



Monthly Mortgage Report

December 2023

Analysis from Twenty7tec



DECEMBER 2023 KEY FINDINGS

46:54*

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

-37%

In December 2023, we saw a significant drop in purchase searches compared to the prior month.

-30%

December 2023 saw a 30% drop in remortgage searches compared to November 2023.

15.9%

The proportion of mortgage search volumes by First Time Buyers dropped to its lowest levels for 15 months.

2.2%

Total product availability grew 2.2% month-on-month to new annual highs.

20%+

Over one in five mortgage searches in December 2023 were for properties valued at over £500k.

19,031

At the end of December 2023, there were 19,031 products available, up 406 on the prior month.

49.7%

The proportion of all fixed mortgages searches which are now 2 years or less is now 49.7%.

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CRITERIA



DECEMBER 2023

CEO STATEMENT

A NOT-SO-QUIET YEAR END

December activity tends to be around 40% quieter than November's for mortgage searches, but December 2023, whilst lower, was "only" down 33% on November 2023.

In hard mortgage search volumes, December 2023 was also up 12.91% on December 2022.

But attention has already turned to January, where activity is often 70% or more higher than the preceding month. Let's see how that plays out for January 2024.

I hope that you had some rest and are ready to go again for a highly successful 2024.

James Tucker
CEO - Twenty7tec

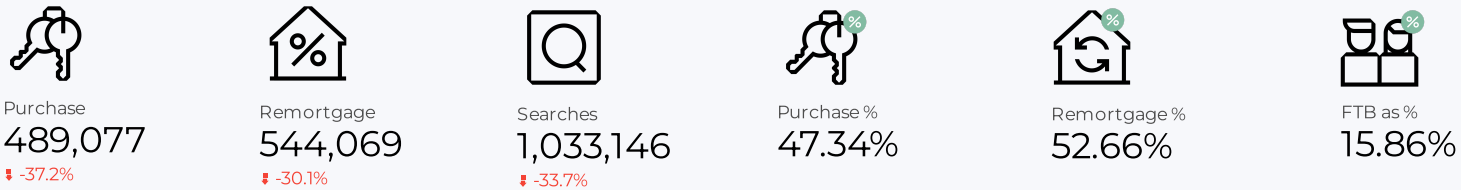


WHAT DID DEMAND LOOK LIKE IN DECEMBER 2023?

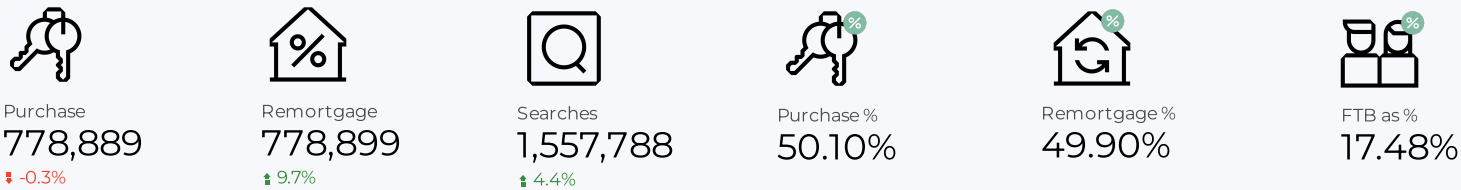
"We saw the traditional slowdown in activity in December, but volumes did not drop as sharply as in prior years. Remortgage searches, in particular, held up compared to prior Decembers."

Nathan Reilly, Twenty7tec

DECEMBER 2023



NOVEMBER 2023



FIRST TIME BUYERS - LONDON AND NATIONWIDE

LONDON FTB



Searches

6,177

↓ -37.4%



Average Property Valuation

484,559

↑ 2.5%



Average Loan Required

318,701

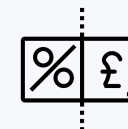
↑ 1.7%



Average Combined Income

87,831

↓ -1.1%



Average Loan To Value

75.00%

0.0%

NATIONWIDE FTB



Searches

165,386

↓ -39.6%



Average Property Valuation

283,978

↑ 0.9%



Average Loan Required

210,525

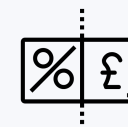
↓ -0.2%



Average Combined Income

61,130

↑ 0.3%



Average Loan To Value

80.00%

↓ -1.2%

PURCHASE VS REMORTGAGE

PURCHASE



Searches
471,333
↓ -37.3%



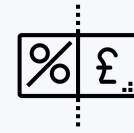
Average Property Valuation
334,648
↓ -2.0%



Average Loan Required
235,579
↓ -1.8%



Average Combined Income
68,214
↓ -0.2%



Average Loan To Value
75.00%
0.0%

REMORTGAGE



23
526,939
↓ -30.0%



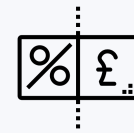
Average Property Valuation
398,410
↓ -1.1%



Average Loan Required
209,270
↓ -1.4%



Average Combined Income
80,909
↑ 2.2%



Average Loan To Value
56.00%
↓ -1.8%

LONDON V NATIONWIDE BTL

BTL - LONDON



Buy To Let mortgage searches

8,220

↓ -33.6%



Average Property Valuation

551,486

↑ 3.8%



Average Loan Required

302,447

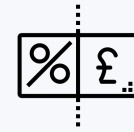
↑ 7.8%



Average Combined Income

93,844

↑ 4.9%



Average Loan To Value

56.00%

↑ 3.7%

BTL - NATIONWIDE



Buy to Let mortgage searches

175,108

↓ -32.8%



Average Property Valuation

318,599

↑ 0.9%



Average Loan Required

186,144

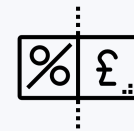
↑ 1.2%



Average Combined Income

84,333

↑ 7.6%



Average Loan To Value

61.00%

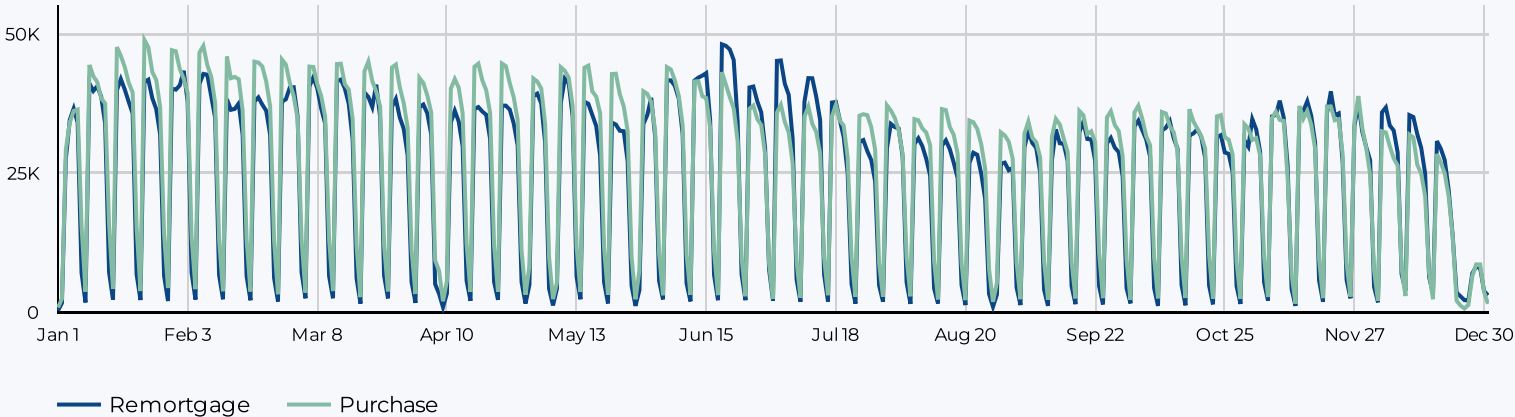
0.0%

WHERE WAS THE DEMAND IN THE DECEMBER 2023 MARKET?

