Issue 124 October 2018

YOUR PROPERTY NETWORK

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SUNNY SIDE UP

FROM BUY TO LET TO B&B

Making the switch from residential property to hospitality, bed and breakfasts, and hotel investments.

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WELCOME TO THE OCTOBER ISSUE

Few investors would argue that the lot of the landlord has been a mixed blessing of late. More taxation and greater regulation have had an impact on cash flow for many and there is more to getting a deal to stack these days, especially an HMO, than just buying, budgeting for a quick refurb then sitting back and watching the cash roll in.

Development or buy / build to sell is of course an alternative model for those who do not want to rent out properties but while such projects, chosen well, can yield very good returns, they are short-term capital generators not long term cash-flowing investments.

Over the next couple of months we want to explore opportunities beyond the residential property sector. Are there commercial alternatives to the traditional residential BTL? What other ways are there of creating a regular cash flow from property? Where are the opportunities in the commercial sector? Investors who have ventured into the hospitality and commercial sectors will be talking about their transitions from residential to commercial, the challenges, the gains and what they have learned along the way.

If we treat property investing as a business, which we really should, we must accept that all businesses have to move with the times to stay alive. Daniel Hill broaches this subject in his article ***Setting your strategy for 2019: Observe the masses and do the opposite*** this month, and the current shifts in the residential sector suggest that property investment strategies, as well as businesses, have a life-cycle.

As we approach the time of year when we review our plans for the next one, five and maybe even ten years, consider the opportunities that might lie beyond the norm that will keep you ahead of the investing curve.

Jayne Owen

EDITOR

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INVESTING

FINANCE

LANDLORD

EDUCATION

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THE HUSBAND AND WIFE SSAS PROPERTY PENSION

Nick & Hayley Josling, property investors

Property & Pension Investment

Bristol pin meeting host and property investor Nick Josling set up his own SSAS Property Pension about 4 years ago but only recently realised the value of adding his wife Hayley to the pension.

Now having amalgamated their pensions into one pot they have increased their investment power substantially. Nick explained "I was going through some paperwork with my wife and we realised she had some funds from a former employment position with a retail bank. We got in touch with Gareth Bertram, Director of The Landlord's Pension (a leading SSAS property pension broker) and he confirmed that it would be possible for us to move her funds in with mine". Nick continued "This is great for us because we now have the opportunity to invest at a far greater level whilst retaining ownership of our own funds in the combined pension pot".

The beauty of an arrangement like this is that one partner does not automatically gain any control over the other's pension fund, but if both parties are in agreement, then they can buy investments together using the combined fund. With Nick having set up his own SSAS back in 2014, it was quite simple to add in his wife as another Member of his scheme.

Both Nick and Hayley are heavily involved in the property sector in Bristol, running a successful lettings business, managing their own portfolio and most recently developing some sites too. With some help from their SSAS advisor Gareth, they are now looking at the most tax efficient, low risk plans for growth of their business and pension fund. Hayley commented "I'm really excited about the options we have to further our business interests in the property sector. It's amazing that I've been sat on these old pension funds for years and not known that I could have been putting them to better use".

The Landlord's Pension have helped many couples combine their pension funds bringing those people greater control over their finances and enhanced success in the property sector. However, combining pensions into one pot is not limited to just couples or those co-habiting. Relatives and unrelated co-Directors or business colleagues can achieve the same. When YPN caught up with SSAS expert Gareth, he explained more. "SSAS pensions can actually have up to 12 members, so that's the combined power of 12 individual's pensions that could go into one pot. We rarely see this though because there can be no single figure of authority in a SSAS pension and everyone needs to agree on the investment strategy. As the saying goes – too many cooks spoil the broth! In most combination cases we see a mature family of up to 4 members bring funds together or a small group of directors in the same business with a vested investment interest such as the acquisition of commercial premises".

If you're considering a single member or multi member SSAS Property Pension then download a free guide from the web page listed below. Alternatively you can call to speak directly with an experienced SSAS consultant for free advice.

SUNNY SIDE UP

FROM BUY TO LET TO B&B

Making the switch from residential property to hospitality, bed and breakfasts, and hotel investments.

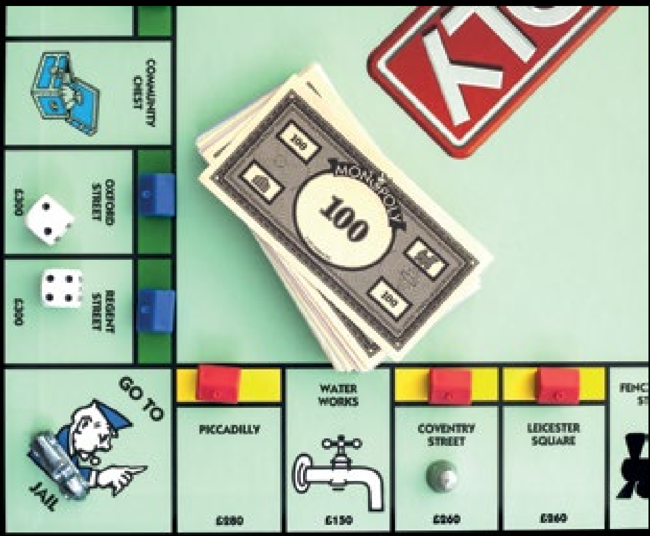
Here at YPN we believe in residential property investment. We believe it's very possible to create financial freedom and long-term security through property. But it can't be denied that the UK government has made an assault on the private residential sector and that UK landlords are beginning to feel the pinch. Over the past 18 months we have written numerous articles on serviced accommodation, and how investors have been able to massively boost their income through short stay rentals.

A move to an AirBnb-style letting is a definite move away from the private rental sector and into the hospitality industry – and in the following articles we examine how investors have taken it a step further by creating multiple units for serviced accommodation, set up bed and breakfast premises and opening hotels.

We consider whether the property developer / investor skills are transferable, how to assess if your business is viable, and what systems you will need to put in place to ensure you offer a premium service without the business becoming you-intensive.

The YPN team were really excited to tackle this subject as between us we have experience of holiday lets and AirBnb letting – and when we initially discussed the article in our editorial meetings the objective was to understand The Business. Can a buy to let investor **REALLY** make the switch and what are the additional skills required to create a business with genuinely life-changing income streams?

Our editorial team were also really interested to find out whether it's possible to run a hospitality business and avoid the hard work (and let's be honest, occasional drudgery) of changing beds and frying eggs. Can they be run as a systemised business rather than accidentally creating another job for oneself in the desire to escape the rat race and do something for ourselves.



With many tired B and B's up and down the country, is there scope and opportunity to offer something different to the market and create a genuinely life-changing business?

We hope you enjoy reading the following articles as much as we enjoyed creating them.

FROM HMO TO B&B

AND NOW MAKING OVER £4,000 A MONTH MORE THAN WE EXPECTED

Interview & words by **Heidi Moment**

Husband and wife team Deva Jeganathan and Divya Nagarajan, and their business partner Priya Puttagovardhanan were forced to rethink their strategy when they hit a wall with a new venture, only to find that the new strategy is much more profitable. We met up with them to find out all about it.

WHAT WAS THE PROPERTY AND WHAT WAS YOUR ORIGINAL INTENTION FOR IT?

The property was a very rundown 13-bedroom detached B&B that was being used to house a mixture of council tenants, private tenants and temporary accommodation for homeless people. It was not particularly successful, with many empty rooms. The owner wasn't really interested in running it properly, so we thought we'd take it off his hands and turn it into a 13-bed HMO, to fit alongside our HMO portfolio.

The property is located in Ashford, where we have a number of HMOs already. It had an HMO licence in place, 13 bedrooms, its own kitchen and dining room facility, plus an office, and separate annex where the manager lived. So it was perfect for what we wanted.

WHAT HAPPENED?

Although it already had a licence we needed to go through planning to get an HMO licence as a new owner. The pre-app was fine, so we went ahead and purchased the property. But when we put in the full application there were so many objections from the neighbours, which caused us a major problem. Due to the way the previous owner had been running it and the type of tenants that stayed there the neighbours were very concerned that as a HMO the problems would be amplified. In reality we would have been improving the situation, but it's very difficult to prove that in these kinds of circumstances.

There were 23 objections in total, ranging from issues about tenants and insufficient parking, to concerns about the street being overcrowded. So the planning got refused and was something we couldn't overturn. We know the Ashford HMO office very well from previous experience, so we knew appealing it wouldn't make any difference.

As we already owned the property, we had to find an alternative solution. It was a tough situation to be in, but we saw it as a challenge. We sat down with the team at the council who suggested we could apply to turn the property into a couple of flats or we could continue to run it as a B&B. We had some serious thinking to do.

DID YOU CONSIDER JUST SELLING UP AND CUTTING YOUR LOSSES?

We could have quite easily just sold the house and moved on. But we tried to turn a negative into a positive and had no intention of going backwards, only forwards. The bigger the challenge the bigger the gain, right? Perhaps it's that positive vibration that took us this far.

> "We were determined to turn a negative into a positive"

The HMO market has become a bit saturated lately, so we decided to look at the different options for the property. We probably wouldn't have done this had we got the HMO licence, as we would have ploughed straight on with the HMO, but sometimes things force your hand and you have to go with it. It's been a long tough road but it has been totally worth it, as it has become more lucrative than the HMO model so we're really pleased we persevered with it.

> "More lucrative than the HMO model by far"

WHAT DID YOU DO NEXT?

We started by assessing the B&B business. We bought the property with some existing long-standing tenants - a mixture of builders, electricians and plumbers, who were working on some big building contracts in Ashford. The manager at the time was not running it to its full potential. Out of the 13 rooms, he only had six or seven rooms filled at any time. He was stacked out doing everything, from cleaning to plumbing, as well as managing and trying to get more clients. He did what he could.

The B&B was just washing its face – by that we mean we were just managing to pay the mortgage and cover the costs from the income from the six or seven rooms that were filled. ***It wasn't a sustainable business.*** We spoke to the Temporary Accommodation Officer at the council thinking they could agree to give us a permanent supply of clients. They regularly support the homeless, as well as single mums and disabled people who need emergency accommodation. Often people only stay for two months before they get relocated to a permanent place. As you might expect, the council couldn't promise us a continuous supply of clients, so we needed to try a different angle.

In the end we decided to get rid of council tenants altogether, focussing on private tenants only, and we needed to do a full refurbishment.

THE REFURB

Retained it as a 13-bed, as all rooms were a decent size. 11 rooms are in the main building and two rooms are in the bungalow annex. Eight of the rooms are ensuite, and three attic rooms share a bathroom. We wanted to put ensuites in all rooms, but it wasn't possible for the attic rooms. We wanted the end result to be like a hotel.

WORKS INCLUDE:

- New kitchen that was health and safety regulated
- Replace all bathrooms
- Roof repairs
- Reconfigure the basement so it could be used for laundry
- One new boiler
- Serviced second boiler
- Re-plastering throughout
- Painting throughout
- New flooring throughout
- New furniture in each room – beds, wardrobes, chest of drawers, bedside table, TVs
- A dining room fitted out with enough seats for 16 people to dine at once. Breakfast starts at 7:30 and it runs up to 9:30. We're lucky that everyone comes down at different times, so we find 16 is plenty.

> "We did the refurb in phases"

We couldn't afford to close the B&B to do the refurbishment, so we had to do it little by little. We closed one area first while we did the works, then we changed area. Our builder and decorator were very cooperative with us, as were our existing guests. We brought in an amazing interior decorator, who gave us loads of ideas and helped us out a lot.

TIMINGS

- Bought - October 2016
- Started marketing to private guests - April 2017
- Refurb continued until June 2017.

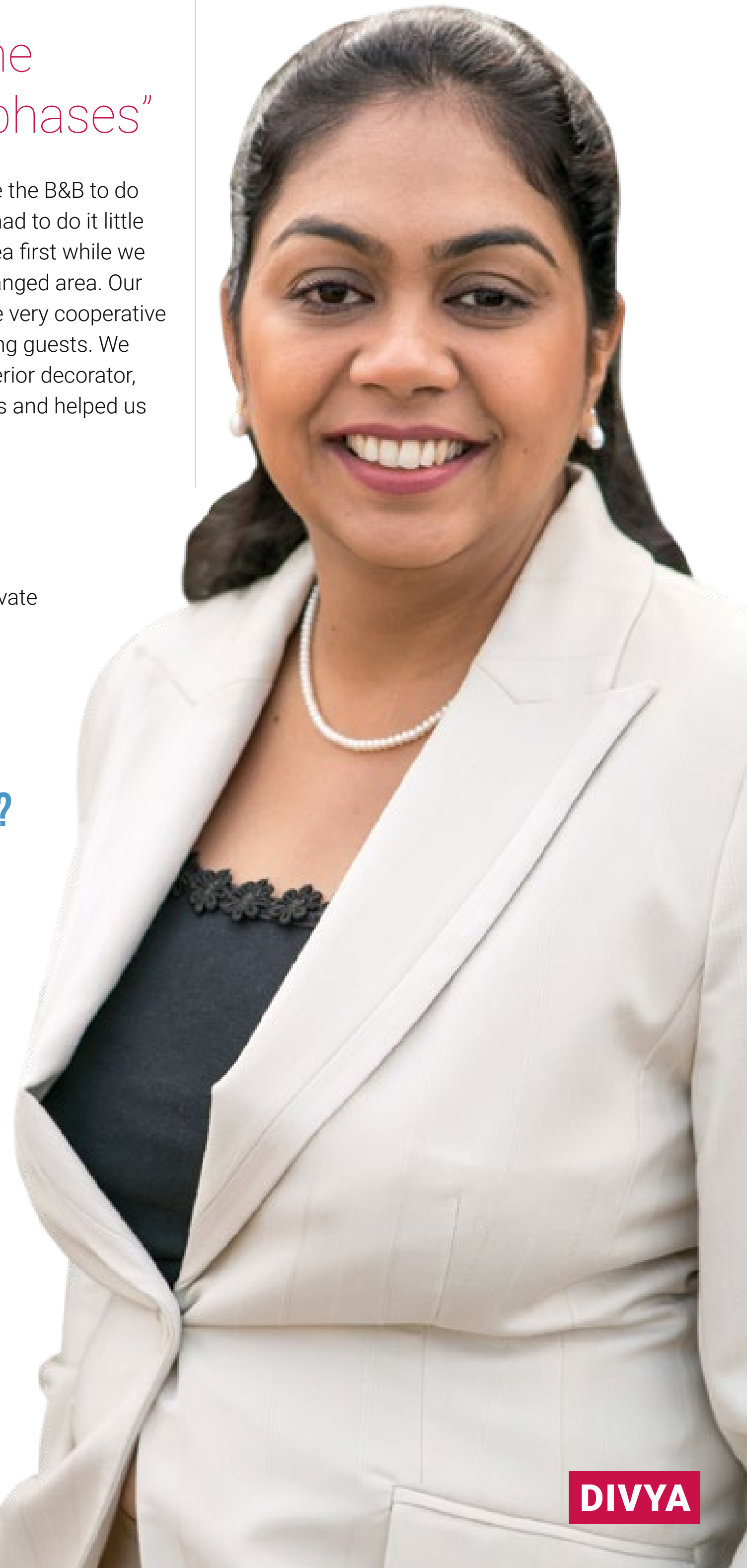
HOW DO YOU DO YOUR MARKETING?

While the works were going on we employed a new General Manager, Gabriel, who worked hard to keep the current guests happy, whilst also working with us to begin to search for more private tenants so that once the refurb was complete we would be a fully functioning B&B. We were already starting to get guests from booking.com, which was a great start. We wanted to stop going to the council for temporary tenants and instead target tourists, travellers and families.

Moving from being a house for temporary accommodation to a small hotel was a big jump for us and the learning curve was steep.

> "This was a huge jump for us and the learning curve was steep"

We started working on a new channel manager, Eviivo, which keeps everything in one place and distributes our ads and



posts to all the online travel agents like ***Booking.com***, ***Expedia***, ***Trivago, Hotel.com***. It also gives us an online diary that puts all the bookings through all the channels in one place. It's brilliant.

We have a website (www.hayesbank.com) too and all the social media networks like Facebook, Twitter and Linked In. Altogether we speak to around 40 channels and 60% of our guests come to us through the web.

WHO ARE YOUR GUESTS?

Ashford is close to Folkestone and Dover, so we often have European travellers coming straight off the ferry or Channel Tunnel. We also get people from London who want to stay for one night on their way to Europe.

There's a lot of construction work going on around Ashford, so we still get plenty of tradesmen staying with us. We get corporate travellers too. As well as tourists - Ashford is a good tourist location, with plenty of beaches about 20 minutes drive away. There's also the wildlife park and Leeds Castle and plenty of other attractions nearby.

Ashford has got a very good designer outlet - one of the biggest around Kent and London. So many people come here to do their Christmas shopping.

We're also starting to target weddings. The happy couple usually reserve five or six rooms or sometimes they book the entire building for their guests if they're coming from far away. Particularly in summer we have a lot of wedding parties staying with us.

> "We offer differentiated room rates and prices vary each season"

WHAT ARE YOUR ROOM RATES?

It's different for every room. We generally charge £65 for double rooms, £85 for a family room and £50 for a single room. But prices vary from season to season.

At the end of last year we started offering differentiated room rates, depending on the channel you book your room through. So we have particular rates for Booking.com and the online travel agents and they take 15% for each booking as standard. If guests book with us directly, we give them a slightly cheaper rate. Say if it's £65 on Booking.com, we offer it for £62. We've learned that 65% of the customers who look at the online travel agents will always cross reference our website too to get the best price. Getting customers directly reduces the amount of commission we pay, which reduces our costs. We also noticed we got busier once we started doing this.

We do lots of seasonal offers too, for example, at Christmas, Valentines Day and Easter we offer a free breakfast if you book for two or more nights. We also have links with a couple of local restaurants and beauticians, sharing referrals and offering discounts.

HOW LONG DO GUESTS USUALLY STAY FOR?

Guests usually stay for one or two nights. There are some people who stay for a week, but generally people only stay for a couple of nights.

Throughout the summer the occupancy rate is around 95%. It'll get progressively slower in October, November, December, January, up to February. Then from March it'll start getting busy again.

When we took it over it was only ever at 50%, so we've come a long way from that run down B&B.

> "We've taken it from 50% to 95% occupancy in the first year"

HOW INVOLVED ARE YOU WITH IT ON A DAILY BASIS?

At the beginning we had to spend a lot of time on it and Divya was there three out of five days a week. There was a load of paperwork to be done, including all the health and safety. It was full on.

Priya deals with all the accounting stuff, and she also started systemising and creating some manuals for the staff to follow our procedures. Documenting all that was a lot of work in the early days and Priya also managed the refurbishment, so she was there a lot too.

Deva worked with the new manager to help him with our vision, and the level of service we wanted, so we were all very involved at the start. For the first nine months we probably spent about 80% of our time on it, but now we have the systems in place it's nowhere near as often.

Deva goes there around once a month to do our routine checks and check against our Gold Standards. Divya also goes once or twice a month to check on daily management as well as all the health and safety aspects. And Priya goes once a week to maintain the accounts, checking all the receivables and making sure everything is up to date, which is really important, especially given the high turnover of guests.

At first we were managing the accounts through a spreadsheet system, but this didn't work for long, so we got Xero and now we have someone employed full-time in India managing the daily transactions, and our accountant does a month end report. This is much more manageable and was absolutely necessary for the business to run well.

All three of us manage the manager but for different things. Divya speaks to him about the marketing, the tenants and the daily running of the B&B. Priya about the financials. And Deva deals with quarterly reviews and performance appraisals.

THE NUMBERS:

Open market value:	**£535,000**
Purchase price:	**£490,000**
Bridging loan:	**70% loan to value, 12% interest**
Total refurb cost:	**£46,000**
Staff training, H&S, Fire alarms etc:	**£3,200**
Total costs including all refurb, acquisition, and sales costs:	**£74,000**
Monthly rental income:	**peak season July £23,000, June was £21,000**
Monthly bills:	**£15,400**
Monthly profit:	**Low season £4,000 to £5,000 High season £7,000 to £8,000**
Revaluation:	**£675,000**
Equity release:	**£112,000**
Money left in deal:	**£183,000**
Amount of equity we own in the deal:	**50%**
ROI (return on investment):	**42.6%**

WHAT HAS BEEN THE BIGGEST CHALLENGE?

One challenge was transforming this rundown building into a 3-star B&B whilst keeping it running as a business and keeping the existing guests happy. Another was getting all the accounts set up properly, and making sure everything is up to date.

One of the biggest challenges was organising the finance. When we started purchasing it, not many lenders were happy to lend on it because it had a mixed use. So we decided to bridge it. We weren't too worried about this because we knew that once it was up and running as a HMO then we would be able to transfer it to a HMO mortgage. But that never happened, and we had to transfer it to a commercial hospitality mortgage instead.

Refinancing also had its issues. Usually on an HMO, we purchase, add value, then six to eight months

later we re-evaluate, and hopefully pull out the money and recycle it. So that's how we've been running our business for the last 10 years. But this one was different.

We had a lot of money in the deal, but were unable to recycle it as quickly as we're used to because it's a totally different business and a totally different commercial mortgage. Each bank we went to wanted at least one year of filed accounts, but doing it that way would have meant waiting 14 or 15 months before we could refinance, which didn't work for us, as we had a bridging loan to pay back.

So the best thing we could do was to give six months' accounts, plus a further 12 months of forecasted accounts for the next year. That was the only way we could refinance so quickly, but that still took us nearly a year and because of the lack of accounts they down valued the property from £800,000 to £675,000, so we weren't able to pull all of the money back out. We're planning to go back to them and draw down on the full valuation once we have a full year of accounts.

PRIYA

Click here to listen to the interview in full

HOW DOES THIS COMPARE WITH THE ORIGINAL HMO PLAN?

On the HMO we would have made around £2,300 profit a month. This is making around £7,000, so this is much better from a cash flow point of view.

In terms of refinancing, on the HMO we could have pulled out about 72% of the money that we put in, but on this scenario we are only pulling out 56% after a year. So it will take us a little longer to get all of our money back, but on balance this isn't too much of a bad thing.

As well as the monthly cash flow now exceeding the amount that we would have made as an HMO, the trading business alone is now worth £180,000 apart from the asset, so we can now divide the business into operational company (OP Co) and asset company (Prop co) and the value of the whole will far exceed its worth as an HMO.

WHAT WOULD YOU DO DIFFERENTLY NEXT TIME?

The starting phase was quite slow and the refurbishment part was really hectic. Next time we will make sure we can do the refurbishment in one go so that it doesn't interfere with the running of the business.

After the challenges we faced with financing, we will certainly do that differently next time. But it won't be so difficult next time, now know how to finance small hotels, so we'll be using a different financing method on the next purchase.

THE FUTURE

As you might expect with cash flow like this we want to do more B&Bs from now on. It was extremely hard work to start with, but it has turned out to be a very lucrative business when you compare this with a normal HMO. The whole process has been very rewarding and we've learned so much every day.

At the moment we are looking into two other bigger projects. We're looking at small hotels with at least 20 or 25 rooms. We're ideally looking to take on one that is being run badly, so we can repeat what we've done here and turn it around and make it work. We're aiming to become a small 5-star hotel chain business.

We are currently working on three hotels to be completed by the end of December 2018. The first is a 36 bedroom hotel in Reading which is poorly managed in a very prominent location. The owners are about to retire and we have been in talks with them for more than a year finalising the best structure for them to sell the property and get maximum benefit, as well as how we can acquire the business and property with minimal disruption to the existing customers.

The second is a large care home in Gravesend, Kent, which will be converted into a 19 bedroom and 2 one-bedroom flats along with staff facilities. This purchase is to completed by end of September and the works will be carried out straight away.

The third one is a large hotel in Folkestone, Kent. It is an 89-bedroom hotel which has been mismanaged and part of the property is in a derelict state so has been closed to public. Our plan is to re-structure the whole floor plan of this hotel to a better layout and reduce the bedrooms to 73 large doubles, all with ensuites. We will also create a large dining facility, a gym and a spa facility in the lower ground floor. Once this property is fully converted it will add more value to the community and will it entice more travellers to the area.

HOW WILL YOU FUND ANY FUTURE PROJECTS?

We have established very good relationships with commercial lenders through our mortgage broker. So when it comes to larger hotel deals we know the commercial lenders would lend up to 65% of the purchase price and the whole of the refurbishment costs. This leaves us only to fund the remaining deposit and purchase cost, which is minimal when compared to the total cost of the project.

We work with private investors for this, as well as angel investors to fund larger deals and we offer equity position in the company. Most of our current angels are always happy to reinvest in our project due to the excellent results we produce.

We are also exploring working with crowd funding companies to fund projects. This is new to us, but it's looking very promising and we are going to give it a try on our next project.

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ELEGANT SOLUTIONS

FOR SERVICED APARTMENTS

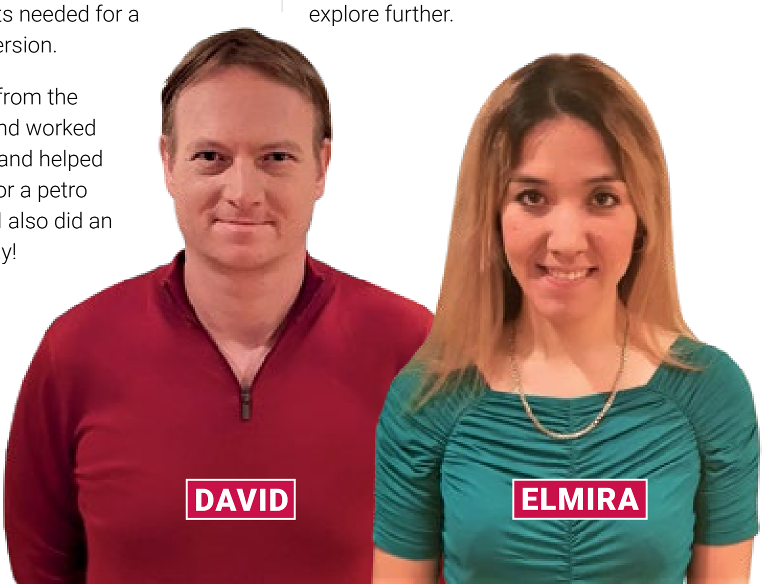
GETTING THE MODEL RIGHT TO SUCCEED IN A COMPETITIVE HOSPITALITY MARKET

Starting initially with a few BTLs and HMOs, David went on to form a business partnership that has allowed him to focus on his passion of developing heritage buildings into apartments. Although the original plan was to either sell or rent out the apartments, David has ended up developing apartments and then entering into the world of Serviced Accommodation. In this interview we will discuss in more detail David and his business partner Elmira's new venture, The Bath Apartments, as they share their journey in the world of SA and provide an honest appraisal and guidance of what it takes to succeed in this market.

YPN: Just to kick things off, perhaps you could describe what you did before becoming a full time property investor?

David: I was in the corporate world (logistics) for about 15 years but had started to dabble in property through single lets. As described in the 2014 YPN article, my business partner and myself then combined forces with a builder to form a strong trio with all the skillsets needed for a commercial conversion.

Elmira: I am also from the corporate world and worked in project finance and helped raise $2.5 billion for a petro chemical project. I also did an MBA along the way! More recently, I met David who inspired me with his achievements in the property world and I saw how my passion for systemisation, automation and operations could really benefit The Bath Apartments SA business. I joined the business and now see my future very much tied with the property world and in the SA sector.



