THE LETTINGS HUB
the home for lettings

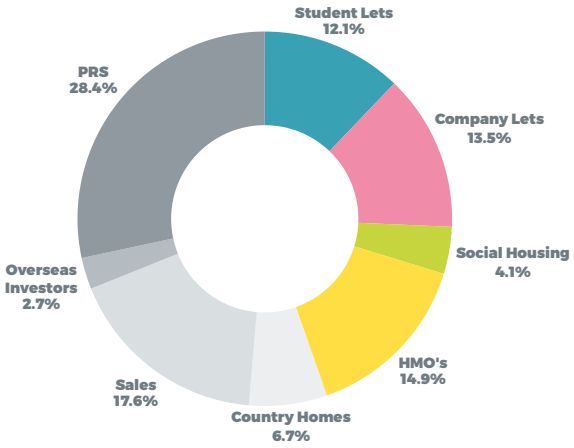
April 2026

The UK Lettings Market Report |

Letting Agent Results

Survey Participation Summary

In March - April 2026, letting agents from across the UK took part in our lettings market survey. Respondents represented a diverse mix of lettings business types and locations across the UK.





Key Headlines

1 | PROCESS CONFIDENCE IS HIGH AHEAD OF THE RENTERS' RIGHTS ACT

Agents report high levels of confidence in their internal processes ahead of the Renters' Rights Act, suggesting that operationally the sector is well prepared for the upcoming changes.

Q | How ready do you feel for the Renters' Rights Act

53%

of agents said they feel prepared

63%



of agents said they are not confident

2 | CONFIDENCE IS LOW IN POSSESSION OUTCOMES

Confidence is lower when it comes to possession, with concerns centred on court delays and the ability of the system to cope under increased demand.

Q | How confident are you in the courts' ability to handle increased demand?

3 | MARKET CONDITIONS REMAIN STABLE AS THE ACT APPROACHES

Despite the scale of upcoming changes, agents report market conditions to be broadly unchanged, with supply, demand and speed to let showing little movement year-on-year.

Q | Compared to 12 months ago, how has tenant demand changed?

50%

of agents said tenant demand has stayed the same compared to 12 months ago



State Of The Current Rental Market

The current rental market shows a mixed picture.

While agents are reporting that tenant demand and the speed at which properties are letting remain largely unchanged versus last year, the reduction in supply is shaping conditions on the ground. However, at the same time, confidence is reducing, with more than half of agents expressing concern about the current market.

This suggests that while conditions appear stable on the surface, there is underlying pressure across the sector.



Whilst agents report more landlords are considering selling, most are not yet acting, suggesting there is cautious concern, rather than an immediate exit from the market.

This reflects a degree of uncertainty in the market, with landlords responding to potential changes but not yet making significant shifts in behaviour.

Q | Compared to 12 months ago, how has rental supply changed in your area?

45%

of agents said the speed of properties being let stayed the same compared to last year

Q | Compared to last year, how quickly are properties letting?

58%

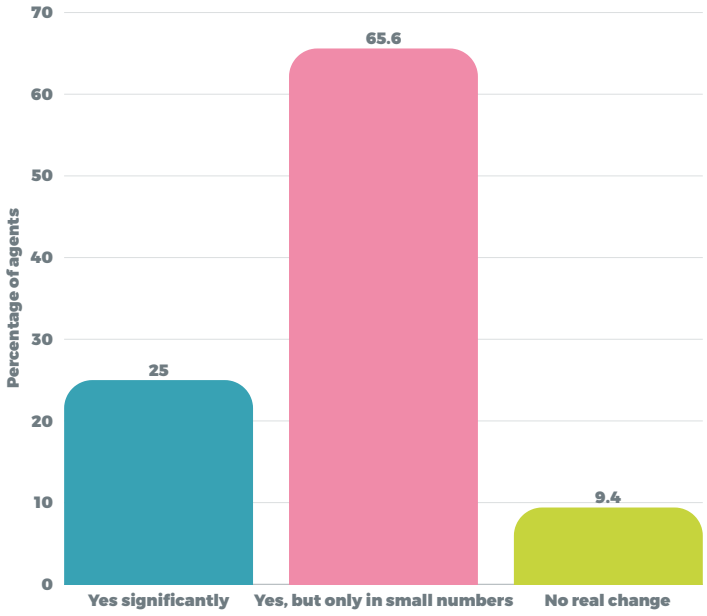
of agents are concerned about the current lettings market

Q | How confident do you feel about the current lettings market

New Landlord Supply Is Slowing Down

The reduction in new landlords entering the market could indicate a slowdown in new investment, which is likely to place continued pressure on rental supply.

Over time, this could impact availability and add to the supply challenges being reported across the sector.