Searches by Type

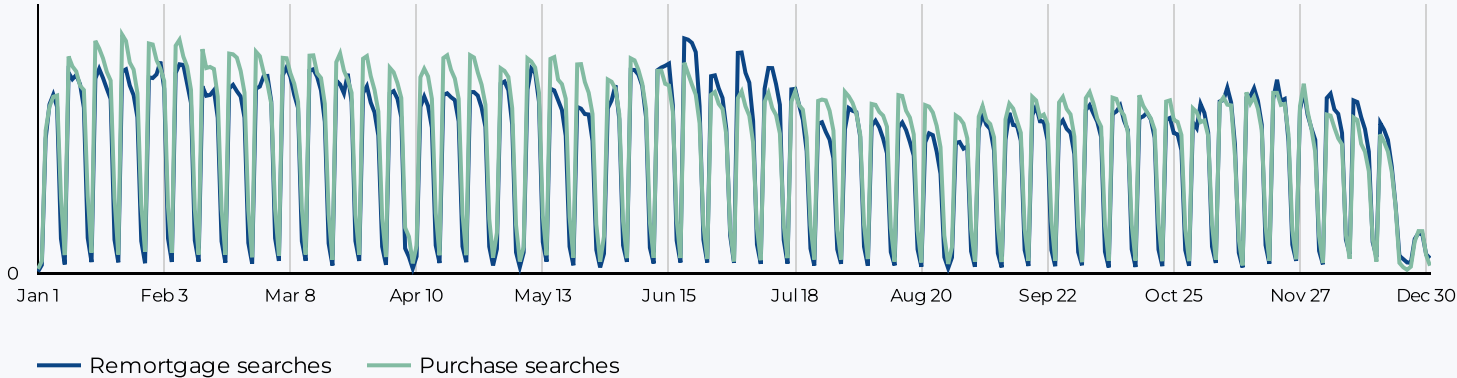
	Mortgage Type ▾	December 2023 searches	December 2023 monthly difference
1.	Standard Residential	754815	-33.74%
2.	Standard (inc. Shared Equity / Help to Buy)	14251	-38.36%
3.	Shared Ownership	30449	-30.85%
4.	Shared Equity / Help to Buy	4163	-34.11%
5.	Self Build	696	-31.56%

