



Monthly Mortgage Market Report

ACTIVITY IN APRIL 2023

Analysis from Twenty7tec





APRIL 2023 KEY FINDINGS

54:46*

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

-18%

In April 2023, we saw a drop in purchase mortgages.

-26%

... and we also saw a significant drop in the volume of remortgage searches.

-17%

The decrease in mortgage search volumes by First Time Buyers in April 2023.

-2%

Total product availability saw its first month-on-month drop since Autumn last year.

-27%

April saw a 26.5% drop in mortgage searches for fixed products compared to March 2023.

17,075

At the end of April 2023, there were 17,075 products available.

1m+

In the first four months of 2023, there have been over one million more mortgage searches than in the first four months of 2022.

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APRIL 2023

CEO STATEMENT

A BUMPY RIDE

The volumes of mortgage searches in April 2023 saw some sharp falls compared to March's all-time highs. We saw drops across the board in purchase, remortgage and in First Time Buyer volumes.

April was affected by the Easter break and the second half of the month performed a lot more strongly. But May is full of bank holidays, so perhaps it will be a less certain month again for the coronation and beyond?

I hope that you find the report useful and that it reflects your experience in the market.

James Tucker
CEO - Twenty7tec



WHAT DID DEMAND LOOK LIKE IN APRIL 2023?

"Easter had a major impact on the mortgage market this year - with lower volumes of searches across the board."

Nathan Reilly, Twenty7tec

APRIL 2023



Purchase
717,446
↓ -18.3%



Remortgage
609,485
↓ -25.4%



Searches
1,326,931
↓ -21.7%



Purchase %
54.05%



Remortgage %
45.95%



FTB as %
18.34%

MARCH 2023



Purchase
877,637
↑ 7.5%



Remortgage
817,014
↑ 13.4%



Searches
1,694,651
↑ 10.3%



Purchase %
51.79%



Remortgage %
48.21%



FTB as %
17.28%

FIRST TIME BUYERS - LONDON AND NATIONWIDE

LONDON FTB



Searches
9,680
↓ -13.1%



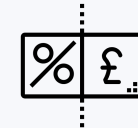
Average Property Valuation
£473,205
↓ -2.1%



Average Loan Required
£308,848
↓ -2.5%



Average Combined Income
£84,425
↑ 0.1%



Average Loan To Value
74.00%
0.0%

NATIONWIDE FTB



Searches
275,537
↓ -16.8%



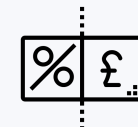
Average Property Valuation
£286,555
↑ 0.7%



Average Loan Required
£217,541
↑ 1.3%



Average Combined Income
£59,848
↓ -1.3%



Average Loan To Value
81.00%
↑ 1.3%

PURCHASE VS REMORTGAGE

PURCHASE



Searches
797,018
↓ -18.4%



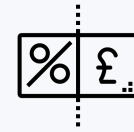
Average Property Valuation
£354,636
↑ 0.5%



Average Loan Required
£249,698
↑ 1.1%



Average Combined Income
£67,265
↓ -1.0%



Average Loan To Value
74.00%
0.0%

REMORTGAGE



Searches
651,413
↓ -25.6%



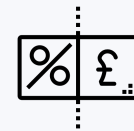
Average Property Valuation
£406,964
↓ -1.5%



Average Loan Required
£213,868
↓ -0.8%



Average Combined Income
£73,508
↑ 0.3%



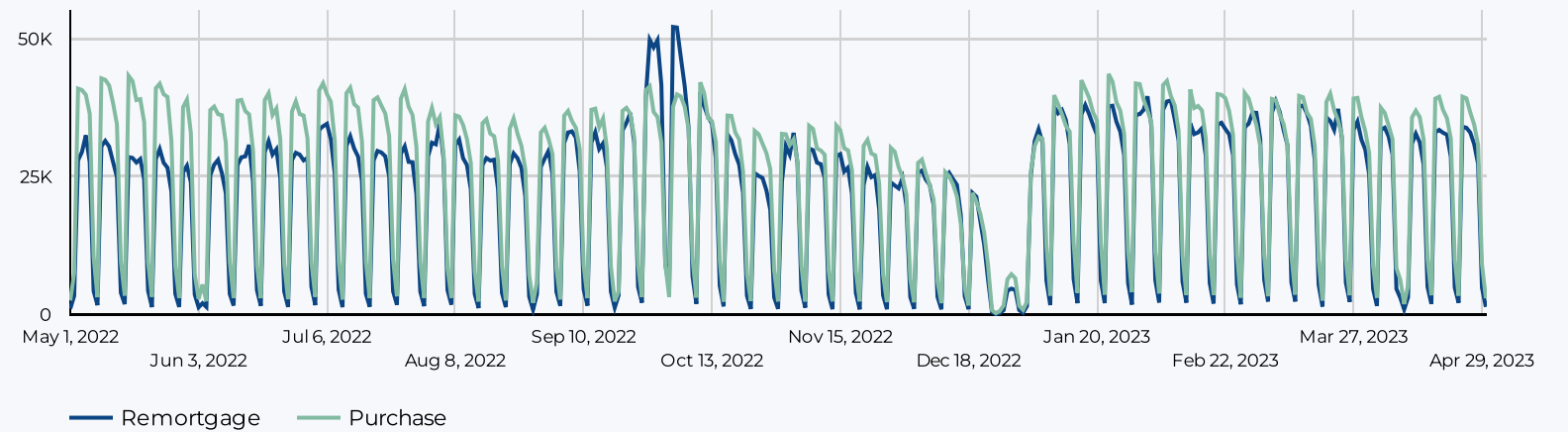
Average Loan To Value
57.00%
↑ 1.8%

WHERE WAS THE DEMAND IN THE APRIL 2023 MARKET?

