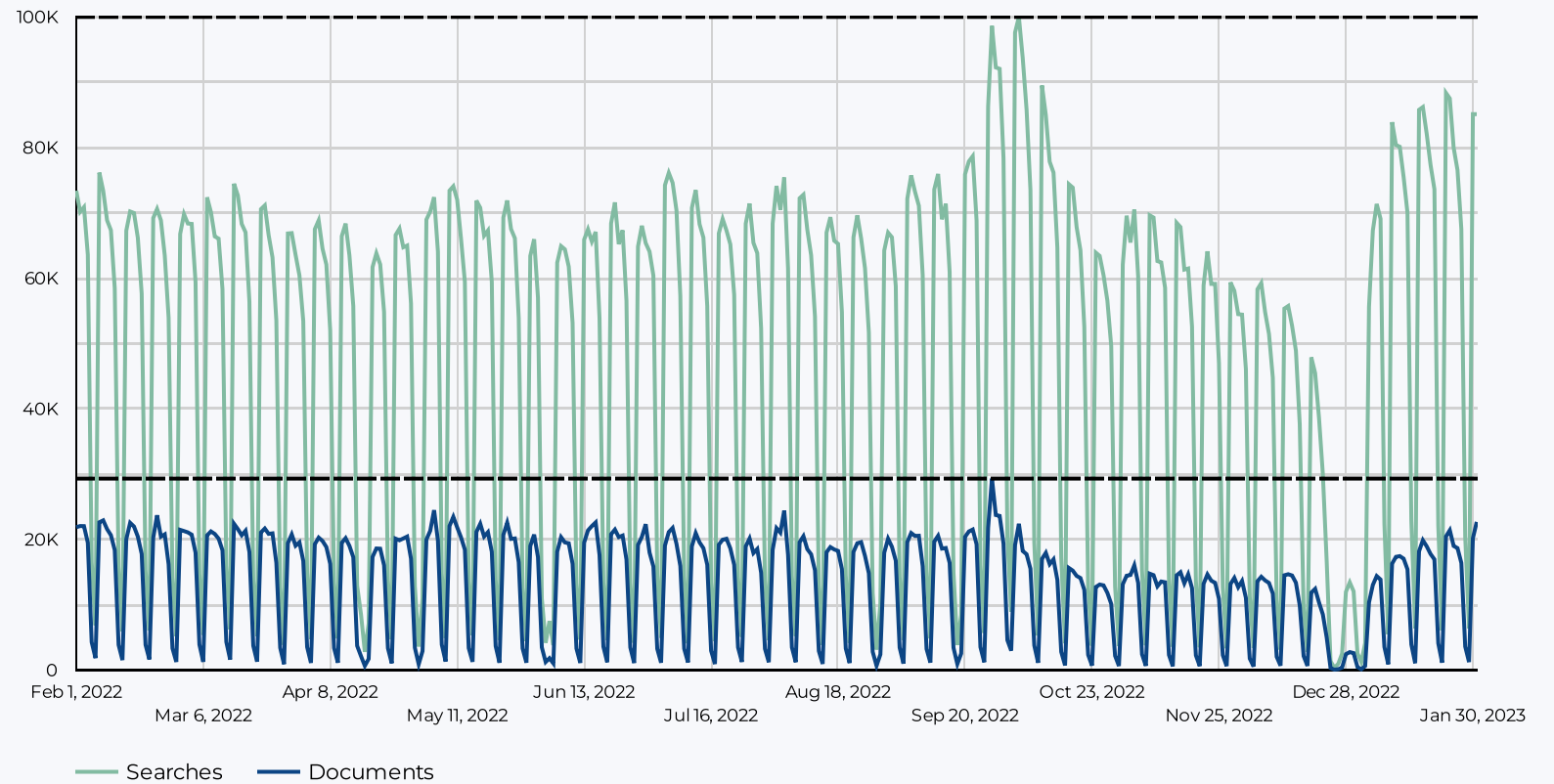
Property Valuation	November 2022 searches	December 2022...	January 2023 sear...	December 2022 to Januar...
Under £150,000	171,640	102,122	189,821	-6.22%
£150,000 - £249,999	349,093	210,551	407,891	-2.26%
£250,000 - £499,999	532,636	331,644	669,644	1.87%
£500,000 - £999,999	205,437	132,189	268,481	2.47%
£1,000,000+	46,239	29,298	61,292	5.55%

LAST 12 MONTHS' SEARCHES AND DOCUMENTS

"January outperformed all recent months with the exclusion of that period in September / October."

Nicole Smith, Twenty7tec

How many mortgage searches and ESIS documents are produced each day?