> "I would read articles about successful people and often noted that property was one of their assets"

YPN: What made you start thinking about getting into property in the first place?

David: I think for me it was a realisation that in the corporate world, you aren't really in control of your own destiny. I would read articles about successful people and often noted that property was one of their assets, so I felt it was something I should explore further.

I think the first step most of us take in property is to try single lets to see how that works out, almost like dipping our toe in the water. We also got into HMOs and both of these types of investments were in the Peterborough area where I was working. This was the start point but long-term, I really wanted to focus on heritage and commercial conversions.

Elmira: I have an economist and finance background and it puzzled me why UK property has such a gap between supply and demand. That really interested me in the topic. David suggested I attend a property event where I saw how many opportunities the UK property market offered. I also saw how the industry lacked systemisation and operational skills and how developing this could be an attractive asset in a joint venture.

YPN: When and why did you develop an interest in SA?

David: For personal reasons, I relocated down to Bath and this coincided with finding an old heritage building in the centre of Bath. The intention was to renovate the building to create four apartments and just sell them on. However, I started to get the sense that SA would work well in Bath and might be a good strategy to implement, especially considering the changes to the tax legislation. In addition, a few other things came together, which encouraged us to try SA and initially, we outsourced the management to a local agent. The main reason for getting into SA was for the cashflow and to mitigate upcoming UK tax changes, but the location of the apartment was also ideal for SA because Bath is an all-year-round visitor hotspot.

For buy-to-lets, you can quickly give your property to letting agents to manage. However, when putting our toe in the water for SA, it was not as easy because not many agents do SA effectively. Although our initial experience of SA management was a challenging one, working with Elmira gave me the opportunity to bring in somebody who was passionate about systemisation and implementing an in-house management system.

YPN: What particularly appeals about Bath or are you considering other cities as well?

David: At the moment our business is based around both Cambridgeshire and Bath. We have started SA in Bath and it's definitely something we'd like to expand into Cambridge city centre as both cities fit our model of developing heritage/listed buildings.

Elmira: Bath is in a great geographical location for a diverse range of potential clients from around the UK, either for business or for events or just as a place to relax. Being a world heritage city means that it attracts a lot of overseas visitors all-year-round. I would say that 60% of our visitors are tourists but we also have people attending other events and meetings. Some visitors are very seasonal eg during September and October months, we get parents who are trying to settle their kids into the University of Bath. Other visitors are ad hoc and just want to come and spend a quiet weekend in Bath.

YPN: SA is very much driven by occupancy levels and getting good customer reviews. What are your own personal thoughts and experiences?

Elmira: Occupancy is the most important factor and this was the biggest challenge when an agent was managing the units. I do believe that if you're doing SA as a start-up it's very important that you initially do it yourself, so that you get to know your key factors and your KPIs before outsourcing.

David: You can definitely outsource management of the SA units far too soon and that's a mistake we made. Before Elmira joined the business, we decided to outsource the management to a local agent. Based on what we learned from the outsourcing, I'd encourage anyone starting out in SA to get a feel of their own business before doing that. If you first define what you are looking for and what needs to happen to make the business profitable, you'll be better placed. SA is more complicated than other strategies eg to maximise your returns, you have to make sure that your rates are correct and continually tweaked based on seasonality, events etc. Having Elmira come into the business and really focus on the systemisation and rebuilding of the review database has been key to our success.

"You need to keep your *'systems'* simple and allow technology to remove yourself from the business"

YPN: In terms of deciding what stacks as an SA deal, what criteria do you focus on?

David: For the current project, the process of stacking has been done in reverse, as we didn't develop the units for the SA market. Moving forward, we would focus primarily on our end customer - where in Bath do they want to be, what types of apartments work best for returns? Other considerations would be: do you develop an apartment that sleeps seven people but with higher business costs or develop smaller apartment to suit couples and perhaps give you better returns. Our SA experience to date has changed our dynamic when we are assessing those commercial buildings for conversion.

Elmira: Because I have responsibility for the management, I'd definitely have more input about the best areas for the next project. We need to be more and more customer facing and ensure that an *"average"* visitor should be able enjoy the apartment and use the appliances rather than be bogged down because you have made everything too *"techy"*. This can be annoying for guests who have just come to relax, but instead get frustrated because they can't operate the appliances and spend their time trying to work it out. You need to keep your *"systems"* simple and allow technology to remove yourself from the business.

YPN: Initially you decided to use an agent to manage your SAs – what was your experience?

David: Very few agents can manage SAs efficiently, even in a holiday city like Bath. We did a bit of research on the agent and then handed the SAs over. The first frustration we faced was that they would set the price for the 12 months ahead regardless of the season and events in Bath. If we dropped them an email suggesting a tweak in the prices due to an event, they would reply to say that they manage too many apartments in Bath to be continually tweaking the prices. This lack of flexibility made us question the whole rationale of using an agent.

Elmira: The agent's systems for bookings were very manual (eg emails), with little use of the available technology. If you wish to use an agent, it is crucial to register the profile in your name and share the function of co-hosting with the agent. That way, if you changed the agent, you will keep the ownership of the profile and the reviews on Online Travel Agencies (OTAs) such as Airbnb, Booking.com etc.

All OTAs allow you to own the profile and share different functions with an agent; however not many people know that when they negotiate their terms with an outside agent. We actually lost 130 five star reviews which was very frustrating because we paid for the hosting service of the agent.

YPN: Of the many strategies we feature in YPN, SA appears the most intensive. What does systemisation mean for you in the world of SA?

Elmira: There are three functions that you have to systemise: (1) the booking function; (2) the cleaning function and (3) the linen exchange function. Once we had defined these systems, we implemented a channel management system. Within this, one system takes the bookings and one system communicates the automated messages, which you can personalise. When a booking is made, the system allows you to create tasks for the cleaners. These are sent automatically to the cleaners who have an app which allows them to plan what work they do and when.

In addition, when we know how many guests are arriving, we can calculate how much linen is required and send this information to the linen management company. Their role is to take away dirty linen and deliver fresh linen ready for cleaners/housekeeper to get the apartment ready. Generally, visitors don't like specifying a time of arrival so we have a smart locks system and they can access their apartment at a time that suits them with a code that we provide.

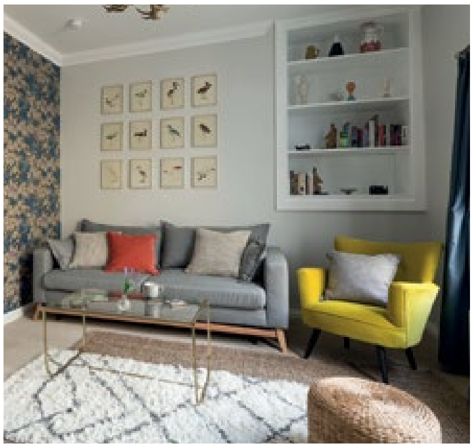
> "People management is the biggest challenge and finding good cleaners is difficult"

David: From an owner's perspective, I would suggest that you systemise the full cycle from the bookings, to guests arriving and guest leaving, but still maintain the personal and individual touch. The beauty of the systems that Elmira has implemented is that the whole guest experience can happen without any interaction from us, although we can respond quickly if required.

YPN: It would appear that for SA, like other strategies, there are two systems at work – an "IT system" and a "people system". Perhaps you could elaborate further in some depth?

Elmira: People management is the biggest challenge and finding good cleaners is difficult – we have a brilliant cleaner but as she doesn't have a smart phone to access the systems, we ended up buying her a phone and explaining the app to her. The rest of the team are now all using the app and we have been very lucky to find cleaners who are techy enough to use the app. Initially there was some resistance to the technology but over time, we have encouraged them to use the app and to find the information they require within it.

David: Once they had got used to the system, they appreciated its benefits eg they can monitor the cleaning rotas, make notes on the app, take photos to log the condition of the apartments etc. It does avoid constant phone calls seeking clarity or information that is already on the app. Most importantly, the app and its effective use helps get the apartments ready for the guests exactly how they want them eg if they require a high chair, the cleaners can see that on the app and supply it from our storage facility.



Elmira: The key thing is that we are not that interdependent on each other with our time schedules. However, once in a while I do check the work and if there is scope for improvement, I can write this information on the app rather than call them or have a meeting. This sort of process fits my schedule, frees up my time and I don't have to be reactive.

David: Another operational system Elmira has implemented is that the apartment is cleaned immediately after a guest leaves regardless of the booking schedule. The app has a *"complete"* button so a simple tap confirms that the cleaning has been completed and the apartment is ready. This gives us the flexibility to make bookings immediately if someone rings and wants an apartment the same night.

Another operational idea Elmira implemented was creating a central consumables cupboard containing biscuits, teas, coffees, towels etc, which are all kept as surplus stock.

It's the job of the cleaners to clean the apartments and also make them ready for the guests by providing the extras. They also need to ensure that the linen has been delivered as requested – if it hasn't arrived, we have an emergency stock to cover the next stay. They'll report non-delivery of linen or if any consumables are running low via the app so we can restock. Even the linen company has a code to access the building and they can leave the linen in the correct place.

YPN: How did you decide which channel management system to use?

Elmira: There are actually more than 30 such systems on the market. When I was doing my research, I discovered that one particular system was being used widely by the SA community but only because it is promoted heavily. My research revealed many shortcomings in this system, with many steps still requiring manual intervention so we decided on an alternative called Kigo (www.kigo.net).

David: We felt that Kigo was the best option for growth and scalability. As developers, we were trying to implement a management system really fast, but based on Elmira's painstaking research and advice, we took a step back and first defined the key deliverables for the business. She ended up speaking to all the top channel managers to discuss what we needed for our business, which was a great way to actually implement the right channel management system.

YPN: What's the shape of your current business and where is it heading?

David: I think that SA is probably going to be 50% of our strategy. My original business partners and myself are still working together to develop heritage / grade two listed buildings and bring these back to life. That would still be the core part of the business, but combining that with SA in Bath and possibly Cambridge would be a good fit. We are less interested in taking on pre-existing apartments to set up as SA and would prefer to develop heritage buildings for this model. We may also work with a few private individuals via private mentorship to help them along the way.

We also want to develop our own platform and brand. We launched our own website a while ago but we appreciate that portals like AirBnB are very well known and well placed for new bookings. Once guests have stayed with us, the aim is to encourage them to book directly if they visit the city again. One way we do this is by leaving our promotional materials in the apartments. It is also better for visitors to book directly as it saves them fees.

Elmira: As I live in Bath and am constantly in search of good projects, I see a future of both building additional units for *"The Bath Apartments"* as well as working with select joint venture partners. I am currently submitting a bid for a project in Bath as a joint venture with one of our investors.

YPN: What sort of advice can you offer readers considering the SA strategy?

David: If an investor is planning on finding a building and then converting it for SA use, my advice would be to first think about the end user eg what do they need and what's most important to them? Will you be doing long-term or short-term lets? If it's the latter, what do they really need? Things like the Internet need to be **THE BEST** you can get; if the Internet fails on day one and someone's staying 48 hours, the review is going to be terrible. Try and create that personal touch – we have signs saying for example *"Welcome The Jones Family"*, which makes their stay more individual after all the techy and systemised stuff they have dealt with.

YPN: What has inspired you in your property journey and what is it like being a full time property investor?

David: When I first got into property a number of things inspired me including *'Rich Dad, Poor Dad'* in which Robert Kiyosaki compared his rich dad to his poor dad and this philosophy was inspiring. I have also found the mentoring and coaching to be very inspiring and it is great to see the achievements of my current mentees.

> "I think that SA is probably going to be 50% of our strategy"

In the corporate world, I often worked 12-hour days with little time for myself. Every few years I would be relocating to set up a new department in a new city and create a new life, which was all very unsettling. Putting down roots in Bath has allowed me to structure my days as I want to, an option I just didn't have in my corporate life. I believe that it's still important to have some structure to the day, but having that flexibility really allows you to just do as you wish with your life.

Click here to listen to the full interview

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FROM HMO TO HOTEL

NAVIGATING THE TRANSITION FROM BRICKS AND MORTAR INVESTMENT TO HOSPITALITY BUSINESS

Words by **Anghárad Owen**

Stuart Scott and Carly Houston are both experienced investors based in Brighton. Stuart was last featured in the January 2018 issue of YPN with his unique co-living projects. Since then, he's expanded into the hotel business alongside his new partner Carly, who is a regular contributor in YPN. She works with her sister Kirstin, to buy and refurbish run-down properties and has partnered with charities to house people who are facing homelessness.

Stuart and Carly had worked together previously, but in a very different way. Carly had mentored Stuart before he started Simon Zutshi's mastermind programme where she helped him formulate his vision for his co-living projects.

They became good friends and knew they wanted to work together. They were each looking for diversification of their portfolios and their dream was to work on larger projects in central areas of Brighton, the city they both love. Brighton is an Article 4 area, and is therefore difficult to get planning approval for larger HMOs, so they looked to the hospitality sector for opportunity.

Serviced accommodation is a popular property strategy due to its high returns, however this was not the route they wanted to take. Carly said: *"I always had some reservations about the whole planning side [of SA], and the fact there's going to be a lot of regulation coming in."* Stuart does have holiday lets of his own, so he is well-informed about the SA and holiday industry.

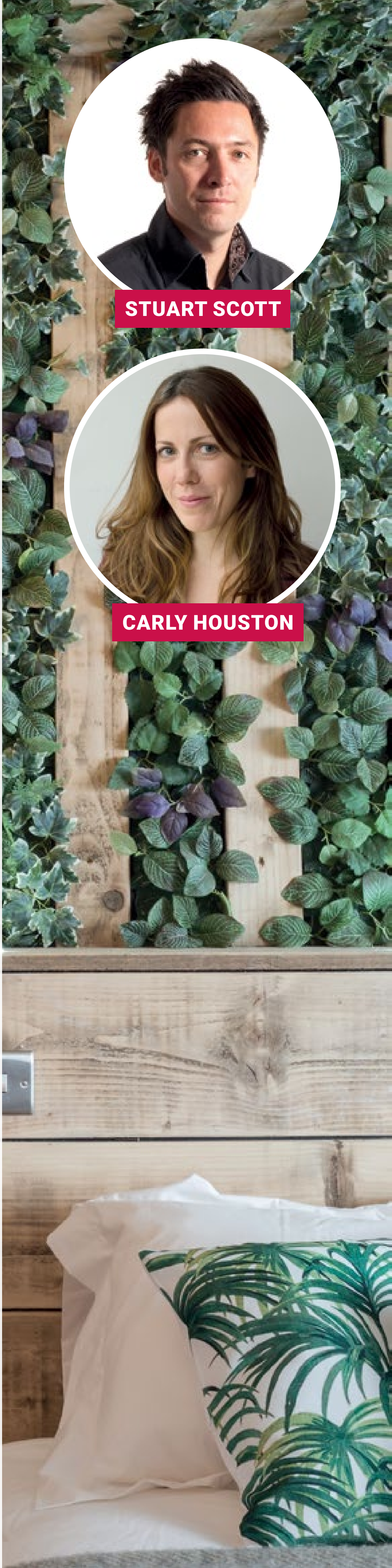
Starting as a casual conversation over two years ago, the idea grew organically. They saw a gap in the hospitality market where they could use some of the principles of SA alongside the design concepts from Stuart's co-living projects and apply these to a small boutique hotel.

Stuart said: *"We wanted to do something a bit different. We thought the market had opportunity for disruption, to change the business model a little bit. To systemise and self-service it. Obviously, the product itself is very different and unique as well."*

Within their design, they have taken out what they believe are the *"inefficient parts of the hotel."* For example, they have no need for a dining room or kitchen, as there are some of Brighton's best cafes on their doorstep. In fact, they have teamed up with them to offer discounts for their guests. The rooms are also equipped with a small kitchenette so there is the ability to self-cater if the guests wished.

They have also embraced the use of technology to automate and streamline the checking in and out systems. The hotel is completely self-serviced so there is no need for a concierge or staff to be present at the property at any time. Each room has a key code smart lock entry, a smart TV and an information tablet. Carly explains: *"During the refurb we came up with the term smart boutique hotel. We felt this perfectly captured the combination of technology and luxury boutique design that we both wanted to deliver."*

They started the sourcing process in mid 2016, it took a lot of hard work and one sale falling through before they found One Broad St, and sale was agreed in March 2017. They had many brainstorming sessions to discuss strategies, concepts, different ideas to approach it and then put together a plan on how to implement it.



RENOVATION

They built on their learnings from previous property experience, and decided to find a project that could be refurbished, enriched and refinanced at a higher value. Buying a building already classified as C1 (hotel/short stay) meant that they would not need to go through any planning, which can take a long time.

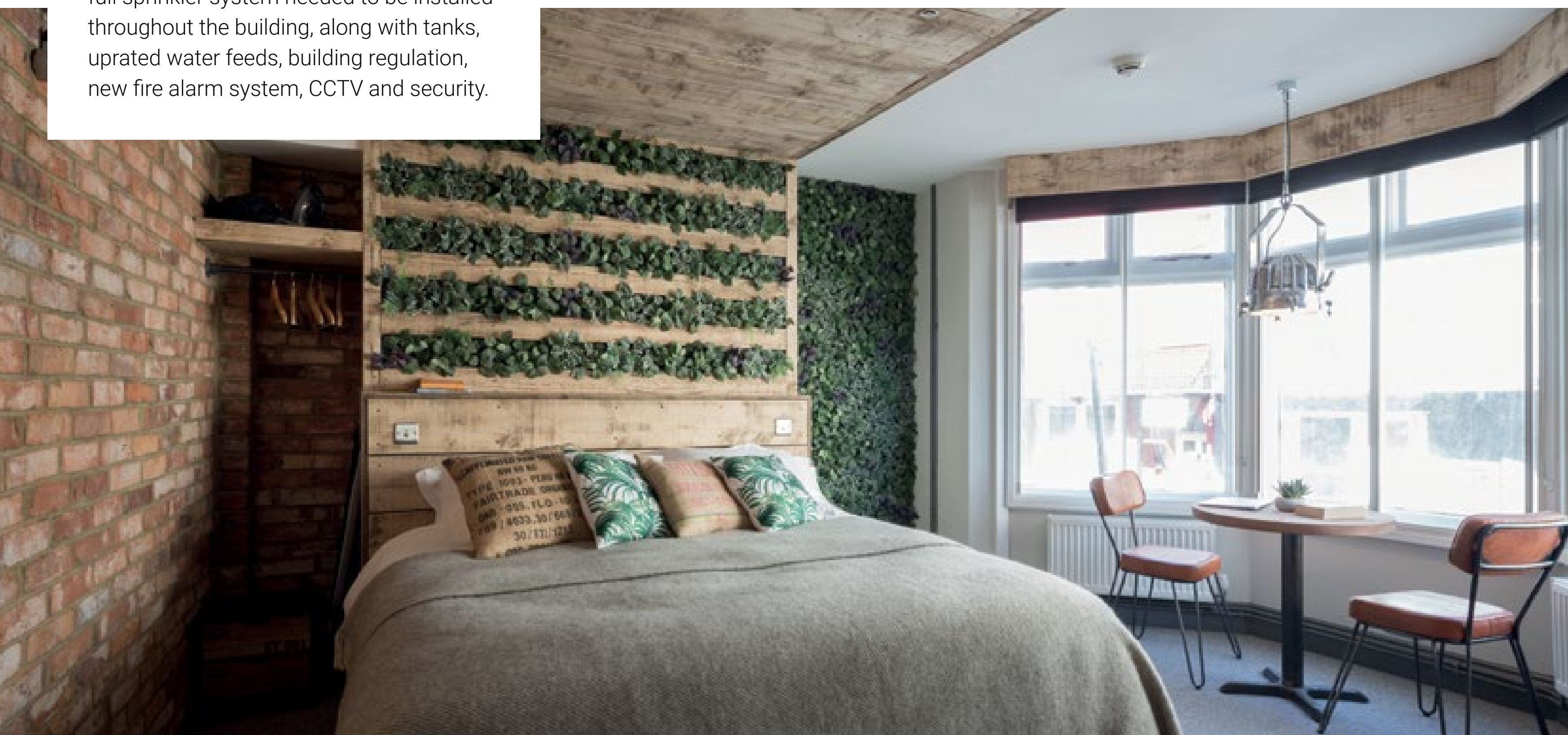
They bought the building for £775,000. A residential property of this size in the same area would be worth anywhere north of £1.5m. It's in the city centre, three minutes' walk from the pier and the beach. As an asset for them, it will be a great long-term investment.

One Broad Street was originally a traditional eight-bed B&B, and the owners lived in an apartment in the basement. During the refurbishment, the apartment was converted to create more bedrooms. Adding the extra rooms enabled them to increase revenue without much structural work.

They now have 12 units varying in size. Some *"sleep groups of four people, some are deluxes with sea views, some are doubles and some are micros,"* explains Stuart.

Despite it being in relatively good condition when purchased, the property needed extensive upgrading and therefore cost a lot more than initially expected. The entire renovation was completed in three and a half months using multiple build teams and long working hours.

The renovation cost £200,000, which was higher than expected, due to extra works they hadn't accounted for. A hotel has a lot more regulation on health, safety and mechanical engineering than an HMO. A full sprinkler system needed to be installed throughout the building, along with tanks, uprated water feeds, building regulation, new fire alarm system, CCTV and security.



VALUE

Hotels and B&Bs are valued based on business performance. Within the industry, the value of the hotel is not determined until occupancy and performance can be measured after at least a 12-month trading period. Stuart and Carly have had to learn about the differences between hotel and HMO valuations through research, speaking to brokers and discussions with the bank.

Despite the property being down-valued on purchase, due to the previous owners not declaring much in the way of profit within the business, the bank agreed to lend them the amount they applied for. To approach a lender in this field, they needed to have business plans, marketing plans, forecast projections and cashflow forecasts. They established a good working relationship with the bank after Carly had initially met the hotel and leisure finance director at a networking event.

Calculations to determine value vary depending on location, but are based on the earnings before tax, depreciation and amortisation (EBITDA). From this figure, they take away operational costs and apply a multiplier. Stuart and Carly are working towards a target valuation, but won't refinance until after 12 months. It's their job to make sure they hit that figure.

Before even getting the chance to refinance, they're into the world of revenue management. This is when guest behaviour is predicted and analysed to optimise availability and price.

Stuart has used his local network to make contact with consultants and industry experts – who have worked for some of the largest hotel chains in Brighton – to advise them on revenue management and marketing. An example of their price optimisation success so far is that the month of August has outperformed July in terms of revenue, but the occupancy was lower. Stuart explains: *"Because we implemented some findings from revenue management, it meant that we were able to get more for each room. We got more from less."*

DESIGN

The design of the hotel was a collaborative effort. They brainstormed ideas and tried and tested some concepts. Stuart wanted to take both of their influences to create something new and different. *"The great thing about design, per se, is you can always keep raising the bar."*

"I don't think it's my creative skill to come up with a lot of ideas, but what I can do is throw in ideas and," Carly tells us, *"I think that's worked."*

Design can always be altered. There was lot of trial and error within the hotel, and if it didn't work it could be tweaked or reversed. The artificial plants, a feature throughout the hotel, were an on-the-fly idea. They hadn't planned to use them but they turned out to be an iconic part of the hotel's identity.

MARKETING

Finding guests for a hotel is no easy feat. Although the product sells itself, people need to be able to find it. The primary platforms they use are online travel agents such as Booking.com, Tripadvisor and AirBnB. They have recently begun a second strain of marketing directly to corporates, contractors and businesses to bring in a different demographic of guest.

Understanding your location metrics is key. Brighton is predominantly a leisure market and has great occupancy during the summer, however their benchmark of marketing efficiency will be based upon their occupancy rates during winter. *"We have to be very proactive about it,"* says Carly. They are trying to be as dynamic as possible by using their resources so they can ideally outperform the market. It's important to keep an eye on the competitive set, stock levels and ever-changing pricing in the market.

At the time of writing, both Stuart and Carly are fairly hands-on in the business as they want to get things right. They hope as they streamline the business and continue to grow that they will be able to take a step back, however they have systemised as much as possible. Their teams consist of an agent to manage the bookings, a social media manager and a local support team, consisting of housekeepers, maintenance and out-of-hours support.

DEALING WITH MAINTENANCE

As their hotel is fully self-service, and there are no staff on site, they needed a process in place for when something goes wrong. It was important to them that if anything unexpected happened, their guests didn't feel disconnected. They have security and maintenance teams that can be there within a few minutes, whatever the problem.

Luckily, they have never had anything terrible happen apart from a few snagging issues. When they first opened, there were a few cases of showers not working, and they had a few complaints about a lack of fans during the heatwave in the summer. In these situations, they will do all they can to make the customer happy, whether it's a change of room or simply a knock on the door with a bottle of Prosecco and an apology. *"They're paying a good rate to be in that room and we want them to have a good experience, so we try and deal with it,"* Stuart explains.

Stuart and Carly are always monitoring reviews and welcome feedback so they are constantly improving. If they do receive a negative comment or a complaint, they put themselves in the customer's shoes. As the business owners, Stuart and Carly's main priority is their guests' satisfaction with their stay. They contact the guest directly if they are not happy with their stay and make amends as soon as possible.

WORKING TOGETHER AND LEARNINGS

As they had worked together in the past, Stuart and Carly knew they would work well as a partnership. They are both creative people, and fell into their respective roles organically without having to formally discuss and assign roles and responsibilities. Carly took the lead in the finance and purchasing process of the building, communicating regularly with the owners during conveyancing and structuring the finances with the bank. She is good with spreadsheets so was comfortable with that responsibility. Stuart, on the other hand, took the lead on the property search, marketing and product design. However, from beginning to end, it was a collaborative process in all areas.

Diving into a new industry has taught them many things, and no matter what project it is, one will always learn lessons. For Stuart and Carly, they say that working collaboratively as a team is much better than working alone. A relationship with the right people is important, and it's vital to make sure that everyone in the team is aligned and on the same page.

> "We realised early on that if you want to be in the hotel industry, you have to really immerse yourself into that world."

They have gone into a brand-new sector, so they made an effort to learn about the hotel trade through their own research and also bringing in consultants to advise and offer support where needed. Stuart discloses: *"We realised early on that if you want to be in the hotel industry, you have to really immerse yourself into that world."*

As with any project, there are learnings to be taken away and things that can be done better for the next time. Throughout the course of this project, they have been able to see clearly where they could improve. They hope to learn from this for their next hotel project.

At the time of writing, Stuart and Carly have exchanged on another property to expand into a chain of hotels. It is a listed building, so they have negotiated a delayed completion, to give themselves time to do the planning. They have a clear understanding of what needs to be done having had pre-app advice from the local heritage expert.

It's currently a run-down backpacker's hostel, and as it's listed it needs planning for any internal changes. The alterations are not massive, but anything that will be fixed on the walls, for example, needs to be on the planning application. It needs to be designed in advance, so they have teamed up with an architect to make sure everything works.

The council are on board with what Stuart and Carly would like to achieve, and are happy for the building to be modernised and brought back to life.

GET IN TOUCH

Without a shadow of a doubt, Stuart and Carly have managed to achieve their aim of diversifying their portfolio and have successfully opened a hotel in the centre of Brighton. If you want to find out more about what they're doing or explore opportunities for investing in their upcoming projects, don't hesitate to contact them.

Email: **stuart@co-livingspaces.co.uk**
carly@sorella.properties

Facebook: **One Broad Street Brighton**

Instagram: **@onebroadstbrighton**

This article is this month's Your Property Podcast interview.

To find it, simply search Your Property Podcast in your podcast app or on Soundcloud.

