



**PARAGON MORTGAGES PRESS RELEASE
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BROKERS REPORT STRONG LANDLORD DEMAND

- Majority of mortgage intermediaries report stable or growing demand
- 45% of intermediaries expect to do more buy-to-let business in the next year
- Almost a quarter of business in Q1 was buy-to-let

The latest research by specialist lender Paragon Mortgages shows the majority of intermediaries are seeing stable or growing levels of demand from landlord clients.

The FACT (Financial Advisor Confidence Tracking) survey for the first quarter, shows 91% of intermediaries view landlord demand as growing or stable and just 7% saying demand was weak.

In terms of intermediaries' views on levels of buy-to-let mortgage business, 53% said in the second quarter they expect the number of cases to remain stable. However, 45% are more optimistic saying they expect to write more buy-to-let business.

Survey results for the first three months of the year also revealed that almost a quarter (23%) of intermediaries' business was buy-to-let, 18% was for first-time buyers and 35% were remortgages.

The quarterly survey has also, for the past 20 years, kept an intermediary confidence index – taking the average number of mortgage cases completed in the current quarter, measured against expected business levels in the next quarter. Confidence for Q1 2015 has increased with a score of 105.2 from 102.9 in Q4 2014. The index recovered throughout 2013 and 2014, after it fell from 2008 onwards and reached its lowest level in Q3 2010 of 63.0.

John Heron, Director of Paragon Mortgages, said: “We have been running our FACT survey with a panel of 200 intermediaries since 1995, tracking key trends and views on the buy-to-let and wider mortgage markets.

“There were no great movements in this quarter’s survey findings, what is evident though, is intermediaries are feeling optimistic about the buy-to-let market. Following the results of the General Election, it will be interesting to see whether we see an increase in intermediaries’ case load as confidence increases in the wider housing market.”

[For the full Q1 FACT report click here](#)

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NOTES TO EDITORS

Paragon Mortgages is a leading provider of buy-to-let mortgages delivering lending solutions designed for professional landlords with more complex requirements. These include lending to limited companies as well as private individuals, lending on more complex property including HMO's and multi-unit blocks, higher aggregate lending limits and the ability to accommodate more complex letting arrangements including local authority leases and corporate leases along with standard ASTs.

Paragon Mortgages introduced its first product aimed at the professional property investor in 1995 and is a member of the Council of Mortgage Lenders (CML), the Intermediary Mortgage Lenders Association (IMLA), National Landlords Association (NLA) and the Association of Residential Letting Agents (ARLA).

Paragon Mortgages is part of The Paragon Group of Companies, a FTSE 250 company and a specialist provider of finance.

In February 2014 Paragon Group launched its banking subsidiary, Paragon Bank PLC. It is a retail-funded lending bank with a direct-to-consumer Internet platform for savings. Its loan products are distributed via intermediaries. The Bank is authorised and regulated by the Prudential Regulation Authority and the Financial Conduct Authority.