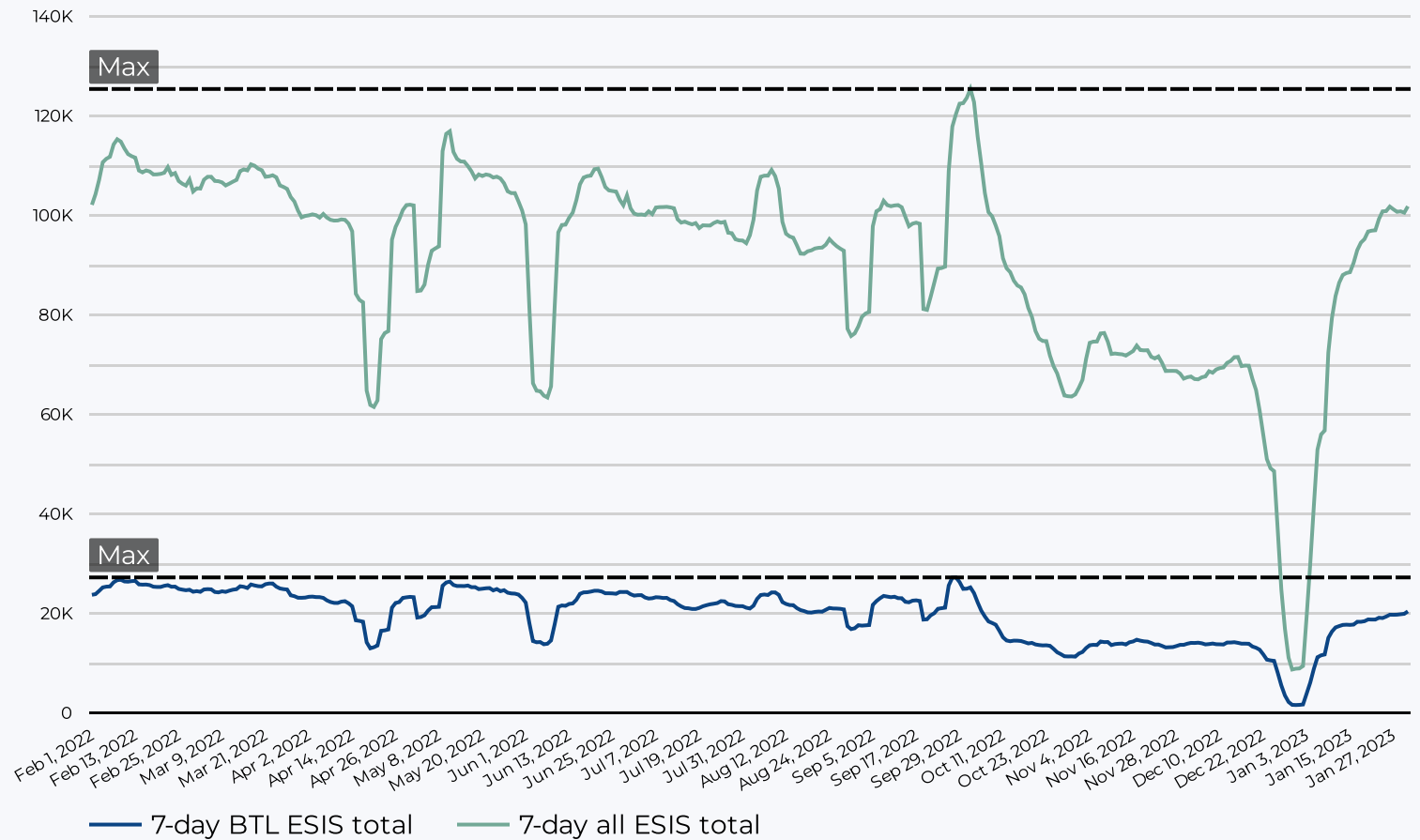


7-DAY AVERAGE ESIS DOCUMENTS PAST 12 MONTHS (ALL AND BTL)

"By late January, we were once again seeing over 100,000 ESIS documents produced on a 7-day rolling basis."

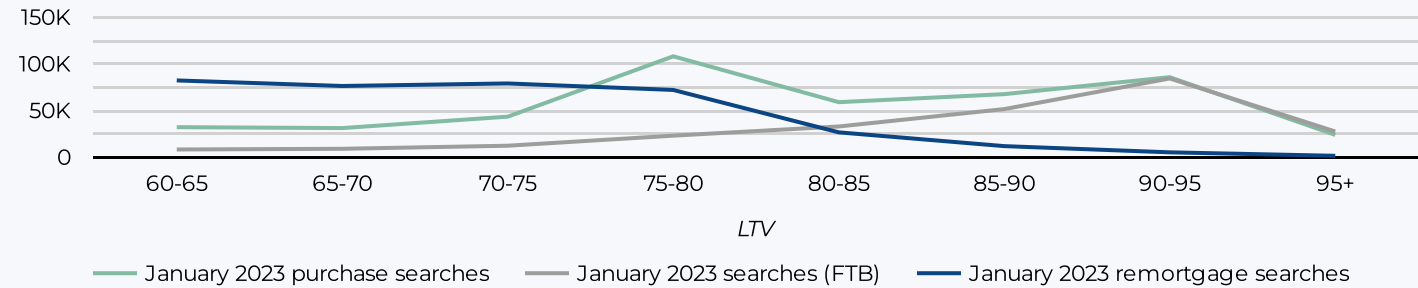
Megha Srivastava, Twenty7tec

ESIS documents produced past 12 months (All and BTL)

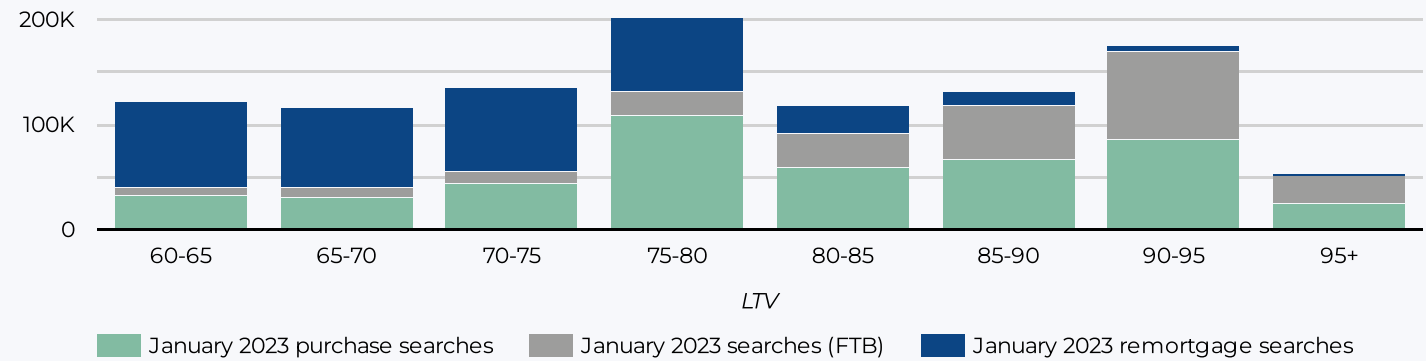


WHAT PRODUCTS ARE APPLICANTS SEARCHING FOR?