YPN SAYS

When we set out to consider whether or not it's possible to make the leap from buy to let to the hospitality industry we had a number of burning questions, including:

- **What sort of properties are suitable?**
- **How does the finance work?**
- **How are such businesses valued?**
- **Can you remove yourself from the day-to-day running?**
- **What systems do you need to put in place?**
- **How does the cash-flow compare to other investment strategies?**
- **What are the lessons these investors have learned? And will they be growing their hospitality businesses?**

It's been really awesome to see the businesses that have been created – and goes to prove there is a huge opportunity for those out there who want to improve on the current offerings in what is quite an old-fashioned market.

Reviewing the articles and interviews, I think we've done a stirling job of understanding the models – but we aren't stopping there! It's been so interesting that this topic will be continued into the November edition of YPN where we meet investors who have gone a step further and are running hotel businesses with over 700 rooms!

RANT

WHERE IS ALL THE GOOD NEWS?

Image © Bigstock.com/devon

I'm not really one to go in for politics. I don't tend to take a side and instead of believing in party politics, I've always tried to get my head down and concentrate on what's best for me, those I hold nearest and dearest and my extended family of those who work in and read YPN.

But now I can't hold back any longer – this whole Brexit fiasco has driven me to despair. And it's not even about whether or not I am a Brexiteer or a Remainer – it's just this horrible drawn out process of uncertainty that is bad for business for just about everyone.

Personally, I feel sorry for those in power – those that are in charge of delivering Brexit when they didn't believe in it in the first place. I feel for those who genuinely believe in Brexit but now have no idea what that will actually mean, and I feel for those who voted remain. When it comes to Brexit there are very few people I **DON'T** feel sorry for.

This week I've listened to Mark Carney assuring us our property values will halve. Whether we believe this to be true or not (personally I very much don't) – the fact it gets reported, to some degree, **MAKES** it true. Perception is reality – and sadly doom and gloom sells.

For the past 18 months, I've read nothing but how awful life is going to be post Brexit, and it's starting to take it's toll! It's not just Brexit either – what we read in the press, listen to and watch in the news is downright depressing.

When did you last read an article that was even remotely positive in the news? A fact or incident that is actually good news? I can't recall it ever happening. There's the occasional piece regarding a comedy animal wandering into a shopping centre or a cat who has befriended a squirrel on my Facebook feed … but other than that, the mainstream media really is bloody miserable.

Bad news sells, so let's keep delivering bad news. If you pick up a newspaper or watch the news in the UK, you'd be led into thinking that we must be the most miserable people on earth with nothing to live for, no hopes or aspirations and a desire to see our fellow man face an even worse fate. I don't know about you but life isn't really like that for me. It's got its ups and downs, some days are better than others but, on balance, life is a little more – balanced.

I for one am getting pretty fed up with the *"everything is sh*t"* mantra that we seem to get served at all angles at all times of the day and night. Normally I don't take much notice of it – I'm interested in what's going on in the world but I don't let it affect me. But the ceaseless messages of fear have taken their toll, I can begin to see it's affecting how I think and feel about things.

Personally, I don't believe in Brexit. I don't believe it's the best option, but that doesn't really matter – as neither do I believe it spells the end of the world. Life will continue for all of us on this rock – some bits will be better, some not so good, and for most of us it will probably feel the same. **BUT** it's the constant portents of doom that are genuinely having an effect. Our leaders and news outlets are in danger of talking us into recession. It's more than just a little depressing – it's downright irresponsible.

I'm not sure what the answer is … usually I'd block it all out and concentrate on hanging out with inspiring people and pushing the business forward. But right now, that seems to not be working. In fact, I'm tempted to load up the car and head to the Alps for six months of skiing. The fine for taking the kids out of school would be pretty eye watering though …!

Perhaps when the doors finally close on the last of our national newspapers and the news is created by Average Joes who don't have a political axe to grind, we can all start taking an interest in what's happening in the world again.

Until next time

RANT OVER!

Ant Lyons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A CONVERSION FIT FOR A KING!

Interview: Ant Lyons and Angharad Owen Words: Angharad Owen

Before making his way into the property sphere, Michael Breen spent his days working as a freelance IT project manager. He worked with large companies such as HP, BP, Bupa and Unilever. And previous to that, he was a jobbing actor for three years, having graduated from drama school. Talk about a change of career …

Enough about the past – Michael decided to make the transition from his day job into property full time 18 months ago. This wasn't the first time he had taken time off work to pursue some personal passions, having founded a few start-up companies around classic cars. He's always had an interest in property, and wanted to be more involved to eventually leave his job.

There is an abundance of strategies out there, so Michael looked at his skill set and tried to find a strategy that would suit him best. He attended meetings and spoke to other property professionals and decided to start looking at developments. He was a project manager by day, and so felt he had all the skills necessary to lead a team and take a property project through from start to finish. His experience meant that he was comfortable dealing with finances, analysing data and he considered himself confident that he could see where possible problems could appear along the way.

He took a few courses and started reading some books on the subject, and in June 2017 he decided to finish his final contract to take time out to focus on property. He attended Whitebox Property Solutions' build-to-rent course and subsequently joined their mastermind programme.

He started looking for properties before he had finished his final contract, but realised that he hadn't been running the numbers correctly. For him, this cemented the fact that he needed to leave his job full time to do it properly. When he started attending courses, he was taught not to rush into anything, but having left his job he was itching to find something.

Property can be expensive to get wrong, but also can be a huge confidence boost when you get it right. Making a lot of mistakes along the way can make it that much harder to move forward. Only two months after leaving his job did Michael find his first property – and luckily, it was right around the corner from where he lived in Hampton Court Village.

> "Property can be expensive to get wrong, but also can be a huge confidence boost when you get it right."

To allow him time to take time off work to start his property business, Michael remortgaged his own home. He gave himself a 12-18 -month time limit to concentrate on property with limited distractions. It wasn't his intention to tie up his own money in the project, but when the building came up for sale he could see the potential in it. The rest of the money came from bridging finance and a private investor. Investing his own money into the deal gave the funding investor some comfort and showed the bridging company that he was confident, because raising finances for the first time can be tough.

68 BRIDGE ROAD, EAST MOLESEY, SURREY, HAMPTON COURT VILLAGE

Type of property:	Freehold, detached 3-storey building with a mansard roof (x3 apartments)
Relevant history:	The front ground floor fascia of the building is Grade II listed (Georgian). The rest of the building was built up around this in 2008.
Purchase price:	£655,000

SDLT (Stamp Duty):	£22,250
Conveyancing (Inc VAT):	£5,250 (and £2,600 Bridging Co)
Architects fees:	£3,500
Planning costs:	£1,500
Planning duration:	4 months (2 month delay)
Total Cost of refurb & conversion work:	£45,000
Furnishing:	£15,000

THE PROPERTY

Michael had always been aware of the building. It was originally a single-storey ground floor retail unit, and in 2008 it had been subject to a major redevelopment to turn it into the three-storey unit that's there today.

The front of the building is Georgian Grade II listed. Michael wanted to be sympathetic to the building's history so he replaced the two half glass doors to that of an older style, more in keeping with the Georgian period and restored their fan lights that had been covered up previously.

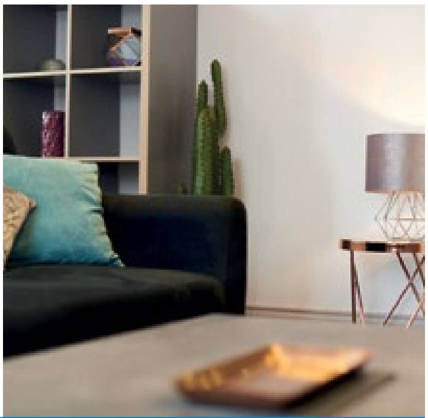
Having a small window in the middle, which retail owners had not been not allowed to increase, always made the building look more like a residential property than a commercial unit. This became one of the stated reasons in Michael's justification letter to the LPA to gain permission for change of use.

The shop was leased by a high-end kitchen company, and the lease wasn't due to end until 2021. The company owner, however, was delighted to get out early, as there had been low footfall traffic over the past few years and it was being used for storage. The building had been on the market for several weeks – perhaps the idea of a long lease and being in a conservation area had put other potential buyers off. Being in a conservation area means that permitted development isn't allowed, so it's necessary to apply for planning permission to make any changes.

He bought the property without securing a change of use from commercial to residential. If his application to convert the ground floor retail unit into a residential space wasn't accepted, his plan B was to use it as his own office, and to only refurbish the top two apartments

His original plan for the building was to convert it into three apartments and then sell them on for a profit. However, he is a regular attendee at the Epsom property meet, where the hosts run a serviced accommodation business. As Hampton Court Village is a highly popular tourist destination, he realised it would make more financial sense to utilise the apartments for SA.

The property is right on the border between Richmond and Kingston Borough council, a London borough, and Elmbridge borough council in Surrey, split by the Hampton Court bridge. The difference between the two councils is the 90-day rule. Had the property been on the Richmond and Kingston side of the bridge, Michael is confident that the lending company would not have offered him the product.



DESIGN

As can be seen from the pictures, Michael's apartments are impeccably decorated and dressed. The same colleagues from the Epsom property meetings introduced him to an interior designer, who took responsibility for the look and feel of the place. Although the overall design is out of Michael's comfort zone, they worked together to create something they were both happy with. He came up with the colour scheme throughout the apartments and hallways … although the first colour he chose turned out to be a light pink by mistake.

It was important to Michael that the stairwell is welcoming and ties in with the apartments. To do this, he painted it in the same colour and lay down a high-quality carpet so that guests feel a sense of luxury as soon as they enter.

Michael's design budget wasn't particularly high as the apartments themselves are relatively small. There wasn't as much work needed in the old retail unit as he had anticipated, so he had a bit more than expected to spend on the final touches. There wasn't a finite budget for the interior, he just wanted it to look and feel luxurious, as they are aiming for the high-end market.

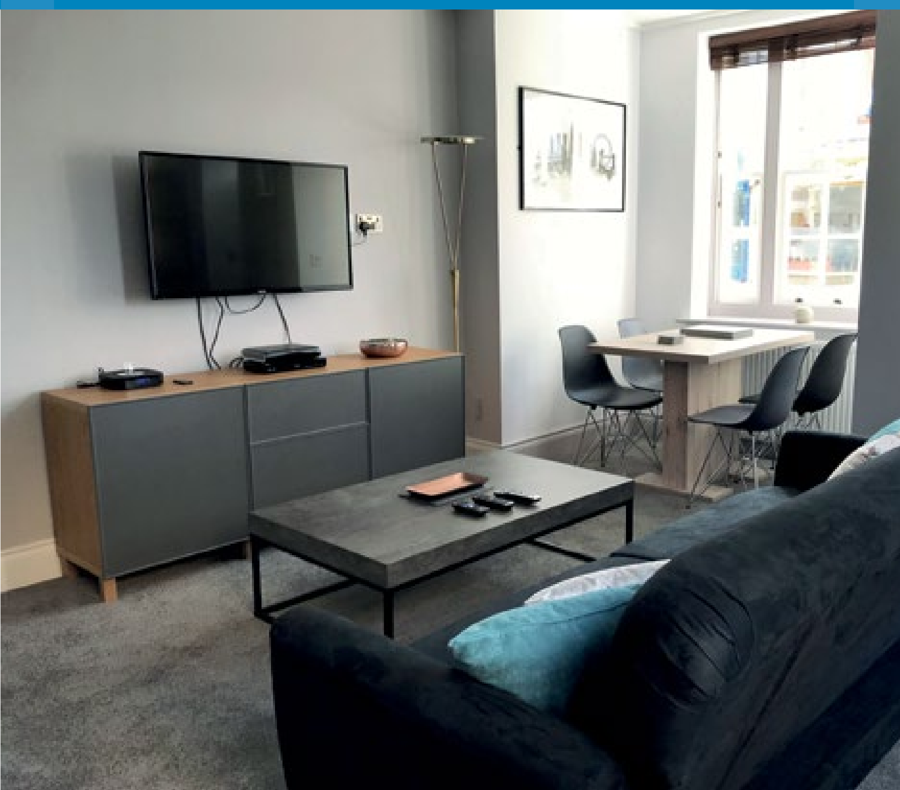
Due to the apartments' proximity to Hampton Court Palace, most of his guests are tourists. It's only 25 minutes on the train into central London, so it is also a good respite for commuters. He's found that tourists tend to stay on average for two to three days, whereas guests who are visiting the area for work will usually stay longer. He also has had some international students staying there while looking for a house as it's close to Kingston University.

RENOVATION

The first apartment to be completed was the top floor one-bed as it had its own entrance. This allowed him to open it to the public while continuing to refurbish the other two apartments without disturbing guests. As a project, it was relatively simple – the apartments on the first and second floors were already there and only needed updated kitchens and bathrooms. No structural work was needed throughout the building, and the only exterior work that was needed were the new doors.

With the benefit of hindsight, Michael is happy that his first project was straightforward and relatively simple. He believes that one learns the most when in at the deepest end, but it wasn't a conscious decision for him to pick up this project for that reason. It was just the way it fell.

Funded by 75% LTV bridging loan @ 1% pm:	£495,000 (Day one drawdown £420,250)
Deposit:	£65,500
Private investor:	£200,000
Personal investment:	£78,750 (initial deposit £62,250)
Duration of project:	9 months (Inc 4 month planning)
RICS valuation for refinance:	£950,000
Interest only mortgage at 75% LTV @ 5.99%:	£719,500 (Inc £7,500 arrangement fee)
Bridging loan repaid after 11 months:	£493,000
Investor loan repaid after 9.5 months:	£232,000
Cash release on refinance:	£-16,500
Monthly mortgage payment:	£2,990 (1% deferred from 5.99% for 24 month duration)
Equity:	£230,500
Equity less personal investment:	£151,750



MANAGEMENT

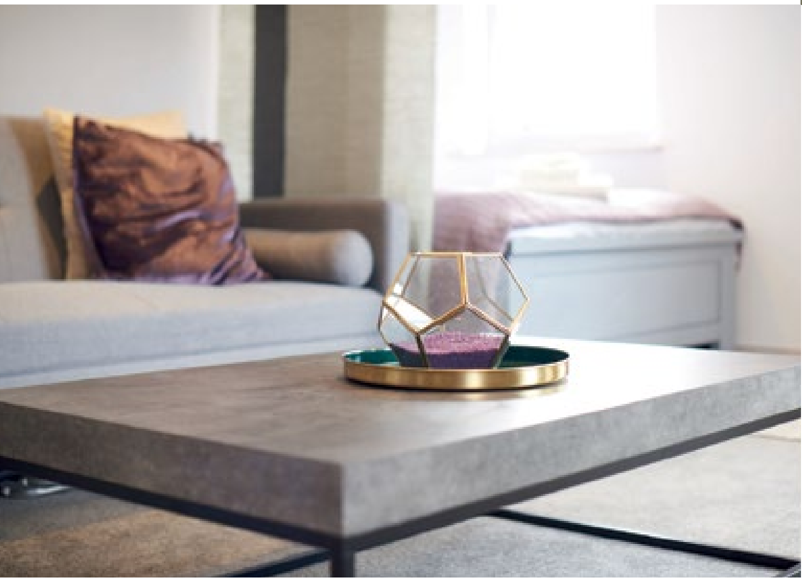
Michael oversaw all the hands-on work in the apartments, and now that they're up and running, he works with a company to manage the apartments. However, he still visits regularly to make sure everything is up to his standard, and communicates regularly with the management company.

Having spoken to the cleaning team, most tenants leave the apartments in a relatively good condition. He thinks that when they walk into a nice place, they respect it and try to leave it as they found it. The management company charges a £150 deposit upon checking in. At the time of writing, Michael believes that they have only had to withhold some of the deposit once due to a guest smoking inside. Guests tend to look after the apartments, especially if they have a deposit on the line.

But the last thing he wants to do is make guests feel like they need to tread on eggshells. After all, it is their home for however long they're staying there.

A small amount of wear and tear is expected when in the SA industry, but if Michael and his management team remain vigilant, it's relatively easy to keep on top of any problems. The maintenance company has a handyman on call who fixes and sorts out any issues. One of the advantages of SA is that a cleaner goes in every two or three days, so it's being cleaned and inspected regularly.

His management company is currently marketing directly to Hampton Court Palace, Pinewood Studios, Shepperton Studios and other local businesses as one of the places they can recommend visitors and workers to stay.



FINANCIALS AND REFINANCING

When it was time to refinance the property, Michael had to retain £78,000 in the deal due to a shift in the market. He would have liked to get more of his own investment out of it, however the property was valued lower than expected by both a local agent and the surveyor. The surveyor had said it would be worth £990,000 if completed to a high standard. At the end of the project, and although graded to a high standard, the figure of £950,000 was returned. Unfortunately, the refinancing then had to be revalued on that.

The valuation was based on bricks and mortar. In a year or two, when the business has had time to build, Michael hopes that it will be worth more. The market isn't ready to value SA properties as a business just yet, however the indications are that may change in the next few years.

Hampton Court Village is a strong area with traditionally robust capital growth. As the apartments have just opened, the rooms are priced very competitively so he can focus on providing a good service and continue to get the reviews in. Soon, he anticipates that the room rates will increase as the business grows.

Despite his hard work, this project alone is not enough for Michael to replace his income from his previous career. It brings in a small amount each month, but then again, the last apartment only went live at the end of August. At the moment, it's hard to see exactly how the property is performing, but he can take an average from the other apartments.

Generating a lower-than-expected ROI per month, surprisingly, hasn't affected his financial situation. He looks back and sees what he's achieved in the past year and feels proud because he now owns an attractive building comprising three apartments in Hampton Court Village and is making a profit.

ADAPTING TO PROPERTY FULL TIME & LOOKING FORWARD

Some investors find the transition from corporate life into doing property full time difficult, however Michael didn't struggle. He often worked from home when working within project management, so he has had plenty of time to master self-discipline and get the work done without getting distracted. He can find himself working longer as he has no commute, and he's just as busy as he was when he was working full time, but with the flexibility to take his son to school, which he says is his favourite part of the day.

Moving forward, Michael is looking to start working on some small new build developments. He has acquired a couple of pieces of land recently, and one is in the process of going through planning permission for four new builds and the refurbishment of an existing house. His most exciting project coming up is a development for 30 sustainable homes. He's teamed up with someone who has plenty of experience in this type of construction in the USA. It's in the very early stages, so keep your eyes peeled.

Through this conversion, Michael has encountered a steep learning curve. It sounded simplistic; buy a building, get finance, do it up and then balance the books. However, this was a larger building and needed a change of use. He needed imagination to see what it could become. He learned by doing in most part, how to raise finance, how solicitors work, and who to talk to. He has also learned to trust his instincts.

Michael advises others who want to go down a similar path to him to surround themselves with good people and attend reputable training courses. It's only by doing this is it possible to build a team and learn to know when something doesn't feel right. There are always people to ask for advice. *"In all aspects, you learn from the get go."*

VALUATION & INCOME

Re-mortgage amount:	£719,500 (Inc £7,500 arrangement fee)
Rate:	5.99% (1% deferred)
Money back out:	**Nil**
Money left in:	**£78,750**
Monthly income estimate:	**£2,800 x 3 = £8,400**
Monthly mortgage payment:	**£3,600**
Monthly costs (estimate):	**£4,200**
Net monthly cash flow:	**£1,200**
% Return on money left in:	**1.52%**

GET IN TOUCH

Website: **www.TheKingsRest.co.uk**
Email: **mb@MayfairCastle.co.uk**

CLICK HERE TO LISTEN TO THE FULL INTERVIEW

If you have an interesting or unusual project that you'd like to be featured in Your Property Projects, then drop me an email at **angharad@yourpropertynetwork.co.uk**

I GREW MY PORTFOLIO BY 100 ROOMS IN 9 MONTHS

When I was presented with the outline for this article, my first thought was: *"100 rooms in 9 months? Yeah, right."* However, I'm always happy to be proven wrong, so I got in touch with Mike Frisby, dragged Ant along for the podcast and wanted Mike to tell me how exactly "he achieved it."

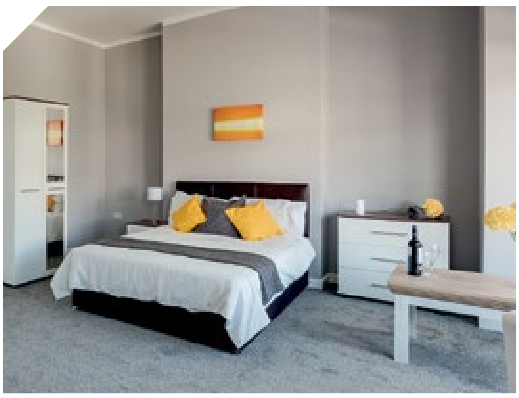
The first question on our lips was why. Why would someone ever want to give themselves such a huge challenge? Surely no-one in their right mind would want to put themselves through that. Well, Mike did. And, spoiler alert, he achieved it.

It stemmed from Mike going through a personal crisis, and as a result losing his vision and drive in property. He needed to find his way back to the business and to expand in a way that had never done before. He's a go-big-or-go-home kind of guy – the kind of person who signs up for a marathon as an excuse to get fitter.

Luckily – or not – as I'm sure some of his team would say, he wasn't alone in going on this crazy mission. Part of Mike's drive for this massive adventure was to rally the team together and to push them to success.

Setting the goal is always the easy part. The hard bit comes when it's time to make sure everyone is clear on their role. What needs to be done backstage to push the business forward? What needs to be in place underneath to support it? A goal is always more than just a goal.

They started slowly. Like dipping a toe into a swimming pool, they needed to ease their way into the new way of working. Systems needed to be tested and tweaked to make sure that they would handle what was about to be thrown at them. While scaling a business does equate to an increase in revenue, it can increase problems if going about it the wrong way.



FESTING GROVE

SOUTHSEA, PORTSMOUTH

Type of property:	2 Victorian terraces split into 14 self-contained units
Strategy:	Major refurb of existing property
Purchase price:	£775,000
Purchase/ Acquisition costs, inc legals:	£36,952
Funding method:	Mortgage and JV
Deposit paid:	£285,080 from JV partner
Amount of funding:	£526,872 NET loan
Personal money in:	£50,000 personal funding

COST OF WORKS

Duration of project:	11 months
Total costs:	Refurb £190,000 plus holding costs

VALUATION & INCOME

Post-works valuation:	**£1,400,000**
Remortgage amount:	**£1,050,000**
Rate:	**4.45%**
Money left in:	**£54,000**
Monthly income:	**£9,440**
Monthly bills:	**£500**
Monthly mortgage payment:	**£3,894**
Monthly costs:	**£472**
Net monthly cash flow:	**£4,574**
% Return on money left in:	**102%**

The first task in the grand goal was sourcing. Most of the rooms came through traditional estate agents. Mike's company was in buying mode, and had streamlined the process to complete on as many properties as quickly as possible. He recycled his deposit to go from one house to the other easily.

Then comes the refurb. Managing one refurb at a time can be stressful, but more than one? *"That all comes in the detail."* Mike explained. *"A lot of planning upfront."* He has a standardised specification to apply to all houses, from the doors to the paint. It's copied into a checklist and then planned in date order with their contractors.

This was communicated to their building team to make sure they were staying on track and on time.

100 rooms sounds like a lot, right? Well it depends how many houses the rooms are spread over. If you purchased 10 x 10-bed houses over the course of six months, it wouldn't be as bad as 50 two-beds, would it? I asked him what the range of room-to-house ratio was, he replied:

> "The largest we bought was 22 beds, so that took a big chunk. The smallest was a five-bed."

Finding 100 rooms is one thing, but also there's the challenge of filling them. He previously had a lot of students and social housing tenants. As part of his reform, he wanted to phase down the social housing aspect, and rebalance with the professional market.

Professional tenants tend to be more lucrative than students and social housing for two main reasons. 1, the market rents are increasing in Portsmouth and 2, lenders are open to lend into the professional market more than they are with social housing.

Mike never saw it as a challenge to fill the rooms. *"In the scheme of property, it's a dot,"* he claims. *"It's not a massive thing."*

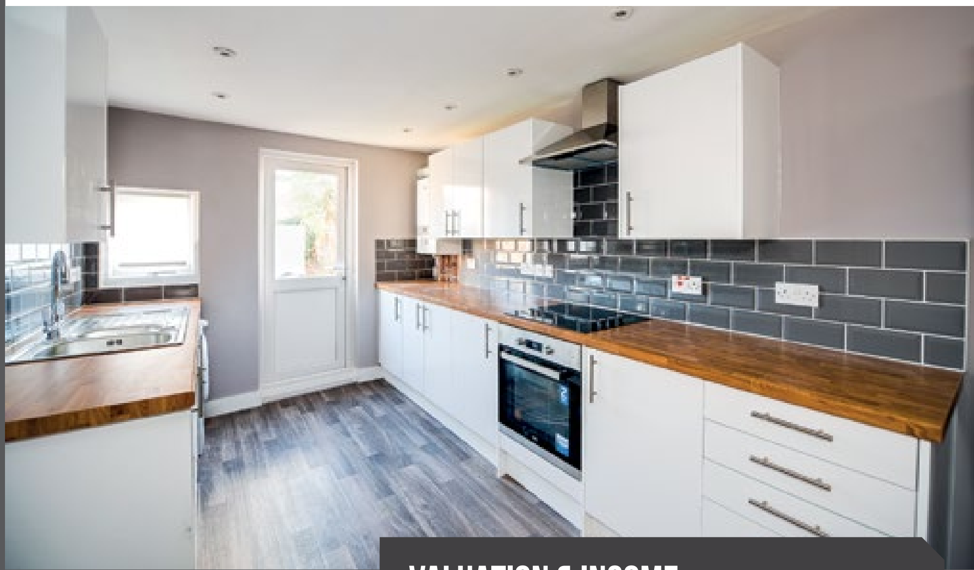
He tried to distinguish himself from the competition by creating a premium product. For starters, it wasn't only a journey to 100 bedrooms, but also a journey to 80 bathrooms. Creating en-suites can increase the value of a property. It can lead to a higher commercial valuation, which means higher GDVs, and ultimately allowing the cash to be recycled.

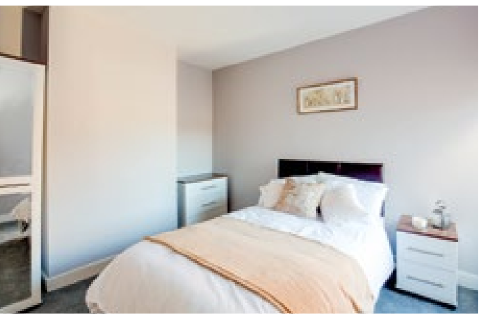
There is a danger that being so focused on a certain number of rooms within a set period of time will involve a compromise on quality in the long run. However, according to Mike, he improved as time went on. As a company, they have a continual improvement philosophy to ensure they're not stagnating.

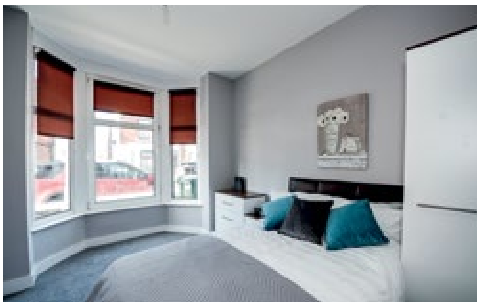
I'm sure the question on everyone's minds while reading this is: how did Mike manage to finance this epic expansion?