Searches by Type

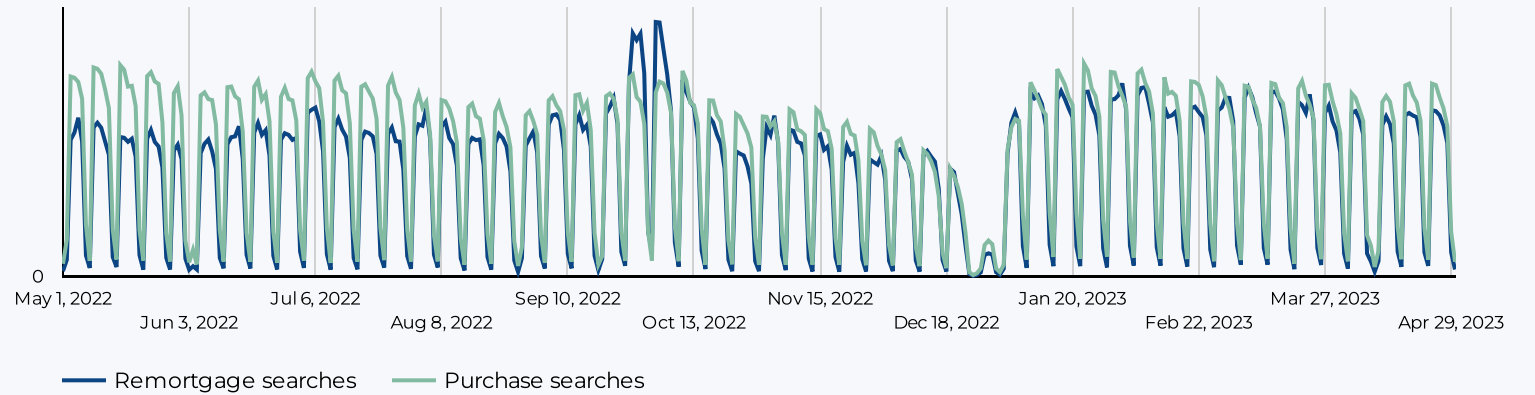
Mortgage Type ▾	March 2023 searches	April 2023 searches	April 2023 monthly difference
1. Standard Residential	1372870	1078386	-21.45%
2. Standard (inc. Shared Equity / Help to Buy)	30434	22144	-27.24%
3. Shared Ownership	52011	41880	-19.48%
4. Shared Equity / Help to Buy	8718	6834	-21.61%
5. Self Build	1455	1205	-17.18%

