



THE ROLE OF MORTGAGE LENDERS IN DELIVERY

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WHO ARE UK FINANCE?



THE NEED FOR MORE HOUSING



Basic 'supply and demand fundamentals' underpin the growing value of new homes

- Devolved matter - different political priorities creating inconsistency for UK wide distributors
- A decade of undersupply has created a social and economic crisis – ONS data shows 26% of UK adults aged 20-34 live with a parent (20% 1997)
- Environmental credentials of new homes are very strong
- Scottish Government focus on homeownership across the spectrum?
- Governments shifting priority to supply from demand
- Major housebuilders very skilled at managing supply (absorption) and customer control – c85% intermediated
- FCA review on Competition in the Mortgage Market looked at the relationship between broker/builder
- Growth in the private rental sees tenants spend 38% of their income on housing costs compared to 18% for owners
- Owner occupation declined in the decade up to 2013, though has plateaued since