EMSWORTH ROAD | PORTSMOUTH

Type of property:	3-bed terraced
Purchase price:	£148,000
Open market value:	£170,000
Purchase/Acquisition costs, inc legals:	£6,000
Funding method:	Mortgage
Deposit paid:	£37,000 (25%)
Amount of funding:	£111,000
Monthly mortgage payment:	£1,358 (£8,148, 6 months)
Total money in:	£43,000
Personal money in:	£35,000 personal loan
Cost of works:	**£53,800**
Planning costs plus legal and finance fees:	**£10,000**
Total costs	**£63,800**







VALUATION & INCOME

Post-works valuation:	**£300,000**
Remortgage amount:	**£225,000**
Rate:	**4.59%**
Money left in:	**£948**
Monthly income:	**£2,300**
Monthly bills:	**£450**
Monthly mortgage payment:	**£861**
Monthly costs:	**£115**
Net monthly cash flow:	**£874**
% Return on money left in:	**1,106%**

The properties ranged from £148,000 to £1m, but the median average was around £200,000 to £300,000.

Using 25% of £250,000 for the deposit is £62,500. Plus stamp duty and buying costs, it's easy to be looking at around £80,000 just to get the keys to the house. Refurbs were then another £50,000 to £80,000 on top.

Mike had a coherent business plan to fund his projects. First, he needed to raise finance. He did so by refinancing some of his previous properties to release some capital, and working with private investors. Some properties were structured as a joint venture with other investors.

As his plan was to recycle the same deposit as quickly as possible, Mike used both his and an investor's cash at the same time. Mike's long-term investors enjoyed high returns as he utilised the same funds for different projects.

Mike's main role in the project was overseeing the cash flow management. The money in the business are used in two parts: development and cash flow. *"That is one of the hardest things."* he states. *"I think people don't quite understand with all of this is that they will mix up the money and not know where they are at all."*

He used the Xero accounting software to manage his financials. He also separated out money into different accounts – deposits, refurbs and rents – as he feels he can visualise the money and budget clearly when separated tidily.

Now on the other side, Mike looks back at his self-imposed challenge. There are plenty of instances where he needed to be flexible due to circumstances out of his control, eg the council changing their mind about the size of en-suites.

One of his self-confessed strengths is being able to see a solution to a problem when it rears its ugly head. In the property business, it's important to be flexible and to be able to roll with the punches.

They say that hindsight has 20/20 vision and with this, would Mike do it all over again?

"It took me from A to B fairly quickly, and if I didn't have that challenge, it would have taken me a lot longer.

"It was hard work, but a short sharp burst of hard work is pretty good."

So I think from that, the answer is yes.

Click here to listen to the full interview

CONTACT

Website: **www.mikefrisby.co.uk**
Email: **pa@mikefrisby.co.uk**

Mike also runs HMO finance wine and cheese events. Contact him to find out more.

QUEENS ROAD, PORTSMOUTH

SEMI-DETACHED - NOW 9 BED HMO

We used our 3-step process for this.

1. **Purchased with a tenant in the property. Got a simple BTL mortgage**
2. **Apply for C4 planning as an area of Article 4, once achieved and ready to refurb use short term finance for the renovation stage. This releases funds for the refurb.**

During renovation apply for Sui generis planning.

3. **Post renovation and when a suis generis status apply for long term funding on the completed GDV.**

STAGE 1

Purchase price:	**£330,000**
Purchase costs:	**£14,000**
Mortgage:	**£225,000**

STAGE 2

New value once a C4: (now a large 6-bed HMO)	**£400,000**
New Loan: (87.5% LTV) (source: Private individual)	**£356,500**
Cash out: (to help pay for refurb)	**£131,500**
Holding costs:	**£2,933 PCM**

Refurbishment took 12 weeks.

STAGE 3

GDV:	**£600,000**
New loan:	**£450,000**
Refurb costs:	**£120,000**
Other costs:	**£20,000**
Cash out:	**£93,500**
Total money left in deal:	**£34,000**
Monthly income:	**£5,625**
Monthly bills:	**£600**
Mortgage:	**£1,751 @ 4.67% pcm**
Monthly costs:	**£281** Maintenance & general expenses
Net cashflow:	**£2,933**
Return on money left in:	**103%**

DO YOU NEED A BUSINESS PLAN FOR YOUR PROPERTY INVESTING?

By **Jacquie Edwards**

I would suggest that if your answer is anything other than an emphatic "yes" then you may want to rethink that! Because I am a firm believer that as a professional property investor, you need to run your properties like a business.

Now you are probably asking yourself, *"But wait, am I a professional property investor?"* Being a professional property investor doesn't mean you have to have hundreds and hundreds of properties or a massive development company that is building housing estates. You can be a professional property investor with any number of properties, flips, new builds, etc – it's all about what your goals are and how you handle the business.

If you aren't sure that you are or want to be a professional investor, then maybe ask yourself these questions:

- **Do I want to earn a consistent and reliable profit from my properties?**
- **Do I want to provide safe and well-maintained properties?**
- **Do I want to avoid the landlord trap and not have to be on call 24/7 to my tenants?**
- **Do I want to stay educated so I understand the changes in the industry and how they impact me?**

If you answered *"yes"* to any of the above then I would consider you a professional investor and you need to have a business plan. Alternatively, if you are happy to hope for capital growth in your property and just cross your fingers that the house doesn't fall down until you've got loads of equity – well in that case you probably don't need to continue reading.

But if you are ready to admit to being a professional property investor then your next step is to make sure you've got an up-to-date business plan. I'm going to suggest that this business plan isn't the normal 50-page book that you are probably thinking of – like the one you would give to the bank when you are looking for finance. This is a simpler and more user-friendly version that can grow with you and your business. It will highlight your goals, help you focus your strategies and markets and then capitalise on those markets with documenting a marketing strategy and outlining a delivery plan for the management of your properties, refurbs, builds, etc.

I've got a sample business plan template you can use to help you get started: **http://jade.tips/businessplan**.

This will likely be different from most business plans you've seen before as it is a lot shorter and more fluid. There are just four steps and it can be completed on two sides of an A4 sheet of paper! This helps to keep it really succinct and usable, because who has time to write a book for your business plan when you know in a couple of weeks or months something might happen that will change your plans?

We need to be flexible with ever-changing regulations and able to roll with changes in the property market. I completely agree that it is a waste of time to write a business plan if you are going to lock it away in a drawer and never look at it again and only think of it as a one-time static document. But if you look at it as your roadmap to achieving your goals, starting with what your goals are and then using the rest of the plan to map out how you are going to implement those goals, you've got the perfect business plan to help you achieve results – whether you want to be a property millionaire or just have enough to replace your current income and spend more time with family.

So grab a copy of my business plan template at **http://jade.tips/businessplan** and give your business a chance to fulfil your dreams. Make it easier on yourself.

Then once you've got your business plan written out, the most important thing to do is to ***REVIEW IT REGULARLY***. You don't want to just create this awesome plan, stick it in a drawer and never look at it again or just write a new one every 12 months. My partner and I hold a monthly board meeting to review our progress against the plan and see if any little tweaks need to be made based on changes in the world around us. By regularly reviewing the plan we can see where we might be falling behind and where to push harder. It is the perfect tool to keep you on track and focused, because it can be so easy to lose focus in our busy world today … especially with so many exciting opportunities before us!

Property Go-To Girl

Jacquie Edwards is the author of ***"Rent to Rent: Your Questions Answered"***

PROPERTY HORROR STORIES PART 4

By Richard Brown
aka
THE PROPERTY VOICE

DEALING WITH DEVELOPERS – THE DARKER SIDE OF THE STORY …

We continue with the mini-series on property horror stories, this time focusing on developers.

There are on occasion deals to be done by buying new build or direct from the developer. For example, at certain points in the property cycle we can potentially lock in some capital growth by buying off-plan. Alternatively, buying at or after development completion can sometimes offer an opportunity to bag a discount from a developer anxious to get off site and on to the next project or to meet sales targets. I have capitalised on such opportunities from time to time, which worked well. However, this is all about those times when things have not quite gone as well as you will see, with stories of my own and others here.

1 OFF-PLAN, OVERSEAS, SLICK AND GLITZY … ALL THE INGREDIENTS FOR A BITTER AFTERTASTE?

After buying my first three properties in quick succession, an IFA mentioned to me that I could use my old pensions to invest in property. He described a scheme where I could combine buying an off-plan, overseas hotel room property direct from the developer, using funds from my pension as a deposit and "guaranteed developer finance" for the remainder of the purchase price. Effectively, this was a no cash required purchase. To sweeten things up further, there was a rental guarantee from the developer. What could possibly go wrong with this then? Well, almost everything as it turned out!

This developer has since gone into administration leaving thousands of investors high and dry. Allegations of wrongdoing alerted the Serious Fraud Office to investigate, IFAs were sued or went out of business to avoid liability, some SIPP providers also went under. It was alleged that substantial fees were paid to IFAs and introducers leading to many pensions being transferred when they should not have been.

Client funds appeared to be used to acquire new plots and pay introducer commissions, rather than complete the specific units that investors had reserved, along with a range of other claims, scandals and dodgy practices that were outlined in the press over several years.

I was one of the lucky ones, I suppose, as I managed to recover my pension funds when the pension adviser recommended to transfer the pension into the SIPP was ordered to put me back into the same position as before the investment. However, many others were not as fortunate, as IFAs disappeared into insolvency to escape action; some claims were out of bounds of the UK regulators and cash buyers simply saw their money disappear with no real prospect of recovery, given the developer's net assets nowhere near covered the total client funds received.

When I researched the developer initially, all seemed fine; the company had a big office, which I visited and where I met with many of the staff; website and glossy brochures promised much; celebrity endorsements abounded; some parts of the development were working and even had very good reviews. Add to this, the recommendation of an IFA and so-called reputable SIPP provider and all appeared in order. So, I guess the main learning with hindsight was that it did probably just seem too good to be true and that for me is the greatest lesson of all … ***if it seems too good to be true, then it probably is!***

2 OTHER INSTANCES OF DEVELOPER HORROR STORIES

I guess the above story captures many of the things that could go wrong with developers in itself, although by no means do they **ALWAYS** go wrong, it has to be said. Here are some other experiences that I am aware of with developers, that have caught investors out.

The fall-out from the global financial crisis did provide some opportunities for investors a few years ago. This sometimes produced a "100% finance development purchase" sales tactic that you might have seen in the UK, but also in other places like Spain and Portugal. Whilst some of these deals were genuine and offered great value with minimal entry costs, others were not quite as they seemed. For example, I was offered a new build development that was in fact completed 10 years prior and had been mothballed since. Others had a very high fee built into the sales price and / or paid to a separate third-party agent, which offset some of the apparently low-deposit financing.

Some agents operate in agent-to-agent chains, opening the possibility for fraud and fee loading. Some developments do not have all the necessary paperwork, building regulations, legal or planning consents in place. There has been a lot of disquiet about inflated ground rent review provisions and some leaseholders have witnessed sudden rises in service charges, or conversely a lack of site maintenance at times.

Some of the low-rate / high loan-to-value financing promised did not always materialise. In some cases, lawyers, fiscal representatives, finance brokers, letting agents, inspectors and valuers have too cosy a relationship with some of the developers and other connected parties, leading to fee-loading and in some cases, questionable ethical practices, inflated valuations or even risky legal purchases being offered.

Then, there are the rental guarantees and developer buybacks, which in many cases are not worth the paper they are written on due to their poor drafting or financial strength of the guarantor. Another neat trick is the pre-tenanted property at an inflated rent, which is then terminated after six months, leaving you wondering how your yield suddenly disappeared.

I have seen cases where developments were offered at a significant discount to cash buyers, only for investors to later discover that gaining finance on the property was nigh on impossible due to issues with the developer or the development. Finally, I have seen challenges in reselling certain types of development, including student pods, care homes, hotel rooms and fractional ownership.

In other words, there is plenty of scope for things to go wrong!

Richard Brown is the author of **"Property Investor Toolkit: A 7-Part Toolkit for Property Investment Success".**

Have you had any property horror stories?

Drop me an email **admin@thepropertyvoice.net** if you have, or if you want to do some due diligence or need advice in handling property sourcers professionally.

LESSONS LEARNED AND STEPS TO TAKE TO HELP PROTECT OURSELVES

1. **Due diligence.** This is a running theme throughout this series, I know, but I cannot stress it enough. We need to make checks on all the people and companies that we are working with. Independently check for track record, reputation, connected companies, industry memberships, certification, consents, etc. Equally, run your own numbers and check all values and rents yourself. When a full turnkey solution is presented that includes all that is required to purchase, finance, furnish and tenant a property – just double check to make sure all is above board with all the parties, or find your own service providers instead. When you hand over control to someone else you are more open to it going in a direction of someone else's choosing rather than your own.

2. **Too good to be true test.** High returns, low deposit, all-inclusive, hands-free, guaranteed rent, exotic location and great capital growth all on a plate … really? I believe in win-win outcomes, so if I am presented with something that looks like only I get to win and to win big at that, then my suspicions are immediately raised. After all, why would someone want to give away so much for so little? As an old colleague of mine used to say: "always look for the personal motive" in the other person's actions. Ask them what's in it for them and how they stand to gain – it may not be as obvious and transparent as it looks.

3. **New is not always better.** There are some advantages in buying new, such as an expectation of lower maintenance, more up-to-date building methods and so on. However, there is also the potential to pay what is known as the developer's premium. As a developer myself, I try to realise this premium when I undertake any form of development, so I am not against people making profit. It's just that with older stock it is easier to benchmark valuations and then add a developer premium ourselves, compared with new build. Add in some of the potential risks that I have described here and perhaps the scales are tipped more in favour of older stock than new build at times?

Not all developers are bad, risky or dodgy … I do wish to stress that. But when things go wrong, they can go very badly wrong indeed, so take extra care!

WHAT COMES FIRST … THE MONEY OR THE DEAL?

By **Arsh Ellahi**

Hi Arsh

I am new to property and a recent subscriber to YPN. As a newbie, I have limited funds and want to start my property journey. My problem is that I am not sure whether to start looking for a property first or whether I should look for someone to help me fund them first. What would you suggest?

Mr P – West Midlands

Well Mr P, that certainly is an interesting question. It is a common problem and something I get asked quite often. Do we chase the money first, or go off and find a deal?

The biggest problem people have is in not understanding that this is almost like a double-edged sword. They can go off and find the money first, but they may not find a property. On the other hand, they may spend months finding the property and then not having the financial resources to purchase it.

Either way, there is a risk that someone is going to be let down – it could be an investor who is holding funds in anticipation that a deal is on the way, or it could very well be an estate agent you have promised the earth to … you know, the standard patter which includes being a cash buyer, able to complete within 28 days, etc, etc. As I write this, I imagine many of you smiling as I am sure you have all used that line at some point.

Ultimately, without the cash, the transaction cannot happen. But without the property, there is no deal to be done anyway.

One thing I always teach is that you should be doing both tasks simultaneously. That means structuring your week equally so that you are lining up meetings with investors as well as viewing properties that you are interested in purchasing.

Something you have to take into consideration is the fact that as a new starter in property, it may take a while for things to happen. Be aware of the following …

- **As a newbie, investors may be a little wary of your lack of experience. As a result, it will take a lot more time to build rapport with an investor, especially as you are asking them for their hard-earned cash.**
- **Estate agents have also heard it all before. *"I am buying it with my business partner …"* yet the proof of funds are nowhere to be seen. The longer the proof of funds takes, the less likely the agent is to believe you.**

Here are a few tips on to how to get started with finding the cash as well as the property.

TIP #1

DEFINE YOUR STRATEGY

I see hundreds of property investors who lack vision and clarity. Their approach is simple: find a property below market value, go in and give it a quick refurb, then sell it on the open market and hopefully benefit from the capital gain.

In principle, this sounds fantastic. However, there is so much more that is required. For example:

- **What area are you operating in? Are you location specific or would you be willing to do this nationwide?**
- **Are you going to be sourcing your properties via agents or by going direct to vendor – in other words, have you planned your method of marketing? This could include speaking to a number of agents each day, or if you are targeting vendors directly, it could mean delivering a certain number of leaflets within a specified target area.**
- **Are your figures dependant on a return on investment, or simply a monetary figure, for example, a minimum £20,000 profit?**
- **What is the Plan B? Ie, what happens if the property doesn't sell? There should ALWAYS be a Plan B, C and D.**

There are plenty of details to hone in on when setting your strategy, these are merely a few of them.

TIP #2 100 CUPS OF COFFEE

Getting started as a new property investor can be hard work. The hardest part is making sure that you have people who believe in you and would be willing to invest in or with you.

To start off, I would suggest attending networking meetings and getting yourself out there. There are hundreds of events to attend, and you could pretty much attend one every weekday evening and even some weekend workshops. The only downfall with these events is that although they are packed with interesting property loons (a bit like me), a lot of them will be in the same boat as you. Consider going to all types of networking events, ie non-property business events as well as property-specific events.

In order to network with a broad range of people, I have attended:

- BNI meetings
- Property investor network events
- Property trade shows
- Landlord forum meetings
- Business breakfast events
- Auctions nationwide

There are lots more events up and down the country that you can look out for.

The aim of attending meetings like these is simple. Speak to as many people as possible. In a room of 50 people, you should aim to speak to a minimum of 20-30 people, which means that you should be leaving with at least 20-30 business cards / contact details.

The key to success is in the follow up. After attending the events, it is important to follow up via email / telephone to arrange a brief meet up to discuss any potential collaboration.

TIP #3 KEEP IT SIMPLE

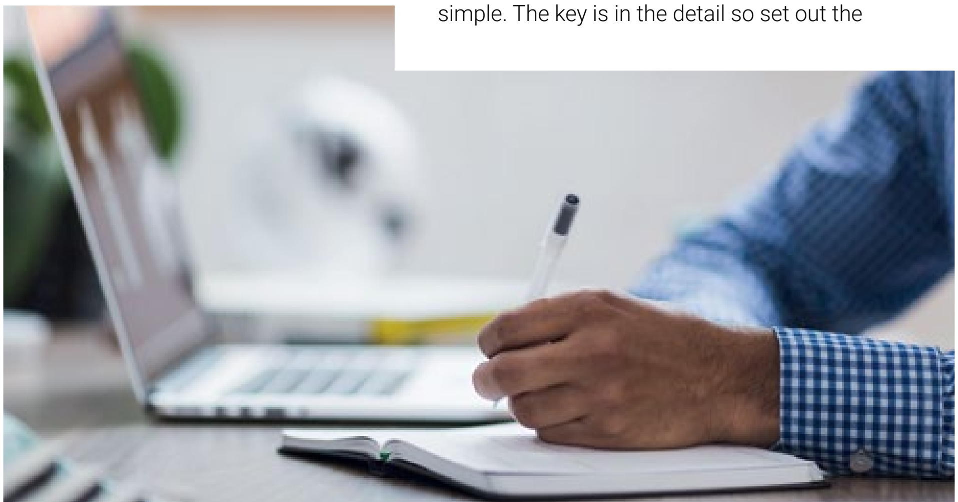
After meeting up with the investors, you will begin to get an idea of the ones you think you can and cannot work with.

The next step would be to create a mini business plan or proposal.

This needs to be a clear plan, so that when you sit down in front of the investor / JV partner, they can see how serious you are about your business, and how clear you are with your vision.

People approach me regularly with property proposals, asking if I would consider a joint venture with them where I bring the money to the project and also help with the experience.

I will always look at the proposition but find that nine times out of ten, the investor makes it too complicated.



For a strong proposal, you must:

- **Be clear with your approach**
- **Define what each party's responsibilities are – ie, who is bringing in the money and what their role will be, who is bringing in the property and what they will be doing to the property to maximise its value**
- **Specify what the exit strategy should be, for each party – for example, it could be to exit the project via a sale, or to refinance for a long term hold, or for one party to buy the other out**
- **Remember – with any joint venture, each party must be aware that the project can go either way. Share the risk, share the reward. What happens if it goes wrong? And consider the different things that could go wrong**

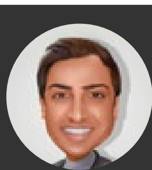
My advice to anyone reading this is to keep it simple. The key is in the detail so set out the proposal in clear bullet points and base your presentation around the facts and figures.

From past experience, I have found that the easier an investor finds it to digest the information, the more chance you have of an investment in your project.

I wish you every success along your journey! I hope you have enjoyed reading this month's article.

If you have a question you would like me to answer in next month's article, please feel free to email me: arsh@arshellahi.com and I'll aim to answer as many as I can over the following months.

CONTACT



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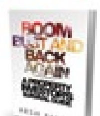
Finally, to get access to all my updates and whereabouts, please sign up to my weekly newsletter at **www.arshellahi.com**

Arsh Ellahi is the author of **"Boom, Bust and Back Again: A Property Investor's Survival Guide"**



NEED TO KNOW ENFORCEMENT
THE SHARP END OF PLANNING!

By **Helen Morris-Ruffle** MA MRTPI, Town Planning Experts

For the majority of people, Planning Enforcement never registers on their radar. But for a minority, it can have an impact through lack of knowledge and a genuine mistake or in some cases, it appears to be a national sport!

The ethos, 'my home is my castle' holds true to some degree, and that is providing there are no breaches of planning control. But planning enforcement powers extend widely beyond residential parameters. In fact, they pervade through industry, retail, advertisement and environment – and can impose heavy financial penalties and even incarceration if they are not adhered to.

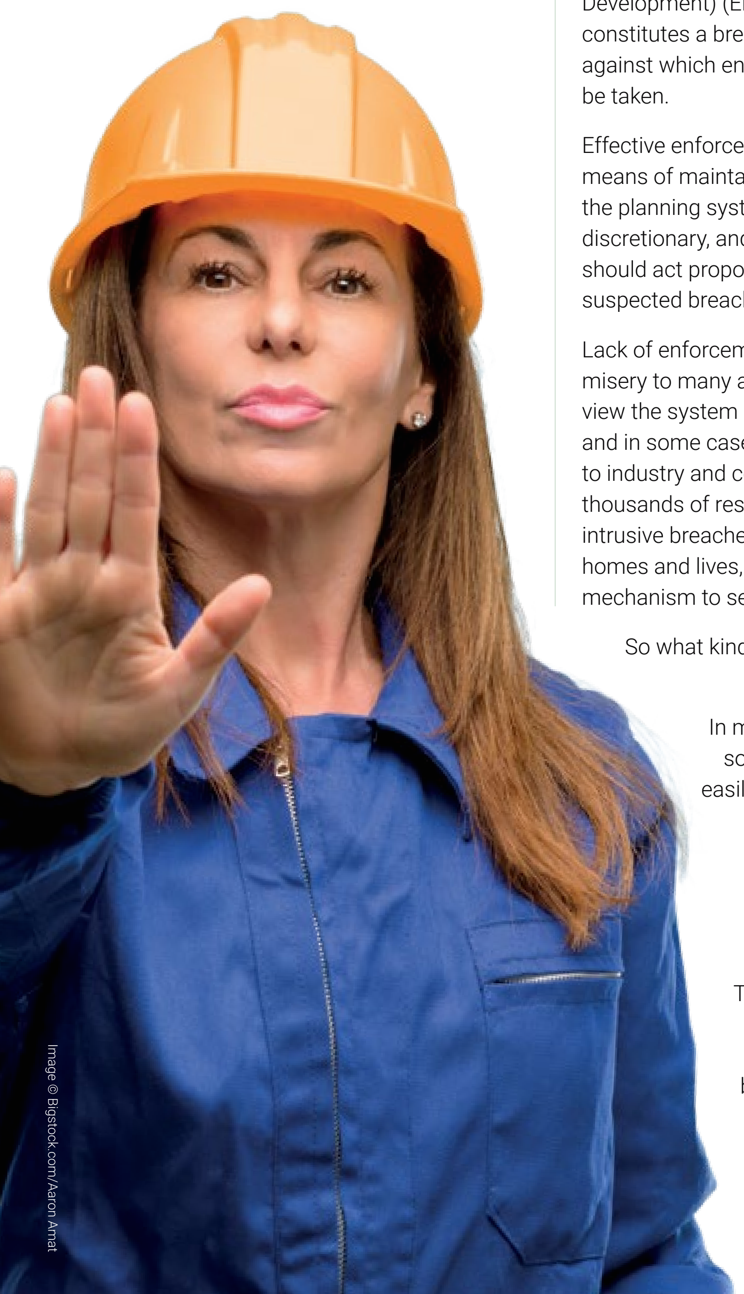


Image © Bigstock.com/Aaron Amat

So what is a breach of planning control? Government guidance offers a rather limited description for the plethora of breaches that can be subject to enforcement action:

- **The carrying out of development without the required planning permission; or**
- **Failing to comply with any condition or limitation subject to which planning permission has been granted**

Any contravention of the limitations on, or conditions belonging to, permitted development rights, under the Town and Country Planning (General Permitted Development) (England) Order 2015, constitutes a breach of planning control against which enforcement action may be taken.

Effective enforcement is important as a means of maintaining public confidence in the planning system. Enforcement action is discretionary, and local planning authorities should act proportionately in responding to suspected breaches of planning control.

Lack of enforcement control can cause misery to many and complainants often view the system as slow, cumbersome and in some cases counterproductive to industry and commerce. But for thousands of residents troubled by intrusive breaches that can blight their homes and lives, it can often be the only mechanism to seek justice.

So what kind of breaches can reach the enforcement radar?

In my career I have seen many, some of which were resolved easily through frank discussion, some with a retrospective application and a few that ended up in court for non-compliance, with an enforcement notice.

Typically, most enforcement breaches are reported by the general public, usually because the breach directly affects them.

Commercial car repairs at a residential property causing noise and nuisance is popular one. Unauthorised building works is another in the top ten, fly-posting and bandit boards tends to ruffle feathers and developers not adhering to their start and end time in terms of hours of operation is a prevalent one too.

The life of a planning enforcement officer is never a dull one. It's a career pursued by only those of a resilient nature, a sense of humour and an ever-expanding vocabulary of descriptive expletives! Joking aside, it can also be a dangerous career.

In 1991, Planning officer Harry Collinson was shot by Albert Dryden whilst enforcing the demolition of an illegally built bungalow. Dryden had built a bungalow on his land without planning permission, claiming that permission was not required as only the roof was visible. The dispute had gone on for several years and Dryden was sent to prison for life. An extreme case, yes, but planning enforcement officers deal with difficult situations daily and breaches are on the increase, partly due to the rise in fees.

Since the Harry Collinson incident, planning enforcement has changed with many new elements and powers to deal with breaches of control.

WHAT IS A PLANNING BREACH?

Planning breaches

The failure to obtain planning permission or comply with the details of a permission is commonly known as a 'planning breach'

A planning breach usually occurs when:

- **A development that requires planning permission is undertaken without the permission being granted – either because the planning application was refused or was never applied for**
- **A development that has been given permission subject to conditions breaks one or more of those conditions.**

A planning breach in itself is not illegal and the council will often permit a retrospective application where planning permission has not been sought.

However, if the breach involves a previously rejected development (or the retrospective application fails) the council can issue an enforcement notice requiring you to put things back as they were.

Your local planning authority can serve an enforcement notice on you when they consider you have broken planning control rules. Normally this will be because they consider what you are doing, or have done, is harmful to your neighbourhood.

The decisive issue for the local planning authority should be whether the breach would unacceptably affect public amenity, or the existing use of land and buildings meriting protection in the public interest.