Mortgages vs Remortgage Rate

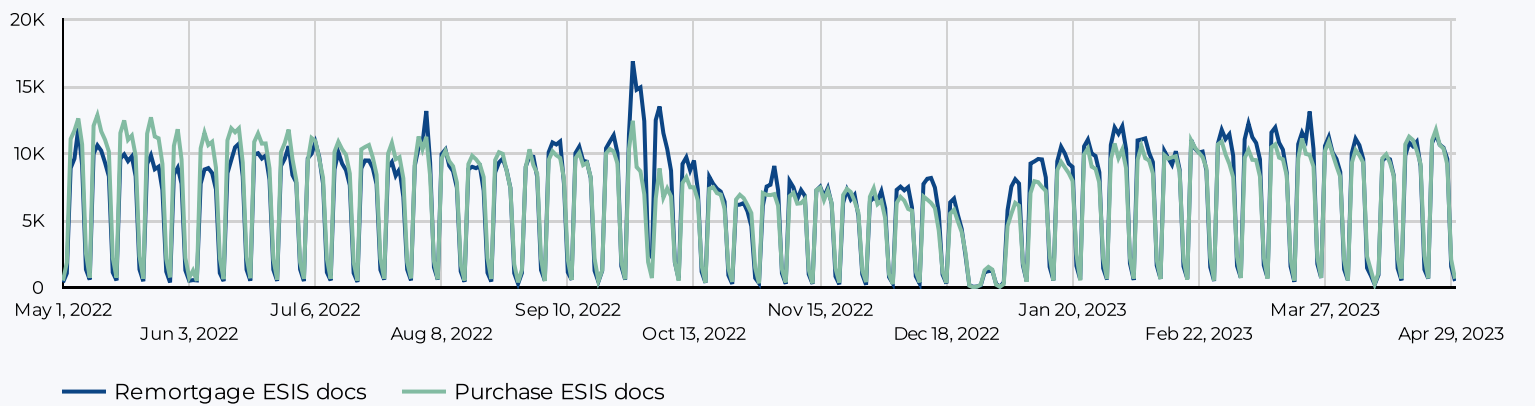


SEARCHES VS DOCUMENTS
IN THE APRIL 2023 MARKET

Purchase v Remortgage searches for the past 12 months

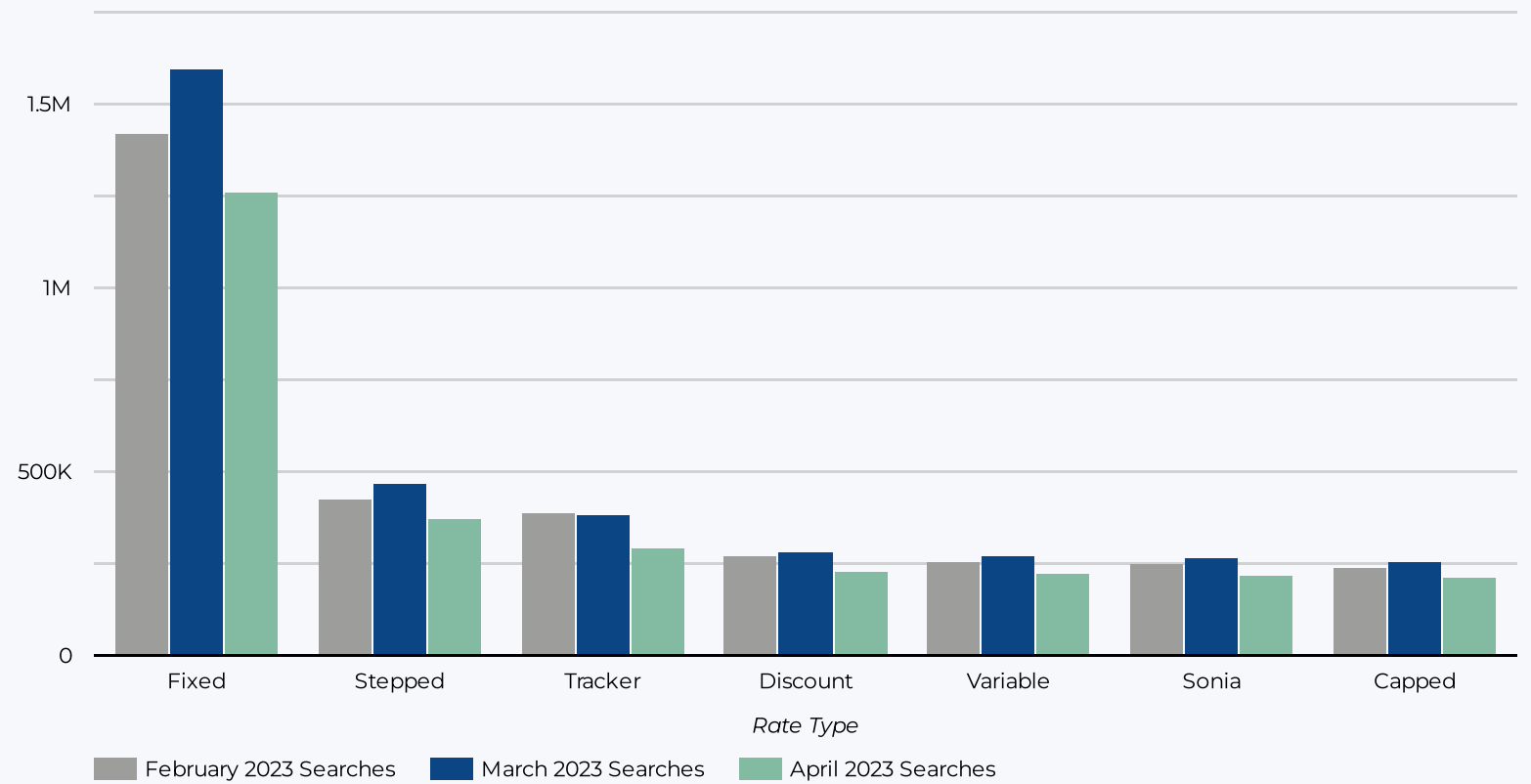


Purchase v Remortgage ESIS documents for the past 12 months



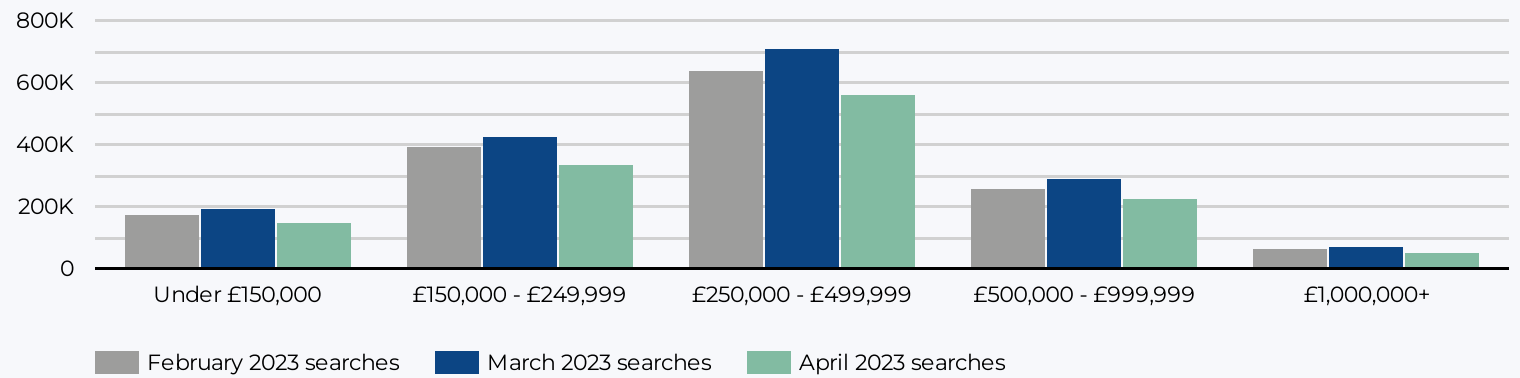
SEARCHES BY MORTGAGE PRODUCT TYPE IN THE PAST QUARTER

Searches per product type this quarter



SEARCHES BY VALUE IN THE APRIL 2023 MARKET

Searches by Value

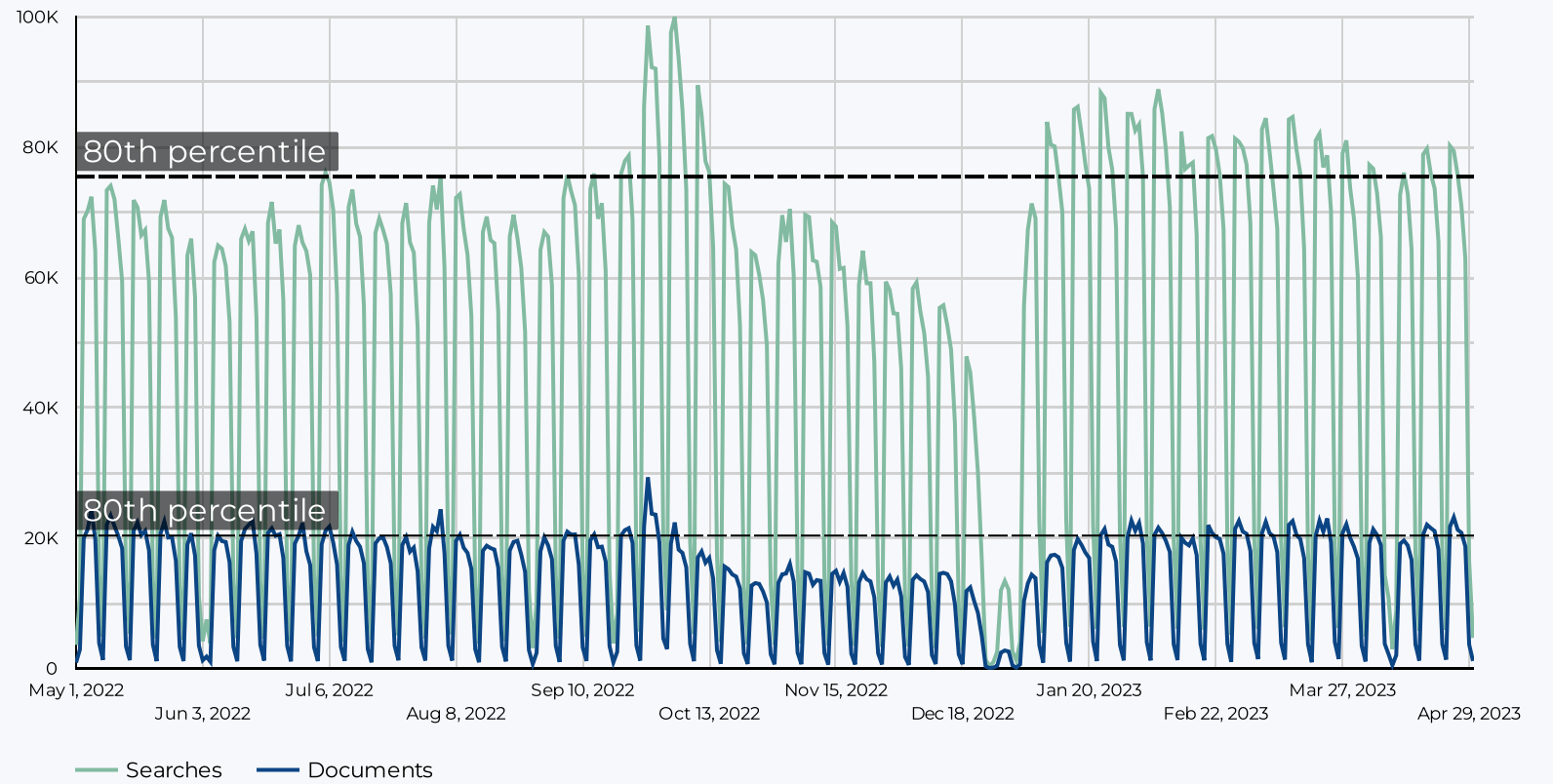


Mortgages vs Remortgage Rate

Property Valuation	March 2023 searches	April 2023 searches	March 2023 to April 2023
Under £150,000	193,392	151,527	-21.65%
£150,000 - £249,999	428,785	336,175	-21.6%
£250,000 - £499,999	706,681	559,224	-20.87%
£500,000 - £999,999	290,430	223,524	-23.04%
£1,000,000+	72,851	54,548	-25.12%