Purchase searches vs Remortgage searches

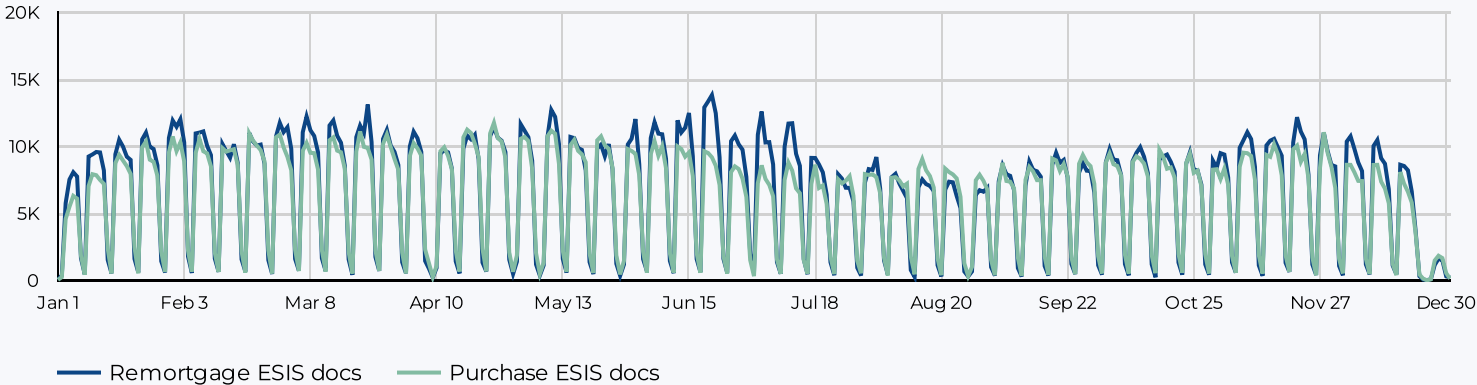


SEARCHES VS DOCUMENTS
IN THE DECEMBER 2023
MARKET

Purchase v Remortgage searches for the past 12 months

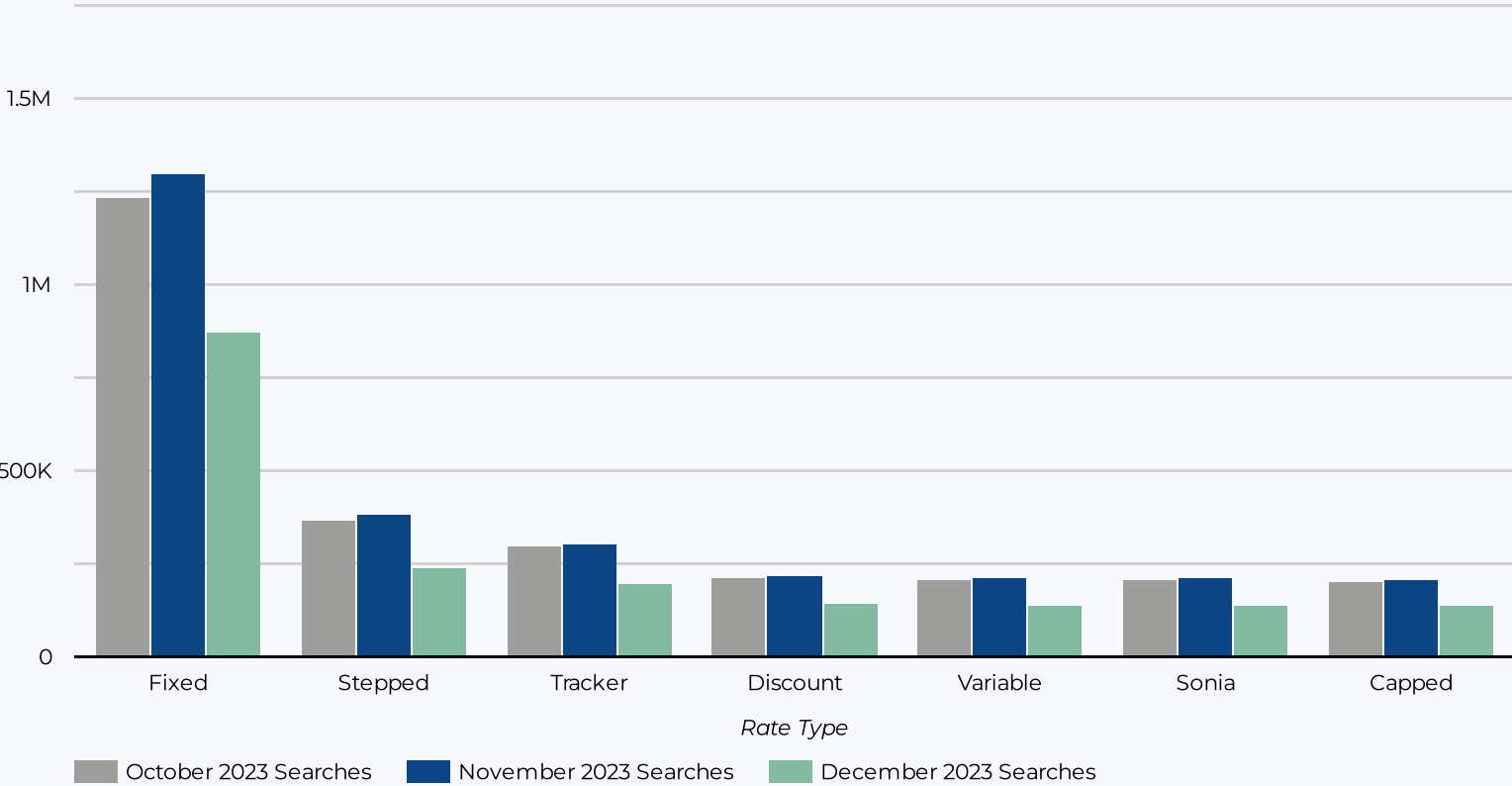


Purchase v Remortgage ESIS documents for the past 12 months



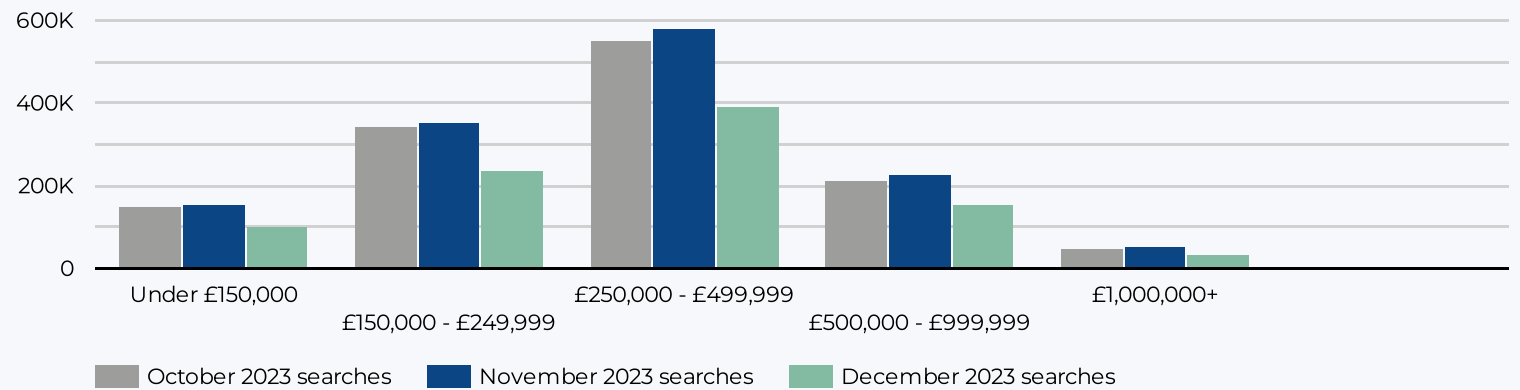
SEARCHES BY MORTGAGE PRODUCT TYPE IN THE PAST QUARTER

Searches per product type this quarter



SEARCHES BY VALUE IN THE DECEMBER 2023 MARKET

Searches by Value

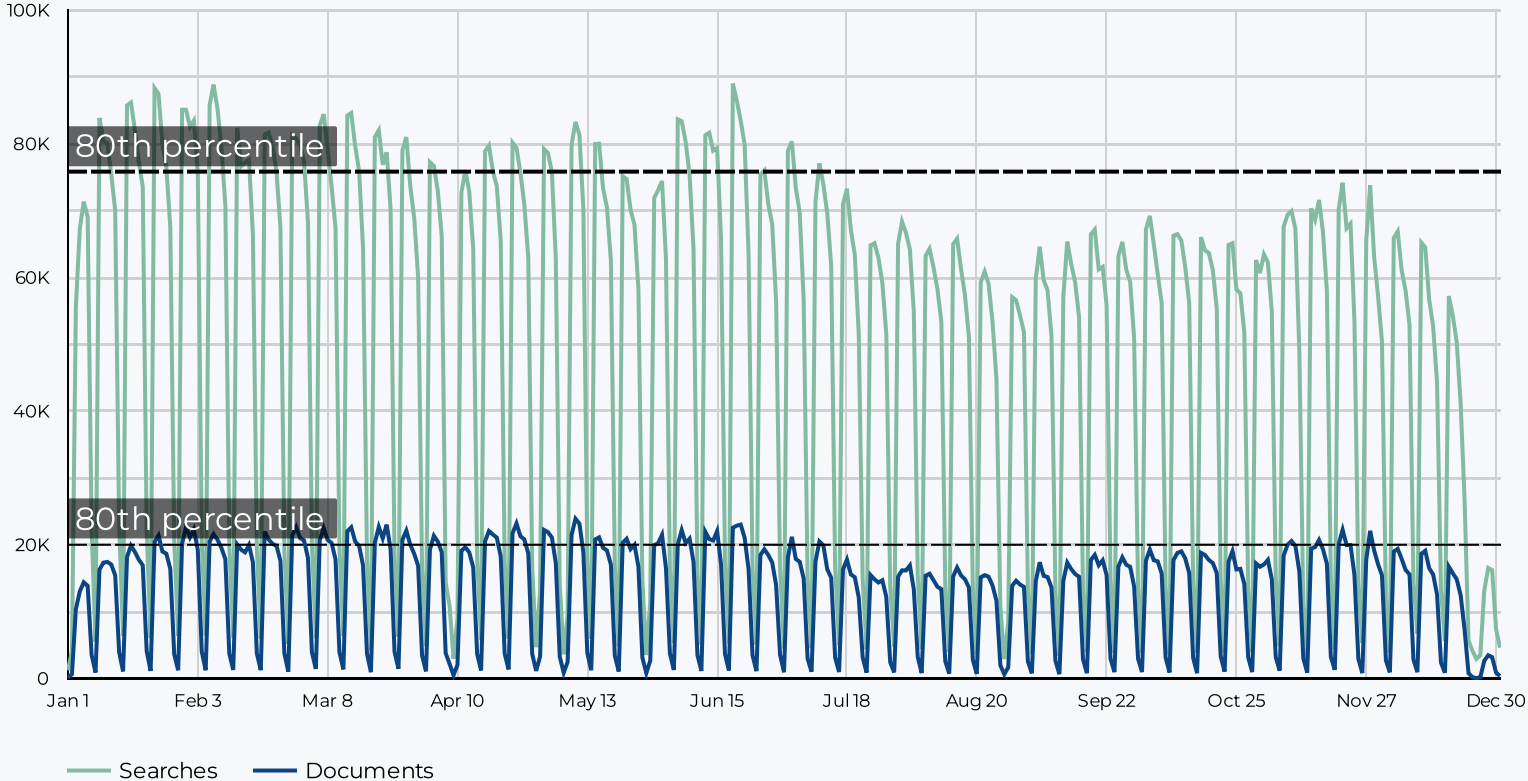


Mortgages vs Remortgage Rate