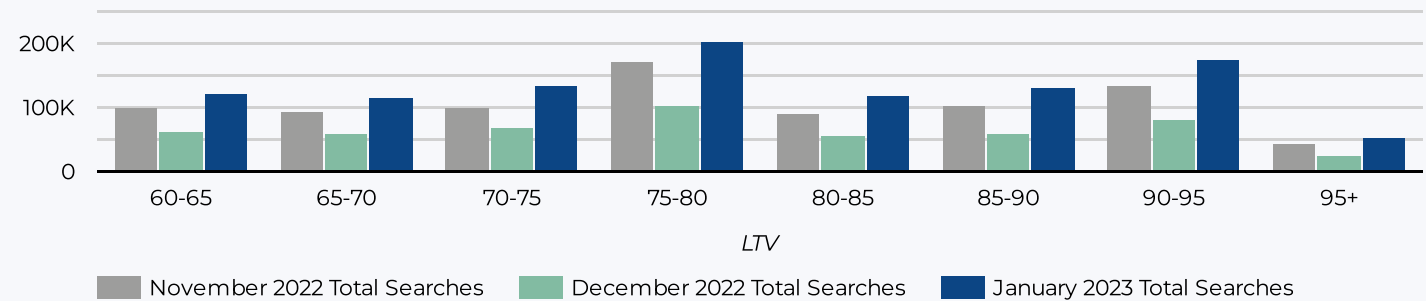
Mortgage searches by max LTV



Mortgage searches by max LTV - stacked



Total mortgage searches by max LTV

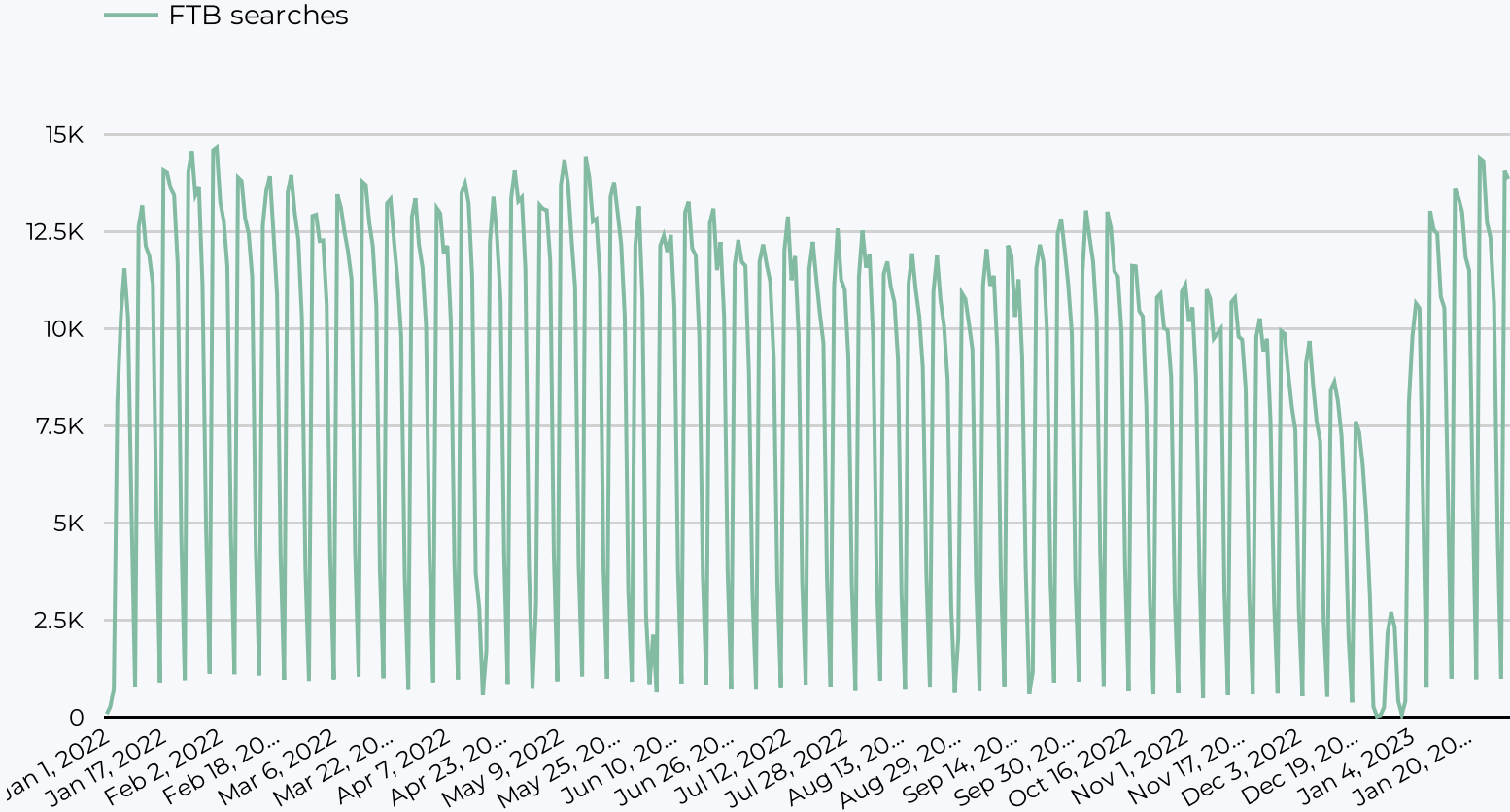


THE NEED FOR AN ACTIVE FTB MARKET YTD

"January saw the welcome return of volumes of First Time Buyers' mortgages searches."