LAST 12 MONTHS' SEARCHES AND DOCUMENTS

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

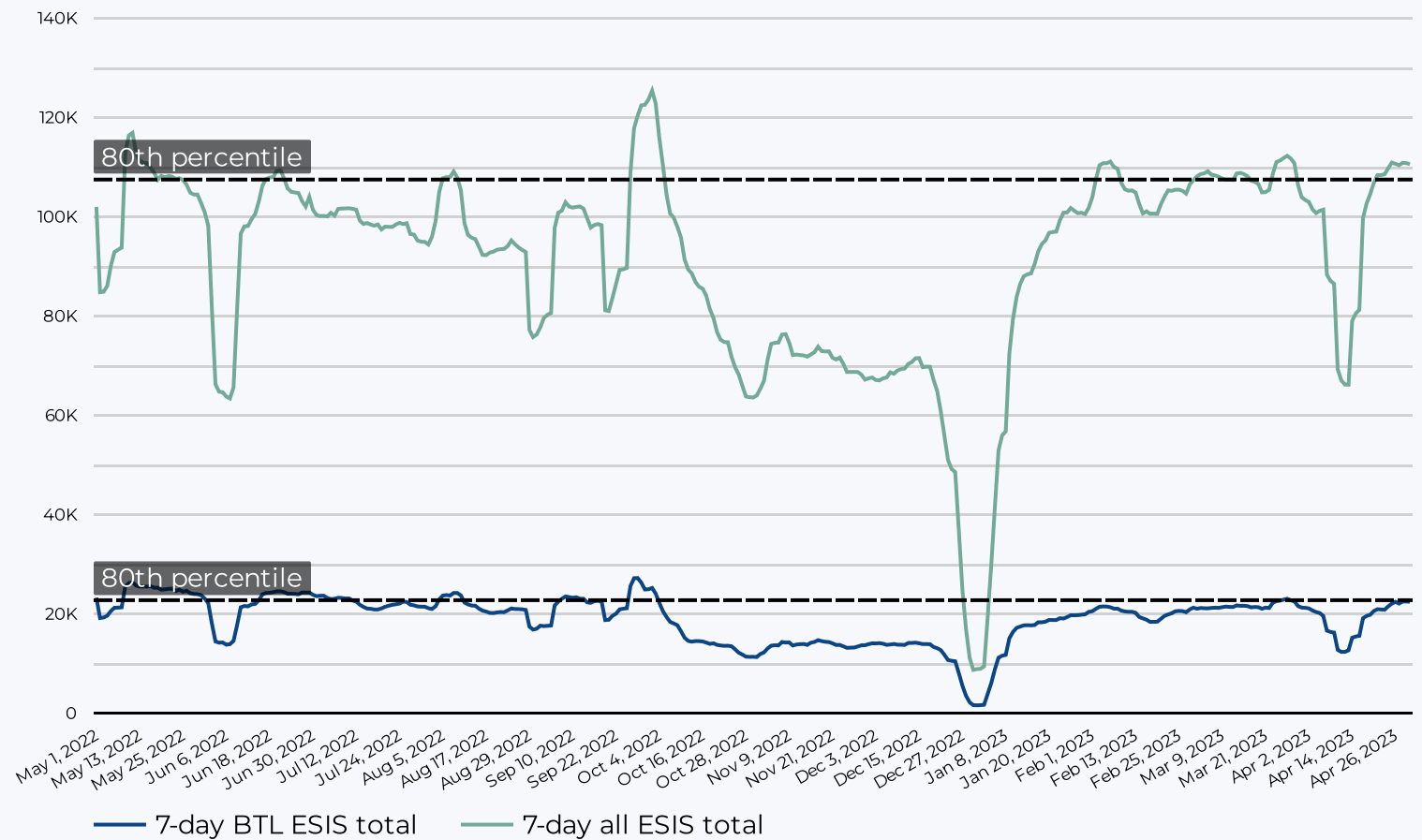


7-DAY AVERAGE ESIS DOCUMENTS PAST 12 MONTHS (ALL AND BTL)

"April 2023 saw some busy days for mortgage searches - the latter part of the month featuring in the top 20% for search volumes this past year. But the volumes of searches didn't translate into a busier time for ESIS documentation."

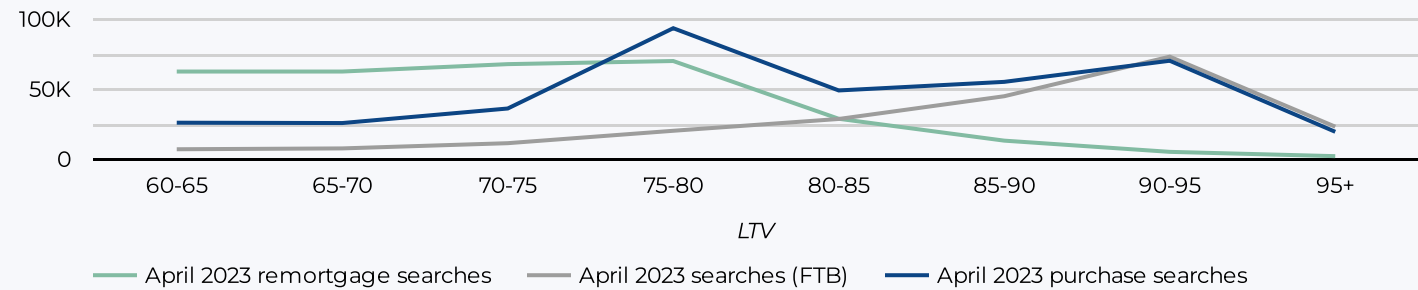
Megha Srivastava, Twenty7tec

ESIS documents produced past 12 months (All and BTL)