It is illegal to disobey an enforcement notice unless it is successfully appealed against. You can appeal against both refusals of permission and enforcement notices but if the verdict comes out against you and you still refuse to comply, you may be prosecuted.

So what type of enforcement notices can be served? Actually there are several depending on the nature of the breach but I will just identify the most commonly used.

No formal action

Addressing breaches of planning control without formal enforcement action can often be the quickest and most cost-effective way of achieving a satisfactory and lasting remedy. For example, a breach of control may be the result of a genuine mistake where, once the breach is identified, the owner or occupier takes immediate action to remedy it. Furthermore, formal enforcement action sometimes may not be appropriate.

Retrospective planning applications

A local planning authority (LPA) can invite a retrospective application. In circumstances where the LPA considers that an application is the appropriate way forward to regularise the situation, the owner or occupier of the land should be invited to submit their application (section 73A of the Town and Country Planning Act 1990) without delay. It is important to note that:

- **Although an LPA may invite an application, it cannot be assumed that permission will be granted, and the LPA should take care not to fetter its discretion prior to the determination of any application for planning permission – such an application must be considered in the normal way**
- **An enforcement notice may also be issued in relation to other elements of the development**

ARE THERE ANY RESTRICTIONS ON RETROSPECTIVE APPLICATIONS?

A person who has undertaken unauthorised development has only one opportunity to obtain planning permission after the event. This can either be by means of a retrospective planning application (under section 73A of the Town and Country Planning Act 1990) or by means of an appeal against an enforcement notice on ground that planning permission ought to be granted or the condition or limitation concerned ought be to discharged. This is referred to as a ground (a) appeal.

The local planning authority can decline to determine a retrospective planning application if an enforcement notice has previously been issued (section 70C of the Town and Country Planning Act 1990). No appeal under ground (a) may be made if an enforcement notice is issued within the time allowed for determination of a retrospective planning application.

OBTAINING INFORMATION ABOUT ALLEGED BREACHES OF PLANNING CONTROL

WHY IS INFORMATION ABOUT AN ALLEGED BREACH OF PLANNING CONTROL IMPORTANT?

Effective enforcement action relies on accurate information about an alleged breach of planning control.

In many instances, comprehensive information about the planning history of the site and the alleged breach of control is readily available; from the LPA's own records, site visits and other publicly available information. It is important to keep documentary evidence of any investigation.

Where necessary, LPAs also have a range of investigative powers for planning enforcement purposes. One option available is for the local planning authority to serve a planning contravention notice.

PLANNING CONTRAVENTION NOTICE

What does a planning contravention notice do?

A planning contravention notice may be issued under section 171C of the Town and Country Planning Act 1990 and can be used to do the following:

- **Allow the LPA to require any information they want for enforcement purposes about any operations being carried out; any use of; or any activities being carried out on the land, and**
- **Can be used to invite its recipient to respond constructively to the LPA about how any suspected breach of planning control may be satisfactorily remedied**

When can a planning contravention notice be used?

A planning contravention notice may only be served when it appears to the LPA that a breach of planning control may have occurred and they want to find out more information before deciding what if any enforcement action to take. It should not be used to undertake an investigative trawl just to satisfy the LPA about what activities are taking place on a parcel of land.

This is a discretionary procedure – the LPA need not serve a planning contravention notice before considering whether it is expedient to issue an enforcement notice orto take any other appropriate enforcement action.

A planning contravention notice is not available for use where there are suspected breaches of listed building or conservation area control, hazardous substances control or control of protected trees.

There is no requirement to enter a planning contravention notice in the LPA's register of enforcement notices, stop notices and breach of condition notices. The notice is not a legal charge on the land.

WHAT ARE THE CONSEQUENCES OF FAILING TO RESPOND TO A NOTICE?

A failure to complete or return a notice within 21 days is an offence, as is providing false or misleading information on the notice (section 171D of the Town and Country Planning Act 1990).

Enforcement notice

Deciding whether to issue an enforcement notice

The power to issue an enforcement notice is discretionary (section 172 of the Town and Country Planning Act 1990).

An enforcement notice should only be issued where the LPA is satisfied that it appears to them that there has been a breach of planning control and it is expedient to issue a notice, taking into account the provisions of the development plan and any other material considerations.

WHAT DOES AN ENFORCEMENT NOTICE DO?

An enforcement notice should enable every person who receives a copy to know:

- **Exactly what, in the LPA's view, constitutes the breach of planning control, and**
- **What steps the LPA require to be taken, or what activities are required to cease to remedy the breach**

The LPA must enclose with the enforce notice information about how to make an appeal.

WHAT HAPPENS IF AN ENFORCEMENT NOTICE IS NOT COMPLIED WITH?

It is an offence not to comply with an enforcement notice, once the period for compliance has elapsed, and there is no outstanding appeal.

PLANNING ENFORCEMENT ORDER

What does a planning enforcement order do?

Where a person deliberately conceals unauthorised development, the deception may not come to light until after the time limits for taking enforcement action (section 171B of the Town and Country Planning Act 1990) have expired. A planning enforcement order enables an authority to take action in relation to an apparent breach of planning control notwithstanding that the time limits may have expired.

STOP NOTICE

What does a stop notice do?

A stop notice can prohibit any or all of the activities which comprise the alleged breach(es) of planning control specified in the related enforcement notice, ahead of the deadline for compliance in that enforcement notice (section 183 of the Town and Country Planning Act 1990).

A stop notice cannot be served independently of an enforcement notice.

BREACH OF CONDITION NOTICE

What does a breach of condition notice do?

A breach of condition notice requires its recipient to secure compliance with the terms of a planning condition or conditions specified by the LPA in the notice (section 187A of the Town and Country Planning Act 1990).

Any recipient of a breach of condition notice will be in breach of the notice if, after the compliance period, any condition specified in it has not been complied with, and the steps specified have not been taken or the activities specified have not ceased.

WHEN CAN A BREACH OF CONDITION NOTICE BE USED?

A breach of condition notice is mainly intended as an alternative to an enforcement notice for remedying a breach of condition – but it may also be served in addition to an enforcement notice, perhaps as an alternative to a stop notice, where the LPA consider it expedient to stop the breach quickly and before any appeal against the enforcement notice is determined.

WHAT HAPPENS IF A BREACH OF CONDITION NOTICE IS NOT FULLY COMPLIED WITH?

Following the end of the period for compliance, a person responsible who has not ensured full compliance with the conditions and any specified steps, will be in breach of the notice and guilty of an offence (section 187A(8) and (9) of the Town and Country Planning Act 1990). Summary prosecution can be brought in the Magistrates' Court for the offence of contravening a breach of condition notice.

The above are just some of the more commonly used enforcement tools, but as I mentioned previously there several more.

Enforcement today is a serious business and for those on the receiving end, swift action to comply is always necessary.

If you need any assistance with any type of enforcement action, then please contact the Town Planning Expert team. **www.townplanningexpert.co.uk**

References: Government Guidance, ensuring effective enforcement

MARTIN RAPLEY'S 'INTRODUCTION TO' SERIES

EPISODE 9

Introduction to... GARAGE CONVERSIONS

Interview & Words: **Heidi Moment**

Converting a garage is a great way of gaining additional space, adding value to your property AND increasing your cash flow. But is it right for you? Read on to find out...

WHEN WOULD YOU CONSIDER CONVERTING YOUR GARAGE?

If you buy a property that has an integral garage joined on to the rest of the house, there are plenty of options for conversion. It can be a good-sized room when it's all finished and it's pretty flexible as to what you use it for. You can gain an extra bedroom or a living room if you needed to use one of the other living rooms as a bedroom. It could also work as a kitchen. So it can be great if you've got an HMO.

> "A garage is pretty much the size of an HMO double bedroom"

Adding a new habitable room adds value to your property, so it could also be a good move if you're flipping a property. But assess your market before you take the leap. Most people are quite happy to leave their cars parked out on the driveway now, but they may not be so happy to lose the storage space a garage provides. Although, you could spend £500 on putting a large shed in the garden to provide more storage space that could satisfy that desire. Always do your due diligence and understand the market before you proceed.

KEY FACTORS TO CONSIDER

As you are converting a non-habitable space into a habitable space compliance with building regulations is essential, and that will dictate what you need to do to convert the garage into a room.

The two big things to consider are ***insulation*** and ***gas and electric meters***.

INSULATION

Garages are generally made with a concrete slab on the floor and a one-skin brick wall. Neither of which will be insulated. There's a fair amount of insulation needed to get it up to building regulation standard to make this a habitable room.

There's also a good chance the garage floor will be at a different level to the house. You've probably been in properties where you can see the garage has been converted. Sometimes there's a step from the hallway up into the garage. This is because they have laid insulation over the floor and then built a floor on top of it. This is a budget conversion, which might be good enough for your requirement.

Alternatively, if you want the floor to be the same level as the rest of the house, you need to break up that concrete slab, dig the floor down a little bit, then relay the floor, including the insulation and the concrete slab again so that you come back to that same level as the rest of the house. This is the more expensive route, but it has a nicer finish.

For the walls, four inch or 100mm thick insulation board is usually sufficient, but it depends on your structure. If you've got a flat roof on your garage at the moment because there's no room above it, then that will need insulating too.

Remember to factor in that you could lose up to 150mm off the size of the room on every external wall.

> "£10,000 for a budget conversion"

MOVING METERS

You're likely to find the gas meter, electric meter and consumer unit in the garage. This isn't a major issue if you're flipping the property or it's going to be a family home. The challenge you may have is if you're planning to use this room as an HMO bedroom - it's not ideal to have these meters in someone's bedroom, as you don't want tenants going into other tenants' bedrooms to reset things. So you may need to look at relocating meters and distribution boards.

Sometimes relocating them can be relatively easy - you can just form a cupboard on the other side and access the whole lot from the other side of the wall. But other times it's more complicated, meaning you have the challenge of getting the gas or electric supplier to relocate them for you, which can take time as well as being costly. Depending on the layout of your building this could be a minor job with a low cost, or it could be more significant. Speak to your local supplier to find out.

Image © JVIP

A FEW OTHER THINGS TO THINK ABOUT:

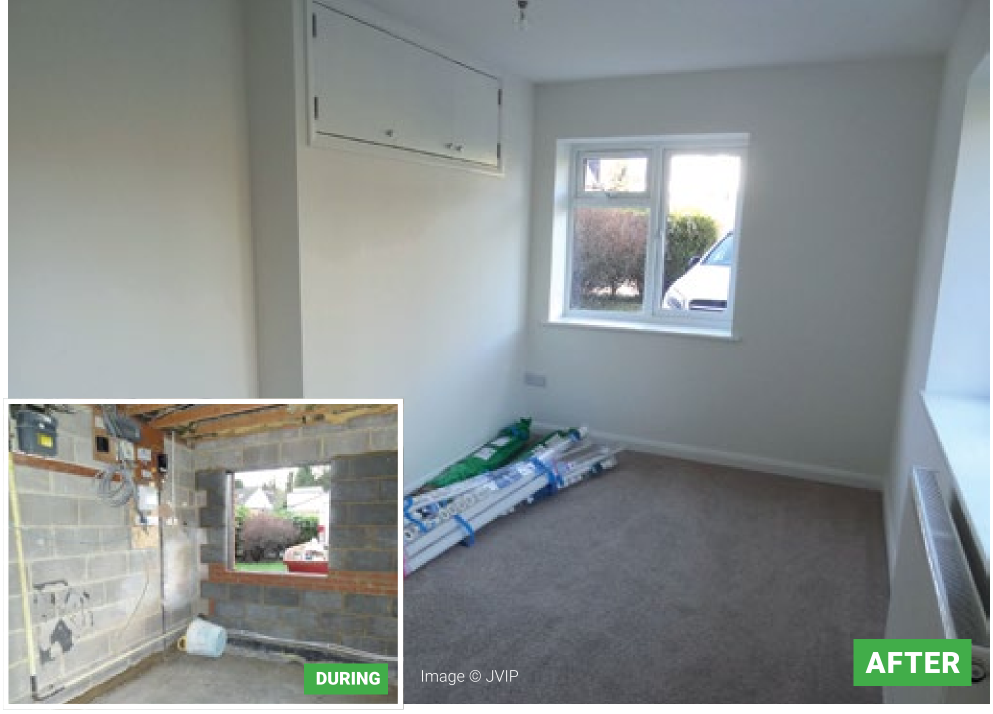
Where is the door? – There may be a door to this room already, usually from the kitchen or the hallway. If there isn't a door then you need to add one in the most logical location. I'd put money on the fact the best place for the door is in the hallway where the radiator currently is. So bear this in mind, as you will need a plumber to move this.

Room layout - Sometimes a garage conversion can feel long and skinny, particularly if the door ends up being at one end and the window at the other, as it can compromise your furniture layout and leave the room looking a bit constricted. But it can work, particularly if you dress it up nicely.

Means of escape - If you're using the new room as an HMO and the door goes into the kitchen you'll also need a secondary means of escape, so you'll need to put a fire escape window in.

Don't over-develop - You don't want to create the biggest and best house in the worst or cheapest street, as people who can afford a more expensive house won't be looking to buy in that street.

> "You need to think carefully about furniture layout in a narrow room"



PERMITTED DEVELOPMENT OR PLANNING CONSENT?

Always check your local authority planning department before embarking on a project like this, just so you're clear on whether planning is required. Principally converting a garage by taking out the garage door and replacing it with a window comes under ***permitted development*** (PD), but there may be certain localised rules in your area, so always check first.

Be careful with doors. Adding a single door to the front, so the new room has its own access, is often not permitted as it can be seen as a separate property entirely, and will need planning permission. Although a door to the side is usually permitted (if you can get to the side that is).

With a little bit of research it shouldn't take long to establish whether you will need a full planning application or whether it's something you can do under PD. If you do need to put in planning it's not something that's going to happen overnight I'm afraid. You're looking at around three months to get it through, including putting the drawings together. Do your research early so you don't get caught out.

WHO DO YOU NEED TO HELP YOU WITH THIS?

Although this isn't a major job you will need to use **an architect or draftsman** to do drawings for you to submit to building control. Generally there won't be any need for any other consultants because there shouldn't be any real structural issues beyond the architect's design. But as we've already said you may need to contact the utility providers if you've got to relocate gas and electric meters.

There's a little bit of everything going on here - foundations, brickwork, stud work, insulation, plastering, electrics, doors, windows and decorating. And if you add a kitchen or an ensuite you'll also need a plumber. So your main man for the job is a small local builder, who can do a good number of the tasks himself but will bring in some other tradesmen when he needs them to do the various bits and pieces that are outside of his skills.

Having one point of contact will make your life easier too, as he will manage the whole process, so you have more time to go out and find the next brilliant deal.

HOW MUCH WILL IT COST?

There's a full range of costs involved in a garage conversion, so it's difficult to give really good indicative prices. As a very rough guide you're looking at anything **from £10,000 to £20,000**, depending on where you are in the country and the quality you want. London prices start from £25,000 or even £30,000.

Relocate meters – **approx. £750 - £1,000 per meter** (depending what your local provider charges)

Budget conversion where you insulate all walls and lay the insulation on top of the existing floor and don't do any major works to the structure – **approx. £8,000 - £10,000**

Higher standard conversion, with level access floor, lots of cupboards to box in meters and cables etc – **approx. £20,000**

Doing this work in connection with a bigger refurbishment project is a little bit cheaper because you've got some economies of already having people on site and they've got better continuity with the work.

ARE THERE ANY SAFETY ASPECTS WE NEED TO CONSIDER?

As always ensure you get all electrics signed off by the electrician, and if you are moving any gas get that signed off too.

If you're converting a garage of a property you already own that has tenants already living in it, just make sure you're managing their safety. That means that builders aren't carrying materials through the property whilst the tenants are there. And be mindful of tradesmen turning off the power and water without liaising with the tenants that are in the properties. It isn't a major job so there shouldn't be too much disruption, so you won't need to move them out, but you might want to send them a few crates of beer and some pizzas for their patience.

ARE THERE ANY PARTICULAR ISSUES THAT YOU MIGHT COME UP AGAINST WITH THIS?

The biggest issue comes with relocating meters, as it can take up to 12 weeks.

YPN SAYS

This section is all about helping you to look at potential opportunities.

As we're limited on space it isn't possible to cover everything in much depth, so make sure you listen to the audio as it contains much more information. And always take Martin's advice on who else to get to help you. Good luck with your refurbishments!

Click here to listen to more from Martin here

CONTACT

Contact Martin with any questions you have regarding refurbishments.

martin@refurbishmentmasterclass.co.uk
www.refurbishmentmasterclass.co.uk for full details of our services. Tel: **07934 271371**

GET IN TOUCH FOR:

- Training courses and mentoring for property investors managing their own refurbishments
- Project support for developers stepping up to larger projects
- Full project management

SNAGGING YOUR PROJECT

By **Graham Kinnear**

Over the past few months I've been involved with the snagging on a variety of building projects including both refurbishments and new builds. I think some valuable lessons have come from this that might help those of you who are embarking upon more significant projects.

Image © Bigstock.com/style-photographs

What is snagging?
The first thing to bear in mind is that the word snagging does not appear to have any formal meaning nor is it a valid contractual term. Instead, as far as I can make out, it is a slang term for the inspection and identification of minor defects (and some not quite so minor!) at the end of a project.

Keep it short. Key to your objectives is to ensure the list of defects is as small as is possible. One way to achieve this is to undertake regular site visits throughout the life of your building project. It is doubtless preferable to deal with issues as you go along than for them to have to be rectified at the end. On that basis, carry out thorough visits during the build of your project, comparing the work being done to the specification provided at the outset. Ask questions if you don't understand any facet of the work – most builders will actually be pleased that you are taking an interest in the project.

Also remember that snagging does not give you the ability to change the specification, generally change your mind or retrospectively rectify a poor quality build. These aspects can only be achieved if they are attended to at the start of the project rather than the end.

During-construction inspection. This is key because some items will not be evident at snagging stage. For example, you will not know whether sub floor pipework is in copper or plastic if you only visit the site at the end of the project. Similarly you will be clueless as to whether floor insulation has been installed to the required standard if your first visit only takes place once the carpet is down.

Contractor agreement. Put an agreement in place at the start of the project that the contractor will return to undertake snagging. Their incentive to do so may be on the basis that a proportion of their agreed fee is held back for a period following completion or simply via an established understanding between you of what is required from them.

When engaging or managing contractors I normally hold 5% of the agreed payment as a retention. 50% of this is released to them on completion of the works and the balance usually released 12 months later once any snagging items or latent defects have shown themselves and been rectified.

When to do a snagging inspection. This should be undertaken once the build is completed and the project has undergone at least a builder's clean. Do a methodical walk through the property during daylight hours. Test lighting and power sockets, kitchen appliances and taps; inspect doors, door linings, hinges, decorative finishes and the like, comparing each item with the original specification provided to the builders at the outset.

Some defects could be due to faulty fittings or appliances rather than being the builder's fault. Catching these at the outset will render the process of return and exchange far easier than if they are highlighted later.

For a major refurbishment project, I would expect to compose a list of approximately 50 items that need resolving. This number would be significantly higher if I had not kept a close eye on the project during construction.

Timescale to rectify. Once the list is agreed, ask the builders for a timescale within which all the items will be completed. The more comprehensive your instructions are at the outset of the project, the less difficulty you should have in getting any required snagging done. As an example, I always specify a minimum number of sockets in each room and detail whether to install chrome, brushed chrome or plain white fittings. The less ambiguity there is, the more likely you are to get exactly what you wanted.

It has been mentioned to me in the past that some builders have refused to undertake snagging on the basis that the property has been signed off by Building Control and is therefore satisfactorily completed. To me, compliance with building regulations and level of finish are two separate things, though this does highlight the need for clear written instructions with your builder in terms of what is expected and the level of finish you want.

Following a brief reinspection after the snagging list has been undertaken to check off each of the highlighted items, your project should be complete, enabling you to move onto the next one!

As always, I am very happy to assist YPN readers and can be contacted on 01843 583000 or graham@grahamkinnear.com.

Graham is the author of **"The Property Triangle"**

SETTING YOUR STRATEGY FOR 2019:

OBSERVE THE MASSES AND DO THE OPPOSITE

How to select strategies, catch waves and make market leading returns in 2019

INTRODUCTION

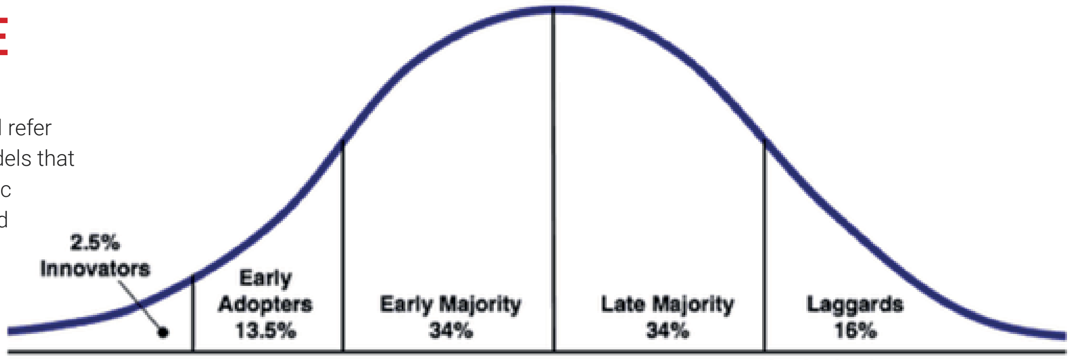
I trust you have all had a great summer expanding your property businesses and keeping your properties full over the peak months, and also found some time to enjoy the fruits of your labour.

As the autumn months approach, it's time to review your current position, experiences to date and start to formalise your strategy for the months and year ahead.

In line with the headline topic for this edition of YPN, I am going to share with you how you can get ahead of the market by selecting strategies and catching waves to make market-leading returns in 2019 before your competitors have even gotten out of bed to look for them.

THE ADOPTION CURVE

Success and failure are both very predictable. Within this article, I will refer to a couple of basic economic models that I initially studied during my strategic entrepreneurship degree, have used in business every year since, and that are still highly valuable over a decade later as we teach them on Property Entrepreneur™.



The model below has various names and applications. However for the purpose of this article we will refer to it as the strategy adoption curve (SAC).

The SAC illustrates the distribution of how investors adopt strategies at each stage of the game through launch, traction and development into the market. This model can be applied to most products and services around the world. If you want to benchmark it against applications you are familiar with, consider the pace of adoption of things like Facebook, the iPhone, Netflix and Uber.

With each of these, which phase of product/service adoption would you traditionally pay attention to and take action in?

When on Property Entrepreneur™ we apply the SAC to the property industry, and more specifically to our own markets and businesses, to define our strategies for the year ahead, it's reasonably conclusive that there are two strategic options.

1. **Follow the established and mass market strategies (majority phases) where you'll find high degrees of confidence, experience, track record, data and activity.**
2. **Engage in the fringes where you'll find opportunities for emerging strategies with high levels of uncertainty, low levels of confidence, a lack of established track record, data or activity.**

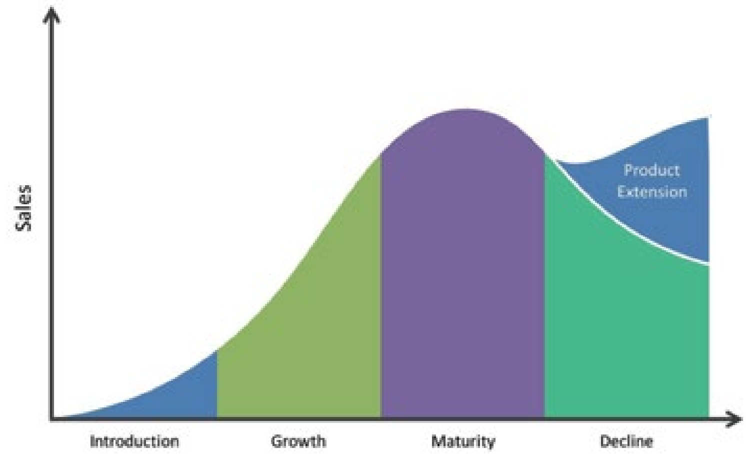
One of these strategies attracts high margins and low / modest competition.

The other delivers low / modest margins and high competition.

I'll let you work out which is which!

THE MARKET LIFECYCLE

Whilst the SAC illustrates the distribution of adoption at different stages through the curve, the second model, the market lifecycle (ML), illustrates the phases of a strategy, product or service as it is launched and develops into the market.



All market / strategy lifecycles are made up of four core phases; you will note how these can lie similarly over the SAC.

Where do you think your market / strategy currently sits on this curve?

1. **Introduction – Outside of the norm**
   Minimal track record, high risk, high margin, low competition
2. **Growth – Market development**
   Demand exceeds supply, high confidence, reasonable margin, emerging competition
3. **Maturity – Approaching equilibrium**
   Supply and demand approach equilibrium, higher competition, reducing margin
4. **Decline / Revive – Market saturation**
   Supply exceeds demand, prices decrease, dangerous competition levels; people exit the market or reposition their stock.

When we talk about the importance of operating outside of the norm, and riding a wave within our property strategies for low competition and high margins, we are referring to the structure and predictability of mastering these curves.

CATCHING WAVES

Those who are able to master the above and define a viable strategy will ride the wave of high margins and low competition, compared with those who will follow the crowd into the mass market of less favourable conditions.

A good recent example of the wave in practice would be the commercial (B1) to residential (C3) permitted development strategy.

Introduced in May 2013 to reposition the commercial office blocks (B1) left empty post-recession (declining market) into residential stock (C3) with strong demand, permitted development enabled these low value commercial sites to be converted into high margin residential schemes.

The innovators and early adopters cleaned up during the introduction phase as they took on the risk of this new outside of the norm strategy. They entered this brand new space / strategy, purchased what were considered to be depressed unusable sites at favourable prices, developed them into high-demand residential stock … and were rewarded with favourable margins for doing so.

As more sites were developed, the market gained confidence and traction in this strategy. Over the years, as the early majority began to join the party, prices for these sites increased in line with competition. The growth phase of the market lifecycle was established.

In more recent times, now five-six years in, this strategy has approached maturity in many areas, as the market now has mass confidence. Every man and his dog wants these projects due to the high appeal of permitted development. As such, those empty, depressed sites that no-one wanted, which the innovators and early adopters took the risk on to make high margins, are well-known by agents today. They hit the market as viable, low-risk development sites that command a residual valuation price point to match.

The secret to riding these waves is to swim out beyond the norm, catch these emerging strategies as early as you are comfortable with, and surf them all the way to the beach. That said, nothing lasts forever. Keep your eye on the conditions and make sure you are well off that wave and on to the next one before it hits the beach!

EXAMPLES IN 2018

Think about the markets you operate in and the strategies you are aware of.

Now think beyond the norm and the mass market that everyone is getting involved in. Identify emerging waves that may be lesser known, that meet the criteria detailed in this article and would likely attract the associated benefits.

Which wave could you catch?

Examples of innovator waves outside of the norm you may wish to explore in the UK could include modular housing, 3D printing or shipping containers.

Examples of early adopter waves, which have more traction and proof of concept in the UK, could include build-to-rent, more recent permitted development schemes (outside of B1), micro-housing or purpose-built co-living schemes.

MANOR HOUSE DEVELOPMENTS

Within the PPN UK Group, Manor House Developments is our £20m joint venture into the build-to-rent sector.

The out of the norm wave and strategy we have identified to ride within this business is to develop high density, build-to-rent conversions and new-build schemes, which meet several of the criteria below, in established areas where we already have offices.