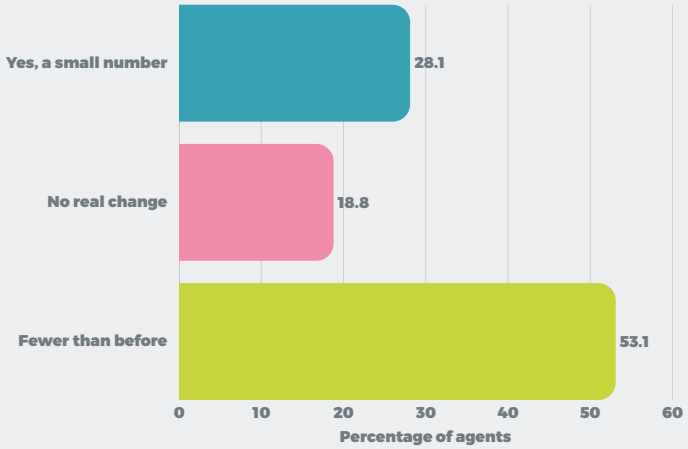


Q | Are landlords actually selling?

37.5%

of agents said that landlords are most concerned about the Removal of Section 21 Notices

Q | When it comes to the Renters' Rights Act, what are landlords most concerned about?



Q | Are you seeing new landlords entering the market?

53%

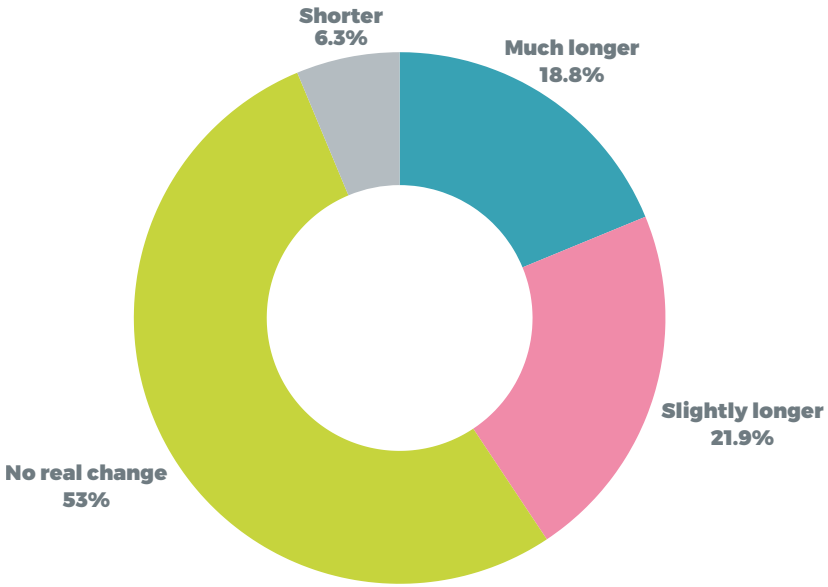
of agents are seeing slightly more landlords considering selling their investment properties

Q | Are you seeing more landlords considering selling their investment properties?

Tenancy & Letting Trends Remain Stable

Tenancy lengths and void periods remain broadly unchanged, suggesting stability in how properties are being occupied and managed.

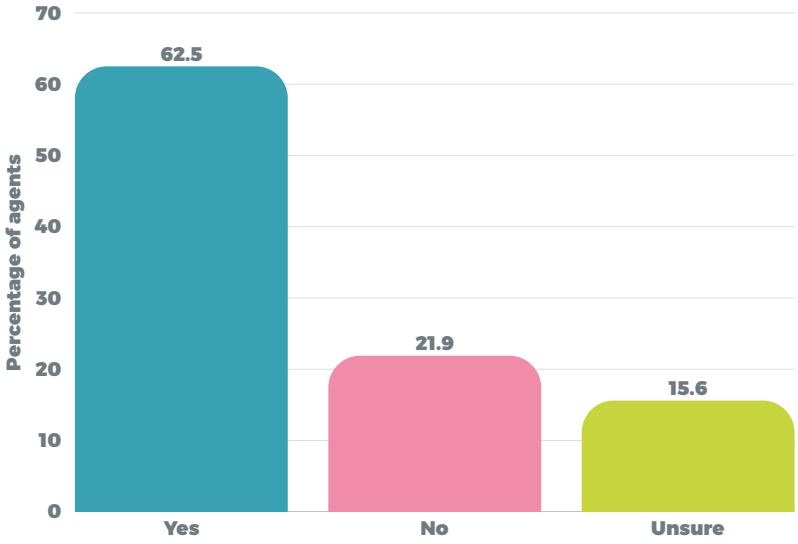
Q | Compared to 12 months ago, how long are tenants staying in their home



Renters' Rights Readiness

Agents are reporting strong levels of confidence in their process and staff readiness for the Renters' Rights Act, but overall preparedness is not as strong as would be hoped.