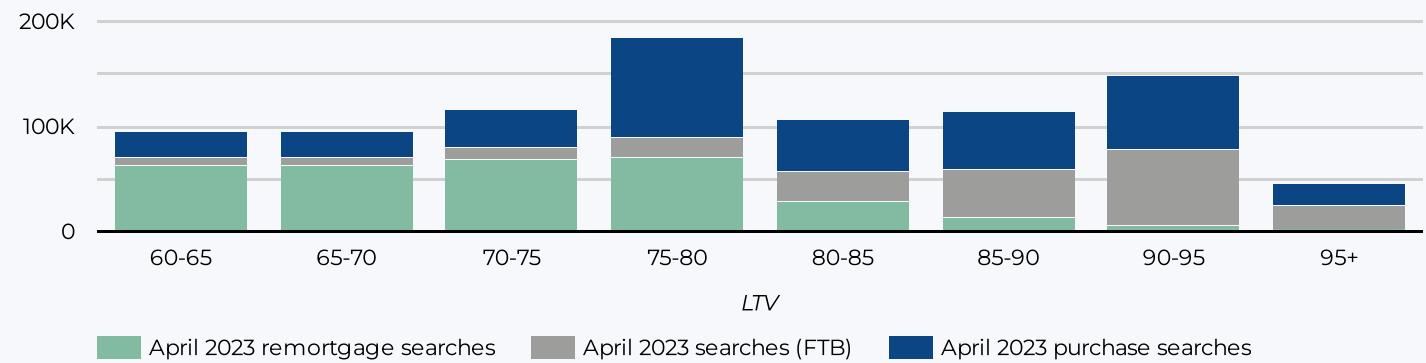


WHAT PRODUCTS ARE APPLICANTS SEARCHING FOR?