Nakita Moss, Twenty7tec

Total daily First Time Buyer mortgage searches year to date

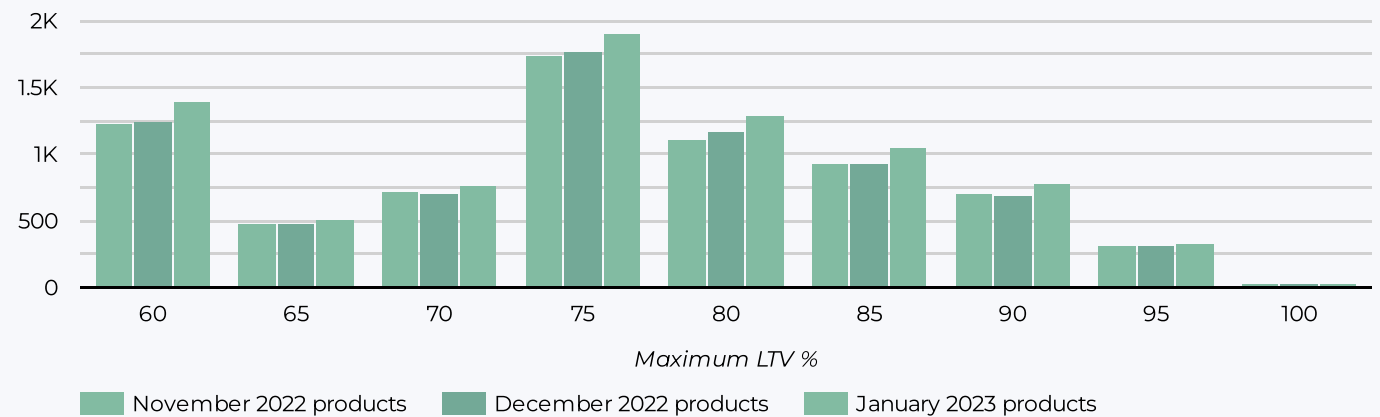


PRODUCT HEATMAPS AS AT END JANUARY 2023

Mortgage searches split by LTV ranges and buyer types

LTV ^	January 2023 purchase searches	January 2023 searches (FTB)	January 2023 remortgage searches	January 2023 Total Searches
60-65	32,121	8,226	82,197	122,544
65-70	31,152	8,974	76,233	116,359
70-75	43,383	12,269	78,965	134,617
75-80	108,026	23,031	72,001	203,058
80-85	58,907	32,874	26,586	118,367
85-90	67,504	51,503	11,827	130,834
90-95	85,664	84,301	5,177	175,142
95+	23,877	27,489	1,458	52,824

