Commercial Trust Quarterly Index Q2 2026

Buy to let purchase falls

Purchase mortgages accounted for 24.2% of Commercial Trust's Q2 buy to let mortgage applications, down from 29.8% a year earlier. Yet the average requested purchase loan rose by 6.6% to £207,673. The market appears more selective, while the corrected regional figures show that Q1's northern purchase pattern continued into Q2.

AVERAGE PURCHASE LOAN

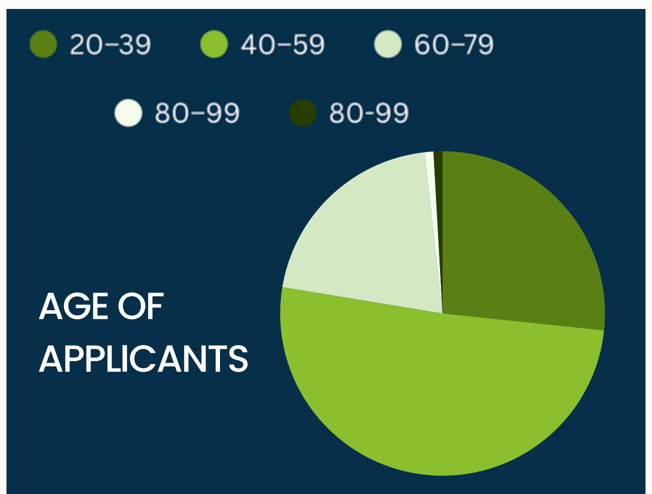
£207,673