High density development

Innovative schemes, unique floorplans and optimised layouts deliver desirable apartments that in most cases are below the national minimum space standards.

Commercial valuation

The appeal of these developments is the high yield and cash flow they generate. However, they are not cheap to develop so rely heavily on sourcing in locations of established commercial asset valuation.

High returns

We acquire all sites for cash, develop with cash then refinance out with a third party lender. At the point of refinance, a site must deliver a minimum of 20% return on capital by way of equity and 20% return on capital left in by way of triple net cash flow.

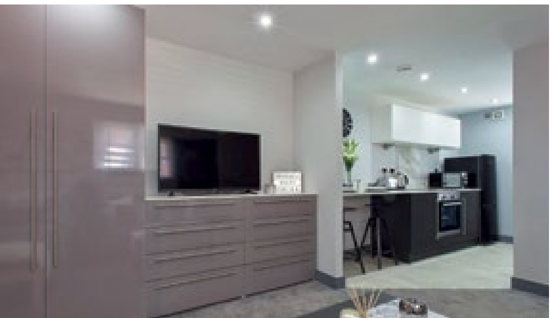
Viable sites that do not meet these criteria are packaged for investor clients through ***www.Portfolio-Builder.co.uk***.

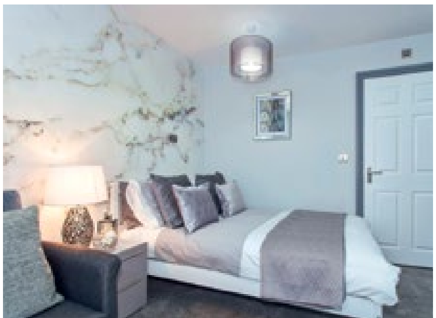
Sourcing sites

With any out of the norm strategy and wave, there needs to be something different, unique, and risky or niche with what you are doing.

When sourcing, you can often acquire sites that put your competitors off or that were unviable for their mass market strategies. This is the out of the norm, sweet spot strategy you are looking for!

To the right are a few examples we have acquired this year by exercising our strategy and capitalising on this approach.





BEYOND THE NORM CASE STUDIES

Inaugural House

Site:	**Vacant mixed-use retail, industrial and residential site**
Scheme:	**High density serviced studio apartments**
Pros:	**Cheap price per square foot**
Cons:	**Full planning application**
Wave:	**Traditional residential would not be viable on this site and no commercial market demand in its current configuration**

THE NUMBERS

Purchase:	**£152,000**
Build:	**£155,000**
Total spend:	**£328,000**
Value:	**£479,000**

Vine Lodge

Site:	**Vacant care home**
Scheme:	**High density build-to-rent apartments**
Pros:	**Favourable layout and strong yield**
Cons:	**Full planning application**
Wave:	**Traditional residential would not be viable on this site and no commercial market demand in its current configuration**

THE NUMBERS

Purchase:	**£260,000**
Build:	**£240,000**
Total spend:	**£533,000**
Value:	**£644,000**

Stonehill House

Site:	**Grade II listed large detached home (5,000+ sq ft)**
Scheme:	**High density build-to-rent apartments plus HMO**
Pros:	**Desirable building, favourable layout, off-market acquisition**
Cons:	**Full planning application and Grade II listed**
Wave:	**Traditional residential apartments would not be viable on this site due to the total spend and mid-range local market values**

THE NUMBERS

Purchase:	**£345,000**
Build:	**£250,000**
Total spend:	**£596,000**
Value:	**£789,000**

SAFETY WARNING

As you can see from the case studies, the wave we ride with these sites often creates value through projects that would not be viable outside of our high density niche. Other considerations that make them less desirable to the mass market include the fact they may be listed, mixed-use, etc, or in many cases require a full planning application.

Isolated or as a collective, these factors scare off many mass market developers due to the associated risks, especially when the purchase may be unconditional as many of ours often are.

The safety warning here is: **Approach with caution!**

Catching these waves early in the cycle can involve a significant amount of uncertainty and risk. You must have the experience, team and knowledge to ensure it is well managed and you go into it with your eyes open.

Become well versed and comfortable with that … and it's time to find a wave and grab your board!

10 TOP TIPS FOR CATCHING A WAVE BEYOND THE NORM

1. **Full planning applications are scary to the mass market**

Derisk where possible. Get comfortable with planning so you can secure viable sites at lucrative prices, with low competition.

2. **Get a world-class planning consultant**

Ask around, kiss frogs, find someone who knows the system inside out. Build your team and challenge everything.

3. **Know your local planning policy**

Understand your local council's strategy, criteria and plan. Specifically, what national initiatives have been adopted locally?

4. **Follow me on Facebook and Instagram**

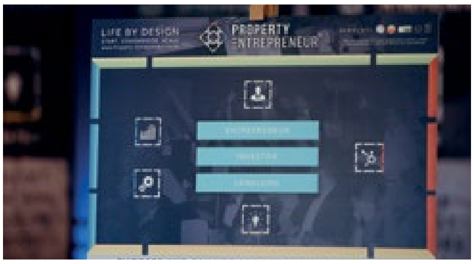
See our development sites for inspiration in real time as I share them on my social profiles: **'Daniel Hill'** on Facebook and **propertyentrepreneur_** on Instagram.

5. **Master your strategy**

It takes 12 weeks to use these tools, complete the nine exercises we use and master 'Strategy' on Property Entrepreneur. Don't start until this is finished.

6. **Add a Rightmove notification for all sites in your target markets**

Add a Rightmove alert to show you all new sites listed for sale at all price points and categories. Look out for incorrect listings and ugly sites, these can be gold mines!



7. **Find a needle-in-a-haystack wave**

Defining your out of the norm strategy is no easy feat. You are looking for the needle in the haystack that no one else has mastered (yet!). Dig deep.

8. **Know when to get on a wave and know when to get OFF one**

All good things come to an end (budget student HMOs, sale and rent back, 125% mortgages!). Grab your board early and surf the wave hard but make sure you are off and on to the next one before it hits the beach.

9. **Research Permitted Development (PD)**

What new PD is being considered or adopted in your local markets? Be the first to find out, read the policy, master the detail and catch the wave.

10. **Speed of implementation – Hear it, Research it, Test it**

Catching the wave is all about the speed at which you can capitalise on an opportunity, before the mass market gain confidence and the conditions start to change.

SUMMARY

Success and failure are both very predictable.

Whilst there are associated risks and uncertainty in going away from the mass market, outside of the norm and finding your own little niche and wave to surf, this is where we thrive as property entrepreneurs. The returns we achieve can be significantly more lucrative.

Be strategic, take your time and find a wave worth surfing.

It's all a game!

Best of luck,

Daniel Hill

SETTING YOUR STRATEGY FOR 2019

Hopefully this article has provided the inspiration and insight you need to look outside of the norm to find your high value wave and master your strategy ahead of 2019.

On Property Entrepreneur™, our 12-month training programme, we spend the months of October-December applying the unique and proven methodology used at PPN UK to all delegates' businesses, to ensure they are able to move out of the low margin mass market and into the highly lucrative low competition space of catching a wave.

If you have not already secured your place to join Property Entrepreneur™ in October for 2018/19, please visit the website below to view full details, free resources and submit your application.

www.Property-Entrepreneur.co.uk

Come and say hello!

Have you checked out YPN's subscriber web site yet?

yourpropertynetwork.co.uk/club

You'll find a stack of resources there to help you with your property investing, including …

- Back issues
- Webinars and training videos
- Years' worth of audio interviews with successful investors
- YPN Bitesize training modules
- Plus more to come over the next few months!

If you haven't already got access to the subscriber area, email **getmein@yourpropertynetwork.co.uk** (or send us a Facebook or Twitter message) to get your login account and password.

Keep up to date with news and property happenings on our Facebook page (**facebook.com/YPNmagazine**) and contact us via Twitter: **@ypnmagazine**

See you there!

Jayne

SHOULD YOU SWITCH TO HOLIDAY LETS?

By **James Davis,** Portfolio Landlord and Upad CEO

Ever since it was announced last year that tax relief for landlords will be reducing, starting from April 2017, many of us have been thinking of ways to lessen the impact on our finances.

One such possibility is to switch from long-term rentals to holiday lets. There are several advantages to this, but it won't work for everyone.

THE PROS ...

One of the pros of offering holiday lets is that you're still able to claim full tax relief on your mortgage interest payments. If you have a large mortgage and you're a higher rate taxpayer, this could equal a significant saving on your tax bill, especially from 2020 when the tax relief available to landlords will be cut to the basic rate of tax.

Another advantage is that if you make a loss on your holiday let, you can deduct this from any other income you have to reduce your tax bill. This isn't the case with long-term lets.

You could also see a boost to your income as the weekly rate for holiday lets is usually three or four times higher than for rentals of six months or more.

Furthermore, offering holiday lets also give you the option of staying in the property yourself occasionally, or using it to accommodate friends or family – although don't forget that if you do, you won't get tax relief for any period of personal use.

THE CONS ...

However, there are several drawbacks to offering holiday lets.

There might not be enough demand to keep your property filled 365 days of the year and you should expect much more frequent and longer voids. Even in towns popular with holidaymakers, demand will be very seasonal and there could be long periods of the year when you won't get any guests at all.

In cities with a high tourist population, such as London, Oxford or Bath, the demand might be more evenly spread throughout the year, but you're still likely to experience quite a few voids.

Your income might be higher but your costs will be higher too. You'll have to cover the council tax and water rates, plus the energy bills. The property will have to be fully furnished to a good standard and kept well maintained and spotlessly clean.

Image © Bigstock.com/david martyn

You'll have to pay to market your property 24/7, 365 days of the year and you should expect to spend at least 10% of your income on advertising, probably more if you use an agent.

Bear in mind too that you'll have a high turnover of guests and unless you want to deal with all the weekly or fortnightly changeovers yourself you'll need to pay a third party to handle them for you.

STILL TEMPTED TO MAKE THE SWITCH?

Before you take the plunge, check whether there are any restrictions that apply to your property. If you have a buy-to-let mortgage, check with your lender as some insist that the property is let on a standard AST. You should also make sure you have specific insurance for holiday lets.

Owners of leasehold properties will need to check there are no rules against short-term or holiday lets in their lease agreement.

You might also need planning permission if your local council considers that the switch to holiday lets is a material change of use of your particular property. In some London boroughs, you must apply for planning permission if you intend to offer short term lets for anything more than 90 days of the year.

Note also that if you need planning permission and this is granted, it might mean the property can't be sold later as a residential dwelling, which might affect its value.

As you can see there's a lot to consider but if you're not sure what's best for you, you could always dip your toe in the water and try offering a short term let next time you're between tenancies and see how it goes.

James

YOUR HMO Q&A

With Rick Gannon

There's little doubt that HMOs can offer investors better returns than BTLs in the current property investing landscape. They involve a lot more work though, both up front and in terms of management. In addition, regulations are more stringent and it's harder to find a good agent who is prepared to take on the level of management that you might like if you want to be a hands-off investor. So deciding to adopt an HMO strategy tends to come with a stack of questions – and expert **Rick Gannon** is here to answer some of them in his HMO Q&A series.

Q) First of all, why should I invest in HMOs?

A) HMOs provide a much higher cash flow vs single BTL properties. Although they can be harder to manage they will always provide a higher income as you are separating the house into individual rooms, which means you have several income streams within each house.

Image © Bigstock.com/kyolshin

Q) I have picked up from some of the social media groups that areas are becoming over saturated with HMOs which means that the supply / demand is low. What do you think about the future of HMOs?

A) In my opinion, the HMO market will always be here and will remain strong if you keep up to date with standards and competition. Things move on and change very quickly; we simply have to adapt and stay current to remain in business. Usually, people posting these comments may either be inexperienced and simply regurgitating something they have overheard, or are stuck in the past and need to repurpose and refurbish their property.

In our business, we are currently going through a structured refurbishment project. As a result, we are breaking market rents and selling rooms to the first viewers because we have moved with the times. The HMO market isn't going anywhere but you will need to adapt to survive.

Q) I have read that some HMO operators are achieving massive returns. I'm not sure I can do the same – what sort of return can I expect to achieve?

A) This is a great question and I would advise that you set yourself some rules of investing.

We follow these simple guidelines:

1. A minimum of £500 net profit per month from each property. Don't forget to deduct your tax liability from this figure too.
2. A minimum of 15% ROI, which is more than achievable.
3. To achieve the above, we only take HMOs that will lend themselves to a minimum of five bedrooms, so even if we have one void we will still make a profit.

Those are our investing rules. If the deal doesn't fit in these boxes, we simply won't take it on.

Q) I have heard that HMO licensing is changing in October. I'm a little confused as everyone seems to have a different opinion on what's changing. Can you explain?

A) Currently (at the time of writing), England has an HMO mandatory licensing scheme, which states that a property with five or more tenants forming more than one household over three floors will be subject to the mandatory HMO licensing scheme.

From 1st October 2018, *the "three floors" aspect is being removed, which means* ***a property that has five or more tenants forming more than one household will be required to have a mandatory HMO licence.***

There are many changes in the new legislation. The floors aspect is the biggest change, coupled with the new amenities standards that will accompany the new legislation – the biggest aspect here will be room sizes. Currently local councils have the ability to use discretion when it comes to allowing rooms for sleeping accommodation, and providing they are happy the room and house are sufficient, then they can allow the room to be used.

Well I'm afraid that from the 1st October this will no longer be the case. The minimum room sizes for a single person will be 6.51 sq m, and for two people, 10.22 sq m. This will become the mandatory room size and there will be no discretion allowed. Please note here that some areas also operate additional licensing schemes, which means that any HMO (three or more people forming more than one household) will need a licence anyway. The other aspect to note is the minimum room sizes are literally that – minimum. Some councils will add to this and the room sizes could well be more.

For further information, contact your local housing team.

Q) What effect will this have on me as a private investor?

A) Firstly, you will need to ensure that you are future-proofing your portfolio and that any properties that you own / control will be compliant from the 1st October.

Please also note that most councils will require the consent of every interested party when you apply for any license. They will contact everyone that has an interest in the property including any mortgage provider. If you or your vendor has the wrong mortgage product then this will be a huge issue, so now is the time to get those ducks in a row.

When buying a property, you will need to take the minimum room sizes into consideration. This wasn't such a big issue in the past but it could possibly kill the deal from October 1st.

Q) I have been following many of the HMO forums on social media and there is a lot of conflicting advice on how best to find HMO deals. What would you say the best marketing strategy is?

A) This is a brilliant question and probably not one I can answer here as it would take up the whole edition!

In brief, and this is based from my own experience, to get the very best deals at the best prices we always use a direct-to-vendor marketing campaign, where we write to current owners of HMO properties with an offer to either rent or to buy their properties. This for us always brings in deals and to date we have sourced several million pounds' worth of property using this strategy. Some will say things like: "*Yes but everyone's doing this,*" and: *"That's an old strategy and it doesn't work anymore."* Well, that's cool, let those people procrastinate whilst you get all the deals!

Ok I'm going to have to say it, I have tried to avoid it, but it keeps nudging me … **GDPR**. There, I said it and it's out there. How do we continue to use a direct-to-vendor campaign now that we have this dreaded GDPR thing? This is where I pass the buck – it will be up to you as an individual or a company to establish under which lawful basis you are operating to execute any such campaigns.

I suggest you speak to a GDPR consultant for any further information.

Q) How do I choose my investing area?

A) This really is a killer question! This is so important I would suggest you start with an area close to where you live, and work from there. The reason for this is that if you are going to self-manage then it will be so much easier for you to begin with. Until you get those important systems in place, I can guarantee that you will be back and forth to the property a lot at the start.

Now you need to check supply vs demand.

There are a few ways that you can do this:

1. **Look on some of the online portals such as www.spareroom.co.uk.**
   - When you register for an account you will see there is a small area in the top left hand side that says: "Properties / rooms wanted." In this box, type in your postcode, then hit enter and see what results come back.
   - Repeat the exercise but with: *"Properties / rooms available."*
   - All you need to do now is see if the supply vs demand looks strong enough. A good starting point would be anything at 50/50 or above.

Please be aware that this information isn't always necessarily up to date. Many people that use platforms like this can forget to take their profiles down when they find a room, and this kind of screws up the figures.

2. **Speak to the agents on the ground. This is a far better strategy and the information you get will be current.**
   - Choose three letting agents and explain to them that you are interested in investing in the area and would like to find what the supply / demand is like for both working professionals and for students.

This information will be current, and you can take the average from the three agents.

3. **Speak to other investors on the ground who may be active in your area. Again this will depend on who you talk to as some people are happy to share and to see you succeed, but others may see you as future competition.**

I hope you found my answers useful, please join me next month for more HMO Q&A.

Rick

Rick Gannon is a best-selling author, property investor and HMO expert panellist on Sky Property TV. He has a varied portfolio of HMOs, single let flats, commercial property and serviced accommodation holiday lets. He is also an ex police officer but changed careers many years ago to spend more time with his family.

If **YOU** have a burning question about any aspect of HMOs, send it to **jayne@yourpropertynetwork.co.uk** and we'll forward it over to Rick.

THE BUY-TO-LET MARKET OVERVIEW

By **Chris Worthington**

In a recent edition of the market overview I focused on the impact of Brexit on the BTL market. I concluded that given the general slowdown in the BTL market in terms of the growth in property prices and year-on-year growth in rents, BTL investors should hedge their bets by looking closely at the rental yield on new investments, that is the annual rent divided by the value of the property. This month, I will cover yields in more detail. First, some estimates of average yields from various sources:

- **Estate agents Your Move found that northern regions continue to offer the highest yields. In the North East, the average yield was 5%; in the North West, 4.8%. This compares with 3.2% in London and an average across England and Wales of 4.2%.**
- **Research commissioned by Direct Line for Business reported that the average yield in the UK is 3.6% with the highest yields in Northern Ireland (5.6%), Scotland (5.3%) and the North East (5%). The research attributes low regional yields in the South and East of England, of around 3.7%, to high property prices, but average yields in London are higher at 4.4% because of higher rents. At town and city level, the highest yields are in Burnley (7.1%), Glasgow (6.9%), Belfast (6.4%) and Blaenau Gwent (5.9%).**
- **BTL specialist Private Finance analysed yields in major UK towns and cities and found that Liverpool is the UK's best performing property location with an average rental yield of 6.2%. Other rental yield hotspots were Nottingham (6.2%), Cardiff (6.0%), Southampton (5.9%) and Greater Manchester (5.9%). Rental yields in the major cities were found to have increased by 0.9% since May 2017.**

  Shaun Church, director of Private Finance said: *"Finding the right BTL location is a difficult balancing act. Larger cities tend to offer the greatest opportunity for investors as they offer the highest rental demand."*
- **Recent research published by Totally Money found that university cities with high student populations have some of the highest rental yields. Liverpool postcodes L6 and L7 have rental yields of over 11%; in Middlesborough, home of Teeside University, rental yields in TS1 are over 10%. Rental yields in EH8 in Edinburgh and M14 in Manchester are also over 10%. Rental yields in NE6 in Newcastle are 9.5%.**
- **The same report from Totally Money included figures on rental yields in London. The top performing districts with yields of over 4% are all in outer fringes of the capital. The top three were East Ham, Plaistow and Thamesmead. The report states that North London is the area to avoid for ROI. Five North London postcodes are in the bottom ten of the Totally Money league table, covering Highgate, Hampstead Heath, East Finchley, Fortis Green and Hampstead Garden Suburb. Rental yields in these areas are around 1.5%.**

How should BTL investors make use of this information and research on rental yields? First, the good news. The average rate of return on a BTL investment is much higher than other investments such as savings accounts. Second, it is clearly an important consideration and should not be ignored in favour of more subjective views or things that can easily be put right such as redecoration.

What are the possible conclusions? The North/South divide on average yields seems clear enough although statistics vary according to source and sample size. Major cities generally perform above the average for the region where they are located and some postcodes in university cities perform exceptionally well. However, the issue there is likely to be whether or not the individual investor is willing to take on the extra work and higher maintenance costs of HMO properties. Reasonably high rates of return can still be found on the outer fringes of London but investors in North London should probably not anticipate a high rate of rental return and therefore look closely at the anticipated growth in the property's value.

To end, a footnote on the possible impact of Brexit on the BTL market. I recently gave a presentation to the monthly property investment meeting organised by Property Options, a local estate agent, letting agency and property developer in my home city of Bristol. While doing the research for the presentation I came across some information about the possible impact of Brexit on immigration from the EU. Here is a summary:

The Bristol Chamber of Commerce recently commented on the fall in the number EU nationals working in the UK. Approximately 86,000 fewer people from the EU are now employed in the UK compared to the same time last year. The Chamber described the situation as "worrying" with an increase in unfilled job vacancies. Mathew Percival, Head of Employment at the Confederation of British Industry, said that the government needs to guarantee that EU workers could continue to work in the UK even in a *"no deal"* scenario.

A report entitled **"The Population of Bristol"** published in July 2018 by Bristol City Council reported that: *"The EU referendum is likely to be one of the key drivers of population change. The number of people immigrating for a definite job has remained stable but there has been a 43% decrease in the number of people immigrating to look for work over the last year, especially for EU citizens."*

Most recent immigrants live in PRS accommodation. It therefore seems likely that Brexit will reduce demand for the PRS but by how much is difficult to quantify.

I suspect there will be more to say about Brexit and the BTL sector in the coming months.

THE BUY-TO-LET MARKET IN LONDON

It has become a tradition for me to return annually to the London BTL market! You may already be thinking that London gets more than its fair share of coverage in the media – in fact more of everything compared to the rest of the country. As a committed citizen of the wonderful city of Bristol I would agree with you. But I lived in Brixton for more than five years and apart from the riots in 1981, had a great time in a low-rent sort of way. Now that seems to be almost impossible, although some friends of my eldest son are legally renting a former church for not very much. Young people find a way somehow. But for many, finding a decent place to live in the capital continues to be financially very difficult. Let's look at the facts:

- **According to Rightmove, year-on-year asking rents in London increased in Q2 2018 by 3.4%, the first increase since 2014. The rebound in rents is partly driven by a shortage of new property to let with supply down by 3.5% in the same quarter.**
- **The latest UK Cities House Price Index published by property market analysts Hometrack recorded a year-on-year increase in house prices in London of 0.7% compared with the average for the 20 cities in the Index of 4.6%. The Index also records the average discount on the asking price. In London it is 4.8% compared with the UK average of 3.7%.**
- **The Hometrack Index provides an analysis of the annual change in house prices in London by district. This presents the by now familiar picture of an increase in house prices in the outer London boroughs (about 1%) and a fall in inner London (about 2%). Havering in East London is at the top of the league table but even there the increase is an unspectacular 2.1%.**
- **Rents follow a similar geographic pattern to house prices, with the highest rents in Westminister, Camden and the City, and the lowest in Croydon, Barking, Dagenham and Havering. According to the latest Rental Index published by peer-to-peer lending company Landbay, average rents in London are around £1,900 pcm – 2.5 times the average of £760 for the rest of the UK. Landbay also report that rents increased in 25 of the 33 London Boroughs in the past six months. In the remaining eight boroughs, rents were close to static.**
- **The prime central London market is a distinct and separate market that performs differently to the rest of the capital. In recent times, it has been volatile with a year-on-year fall in prices of 5.9% in 2015, moderating in 2016/2017 to a year-on-year fall in prices of around 1.8% and most recently to an average increase of 0.1% in Q2 2018. Rents increased in Q2 by 0.1%, for the first time since 2015. Prior to that, they had declined by 13% over two and half years. (Source: property consultants JLL)**

In common with the rest of the UK, London has had a long term undersupply of new housing leading to relatively high annual increases in house prices during much of the last decade. However, the market started to slow in 2016/2017 and the slowdown has continued in 2018. In my last report on the London market just one year ago, the average increase in London house prices was **3.4%**, with increases of **5%-10%** in several London boroughs. Now the average annual increase is **0.7%** with the highest increase in Havering at **2.1%**.

The overall decline in the growth in house prices is reflected in widespread discounts on asking prices and property being taken off the market. A report published by market intelligence consultancy Dataloft found that **61%** of properties put up for sale in London had subsequently been withdrawn from sale, compared with **51%** for the UK as a whole. This suggests a general lack of confidence on the part of sellers, and uncertainty about the way the market will go in the next year or two and post-Brexit. If this is combined with buyers expecting to be able to negotiate a discount on the asking price, sellers will be more inclined to stay put and try to achieve an increase in rent. Research from Landbay and Rightmove suggest that rents in London are on an upward trend, possibly partly driven by some landlords exiting the market because of the change in mortgage interest tax relief and stamp duty.

John Goodall, chief executive and co-founder of Landbay, commented: *"Landlords have had to face a myriad of challenges over the past two years with regulatory and tax changes reshaping the sector. However, with a rate rise on the horizon meaning a rise in the cost of borrowing for landlords we may see landlords increasing rents in the coming months to stay afloat."*

Many commentators have taken the view that with annual wage increases at or only just above inflation, rents in London have already reached the limit of affordability. In the short term, future house price growth in London is unlikely to be high and rental increases will be moderate. The general uncertainty created by Brexit will possibly affect London more than other cities if jobs are lost in finance and professional services.

The mortgage on my South London property came to term last month and I had the possibility of selling it and paying a lot of CGT or re-mortgaging with a two-year fix and reviewing the state of the market in two years' time. I chose the latter. I suspect not much will have changed in the London BTL market by then but at least we will know what is in the Brexit deal.

Chris Worthington is an economist with 20 years of experience in local economic development. You can contact him via email on chrisworthington32@yahoo.com

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MORTGAGE UPDATE

By **Stuart Yardley**

Trafalgar Square Financial Planning Consultants

There have been some very positive changes over the last month and we have seen the launch of a specific short term lettings product, a refurbishment-to-let product and a forward-buying facility, all of which is fantastic news for investors. Let's start by looking at an overview of each one.

SHORT TERM LETS / AIRBNB

Foundation Home Loans

Foundation have launched a specific product aimed at the short term lettings / Airbnb market. This is an excellent option as there is huge demand for this type of product where standard BTL mortgage finance doesn't allow this type of short term lettings.

Foundation Home Loans is a lender who offers products for the intermediary market. They are a trading style of Paratus AMC Limited.

The short term let product is available on two-year and five-year fixed products, to individuals and limited companies.

The terms of the mortgage allow for short term lets with no need for an AST. The lender still assesses the mortgage on a standard rental basis with the normal rental stress tests, and as long as this fits they will allow you to offer short term lets. This provides the lender the assurance that should the short term letting cease, the property could still be let on a standard basis.

Key product highlights include:

Lending to individuals and limited companies

65% LOAN TO VALUE / PURCHASE PRICE

- 2.99% two-year fixed – 1.75% arrangement fee
- 3.54% five-year fixed – 1.75% arrangement fee

75% LOAN TO VALUE / PURCHASE PRICE

- 3.34% two-year fixed – 1.75% arrangement fee
- 3.74% five-year fixed – 1.75% arrangement fee

As I mentioned, the standard ICR rental assessments will apply, based on the valuer's opinion for a standard single AST let.

These will be:

Limited companies

- 125% at 5.5% for two-year fixed products
- 125% at the pay rate for five-year fixed products

Personal borrowing

- 145% at 5.5% for two-year fixed products
- 145% at the pay rate for five-year fixed products

Key criteria

- Minimum loan £50,000
- No minimum income
- Maximum age at end of term – 85 for individuals and no maximum for limited company borrowing
- At least one applicant mustn't be a first time buyer
- Up to four directors for limited company loans – personal guarantees required
- No minimum period of trading or employment

As I have said this is an excellent option for investors looking to move into the short term let market. I am sure we will see more lenders following over the next few months and I will keep you updated. If you would like any individual illustrations on these specific products, please let me know.