Products available at max LTV ranges for the past quarter



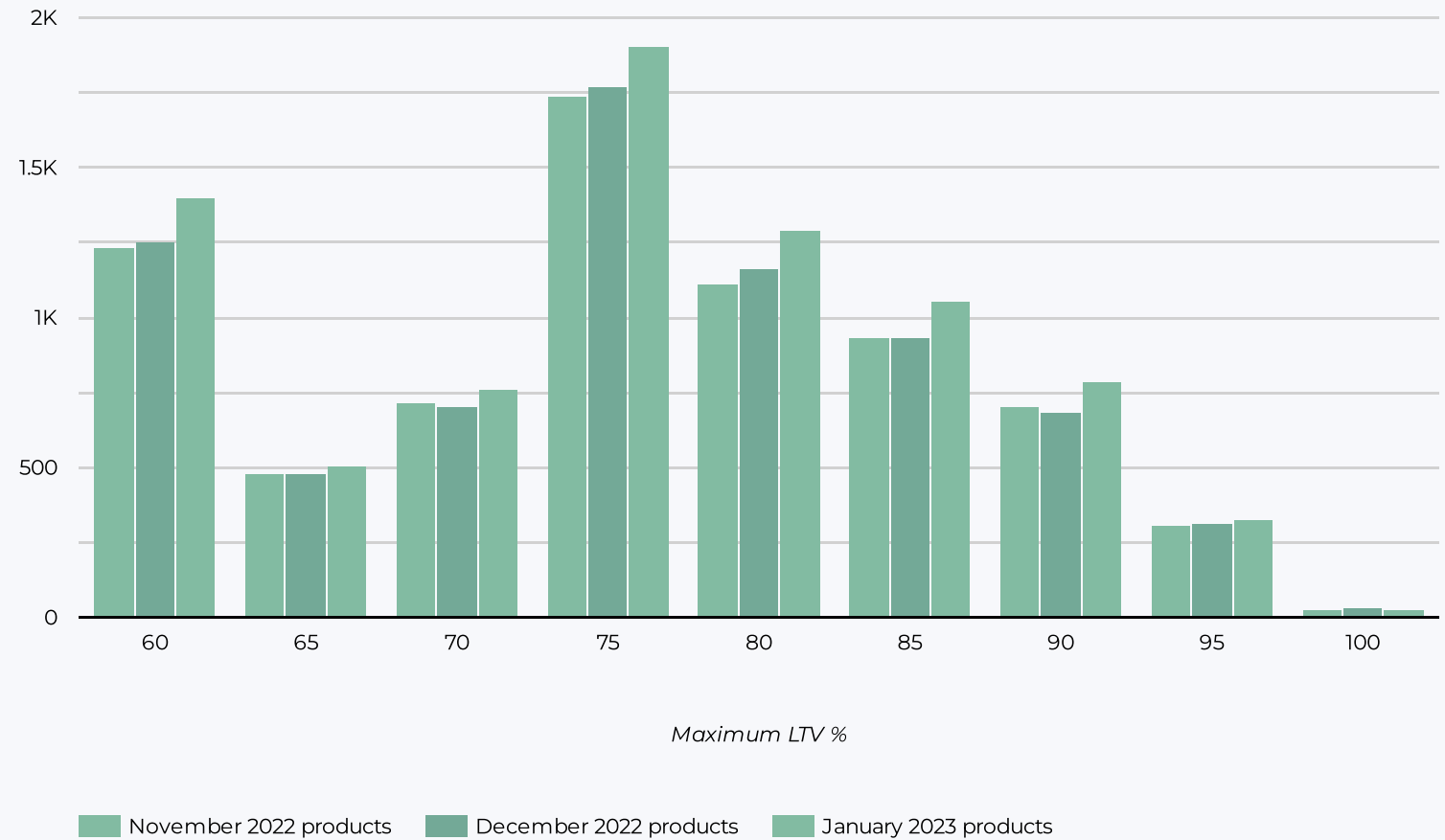
PRODUCTS AVAILABLE
ON TWENTY7TEC SYSTEM AS
AT END JANUARY 2023

Mortgage product availability over the past 12 months



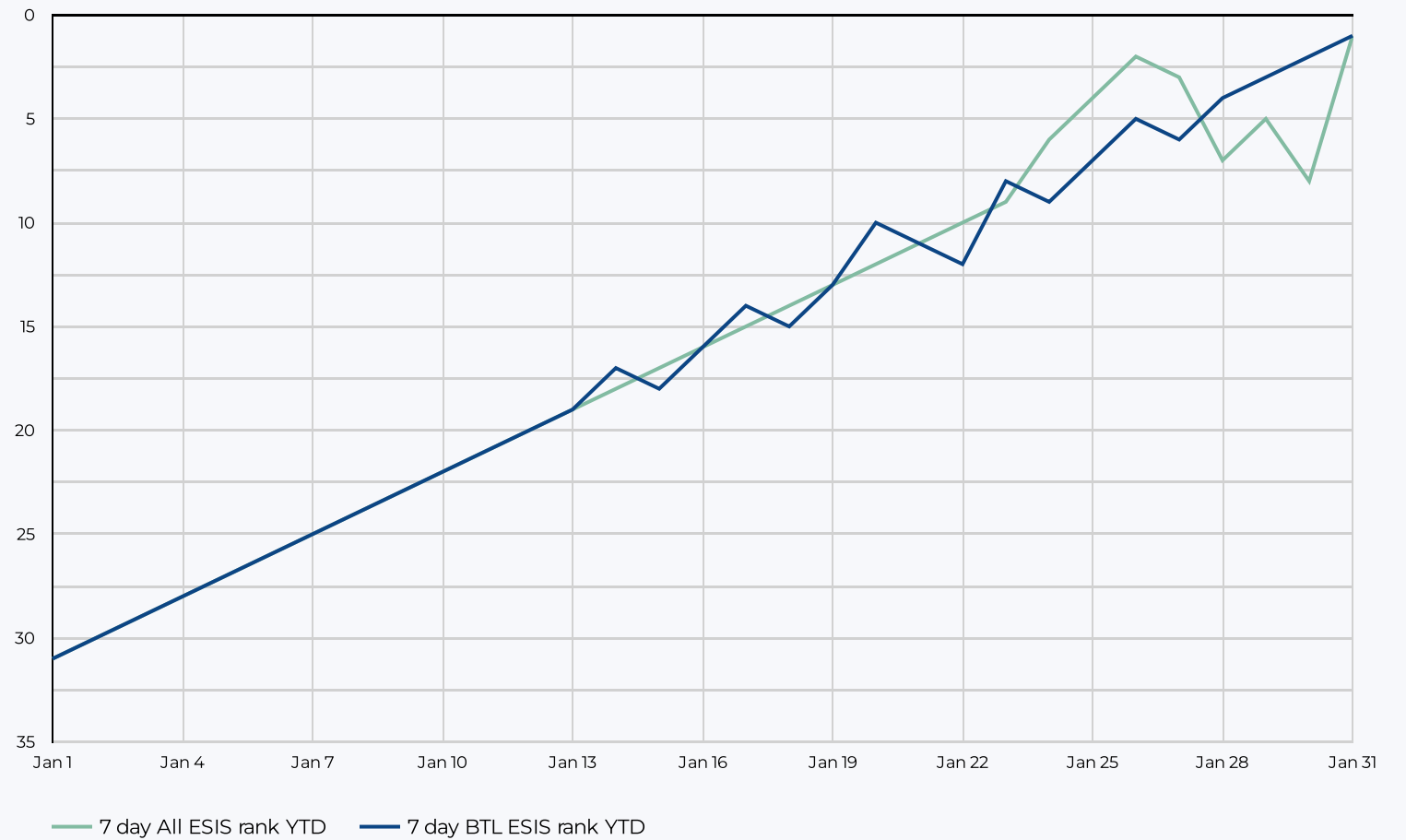
HOW MANY PRODUCTS ARE AVAILABLE AT EACH MAX LTV?

Product availability split by max LTV



ESIS DOCUMENTS – BUSIEST DAYS YTD

Busiest days of the year for producing ESIS documents



HOW ARE PRODUCTS
DISTRIBUTED ACROSS
LTV RANGES?