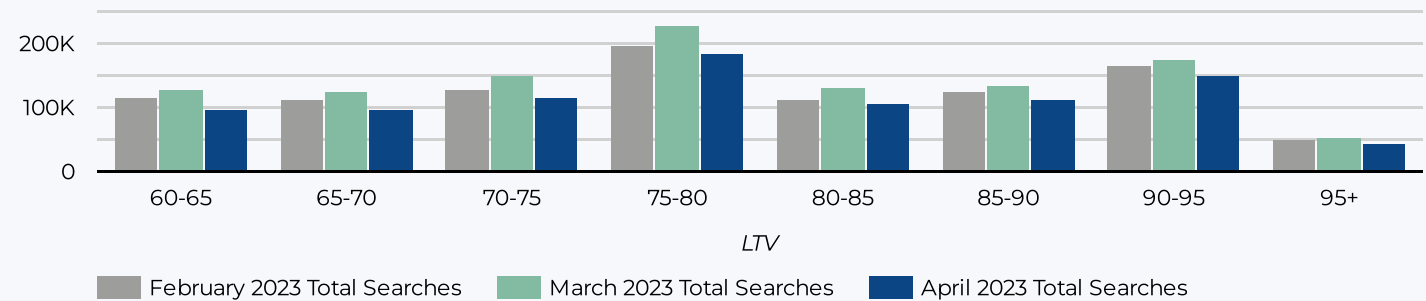
Mortgage searches by max LTV



Mortgage searches by max LTV - stacked



Total mortgage searches by max LTV

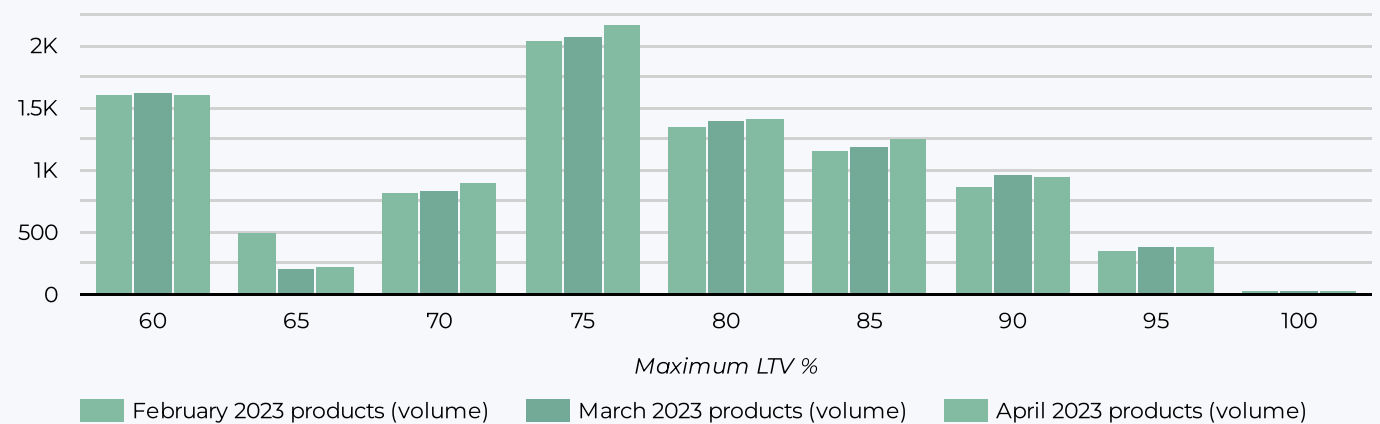


PRODUCT HEATMAPS AS AT END APRIL 2023

Mortgage searches split by LTV ranges and buyer types

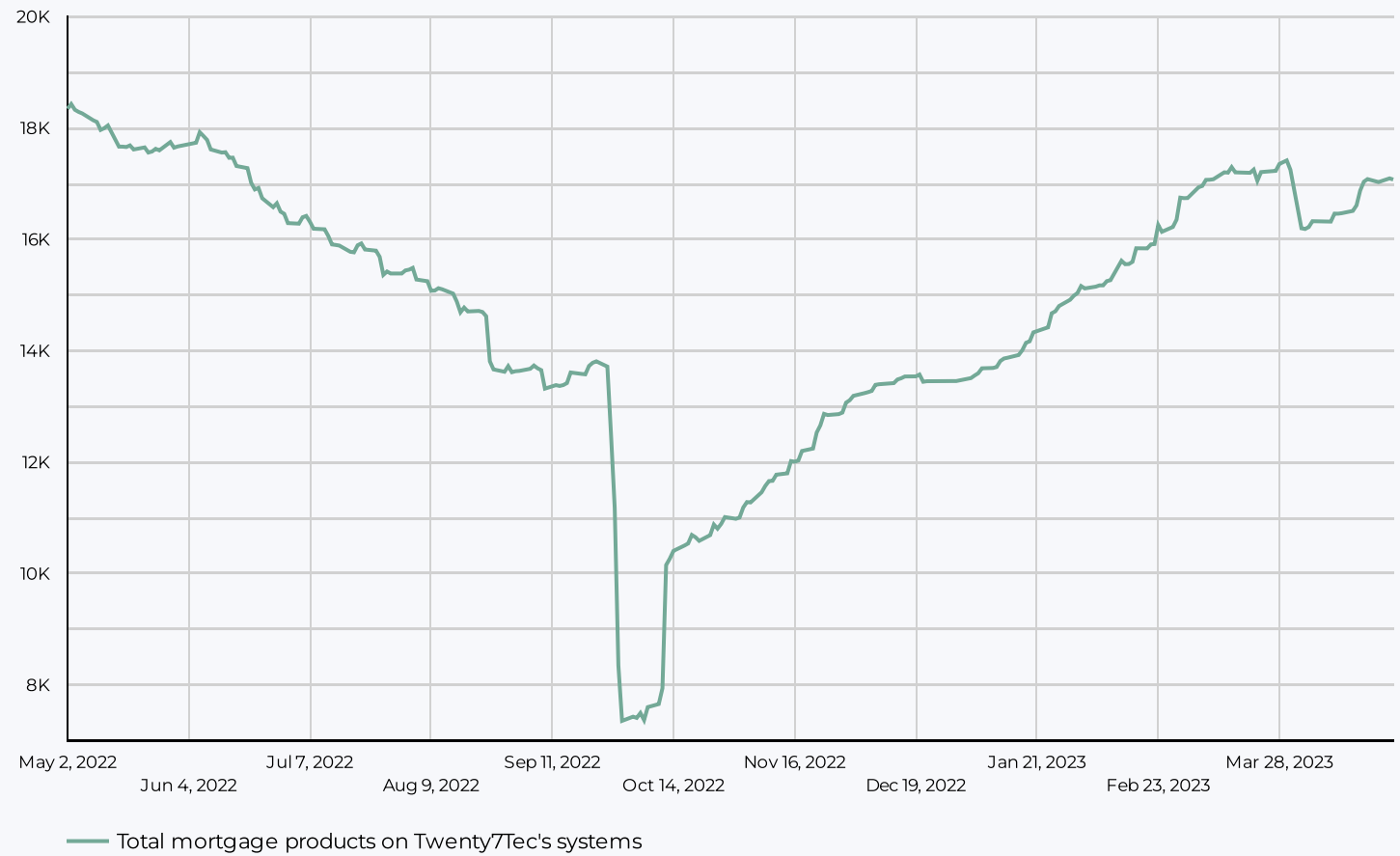
LTV ^	April 2023 purchase searches	April 2023 searches (FTB)	April 2023 remortgage searches	April 2023 Total Searches
60-65	26,040	7,079	62,569	95,688
65-70	25,791	7,682	62,566	96,039
70-75	36,178	11,414	67,855	115,447
75-80	93,514	20,276	70,076	183,866
80-85	49,061	28,704	28,841	106,606
85-90	55,199	44,944	13,230	113,373
90-95	70,273	73,182	5,224	148,679
95+	19,548	23,188	2,147	44,883