Up 6.6% from £194,892 in Q2 2025

PURCHASE SHARE

24.2%

Down 18.9% from 29.8% in Q2 2025

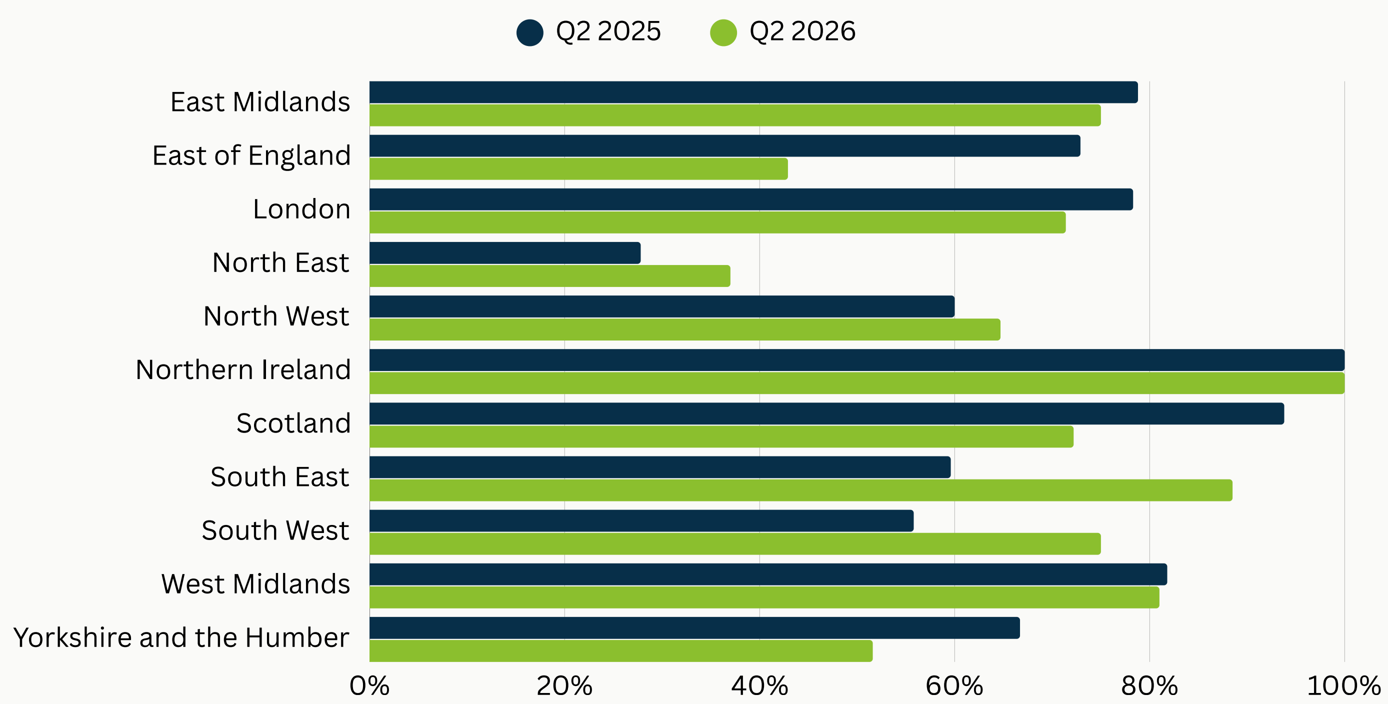


People aged 60-79 made up 21% of first applicants, up from 14% in 2025. Those aged 40-59 fell from 58% to 51%.

Where are landlords buying?

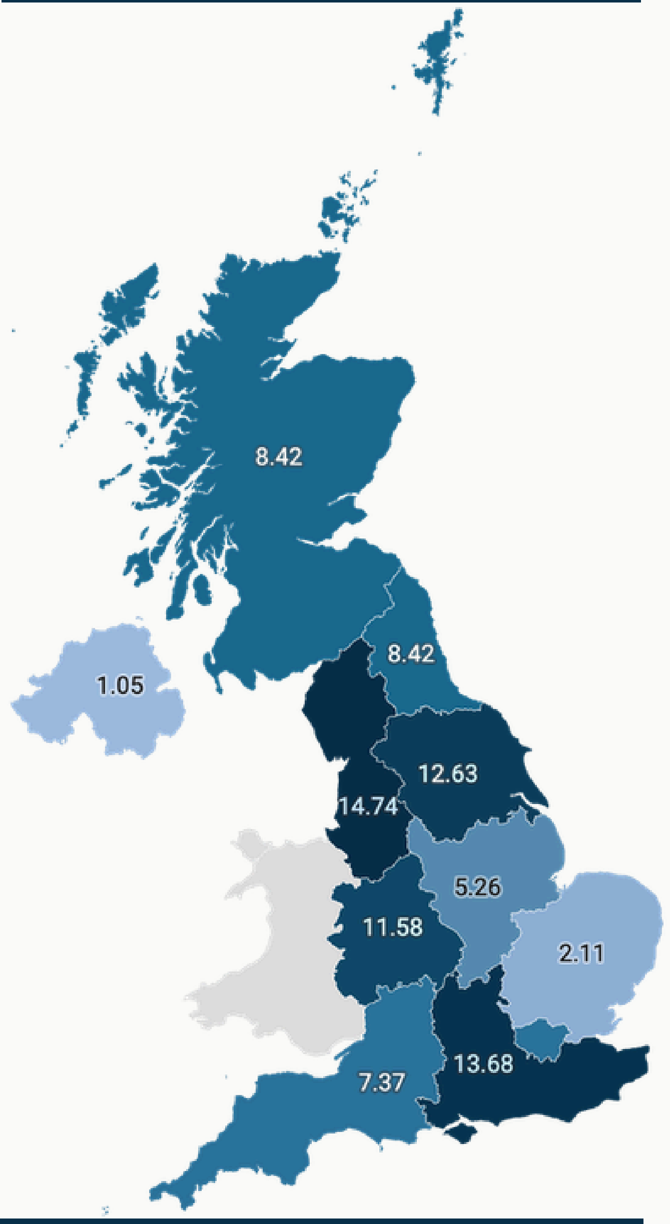
LOCAL BUYER SHARE BY REGION

The northern purchase pattern seen in Q1 continued into Q2, while the proportion of investors buying within their home region varied widely.