Proportion of total products in the market by maximum LTV

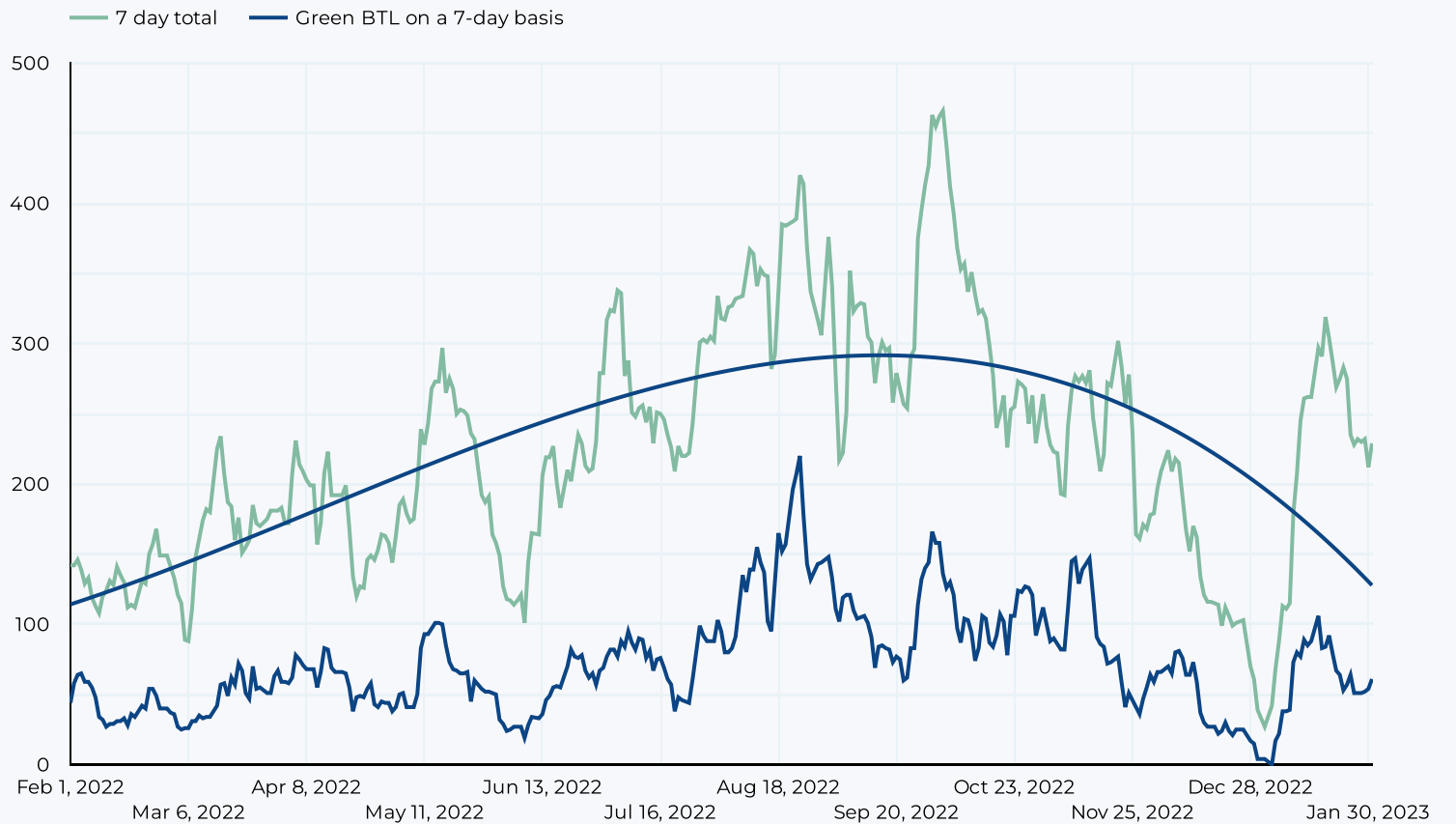
Maximum LTV %	% of Total November 2022 Products	% of Total December 2022 Products	% of Total January...
25	0.01%	0.01%	0.01%
40	0.01%	0.01%	0.01%
50	0.98%	0.98%	0.96%
55	0.24%	0.29%	0.27%
60	16.68%	16.76%	17.06%
65	6.46%	6.39%	6.14%
70	9.73%	9.38%	9.26%
75	23.55%	23.74%	23.24%
80	15.11%	15.62%	15.74%
85	12.67%	12.51%	12.89%
90	9.51%	9.17%	9.58%
95	4.19%	4.18%	3.99%

ARE PEOPLE LOOKING FOR GREEN MORTGAGES?

"We'd love to see a resurgence in green mortgages enquiries in February 2023 to build on the new momentum set in January 2023 after the setbacks of the prior month."