Property Valuation	October 2023 searches	November 2022 searches	December 2023 searches	November to December 2...
Under £150,000	151,829	171,640	103,900	-32.53%
£150,000 - £249,999	344,259	349,093	238,735	-32.77%
£250,000 - £499,999	553,534	532,636	393,159	-32.53%
£500,000 - £999,999	213,880	205,437	152,800	-33.38%
£1,000,000+	46,797	46,239	32,251	-38.33%

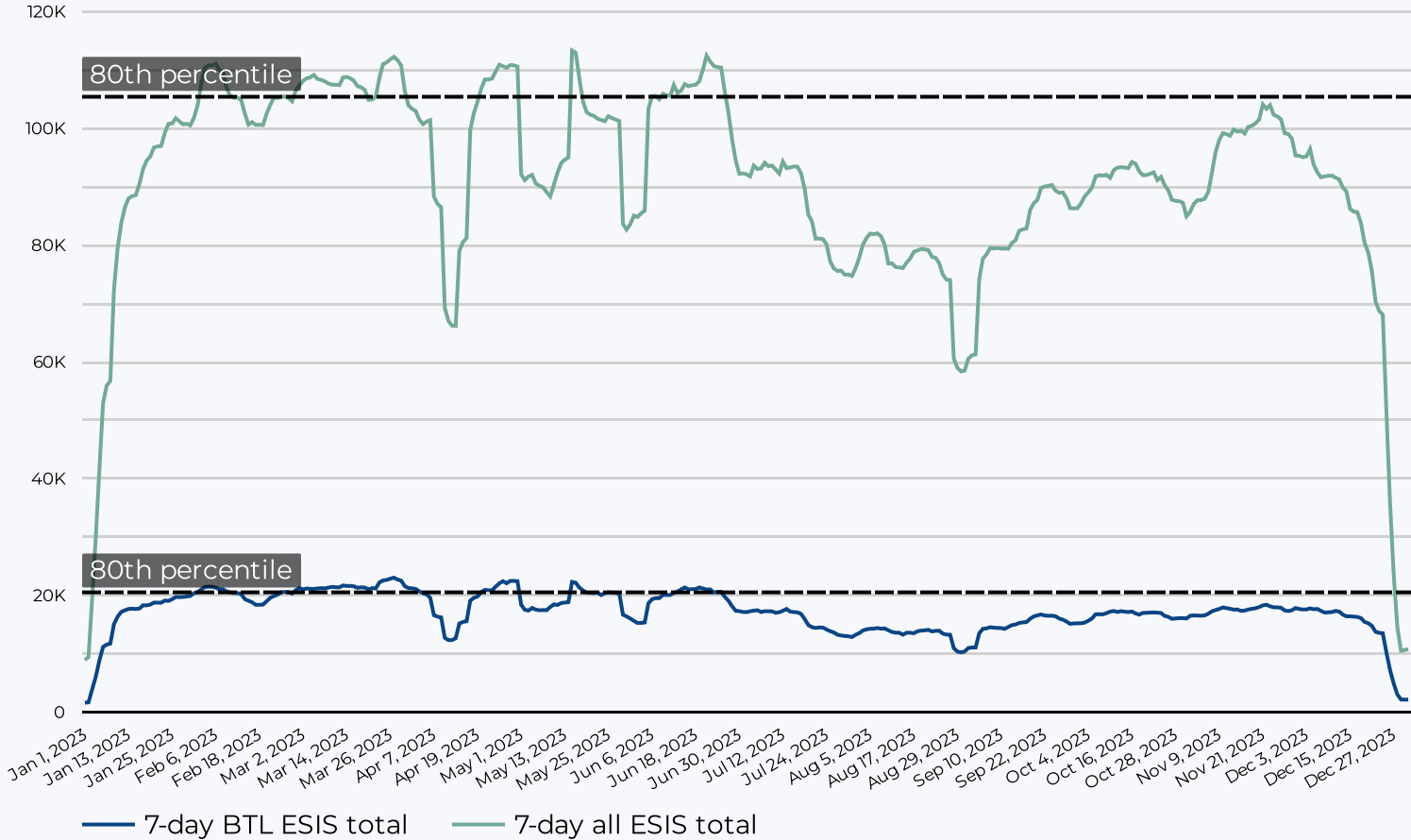
LAST 12 MONTHS' SEARCHES AND DOCUMENTS

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



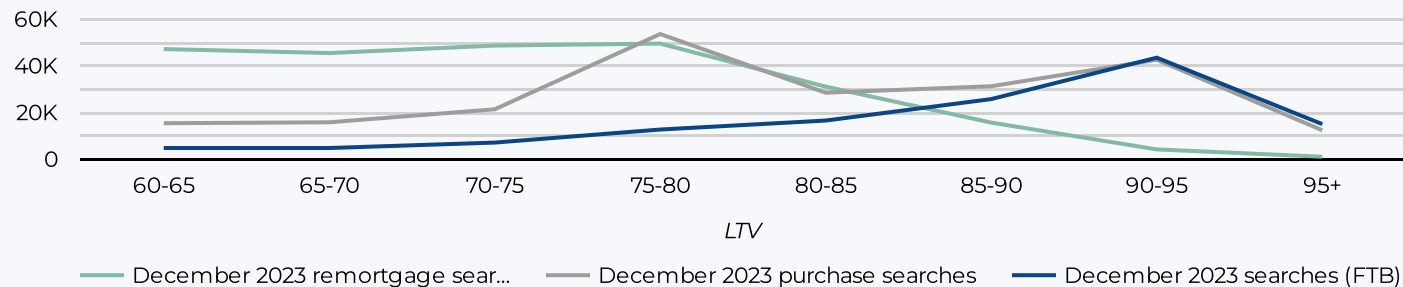
7-DAY AVERAGE ESIS DOCUMENTS PAST 12 MONTHS (ALL AND BTL)