REFURBISHMENT-TO-LET

Precise Mortgages

We have also seen Precise Mortgages launch a refurbishment-to-let product, which is excellent for investors looking to purchase properties that are not lettable day one, and then transfer on to BTL mortgage finance within six months.

This product is ideal for:

- **Properties needing works to meet EPC ratings**
- **Properties purchased at auction that require a light refurbishment**
- **Properties that just require a light refurbishment, including internal redecoration – new kitchen, bathroom and refurbishment etc – but no structural alterations or change of use**

The product starts on a light refurb bridge but with the added security of Precise underwriting you on day one for the BTL mortgage and giving you a BTL mortgage offer alongside the bridging purchase offer.

Key features

- Precise provide you with a guaranteed exit onto a BTL mortgage (providing there have been no changes and the property meets the expected valuation following refurbishment)
- The BTL mortgage offer provided on day one is based on the valuer's post-works valuation figure, and the product is available for six months
- Security of knowing how much of your funds you will be able to release after refurbishment and what your monthly BTL mortgage payments will be

How does this work?

The initial purchase is made using a bridging product.

The key features of these products are:

- Up to 75% loan to value / purchase price
- Minimum loan of £50,000
- No exit fees
- Available for limited companies and personal borrowers
- Lender issues two offers, one for the bridging purchase and one for the BTL mortgage

As an example of the terms on a 75% product, you would be looking at ...

- **0.79% per month**
- **2% facility fee**
- **£295 assessment fee**

At the outset, you provide a full schedule of works for the valuer and they will provide a post-works valuation figure for the lender to assess the BTL mortgage options.

You also select a BTL mortgage product from their special range of products on day one; these are available up to 80% of the post-works valuation figure.

Products include:

75% LOAN TO VALUE

- 2.89% two-year fixed – 1.5% arrangement fee added
- 3.49% five-year fixed – 1.5% arrangement fee added

80% LOAN TO VALUE

- 3.45% two-year fixed – 2% arrangement fee added
- 3.84% five-year fixed – 2% arrangement fee added

These products are available for personal borrowing and limited company borrowing. They offer an excellent option for investors who want to purchase investment properties, complete a light refurbishment and have a guaranteed exit from the bridging finance within the six-month ownership period.

FORWARD-FUNDING

paragon

This month has also seen the reintroduction of the forward-funding facility with Paragon, where a professional portfolio landlord submitting an application for a new purchase or refinance can request to be underwritten for a forward-buying facility.

As part of the portfolio landlord underwriting, Paragon will also consider you for the forward-buying facility at the same time. Once the facility is agreed, you will receive a facility letter that is valid for six months.

Subsequent applications during this period are then just subject to the property meeting the lender's criteria and an up-to-date credit search.

As part of the initial portfolio landlord underwriting, they will request the following in addition to the standard proof of income:

- **Last three months' rental bank statements**
- **Business plan**
- **Net worth statement**
- **Cash flow forecast**
- **Facilities over £2m require an interview with a senior underwriter**

This is an excellent option for portfolio landlords who want to increase their portfolios and want a pre-agreed facility for the future purchases to speed up the process. If you have any questions, please get in touch and let me know.

LONG TERM FIXED RATES AND PRODUCT TRANSFERS

The majority of the mainstream lenders offer a product transfer option. So when your current rate ends, if you are purely looking at just fixing the rate again and not releasing further equity, this can be a good, painless option to consider. Your mortgage broker will be able to help you with this, and it's something that we consider for all of our clients.

If you would prefer to refinance to another lender, here is an overview of some of the long term fixed rates available for borrowers financing a BTL in personal names.

LENDER	LOAN-TO-VALUE	PRODUCT	FEES
BM Solutions	75%	2.50% 5-year fixed	£1,995 arrangement fee added – free valuation and free legal remortgage service provided
Skipton	75%	2.59% 2-year fixed	£995 arrangement fee added – free valuation and free legal remortgage service provided
BM Solutions	75%	2.82% 2-year fixed	No arrangement fee added – free valuation and free legal remortgage service provided
The Mortgage Works	65%	2.09% 5-year fixed	£1,995 arrangement fee
Coventry/Godiva	65%	2.35% 5-year fixed	£1,995 arrangement fee added – free valuation and free legal remortgage service provided
The Mortgage Works	65%	2.59% 5-year fixed	£995 arrangement fee added – free valuation and £250 cash back

This is just a selection of rates available. There are many other factors to take into consideration, so I recommend either speaking to me or your existing broker to discuss tailored options that will be available to you individually.

LIMITED COMPANY MORTGAGE OVERVIEW

With the limited company market continuing to evolve, we are seeing rates decrease. This is a great for the investor who is looking to finance a property using a limited company SPV. As a regular review of the market, here are a few of the options available ...

LENDER	LOAN-TO-VALUE	PRODUCT	FEES
Paragon Mortgages	80%	3.7% 5-year fixed	1% arrangement fee
Kensington Mortgages	80%	3.29% 2-year fixed	1.5% arrangement fee
Precise Mortgages – remortgage only	75%	2.59% 2-year fixed	3% arrangement fee – free valuation £300 cashback
The Mortgage Works	75%	3.49% 5-year fixed	£1,995 arrangement fee
Kensington Mortgages	75%	2.89% 2-year fixed	1.5% arrangement fee

When you are considering setting up a limited company, I recommend that after your conversation with your tax adviser, you speak to your broker to ensure the structure of the company works from a finance point of view. Each lender has a very different view of shareholdings and directorships, with some lenders ignoring minor shareholders and others insisting that all shareholders need to be party to the mortgage and give personal guarantees. When a shareholder is required to be party to the mortgage, they must fit that lender's criteria, so it's very important you discuss this with your broker upfront.

As always, I am available to chat if you require any advice on a BTL or residential mortgage, or commercial, bridging or development finance. I work with investors throughout the country with property investment opportunities, from those buying their very first BTL property to experienced landlords, so please give me a call or send me an email.

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LEGISLATION UPDATE

By **Mary Latham**

THIS MONTH'S UPDATES:

- Possession and using eviction specialists
- Licensing fees and renewal applications
- What to look out for in October

I'm going to begin with a couple of recent cases which will impact on our business in future, and then talk about some of the Bills that will continue their journey through Parliament when the summer recess ends on 4th September.

Image © Bigstock.com/AndreyPopov

KASSAM V GILL & GILL – EVICTION SPECIALIST BUT NOT LEGALLY QUALIFIED

There are many lessons to be learned from this case, one of which I warned about in an article a couple of years ago.

Most landlords will need to evict a delinquent tenant at some point. Every landlord should take heed of the warnings from this case because, while it hasn't been disclosed as far as I know, there are rumours that SHELTER provided the funding to take this case forward. **If they choose their cases well, SHELTER could find many worth fighting to set a precedent. Landlords and letting agents need to get their acts together to avoid becoming the subject of one of these challenges.**

In my experience, this case is typical of inexperienced landlords who find themselves with tenants not paying the rent. They began by serving a Section 21 themselves (as inexperienced landlords are often advised to do online or in the pub). The Notice was defective, as many such are and which I have warned about in several articles.

The landlords then decided to use an eviction specialist, who served a Section 8 notice on grounds 8, 10 and 11 – standard stuff that should have made for a straightforward case. They pursued the notice via PCOL acting on behalf of the landlords, listing themselves as agents. It went to court and possession was granted. That should be the end of the story but ...

The tenant appealed on these grounds:

> *"The Judge was wrong to find as a fact that the Claimants had used Solicitors to conduct litigation in circumstances where there was no evidential basis for concluding the same.*
>
> *The Judge was wrong to not strike out the claim in light of the fact that the claim had been issued and prosecuted in breach of Section 12 Legal Services Act 2007.*
>
> *The Judge was wrong to find as a matter of law and fact that Ground 8 in Schedule 2 to Housing Act 1988 was proven."*

Basically, the appeal was made because the eviction specialists, on behalf of the landlords, were alleged to have performed a *"reserved legal activity"* as laid down in the Legal Services Act 2007.

The appeal judge accepted that the eviction specialists had undertaken work which was a "reserved legal activity", but did not find this a good enough reason to find in favour of the tenant. Phew! We haven't heard the last of appeals on breach of Legal Services Act - but more about that in a minute because unfortunately this case doesn't end there.

The eviction specialist had completed the original PCOL, as they usually do, but made a serious error:

> *"Give a full explanation of why each ground is being relied on;*
>
> *Grounds 8 and 10; The rent of £1,750 is due monthly in advance as per a tenancy agreement commencing on 21st November 2016 and at the date of service of its notice the tenant owes more than two months' rent and is a total of £10,520.39 in arrears."*

The arrears needed to be stated "at the time of the hearing". The fact that it didn't caused the judge to set aside the possession order. This is a serious error for a company claiming to specialise in possession, who presumably complete this form all the time. I have no idea whether the eviction specialist was covered by professional insurance for making this error, nor whether the landlord intends to sue, but it would be another interesting case.

Lesson to be learned

Do not allow people who are not legally qualified to perform legal services on your behalf, including letting agents.

A few years ago, I was delivering an accreditation seminar. One of the delegates told the group that I was wrong, and that she knew this to be the case because she had done what I said must not be done, on behalf of *"dozens of landlords while working for several letting agents over the past 15 years."*

I encourage delegates to input into my seminars because I learn something new from them almost every time.

But on this occasion the delegate was wrong. I was very clear on this, as I needed to be to reassure the other delegates. Unfortunately, this individual was determined. Her body language during the rest of the day left me in no doubt she was angry that I didn't acknowledge that she was right.

At the end of the seminar I asked her to check her information and send me a source confirming her accuracy, which I promised to share with the other delegates if I was wrong. In fairness, the next day I received very nice email apologising profusely for her error, and saying that she *"can't believe that so many professional letting agencies are getting this wrong and getting away with it."*

What were they doing wrong?

They were completing, serving and / or going to court without the landlords on possession cases. I have warned about this in a past article, but just in case you might think getting away with it is the same as it being legal, read on. In fact, it's a criminal offence to perform a ***"reserved legal activity."*** In my opinion, the case above should have failed on that alone. I don't mean we should never use an eviction specialist to help regain possession, but they can only carry out certain activities without bringing in a qualified and insured solicitor.

For the avoidance of doubt:

Section 12 Legal Services Act 2007:

https://www.legislation.gov.uk/ukpga/2007/29/section/12

Meaning of "reserved legal activity" and "legal activity"

(1) In this Act "reserved legal activity" means —

(a) the exercise of a right of audience;

(b) the conduct of litigation;

(c) reserved instrument activities;

(d) probate activities;

(e) notarial activities;

(f) the administration of oaths.

(2) Schedule 2 makes provision about what constitutes each of those activities.

(3) In this Act "legal activity" means —

*(a) **an activity which is a reserved legal activity within the meaning of this Act as originally enacted, and***

(b) any other activity which consists of one or both of the following —

(i) the provision of legal advice or assistance in connection with the application of the law or with any form of resolution of legal disputes;

(ii) the provision of representation in connection with any matter concerning the application of the law or any form of resolution of legal disputes.

(4) But "legal activity" does not include any activity of a judicial or quasi-judicial nature (including acting as a mediator).

(5) For the purposes of subsection (3) "legal dispute" includes a dispute as to any matter of fact the resolution of which is relevant to determining the nature of any person's legal rights or liabilities.

An agent can accompany the landlord to court and act as a McKenzie Friend but must not represent the landlords as though the agent were the legal representative.

PETER GASKIN V LB RICHMOND UPON THAMES – PROPERTY LICENSING FEES AND RENEWAL APPLICATIONS

In this case, the landlord, Peter Gaskin, had applied for a renewal of his HMO licence from Richmond Upon Thames Council. His application was refused because he did not pay the full licence fee, nor did he give the names of all the people who occupied the property as the application form required.

The property had been licensed since 2009. It had been renewed once and varied once without the requirement for the names of the occupiers, on the basis that the landlord believed the council had no right to ask for this information. The landlord also felt the fee was unfair when compared to neighbouring authorities, and where he should have paid £1,799, he paid £850.

The council later returned the fee, which they said was insufficient to make a valid application, and refused to issue the licence. This dragged on for several months and the landlord refused to provide further information when required to do so for the council to begin legal proceedings. Cutting a long story short, Peter Gaskin challenged the council on two issues:

1. **The requirements for a renewal licence were amended and simplified in 2012 by the Licensing and Management of Houses in Multiple Occupation and Other Houses (Miscellaneous Provisions) (Amendment) (England) Regulations 2012.** This meant he did not need to provide the information they had asked for in relation to the occupiers.
2. **Under the Provision of Services Regulations 2009, he was providing a service** and therefore must not be charged for anything other than the cost of the applications.

He won on his first challenge. He took the case to judicial review, which was adjourned to decide whether private letting of accommodation was a service for the purposes of EU Directive 2006/123/EC as this landlord claimed.

The landlord was relying on the case of Hemming (t/a Simply Pleasure Ltd) v Westminster Council. Why? Because, from 28th December 2009, the Provision of Services Regulations 2009 (SI 2009/2999) gave effect to EU Directive 2006/123/EC, meaning that the only legitimate charges that Westminster City Council could levy related to the administrative costs of processing the relevant applications and monitoring compliance with the terms of the licence by licence holders.

If the High Court found that the letting of property was a service, the licence fee would be restricted purely to the apportioned costs of processing the application, not the costs of the operation and enforcement of the licensing scheme.

The High Court decided in August 2018 that **the landlord was providing a service and therefore Richmond Upon Thames Council had acted unlawfully and could not withhold the HMO licence.**

During his battle, Peter Gaskin had put in a Freedom of Information Request relating to the cost of administering and enforcing HMO licensing in Richmond Upon Thames

> *"50 man hours are dedicated to an average, this is the average total number of staff hours per HMO licence required over the 5 year period for which each licence runs, comprising 19.1 hours of an assistant's time, 26 hours of an Environmental Health Officer's time, 3½ hours of a manager's time and 2 hours of a systems administrator's. At the relevant rates of pay the cost of these amounts to £1,125.66. A further £200.40 per licence is incurred on non-staffing costs.* The resultant total for the year 2015/16 was £1,326.06."

There is now an opportunity for every landlord in the country to demand that they are only charged the cost of administering a licence. That's helpful with so many of us making applications under the new criteria before and from 1st October. There is also an opportunity for landlords to demand refunds of the overpayments made since 2010 when the Provision of Services Regulations 2009 came into force!!!

I would like to say a big

THANK YOU

to Peter Gaskin

"We are a nation of moaners, so it's great when someone has the courage to take on the establishment and just brilliant when that person wins."

Well done too to Dave Offered from the NLA for supporting this landlord by using his unique knowledge of the Housing Act 2004 (Dave was on the other side (Government) during the high level discussions on the Act).

WHAT TO WATCH OUT FOR IN OCTOBER

Short and Holiday-let Accommodation (Notification of Local Authorities) Bill – second reading (Ms Karen Buck)

A Bill to require householders to notify local authorities of an intention to register accommodation for short or holiday lets; and for connected purposes.

Serviced accommodation providers will be interested in this. It could be the beginning of regulation.

Sublet Property (Offences) Bill – second reading (Sir Christopher Chope)

A Bill to make the breach of certain rules relating to subletting rented accommodation a criminal offence; to make provision for criminal sanctions in respect of unauthorised subletting.

There is no more information available yet, but I hope it will include tenants in the PRS rather than just social tenants.

Freedom of Information (Extension) Bill – second reading (Andy Slaughter)

> *"Application of the Freedom of Information Act 2000 to contractors in the Freedom of Information Act 2000, after section 3 insert —*
>
> *"3A Application of this Act to contractors*
>
> > *(1) Any contract made by a public authority with any person ("the contractor") for the provision of services to or on behalf of the public authority shall be deemed to include the specified disclosure provision.*
> >
> > *(2) Where such a contract is to any extent performed by means of a subcontract with another person ("a subcontractor"), that subcontract shall be deemed to include the specified disclosure provision.*
> >
> > *(3) In this section the "specified disclosure provision" means a provision stipulating that all information held in connection with the performance or proposed performance of the contract by —*
> >
> > > *(a) the contractor,*
> > >
> > > *(b) a subcontractor, and*
> > >
> > > *(c) any other person acting on behalf of the contractor or subcontractor"*

This may be a reaction to the downfall of Carillion who were engaged in so many public projects at the time. I'm very fond of FOI – accountability is key to control.

Leasehold Reform Bill – second reading (Justin Madders)

A Bill to make provision about the regulation of the purchase of freehold by leaseholders; to introduce a system for establishing the maximum charge for such freehold; to make provision about the award of legal costs in leasehold property tribunal cases; to establish a compensation scheme for cases where misleading particulars have led to certain leasehold agreements; and for connected purposes.

This is to prevent developers from selling leasehold properties where the cost of the rental increases dramatically over the term of the lease and the cost of buying the freehold is prohibitive.

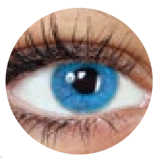
Private Landlords (Registration) Bill – second reading (Phil Wilson)

A Bill to require all private landlords in England to be registered.

The two proposals which stand out are: a local housing authority may charge the landlord a further fee fixed by the authority for continued registration – (a) after the fifth anniversary of the date the landlord was registered, and (b) after every fifth anniversary of the date a further fee fixed by the authority was charged.

… (b) includes such information about the applicant being properly registered for tax purposes as is prescribed.

Time public bodies shared their information with each other and left us in peace … or if they are determined to torment us, STOP ASKING US TO PAY THEM TO DO IT!



Mary Latham is the author of ***"Property for Rent – Investing in the UK: Will You Survive the Mayhem?"***

CHECKING TENANT BANK STATEMENTS

By **David Lawrenson**

A key difference between landlords who find tenants off their own bat (say using an online letting agent like Upad) and those using letting agents, is the extent to which they check a tenant's bank statement to see the current credit and cash flow situation, as part of their standard reference checks.

Some landlords and most letting agents seem to rely solely on a credit report score and the credit company's bald "Go" or "No Go" decision. This may be backed up with information on income / earnings from an employer, or via the SA320 from HMRC and / or an accountant's statement if the applicant is self-employed.

Generally, letting agents simply look to see that the tenant's income is currently at least 2.5 times the rent. And as long as the credit report says "Clear" or "Go Ahead", confirms the current address, possibly that they are also on the voters' role, and providing it does not reveal anything nasty such as a County Court Judgement against the tenant, they will offer a tenancy.

"Generally, letting agents simply look to see that the tenant's income is currently at least 2.5 times the rent"

I think this is not enough, because it is possible for someone to be earning many multiples of the rental income and to have a clear credit report, yet still be in trouble financially.

And the only way to spot this is to ask to see bank statements for each tenant applicant.

So, for our tenants, we ask for the latest three months' original bank statements on their bank's headed paper (not a simple print out of transactions from the tenant's online account). If the applicant is self-employed, we ask to see six months' bank statements.

A printed statement also validates each tenant's address.

We ask that the statements be emailed to us or, if the applicant prefers, they can bring them to our offices for us to look at instead. We will not ask to keep copies of the statements, but do need to spend a few minutes going through them to establish what each applicant's cash flow is like to assess whether they can really afford the rent.

So what are we looking for from these bank statements?

Well, we are looking mainly at incoming and outgoing money. Naturally, we like to see the incomings be more than the outgoings! We look carefully at what the outgoings are for and, if it is not clear from the statement information, this may lead to us asking more questions of the applicant.

So if the applicant says that a big item of outgoing is into a savings account; that is good. If they say that a big item of the outgoing is for a loan; that is not so good.

And it goes without saying that they should be in credit and certainly not overdrawn. If they are not in credit, ask yourself where rent will come from if their income should happen to stop, which can of course happen fast if they lose their job.

It is your job to make clear to the applicant that it is up to them to prove to you that they can afford to rent the property comfortably. Remember, you hold all the cards here. The onus is very much on them.

If their cash flow as revealed by their bank statement looks poor, it might be that they are putting a lot of money away to a savings account. In which case, great – but you should ask to see that too.

Sense is called for though – keep in mind that the average tenant might not have a lot of savings and / or too much of a cushion financially. After all, if they were that well off, they might have already bought a property of their own and not be renting.

Of course, it helps if there is more than one tenant applicant in work, so if one loses their job, there is still some income coming in from the other applicant.

You can always take a view on things too and be flexible. A newly qualified doctor, for example, is not likely to be out of work very long and their income should be quite reliable. As long as the bank statements show they are living within their means, then you can be flexible in a way that many letting agents may not be able to be.

If an applicant is not willing to provide bank statements to us, we would not let one of our properties to them. It is as simple as that.

GUARANTORS

If they cannot satisfy you that they can afford the rent, then you might be able to accept a guarantor instead. A key factor with any guarantor, alongside all the other checks you should do, is that they should be able to show, via their own bank statements, that they can easily afford the rent as well as meeting all their own financial outgoings. All guarantors must be UK citizens and must own property in the UK, as this will make it easier to recover any outstanding debts or money owing.

Both my books for landlords – see below – have much more on how to check the suitability of any tenant applicant.

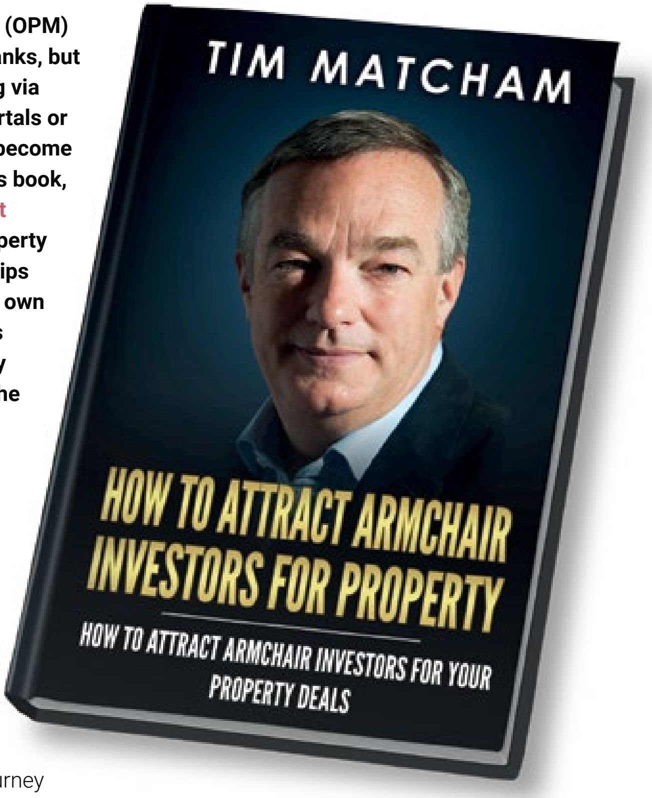
David Lawrenson is the founder of LettingFocus.com and an independent expert and consultant in residential property investment. He specialises in providing independent advice on BTL and property investments. Contact him at david@lettingfocus.com

He is the author of two books: the recently updated *"Successful Property Letting - How to Make Money in Buy to Let"*, and *"Buy to Let Landlords Guide to Finding Great Tenants"*.

HOW TO ATTRACT ARMCHAIR INVESTORS FOR PROPERTY

By **Tim Matcham**

Other people's money (OPM) used to mean the banks, but peer-to-peer lending via property funding portals or private investors has now become increasingly popular. In this book, Tim explores how to attract private finance to fund property deals. He provides lots of tips and guidance based on his own experiences or those of his clients. I'll highlight the key points of the book but let the reader delve deeper.



In his introduction, Tim highlights that the two biggest hurdles faced by property investors are **(a)** finding the right deal and **(b)** getting finance to secure the deal. Having access to a line of private finance will enable you do more deals to accelerate your property journey – as Tim says: *"at some point, you will run out of your own money."* He reminds readers that you are not begging for money – you are presenting an opportunity to attract investors who are interested in getting a better return on their investment than banks or the stock market can offer.

Tim's main desire is to help you overcome your own limiting beliefs about raising private finance. He wants the reader to understand what the private investor is looking for and he wants you to utilise the skills and abilities you already have. Tim believes that there are four Ps in raising private finance: people, project, paperwork and PR (relationship with the investor) and these are explored in the book.

One of the key recommendations that Tim makes is to ensure that your investor really has the money available and perhaps get the funds transferred before you have secured the project. He likens the concept of raising money to attracting butterflies by planting the right things, ie the right atmosphere, scenario or project. It's also about understanding what's important to investors and drawing them into the opportunities you have. He suggests that you don't pre-judge anyone just because they don't outwardly display signs of having cash / being wealthy.

The main part of the book is about the steps you need to take to find investors with money. Tim starts the section by suggesting that you list at least 30 unique things about yourself and start to define what would attract people to you, ie what values, qualities or skills do you bring? To find investors, connect with people you know but also look to access their networks. Connections may be family, friends, people you connect with on social media and people at network meetings. For the latter, Tim provides sound advice for effective networking and building rapport.

He also provides useful tips on finding investors online, eg LinkedIn and using portals like Facebook to *"build your story"* by sharing your property experiences with people who may become future investors. Eventually you could do investor days or host your own events to raise your profile. These types of activities definitely build trust and transparency and reinforce the message that *"people buy people"*. When meeting potential investors, it's important to ask the right questions, to dig deep and be interested in them by **listening**. Over time, you can build rapport to find their pain points and ask what sort of interest rate would work for them rather than offering a rate or 8% or 10% to start with.

It goes without saying that you've done the due diligence on the deal and are in a position to discuss the deal, the exit strategies and worst-case scenarios in detail with potential investors.

Once there is an expression of interest, you can set down a proposal in writing – the level of detail will depend on the profile of the investor but the proposal should include the cost of the property, cost of the refurbishments, risks and their mitigation etc. You can present project details in writing or via powerpoint.

Tim favours loans over JV agreements due to their simplicity: it's a case of deciding how much they will lend, over what time period, at what rate of interest and how the loan will be repaid. The loan agreement can be done initially by a lawyer and then used repeatedly with modifications as agreed by both parties. The key is to do things properly and in a professional manner – this will allay any fears that they have of working with you. If someone is not quite ready to invest with you, keep in touch with details of projects coming up.

Tim concludes the book with useful sections at the end to explore your current financial status, questions to ask to help define your ideal investor and questions to help you define your ideal project. He firmly believes that working to a plan is crucial and is happy to provide a complimentary session to discuss this and ways of working with him (**tim@propertyfinance.coach**).

WHO IS THIS BOOK FOR?

There are many excellent books that explore property strategies in detail. However, there is little published information showing people how to raise private finance so I believe that the tips and guidance in this book will be helpful to new or experienced property investors. The guidance is complemented by a number of case studies. Tim has raised over £2 million in the past few years and he firmly believes that people are putting unnecessary barriers in place. Raising private finance is very topical and this book provides excellent guidance on how to go about doing it in a professional and ethical manner.

Book reviewed by:

Raj Beri

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BOOK DETAILS Date published: **2017**. Available from **Amazon**

YOU DON'T HAVE TO BE DIFFERENT ... BUT IT HELPS!

By **Susan Alexander**

First of all, apologies if this sounds like the title of an obscure and not particularly successful West End farce!

It's most certainly not meant to be. Because behind this title is a valuable message. And it's one that I think can help you be more successful in property, in business and in life generally.

WHY BE ... OR DARE TO BE ... DIFFERENT?