There are still clear areas of challenge, largely around the removal of Section 21 notices, and managing their landlords expectations.



Q | Do you feel you have had enough time to prepare for the Renters' Rights Act?

78%

of agents are confident of their processes being compliant with the upcoming changes

Q | How confident are you that your processes are compliant with the upcoming changes?

77%

of agents are confident that their team understand the upcoming changes

Q | How confident are you that your team understands the upcoming changes?



Preparation Is Strong, But Uncertainty Remains

While most agents feel they have had enough time to prepare for the Renters' Rights Act, this confidence does not extend to the wider system.

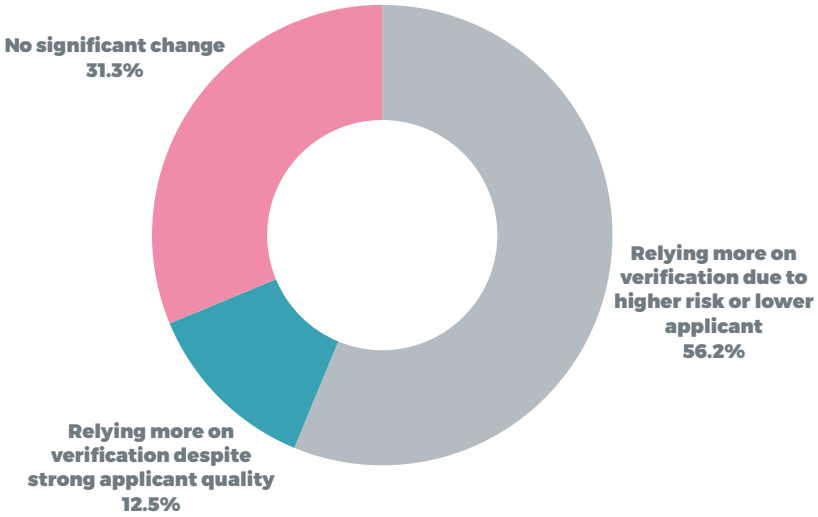
Many are placing greater emphasis on tenant verification and applicant quality, as concerns around court delays and the ability to regain possession remain high

65%

of agents expect the Removal of Section 21 to be the most challenging change out of all of them.



Q | Which areas do you expect will be the most challenging?



Q | Compared to 12 months ago, how has your approach to tenant verification and applicant quality changed?

75%

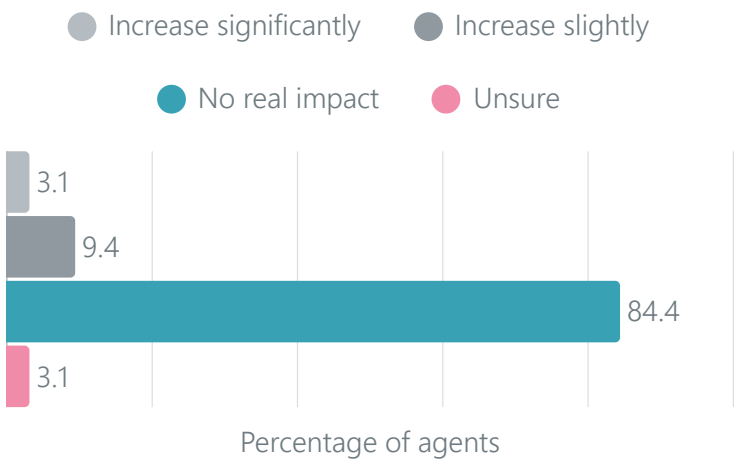
of agents are mainly concerned about court delays under the new possession laws

Q | What is your biggest concern about possession under the new system?

The Response From The Market Is Uncertain

There does not appear to be a consensus on how the bidding ban will impact advertised rents, with the majority of agents unsure about what the impact will be. At the same time, affordability is expected to become an increasingly important factor when selecting tenants, reflecting a more cautious and considered approach across the sector.

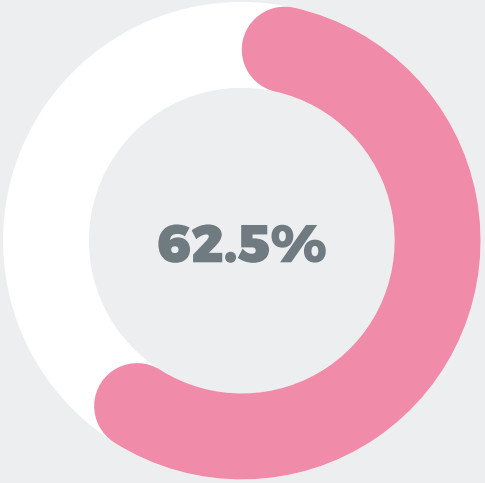
Q | What impact do you expect the bidding ban to have on advertised rents?