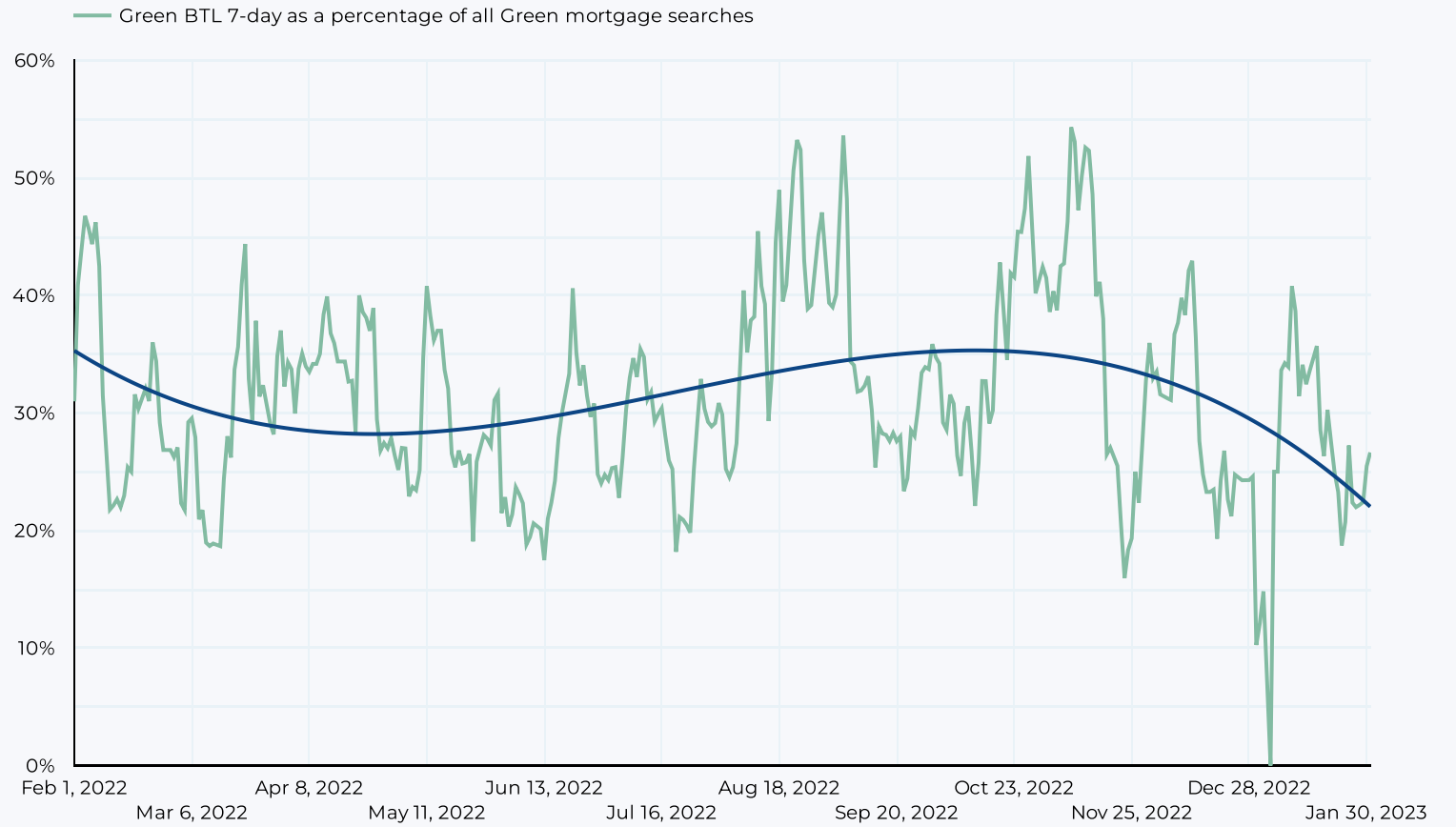
Nathan Reilly, Twenty7tec

Demand for Green mortgages on a 7-day rolling basis



**GREEN LANDLORD / BTL AS
A PERCENTAGE OF ALL
GREEN MORTGAGES**

Demand for green BTL mortgages on a 7-day rolling basis

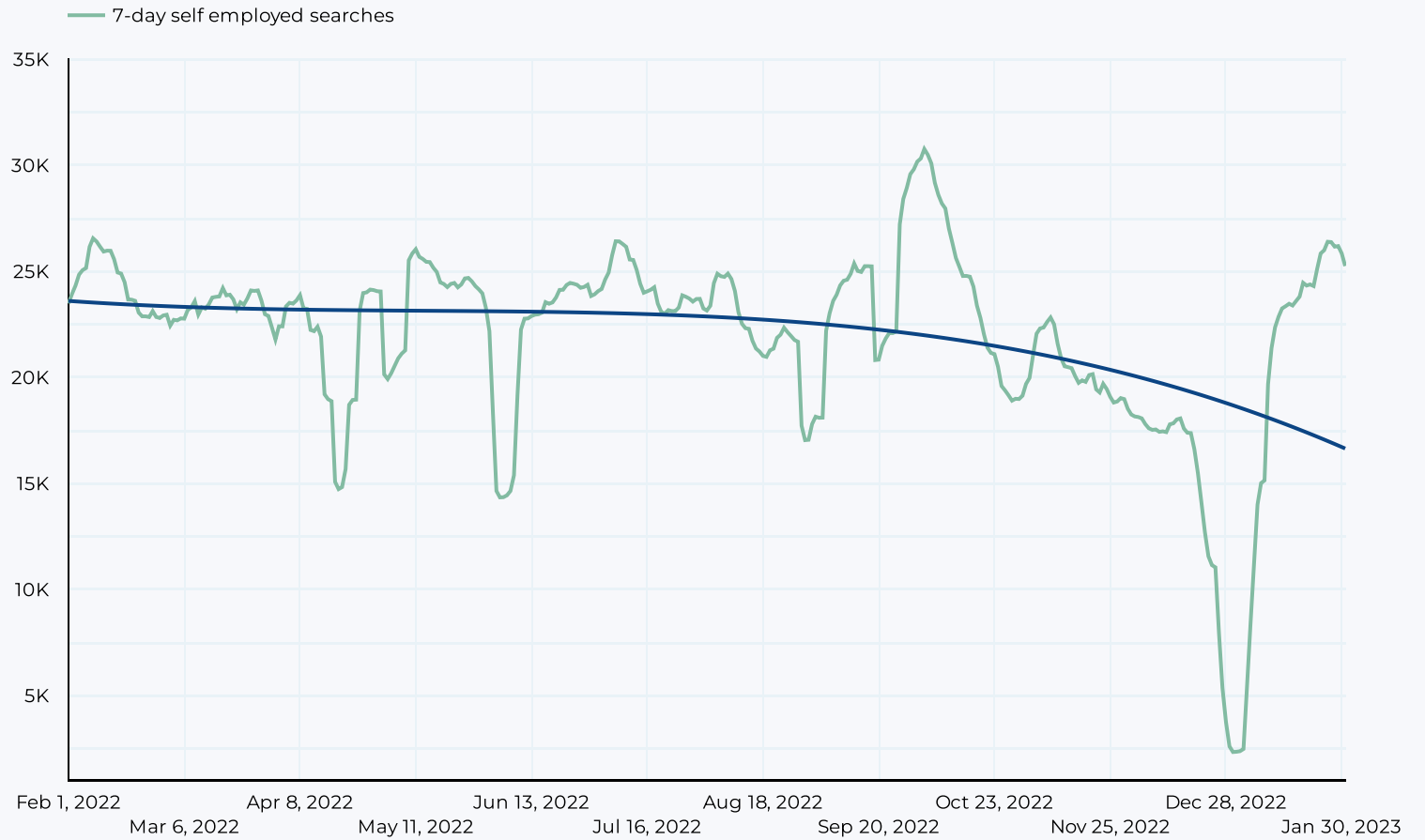


SELF EMPLOYED MORTGAGE SEARCHES PAST 12 MONTHS

"The spike in self-employed mortgage searches began in January 2023 and we believe it will continue into February 2023 as the self-assessment tax deadline has now passed."