ESIS documents produced past 12 months (All and BTL)

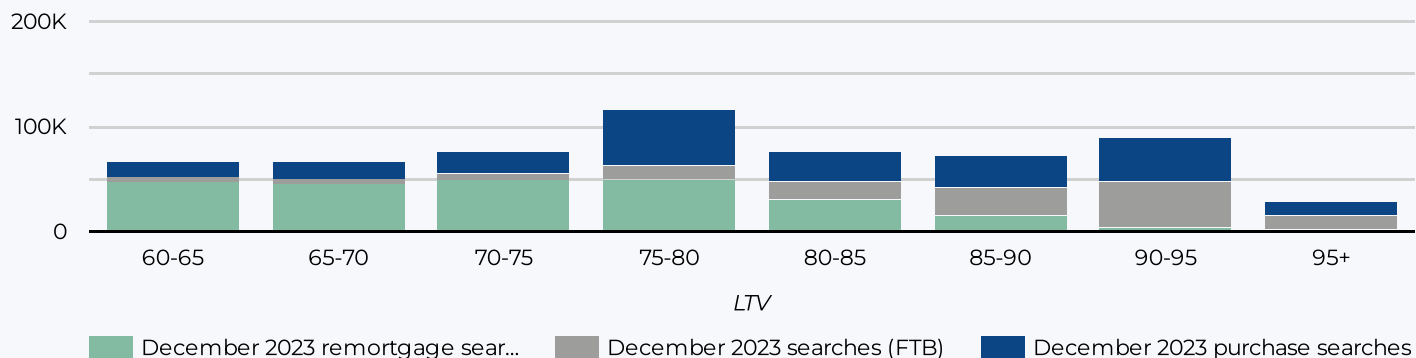


WHAT PRODUCTS ARE APPLICANTS SEARCHING FOR?

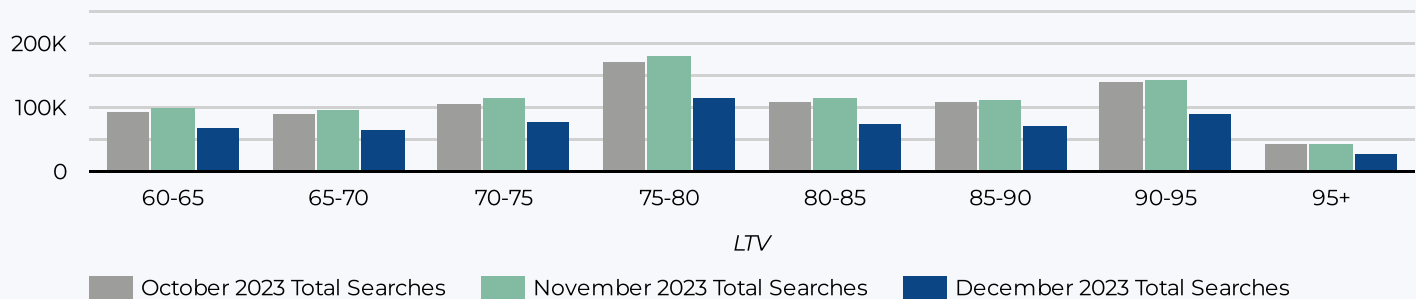
Mortgage searches by max LTV



Mortgage searches by max LTV - stacked



Total mortgage searches by max LTV

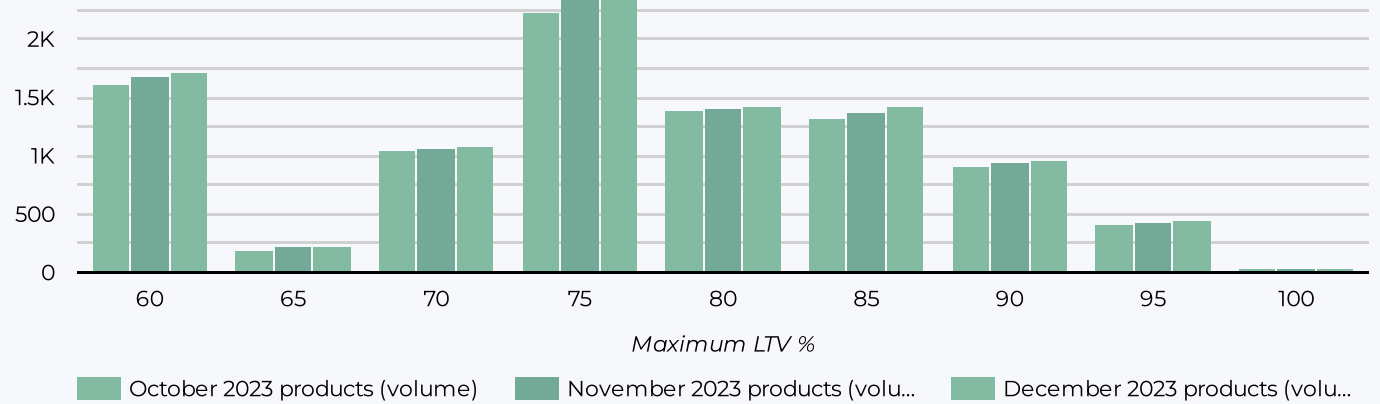


PRODUCT HEATMAPS AS AT END DECEMBER 2023

Mortgage searches split by LTV ranges and buyer types

LTV	December 2023 purchase searches	December 2023 searches (FTB)	December 2023 remortgage searches	December 2023 Total Searches
60-65	15,400	4,774	47,175	67,349
65-70	15,799	4,778	45,460	66,037
70-75	21,368	7,107	48,667	77,142
75-80	53,617	12,698	49,509	115,824
80-85	28,469	16,548	31,069	76,086
85-90	31,249	25,739	15,666	72,654
90-95	42,584	43,480	4,181	90,245
95+	12,386	15,014	1,052	28,452