Products available at max LTV ranges for the past quarter



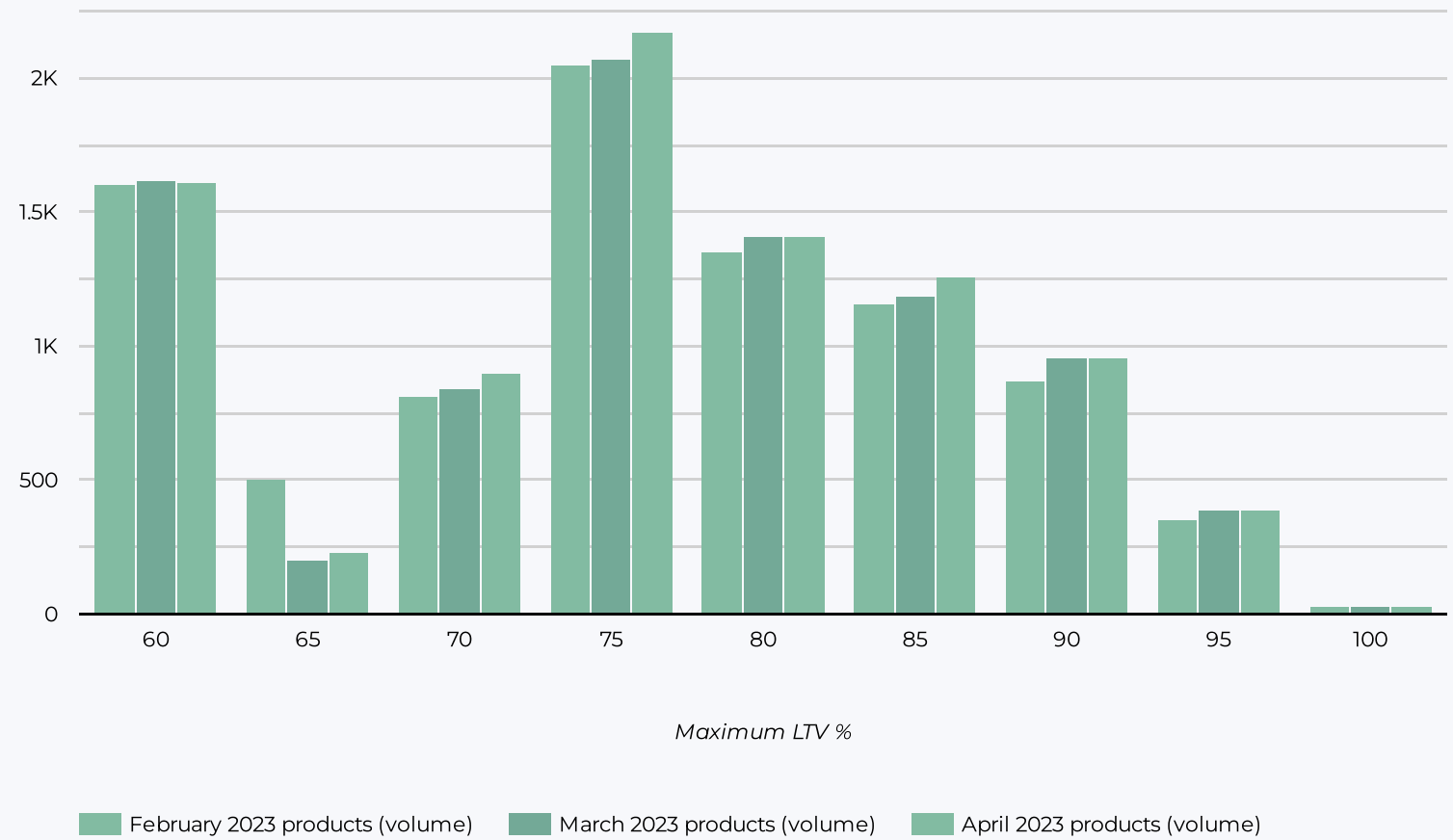
PRODUCTS AVAILABLE
ON TWENTY7TEC SYSTEM AS
AT END APRIL 2023

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

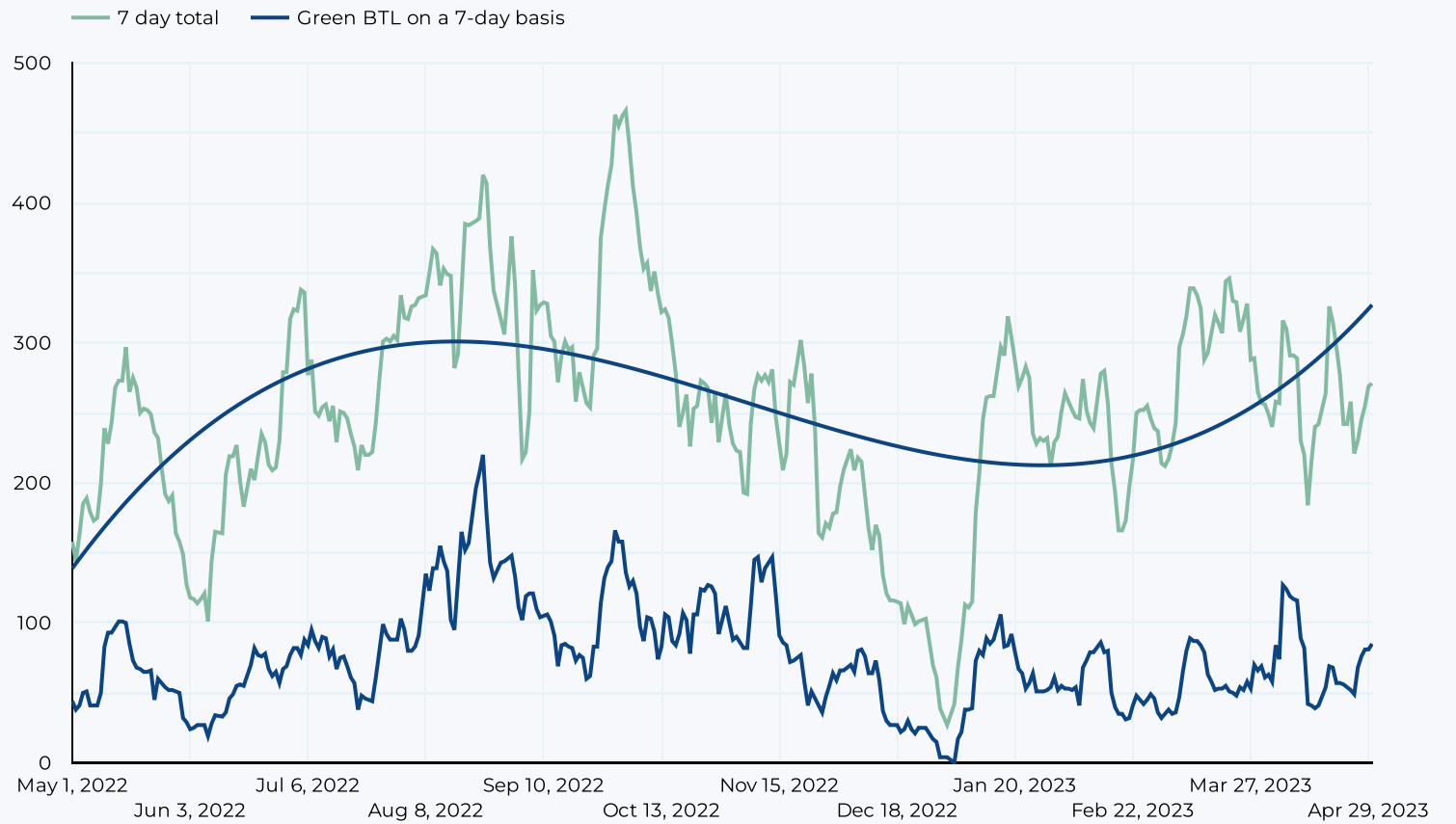
Maximum LTV %	% of Total March 2023 Prod...	% of Total April 2023 ...
25	0.01%	0.01%
40	0.01%	0.01%
50	0.92%	0.97%
55	0.26%	0.24%
60	18.27%	17.70%
65	2.29%	2.49%
70	9.48%	9.85%
75	23.41%	23.86%
80	15.89%	15.51%
85	13.40%	13.85%
90	10.82%	10.49%
95	4.36%	4.24%

ARE PEOPLE LOOKING FOR GREEN MORTGAGES?

"Demand for green mortgages is failing to accelerate and has stalled somewhat over recent months."