56%

of agents will have no significant change to their pricing approach compared to 28% who believe they will be more cautious

Q | How will your approach to pricing change?



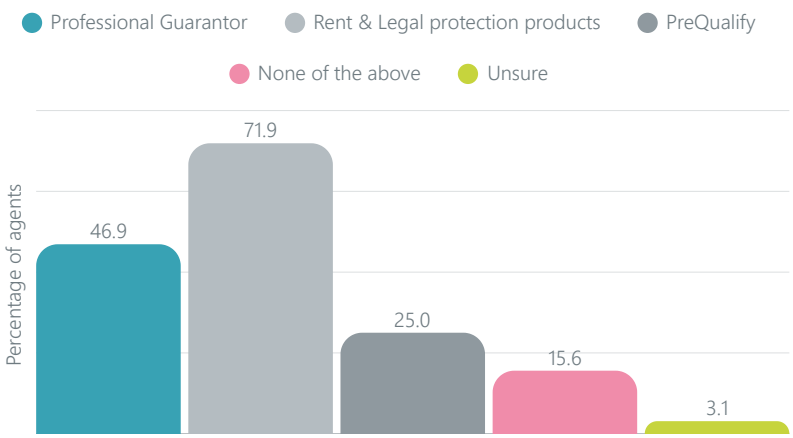
of agents believe affordability will become more important when selecting tenants

Q | What will become more important when selecting tenants?

The Risks Are Increasing, But The Processes Are Evolving

As uncertainty across the lettings market increases, agents and landlords are taking a more proactive approach to managing risk. The use of protection products remains high, while demand for these solutions is growing.

Q | Do you use any of the following to reduce the risk?



50%

of agents say landlords are asking about protection products more than usual

Q | Are landlords increasingly asking about protection products

72%

of agents expect landlords to become more cautious when selecting tenants

Q | Do you expect landlords to become more cautious when selecting tenants?

At the same time, there is a clear shift towards greater caution when selecting tenants, with affordability and suitability becoming more important considerations

Supporting Agents Through A Changing Market

The findings from our UK Letting Agents Market Report highlight a sector that is adapting quickly, but facing increasing complexity.

From managing affordability and tenant selection, to navigating possession challenges and maintaining compliance, agents and landlords are operating in a more demanding environment than ever before.

Having the right systems, processes and support in place is becoming increasingly important - helping to reduce risk, improve consistency and provide reassurance as the market continues to evolve. With The Lettings Hub, we have a whole package of support

MANAGING PROFESSIONAL TENANT SELECTION

Pre-qualify helps you assess applicants earlier, and robust referencing to ensure they are fully, and professionally vetted

PROTECTING RENTAL INCOME IN A MORE UNCERTAIN MARKET

Rent & Legal Protection to safeguard against arrears and possession claims

SUPPORTING AFFORDABILITY

Professional Guarantors help progress tenancies that may otherwise fall through

HANDLING RENT INCREASES AND TENANT COMMUNICATION

Section 13 toolkit supports structured, evidence-based rent reviews

NAVIGATING COMPLIANCE

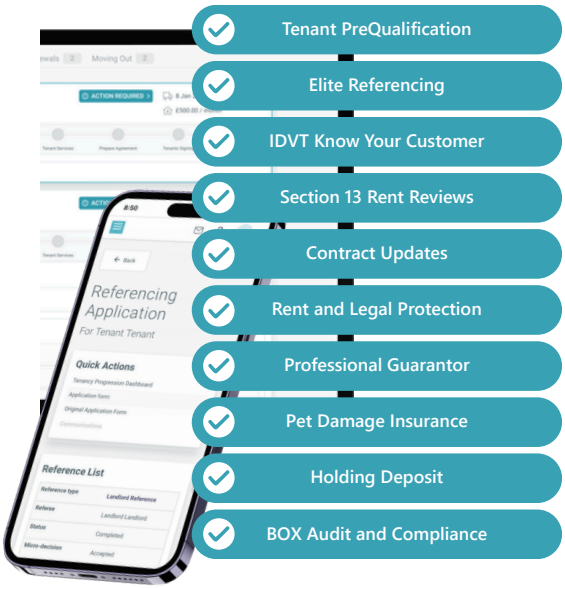
BOX-clever with The Lettings Hub supporting compliant, stress-free lets



BOX FROM THE LETTINGS HUB the home for lettings

At The Lettings Hub, we'll continue to support you with clear guidance, practical resources, and the products that help landlords stay protected:

- Wide range of referencing including Know Your Customer Checks and Open Banking validation.
- Rent & Legal Protection.
- Professional Guarantor.
- Pet Damage Insurance.



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