Products available at max LTV ranges for the past quarter



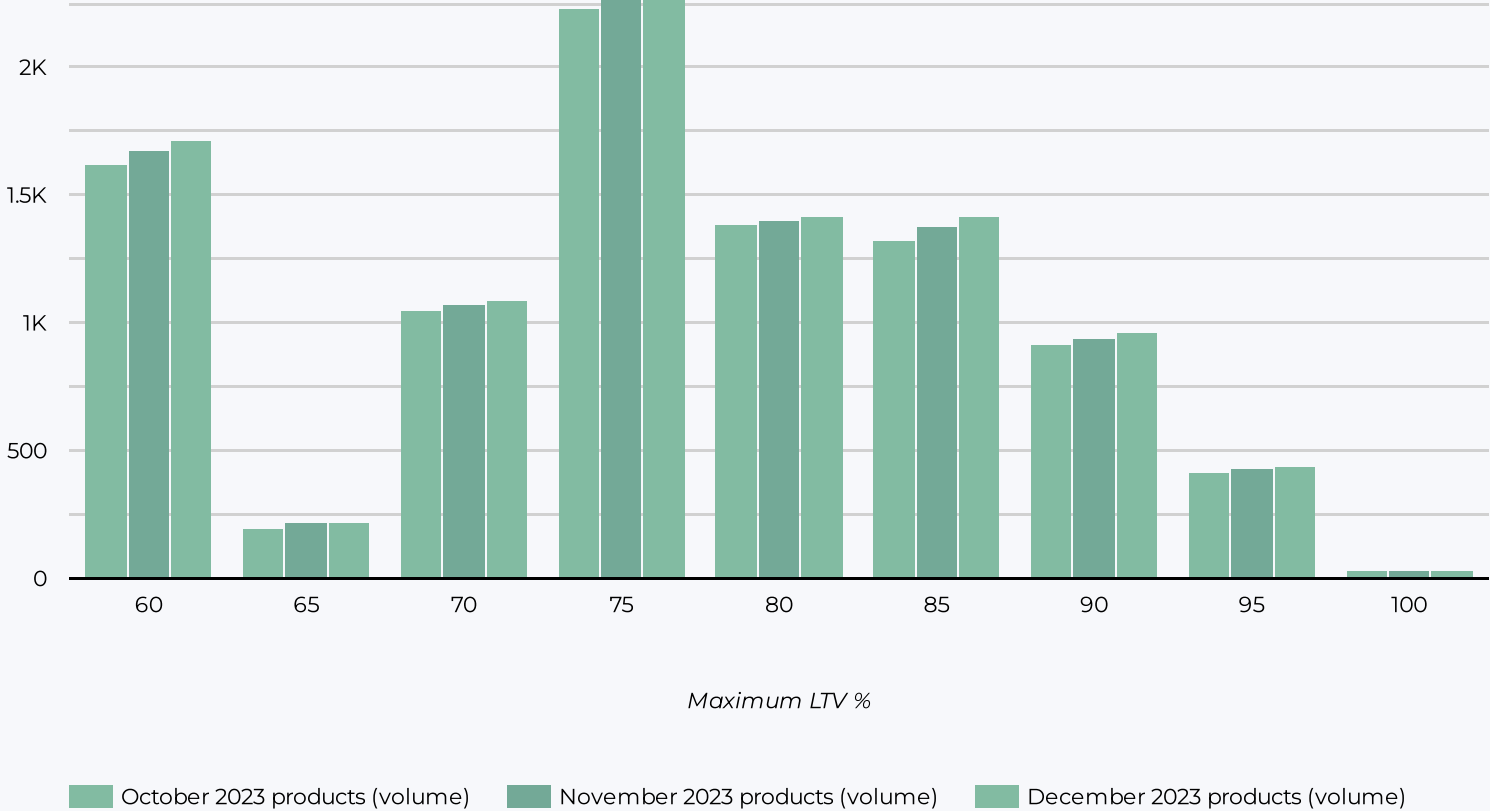
PRODUCTS AVAILABLE
ON TWENTY7TEC SYSTEM AS
AT END DECEMBER 2023

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



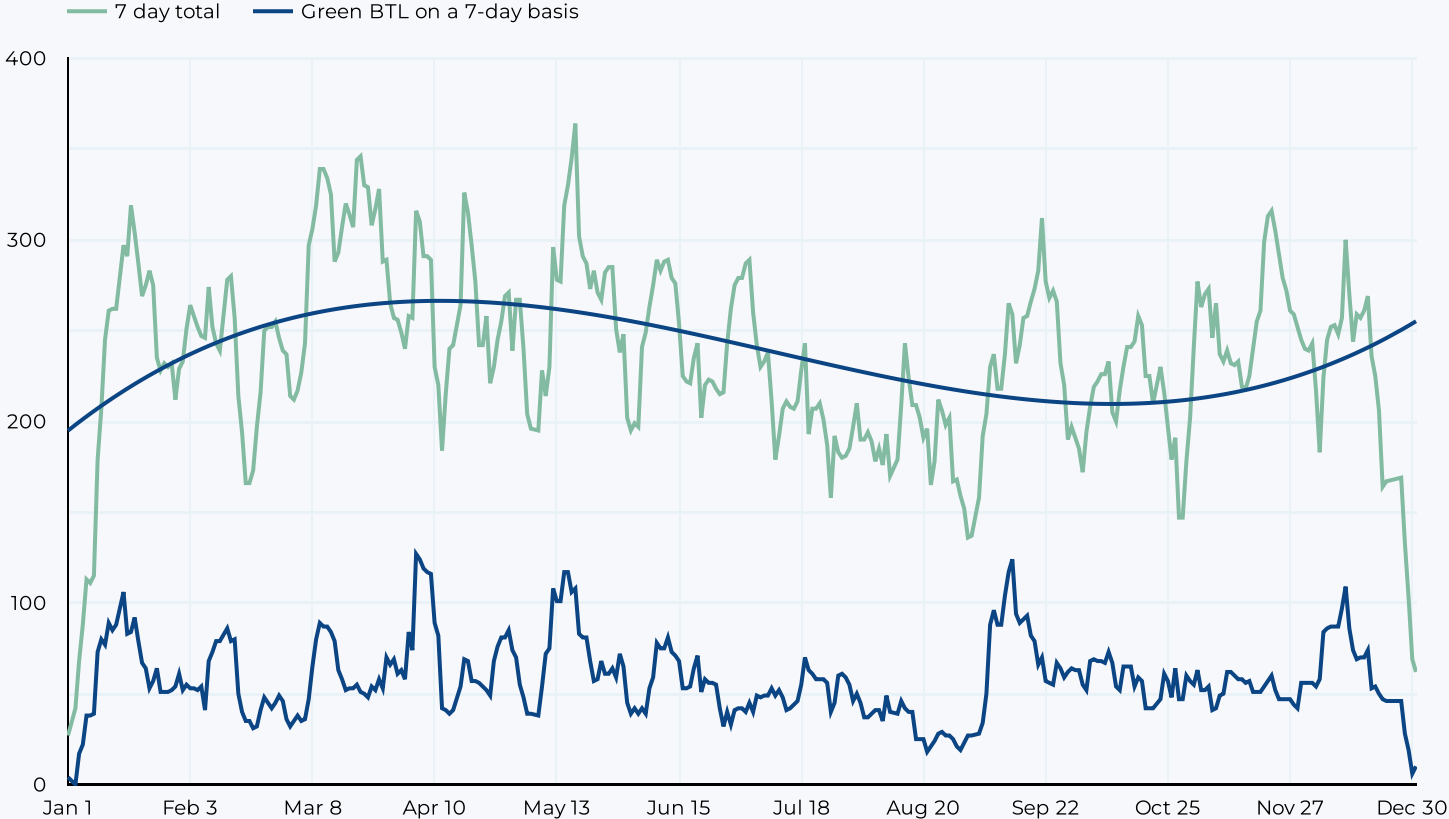
HOW ARE PRODUCTS
DISTRIBUTED ACROSS
LTV RANGES?