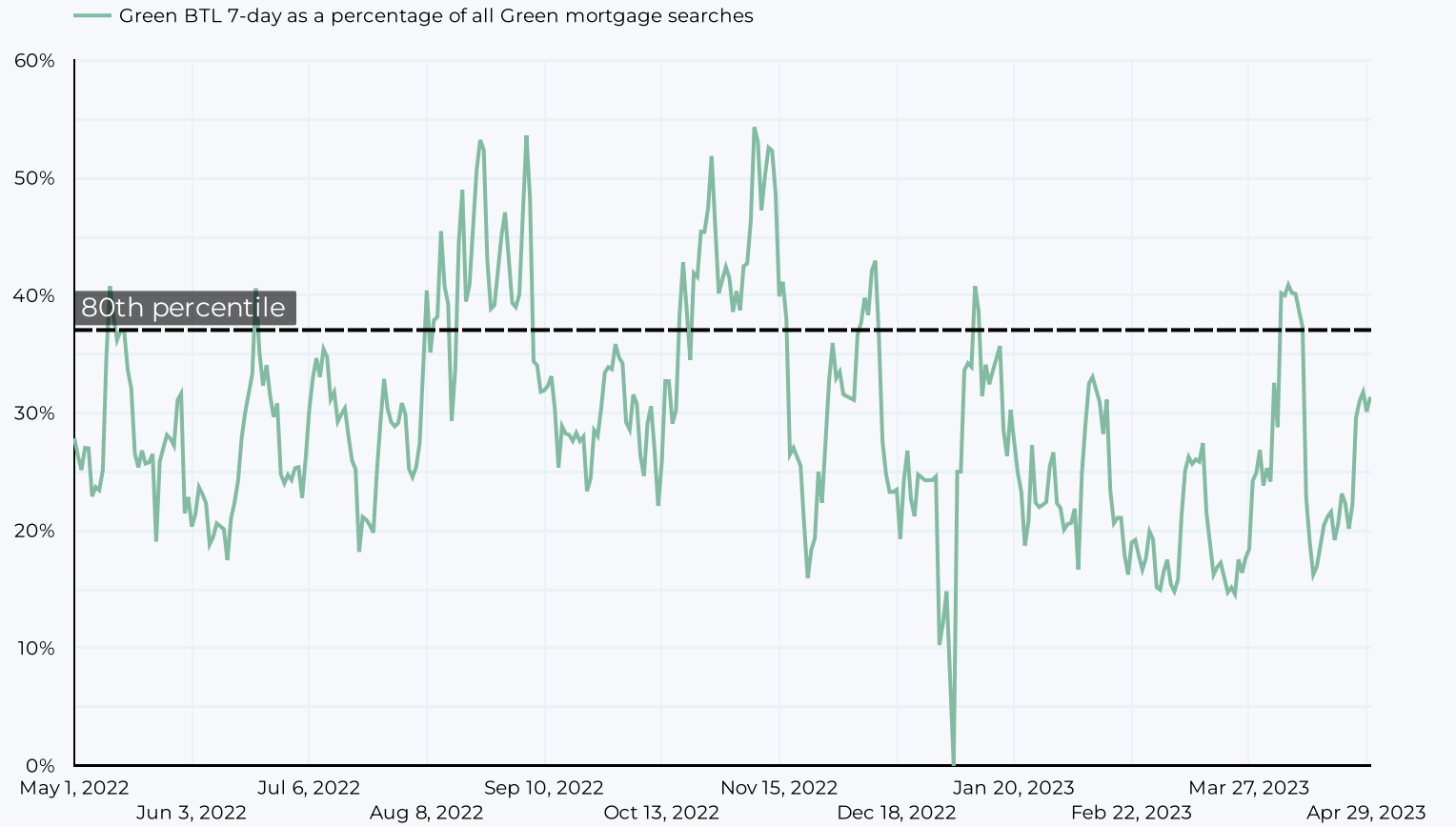
Nathan Reilly, Twenty7tec

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 April 2023 bump in self-employed mortgage searches matched the January 2023 bump when self assessments are due."

Nathan Reilly, Twenty7tec

Self employed mortgage searches past 12 months

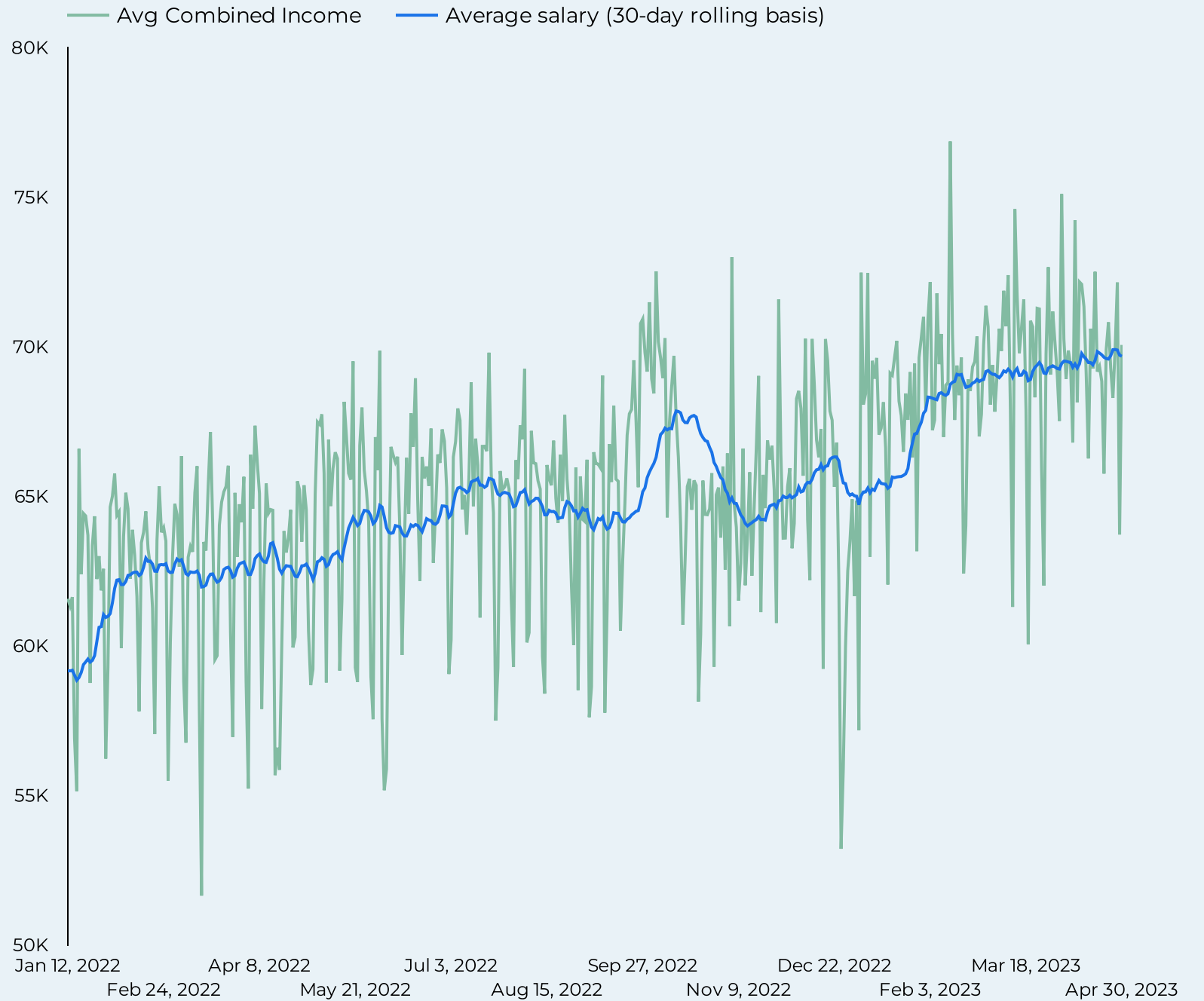


**CRITERIA SEARCHES IN
APRIL 2023**

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

1. Can applicants on a visa be considered and what are the acceptable requirements?
2. Can applications from Non EU, EEA Non UK Foreign Nationals be accepted and under what conditions?
3. Is an application for joint borrowers, where only one will be the legal owner be acceptable and under what circumstances?
4. Can applicants with satisfied Defaults be considered and what is acceptable?
5. Is there a minimum income for single / joint applications on an Interest Only repayment?
6. What is the acceptable Maximum Age for applicants at the end of the mortgage?
7. Can applicants with arrears on a mortgage / secured loan be considered and what are the restrictions?
8. Can Applicants with fewer than 3 years UK residency be considered?
9. Can a flat above or near commercial premises be considered suitable security and are there any restrictions?
10. Are arrears or missed payments on Credit Cards / Store Cards / Mail Order catalogues considered?

COMBINED SALARIES FOR MORTGAGE SEARCHES YTD





Our methodology

Suite A
7th Floor, Avalon
Oxford Road
Bournemouth BH8 8EZ

enquiries@twenty7tec.com
01202 553 457