- In the East of England, the local buyer share fell from 72.9% to 42.9%. Its overall share of purchase applications also declined from 16.0% to 2.1%.
- In the South East, the local buyer share rose from 59.6% to 88.5%, while its share of purchase applications increased from 10.9% to 13.7%.

REGIONAL SHARE OF PURCHASE ACTIVITY



The East of England fell from 16.0% to 2.1%, while the South West declined from 15.1% to 7.4%.

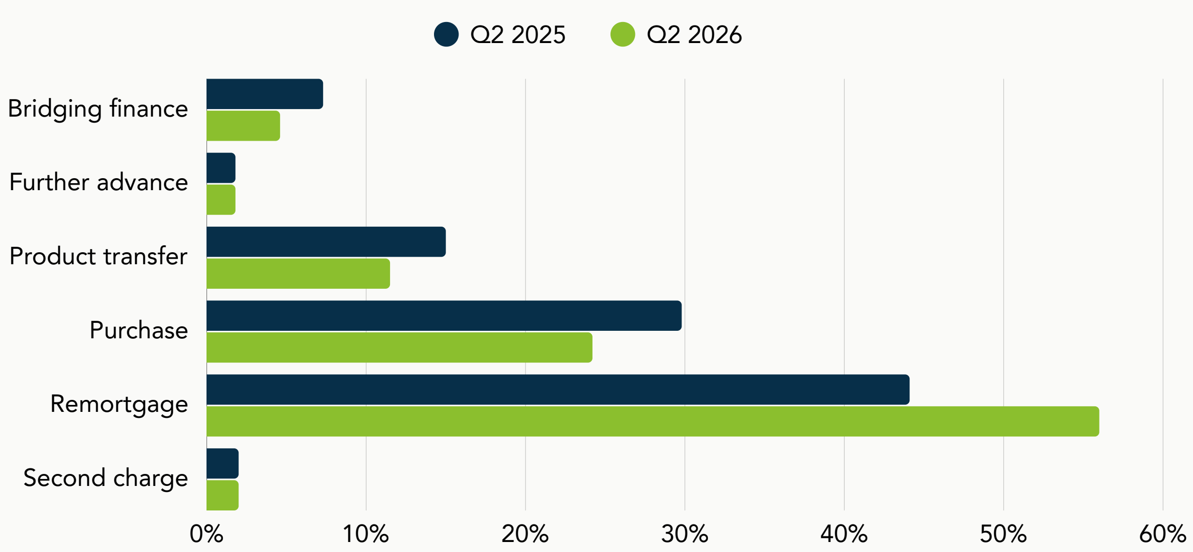
Yorkshire and the Humber increased from 3.4% a year earlier to 12.6%, while the North East rose from 1.7% to 8.4%.

The North West was the largest purchase location at 14.7%, followed by the South East at 13.7% and Yorkshire and the Humber at 12.6%.

Specialist lending

APPLICATION TYPE

Remortgaging accounted for 56% of Q2 applications, up from 44.1% a year earlier, while purchases fell from 29.8% to 24.2%. The shift suggests landlords are spending more time reviewing existing finance while approaching new acquisitions more selectively.



AVERAGE LOAN SIZE BY PRODUCT

Product	Q2 2025	Q2 2026	Change
Bridging finance	£191,075	£194,331	1.17%
Commercial	£351,571	£283,724	-19.3%
Further advance	£58,315	£72,815	24.9%
Product transfer	£225,109	£185,127	-17.8%
Purchase	£194,892	£207,673	6.6%
Remortgage	£201,824	£212,342	5.2%
Second charge	£90,083	£39,030	-56.7%
Overall average	£221,514	£209,162	-5.6%

"A sustained decline in purchase activity would matter for rental supply. As the sector adapts to major reform, policy must protect tenants without making it harder for responsible landlords to add the homes renters need. The rise in remortgaging also shows that landlords are not standing still. Many are reviewing their existing finance, managing costs and putting themselves in a stronger position before making their next move."

Jorden Abbs, Chief Executive of Commercial Trust

Everything starts with a good conversation. Speak to the Commercial Trust team today. Call free on 0808 132 0097