Proportion of total products in the market by maximum LTV

Maximum LTV %	December 2023 products (volume)	% of Total December 2023 Products
50	89	0.90%
55	55	0.56%
60	1,717	17.42%
65	217	2.20%
70	1,088	11.04%
75	2,365	24.00%
80	1,417	14.38%
85	1,420	14.41%
90	962	9.76%
95	440	4.47%

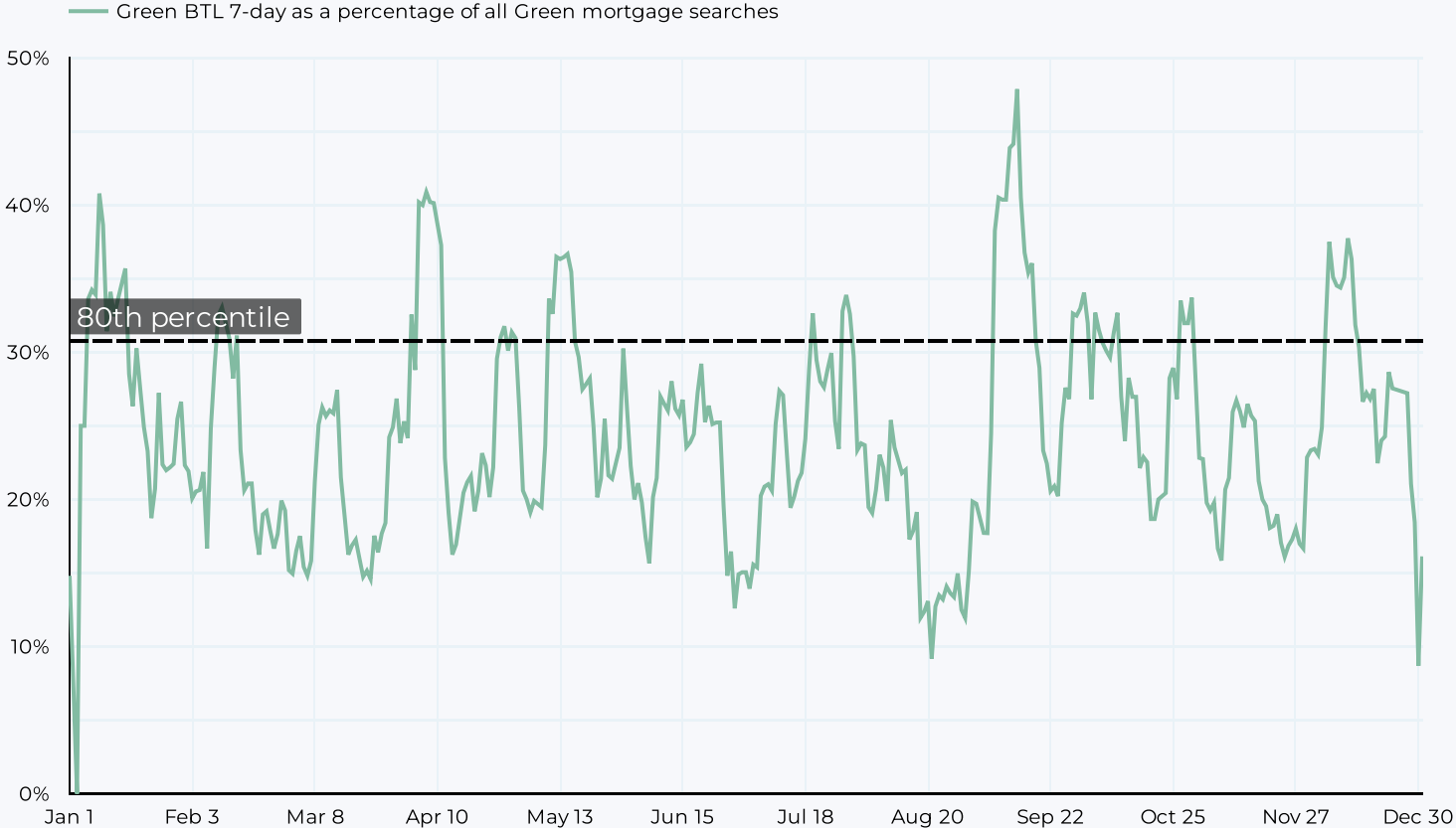
ARE PEOPLE LOOKING FOR GREEN MORTGAGES?