Nathan Reilly, Twenty7tec

Self employed mortgage searches past 12 months

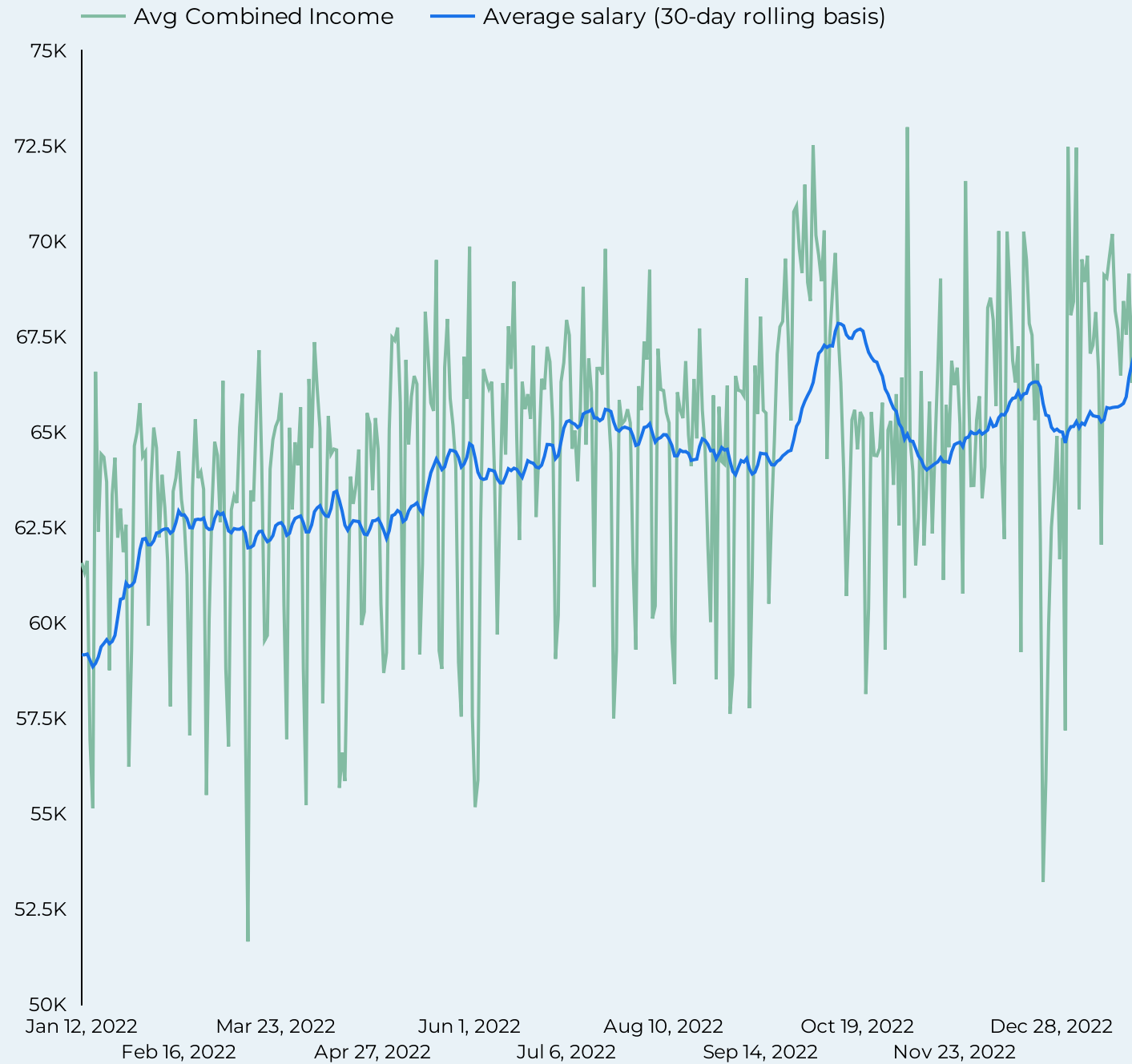


CRITERIA SEARCHES IN JANUARY 2023

Here are the top ten most commonly requested criteria searches on our systems from January 2023:

1. Can applications from Non EU, EEA Non UK Foreign Nationals be accepted and under what conditions?
2. Can applicants on a VISA be considered and what are the acceptable requirements?
3. Can Applicants with fewer than 3 years UK residency be considered?
4. What is the acceptable Maximum Age for applicants at the end of the mortgage term?
5. Can applicants with satisfied Defaults be considered and what is acceptable?
6. Is an application for joint borrowers, where only one will be the legal owner be acceptable and under what circumstances?
7. Can applicants with Satisfied County Court Judgements (CCJs) be considered and what is acceptable?
8. How many years left on a lease are required for a Leasehold Property?
9. Is there a minimum time applicants have to be working in their current employment?
10. Can applicants with unsatisfied / outstanding Defaults be considered and what is acceptable?

COMBINED SALARIES FOR MORTGAGE SEARCHES YTD





Our methodology

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