Demand for Green mortgages on a 7-day rolling basis



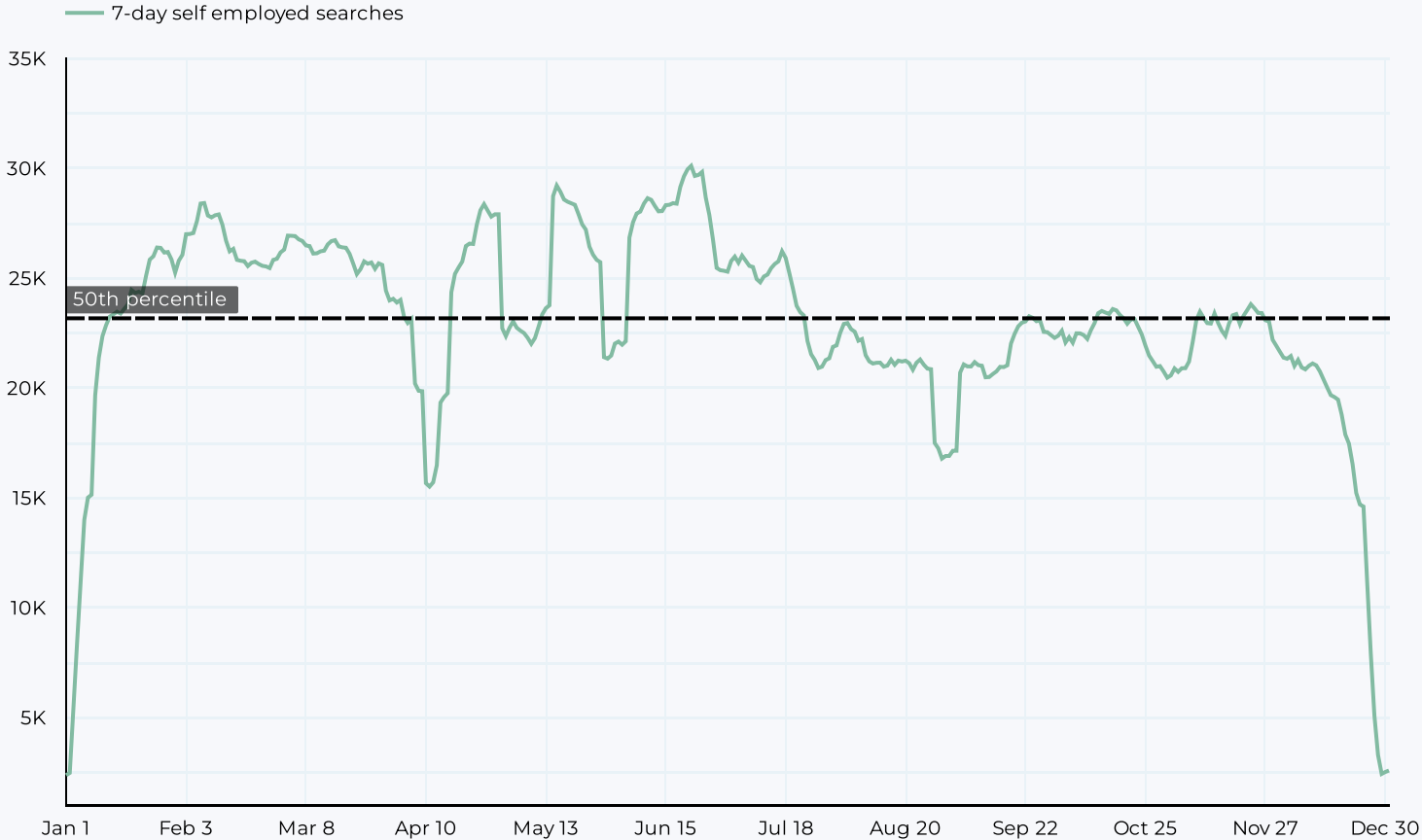
GREEN LANDLORD / BTL AS
A PERCENTAGE OF ALL
GREEN MORTGAGES

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



SELF EMPLOYED MORTGAGE SEARCHES PAST 12 MONTHS

Self employed mortgage searches past 12 months

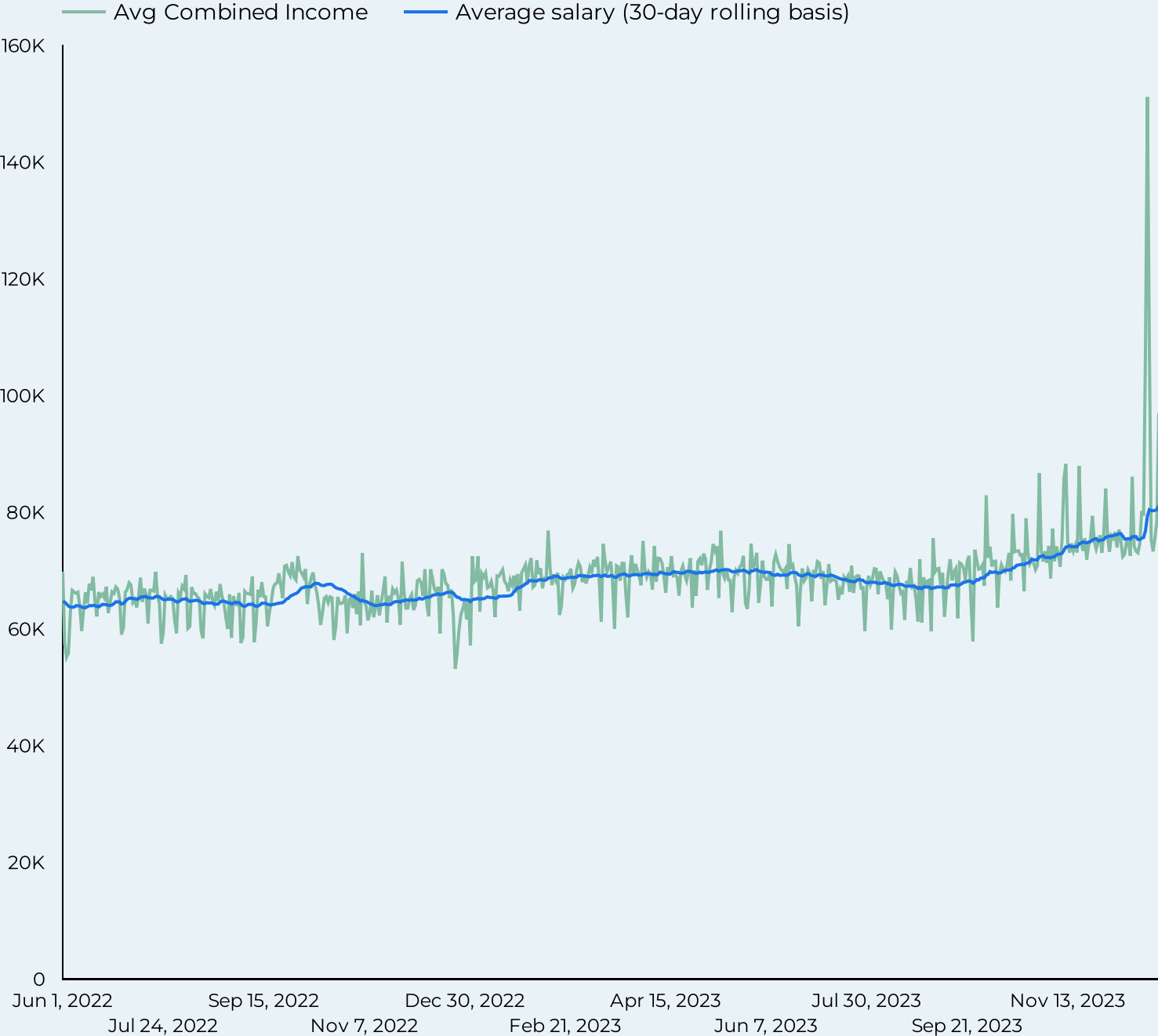


CRITERIA SEARCHES IN DECEMBER 2023

Here are the top ten most commonly requested criteria searches on our systems from the past month:

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. Is an application for joint borrowers, where only one will be the legal owner be acceptable and under what circumstances?
4. Can Applicants with fewer than 3 years UK residency be considered?
5. Can applicants with satisfied Defaults be considered and what is acceptable?
6. Are First Time Buyers acceptable and what is the definition of a FTB?
7. Are arrears or missed payments on Credit Cards / Store Cards / Mail Order catalogues considered?
8. Can applicants with unsatisfied / outstanding Defaults be considered and what is acceptable?
9. What is the acceptable Maximum Age for applicants at the end of the mortgage term?
10. Can an application for a Holiday Let be accepted?

COMBINED SALARIES FOR MORTGAGE SEARCHES YTD





Our methodology

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

enquiries@twenty7tec.com
01202 553 457