Well you ***don't*** have to be different. You can follow the crowd if you like. But there is some very strong evidence to prove that being different is a good strategy.

Take Warren Buffet for example. He's positive proof this kind of approach works and in fact can be spectacularly successful.

Warren Buffet is an American business magnate and investor. He's believed to be worth over $85 billion – yes, $85 billion – a huge personal fortune. (Which, by the way, he is committed to giving away to good causes.) He started out as an investment salesman, but the majority of his fortune has been made by investing in stocks and shares himself.

Buffet has always followed several strategies, some of which have become famous and are religiously followed by other investors. One of these is, *"Buy when everyone else is selling"*. In other words, it is better not to do the same as everyone else but to do the opposite.

Buffet puts forward a couple of reasons as to why it pays to be different:

- **... First, he says that crowds can make irrational choices. Just because lots of people decide to do something doesn't mean it is right. If you like, a herd mentality can lead to taking the wrong road.**
- **... Second, he argues that you can profit less by doing the same as everyone else. Yes, that route may very well work, but because the same pie is being sliced very thinly, it isn't as profitable as it could be.**

In technical terms, Buffet's approach is what is known as contrarian theory. In practice, this means that when a number of people decide to sell a stock, more and more people decide to sell it just because others have – and that pushes the price down. Then the stock becomes cheap to buy. Invariably that prompts more people to buy and the price goes up. If you have confidence in your strategy, dare to be different and jump in early, you are pretty much assured of making money.

It's proof that it can pay to be a bit of what some might call a contrary Mary - or a contrary Mike for that matter!

WHAT CAN YOU DO TO BE DIFFERENT?

By that, I don't mean you have to do something totally ridiculous like dying your hair green or wearing some kind of lurid clothing. Although yes, lots of people have done this to help them stand out as being different. For example, Matthew Lesko and his hideous question mark suit. (Google Matthew Lesko if you want to know more!)

Instead, I'm talking about simple, practical things that will make you different. Because to actually *be* different doesn't mean needing to be *that* different.

USE YOUR OWN EXPERIENCES

Differentiate yourself based on things you already know, for example your own skills, experiences, or knowledge from your job or career. Then bring them into the property arena (or any other arena for that matter) to create your own unique approach.

This way you'll be doing things that are different – but not actually that different or difficult for you.

In some ways you'll need to step outside your comfort zone. But odd as it might seem, you can be different while still being knowledgeable, and therefore confident, about what you are doing.

Buffet sums this up in a very clever way: he says you should never invest in a business that you don't fully understand.

PUTTING THEORY INTO PRACTICE

Next, I want to explain how I drew on my own experience to help me be different and succeed in the world of property.

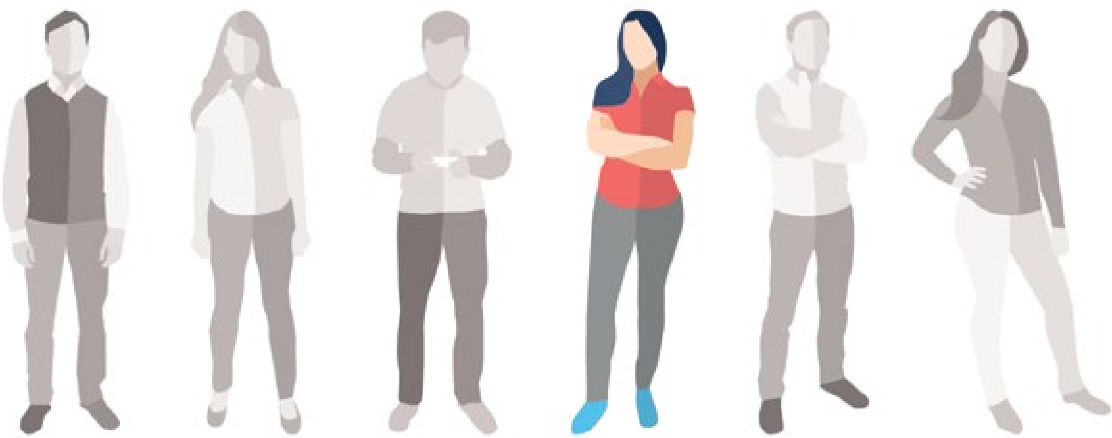


Image © Bigstock.com/mast3r

I came from a human resources (HR) background. When I started, people would ask me how any of that could possibly be relevant to property?

But the exciting thing is that it is. And I found things in HR that were relevant to property, yet different enough to differentiate me and my property business.

The even more interesting thing, which you might not realise, is that both HR and property are actually not that different at all.

In some ways property is very similar to HR because they are both people businesses. So in transferring my skillset from HR to property I looked at the people things I did well in HR, then transferred those to property.

In my case, the things I did well in HR were what I think of as people interaction skills, dealing with people to get the best from them, and negotiation skills in particular. I was thus very well suited to using my existing skillset with, for example, tradespeople to get the best prices and the best work from them.

In transferring over to property, that was what made me different and what really helped my business take off. Especially as property is a sector where there are quite a few people who don't have great people skills.

To take the idea of skills transfer a little further, my particular skills from HR were in people development. I had vast experience of coaching and mentoring people within the HR sector, and it was something I really enjoyed doing.

Again, you might think that those kinds of skills couldn't possibly be used as a key difference in property. ***But I quickly found out that they could***. Because I found there was a growing interest in coaching and mentoring for property investors. And that became my key difference.

Going back ten years, you might not have thought coaching and mentoring would have worked in the property sector. At the time, it was very new and hardly anyone was doing it. But going back to Warren Buffet's theory that sometimes it can be better to do something that everyone else is not doing, it did actually work for me. And, I think, turned out to be all the more rewarding because of that.

HOW TO MAKE ALL THIS WORK FOR YOU

Have a think about how you can break through from the norm by being different in property or just generally in business. As I said, not by behaving in a weird or wacky way but by doing something that is not so different for you, yet is different and unique in your new business. Implement that simply by lifting your skillset from what you are already doing and using it to make yourself stand out from the crowd.

> "Believe me, whatever you are doing now there will be something you can lift that will make you different, and in a good way"

For example, let's say you work in the emergency services. You're good in a crisis. Those skills would transfer perfectly to property and make you different. Or let's say you work in sales. Those skills would transfer very well to property to make you different, as not everyone in property is good at selling. To prove that it works, others are already bringing in their skillsets from elsewhere, like the hospitality sector, and making it work. So why not you too?

OVERCOMING THE OBSTACLES

Lastly, let me talk about overcoming the very biggest hurdle to succeeding through being different. And that is the fear of doing something different in the first place. As human beings we have a herd mentality. We naturally feel we have to do what everybody else is doing, and avoid doing what everybody else isn't. We're often put under peer pressure from our friends, colleagues and acquaintances to do just that.

To succeed in being different, you must be brave and be bold. You must work hard to overcome that fear. You need to have confidence in your skills and in transferring them over, even if you are doing things in ways that other people don't. You need to believe in yourself. And at the end of the day you need to do what feels right for you even if it's not the normal path to take.

As Warren Buffet might say, you need to buy into your idea … even if everybody else isn't.

Whatever you decide to do I wish you all the very best. If I can help you in any way to shape or form your ideas and a pathway forward, please feel free to get in touch with us at The Property Mentor and let us help you dare to be different and succeed in your business. www.thepropertymentor.com or call 01244 760213.

HOW TO TIME THE MARKET WITH THE BEND AT THE END

In last month's edition of Your Property Network, we made sure that readers would never again go against the trend. After all, the trend is your friend. If the trend was going up, we would not sell short and if it was going down, we would not buy, but if it was going sideways, we could both sell short at the top or buy at the bottom to enter the trade.

So how **DO** we time the market to know when a trend has finished? The answer is this: the trend is your friend until the bend at the end!

Let us look at the example below. IRF was trending up in January, February and March. We feel that it has gone up a lot and will turn at some point, but we cannot just simply sell short as we don't know when it is going to turn. Suddenly it starts to change direction. The high was around 24.77, an ideal place to sell short, but we only know that with hindsight. We never know when the trend is going to end until it already has. The high of 24.77 is therefore our first bounce but it is not until the second bounce in late March at just above 23.10, bringing with it a lower low and lower high, that we think that trend might indeed have turned.

But we need to be sure. We cannot start selling short until we get confirmation.

The line connecting the first two bounces extends and is hit in May at 22.40. This is a chance for us to get in with a 'stop' order, which gets us in **ONLY** if the stock turns and goes back down.

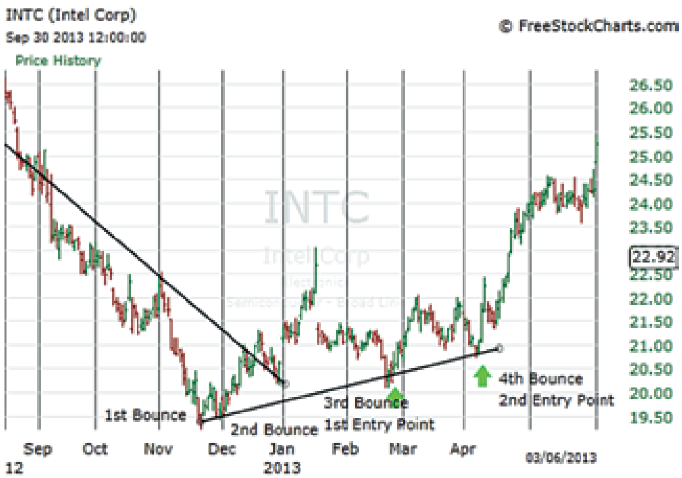
And this is indeed what happened (see chart below).

It is almost as if everyone was waiting for the same entry point before entering. As soon as the third bounce occurs, there is a sudden drop, leaving a gap. A gap is where the price closes at one point and opens the next day at a point so far away, that a gap occurs on the chart. 10% and more are achieved in a day and the stock continues down for several months for approximately 33% gain.

What does this tell us? We don't need to know exactly where the top is to be able to make money. This is just as well, because no-one knows exactly where the top is going to be until after it has occurred.

Let us take a look at another example below. INTC (Intel) clearly has a downward trend from May. The highs are getting lower and the lows are getting lower. That means that we cannot buy the stock, as we have no idea when this downward trend is going to stop. As the saying goes, the trend is your friend. But where do you get in? The answer is: the bend at the end.

As you can see, in 2013, INTC suddenly changed direction and started to go up.



The lowest point is below 19.60 in late November, the ideal time to get in. As much as I would like to say that we could have timed the market perfectly, this is much easier said than done. The truth is we don't know that the turn has occurred, until it has already happened. Remember we are looking at three bounces to be sure that a new trend is in progress. The two bounces in November allow us to draw a line which then hits the low in February. This February bounce at around 20.30 is our third bounce and the signal to get in using a stop order, ie when it bounces back up. If we have missed this for any reason, the fourth bounce at around 21.00 is another chance to get in.

To summarise:

The trend is your friend … until the bend at the end!

If you see a stock heading in one direction, do not assume that it is going to turn and try to time the market and get in. You have no idea when or how long the trend is going to continue. Therefore, wait until we get confirmation that the trend is over. It is not enough that the stock starts to turn and go in the opposite direction but rather that it has established a new trend.

In these times, it is a **MUST** for you to learn more about what trading and investing in stocks, commodities and precious metals has to offer. We are having a series of one-day events where we go through the strategies so you can take control of your own finances. But first, why not go ahead and download my free book: **www.investment-mastery.com/ypnmagbook**

Until next month

Marcus

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SHOULD YOU BE INVESTING IN YOURSELF BEFORE YOU INVEST IN PROPERTY?

By **Simon Zutshi**

At YPN we believe that investing in yourself can be the very best investment you make, followed closely by property, but with so many people offering training / mentoring / coaching, who do you go to for your training? In this article Simon Zutshi, who has been in the property education business longer than anyone else, shares his advice on selecting the best training for you.

This would be a rather short article if I said that everyone should just train with us, but you might be surprised when I say that actually, I don't think everyone should learn from me. For example, no one can just pay to attend our 12-month Property Mastermind programme. Whereas most training companies would be more than happy to accept anyone's money, we have a very strong track record of results, which we are keen to maintain, and so we want to make sure that we get the right people on our training for everyone's benefit. This month I want to explain how you can find the very best training for **you** (whoever that might be with) and how to avoid making expensive mistakes by picking training that is *not* right for you. Reading this article could save you thousands of pounds.

I would love to say that all training is good for you, but unfortunately it's not that straight-forward. Some courses and programmes are better than others. Over the last three years we have seen a host of people pop up, wanting to try their hand at teaching other people to invest, but often only having limited success themselves. There is a lot of hype and BS in the property training world, which is why it does sometimes get a bad name, but equally there are many people who have done very well from their property training, often putting their success down to the courses or programmes they have attended.

On some of the online property forums, there are some people who think that anyone who spends money on their own education is stupid and foolish, because they believe all the information you need is available for free on the internet, and so why would you ever pay someone else for it?

Whilst I agree that a huge amount of valuable information is available online for free, there is also a lot of rubbish. If you don't know what you are doing, how do you work out what is good information and what is not? The main problem with this *learn for free* approach is that although you may not need to spend any money, you do need to spend a huge amount of time, which is actually your most valuable resource.

Some say that education can be expensive – but compared to what? I would suggest that ignorance is even more expensive. I made a huge number of mistakes in my first few years of investing that I might not have made if I'd had the opportunity to learn from someone else's mistakes. This is why I think it is so valuable to attend seminars where you can learn a huge amount of valuable information in a short space of time, and so accelerate your success – as long as you pick the right training for you.

Let's look at some of the factors you should consider when identifying the best training for you:

WHAT DO YOU WANT TO ACHIEVE?

Make sure the person delivering the training has achieved what you aspire to achieve. For example, if you want to replace your income, then the person training you should have practical experience of having done it themselves, rather than being just a few properties ahead of the people they are teaching.

THEY SHOULD BE STILL INVESTING THEMSELVES

The market changes, so what worked five years ago, or even two years ago, may not work now. I became financially independent at the age of 32, thanks to the passive income from my property portfolio in 2003. I don't need any more investment properties but still actively invest for two reasons: **1)** I want to keep up-to-date with what is happening in the property market; **2)** There are some great property deals that offer fantastic returns so why would you not do it? I also think anyone running any sort of education or training programme should also be investing in themselves to continually develop their skills, knowledge and mindset. I am a life-long learner; I have found that the more I invest in my own personal development, the more successful I become.

DO THEY HAVE A SUPPORT NETWORK?

Lots of individuals could offer you mentoring or coaching to support you in your property journey, but this can be dangerous if they are a one-man band. If they are successful, there will be times when they are unavailable because they are on holiday, busy working on their own property deals or maybe something happens in their personal life which means that they are not available to help you when you need it. This is one of the reasons I don't do personal coaching anymore, because I am too busy. Instead we have 25 coaches who have all been through my training, achieved incredible results themselves, and who we have then trained in coaching skills. These coaches then support people on our training programmes. This means that if for any reason there was a challenge with one of our coaches, we could replace them with another to ensure continual service for the client.

IS THERE A MONEY-BACK GUARANTEE?

I believe that if you are paying for training, it needs to deliver everything as advertised, or you should get your money back. This would counteract some of the hype that some people use to sell training seminars. To ensure quality, we offer a 100% satisfaction, money-back guarantee on all our online courses and physical one-, two- and three-day seminars. Any time up to halfway through any of these events, any delegate can hand in their course material and receive a full refund. Needless to say, not many people ask for their money back because we deliver more value than delegates have paid to attend.

HOW MUCH SHOULD YOU PAY FOR TRAINING?

This really depends. Some people offer very low cost or free training, but then you should not be surprised when they deliver less content and make more sales pitches to try and sell you further training. After all, they need to make their money somehow. We prefer to charge a reasonable amount for training seminars, so we can spend more time delivering valuable content. Besides, if something is low cost or free it has no value, so people don't value it. We have noticed that the more we charge, the better results our students achieve; they want to make sure they implement the valuable information we share to maximise the return on the investment in themselves. Rather than consider training as a cost, look at it as an investment in your future. The knowledge you gain you will have for the rest of your life. If you put it into practice, it should pay for itself many times over.

PICK SOMEONE YOU RESONATE WITH!

Ultimately, as long as they meet all the above criteria, pick someone you personally resonate with as they will probably be the best person for you to train with.

IT'S ALL ABOUT PERSONAL RESPONSIBILITY

Finally, it does not really matter who you train with if you are not prepared to take action on what they teach you. If you fail to take action, then don't complain when you don't get the results you want. No-one is going to do it for you, so you need to be prepared to apply the training … otherwise you might as well save your money and not bother.

Investing in property will take time, work and effort. There is no such thing as get rich quick (which suggests that no time or effort is required for you to become a millionaire). That is BS. If you get the correct specialist knowledge, have the right mindset and put yourself into a supportive environment in which you are encouraged to take action and be accountable, it is far easier for you to become an even more successful property investor.

WHAT'S NEXT?

Why not attend your local property investors network meeting and speak to other people who have done the training you are considering doing, to find out for yourself if it meets the above criteria and is suitable for you. There are 50 pin meetings around the UK so there is bound to be one close to where you live or work. You can find your local meeting here. **www.pinmeeting.co.uk**

Simon Zutshi

- Founder of property investors network
- Author of Property Magic

ARE THEY ANY GOOD AT TRAINING?

It is not enough to be a successful investor, they also need to be very good at teaching you what they have done, so that you can replicate their success. The best way to assess if someone is a good teacher or not, is to see what results their students have achieved. They might be an incredibly successful investor, but that is no good for you unless they are good at teaching what they have done and how they have done it.

Make sure they have a great track record of successful students. Go online and attend property network meetings to find other investors who have trained with that person, to see what results they have achieved. What about other people they know who have also benefited from that training? Speak to people who have actually attended the training rather people who have just heard about it from someone else.

THE YPN JARGON BUSTER

A list of the abbreviations and tech-talk used in this month's YPN – and more …

ACV	Asset of community value
ADR	Alternative Dispute Resolution
AI	Artificial intelligence
APHC	Association of Plumbing and Heating Contractors
ARLA	Association of Residential Letting Agents
Article 4	An Article 4 Direction removes permitted development rights within a specified area designated by the local authority. In many cities with areas at risk of 'studentification', there are restrictions on creating HMOs so you will have to apply for planing permission. Check with your local planning authority.
AST	Assured Shorthold Tenancy
AT	Assured tenancy
BCIS	Building Cost Information Service – a part of RICS, providing cost and price information for the UK construction industry.
BCO	British Council for Offices
BIM	Building information modelling
BMV	Below market value
BRR	Buy, refurbish, rent out
BTL	Buy-to-let
BTR	Build-to-rent
BTS	Buy-to-sell
CCA	Consumer Credit Act
CDM	Construction Design and Management
CIL	Community Infrastructure Levy - The Community Infrastructure Levy is a planning charge, introduced by the Planning Act 2008 as a tool for local authorities in England and Wales to help deliver infrastructure to support the development of their area. It came into force on 6 April 2010 through the Community Infrastructure Levy Regulations 2010. (Source: planningportal.co.uk)
CIS	Construction Industry Scheme – Under this, contractors deduct money from a subcontractor's payments and pass it to HMRC. These deductions count as advance payments towards the subcontractor's tax and NI. Contractors must register for the scheme. Subcontractors don't have to register, but deductions are taken from their payments at a higher rate if they're not registered.
CGT	Capital gains tax
CML	Council for Mortgage Lenders
CPD	Continuing Professional Development
CPT	Contractual periodic tenancy
CRM	Customer relationship management (eg, CRM systems)
CTA	Call to Action
Demise	A demise is a term in property law that refers to the conveyance of property, usually for a definitive term, such as premises that have been transferred by lease.
DHCLG	Department of Housing, Communities and Local Government (formerly DCLG – Department for Communities and Local Government)
DoT	Deed or Declaration of Trust
DPS	Deposit Protection Service
EHO	Environmental Health Officer
EIS	Enterprise Investment Scheme
EPC	Energy performance certificate
FCA	Financial Conduct Authority
FHL	Furnished holiday let
FLEEA cover	Insurance cover for Fire, Lightening, Explosion, Earthquake and Aircraft impact, but no other perils. Some times issued for a property that has been empty for some time
FPC	Financial Policy Committee
FRA	Fire risk assessment
FSCS	Financial Services Compensation Scheme
FTB	First time buyer
GCH	Gas central heating
GDP	Gross domestic product
GDPR	General Data Protection Regulation
GDV	Gross Development Value
HB	Housing benefit
HHSRS	Housing Health and Safety Rating System
HMO	House of Multiple Occupation
HNWI	High Net Worth Individual a certified high net worth investor is an individual who has signed a statement confirming that he/she has a minimum income of £100,000, or net assets of £250,000 excluding primary residence (or money raised through loan a secured on that property) and certain other benefits. Signing the statement enables receipt of promotional communications exempt from the restriction on promotion on non-mainstream pooled investments. (Source: FCA)
HP	Hire Purchase
HSE	Health and Safety Executive
ICR	Interest Cover Ratio
IFA	Independent financial advisor
IHT	Inheritance tax
JCT (contract)	Joint Contracts Tribunal – produce standard forms of construction contract, guidance notes and other standard forms of documentation for use by the construction industry (Source: JCT)
JV	Joint venture
JVA	Joint venture agreement
KPIs	Key Performance Indicators
L8 ACOP	Approved Code of Practice L8 – Legionella Control and Guidance
LACORS	Local Authorities Coordinators of Regulatory Services
LHA	Local Housing Authority
Libor	London Inter-Bank Offered Rate
LLP	Limited Liability Partnership
LTV	Loan To Value
MCD	Mortgage Credit Directive (European framework of rules of conduct for mortgage firms)
MVP	Minimum viable product
NALS	National Approved Letting Scheme

NICEIC National Inspection Council for Electrical Installation Contracting

NLA National Landlords Association

OIEO Offers in excess of

OMV Open market value

ONS Office for National Statistics

PBSA Purpose-built student accommodation

PCOL Possession claim online

PD Permitted Development / Permitted Development rights – you can perform certain types of work on a building without needing to apply for planning permission. Certain areas (such as Conservation Areas, National Parks, etc) have greater restrictions. Check with your local planning authority.

PI insurance Professional Indemnity insurance

PLO Purchase lease option

PM Project manager

PRA Prudential Regulation Authority – created as a part of the Bank of England by the Financial Services Act (2012), responsible for the prudential regulation and supervision of around 1,500 banks, building societies, credit unions, insurers and major investment firms. (Source: Bank of England)

PRC Pre-cast reinforced concrete. Often used for residential construction in the post-WW2 period, but considered as non-standard construction and difficult to mortgage. Most lenders will not lend unless a structural repair has been carried out in accordance with approved PRC licence, supervised by an approved PRC inspector. Legal evidence of the repair is issued in the form of a PRC Certificate of Structural Completion. (Source: prchomes.co.uk)

PRS Private Rented Sector

R2R Rent-to-rent

REIT Real Estate Investment Trust

RGI Rent guarantee insurance

RICS Royal Institute of Chartered Surveyors

RLA Residential Landlords Association

ROI Return on Investment

RP Registered Proprietor, refer ring to the name on the title of a property Land Registry

RSJ Rolled-steel joist – steel beam

RTO Rent to Own

RX1 Form used to register an application to the Land Registry to place a restriction on the legal title of a property to protect the interests of a third party. The restriction will prevent certain types of transaction being registered against the property (eg, sale, transfer of ownership or mortgage)

S8 or Section 8 Named after Section 8 of The Housing Act 1988. A Section 21 Notice (or Notice to Quit) is served when a tenant has breached the terms of their tenancy agreement, giving the landlord grounds to regain possession. Strict rules apply. See https://www.gov.uk/evicting-tenants/section-21-and-section-8-notices for up-to-date information.

S21 or Section 21 Named after Section 21 of The Housing Act 1988. You can use a Section 21 Notice (or Notice of Possession) to evict tenants who have an assured shorthold tenancy. Strict rules apply. See https://www.gov.uk/evicting-tenants/section-21-and-section-8-notices for up-to-date information.

S24 or Section 24 Section 24 of the Finance Act (No. 2) Act 2015 – restriction of relief for finance costs on residential properties to the basic rate of Income Tax, being introduced gradually from 6 April 2017. Also referred to as the Tenant Tax'.

S106 or Section 106 Section 106 agreements, based on that section of The 1990 Town & Country Planning Act, and also referred to as planning obligations, are private agreements made between local authorities and developers. They can be attached to a planning permission to make acceptable development that would otherwise be unacceptable in planning terms. Planning obligations must be directly relevant to the proposed development and are used for three purposes:

1. Prescribe the nature of development
2. Compensate for loss or damage created by a development
3. Mitigate the impact of a development

(Source: planningportal.co.uk)

SA Serviced Accommodation

SAP Standard assessment procedure

SARB Sale and Rent Back

SDLT Stamp Duty Land Tax

SI (assessment) Sophisticated Investor (Source: FCA)

Certified: individual who has a written certificate from a "firm" (as defined by the FCA) confirming he/she is sufficiently knowledgeable to understand the risks associated with engaging in investment activity.

Self-certified: individual who has signed a statement confirming that he/she can receive promotional communications from an FCA-authorised person, relating to non-mainstream pooled investments, and understand the risks of such investments. One of the following must also apply:

(a) **Member of a syndicate of business angels for at least six months;**

(b) **More than one investment in an unlisted company within the previous two years;**

(c) **Working in professional capacity in private equity sector or provision of finance for SMEs;**

(d) **Director of a company with annual turnover of at least £1m within the previous two years.**

SIP(s) Structural integrated panels

SME Small and Medium-sized Enterprises

SPT Statutory periodic tenancy

SPV Special Purpose Vehicle – a structure, usually a limited company, used when more than one person invests in a property. The legal status of the SPV protects the interests of each investor.

SSTC Sold Subject To Contract

TPO The Property Ombudsman

UKALA The UK Association of Letting Agents

USP Unique selling point

VOA Valuation Office Agency

NETWORKING EVENTS

In YOUR Area

ZONE 1

Blackfriars pin
4th Tuesday of the month
Crowne Plaza, 19 New Bridge Street, Blackfriars, London, EC4V 6DB
Host: Fraser MacDonald
www.blackfriarspin.co.uk

Canary Wharf pin
1st Thursday of the month
De Vere Conference Suite No. 1 Westferry Circus, London, E14 4HD
Host: Samuel Ikhinmwin
www.canarywharfpin.co.uk

Clapham pin
1st Tuesday of the month
Crowne Plaza London - Battersea Bridges Wharf, Battersea, London SW11 3BE
Hosts: Jahangir Khan and Luke Skelton
www.claphampin.co.uk

PPN London St. Pancras 03/10/2018
The Wesley Euston Hotel & Conference Venue, 81-103 Euston St, London NW1 2EZ
Hosts: Jamie Madill & Steve Mitchell
progressivepropertynetwork.co.uk/stpancras

PPN London Knightsbridge 09/10/2018
Michelin House, 81 Fulham Road, SW3 6RD **Host:** Pippa Mitchell
progressivepropertynetwork.co.uk/knightsbridge

PPN Mayfair 25/10/2018
The Washington Mayfair, 5 Curzon St, Mayfair, London W1J 5HE
Host: David Seigler
progressivepropertynetwork.co.uk/mayfair

PPN Blackfriars 08/10/2018
Crown Plaza, 19 New Bridge St, London, EC4V 6DB **Host:** Kevin McDonnell
progressivepropertynetwork.co.uk/mayfair

PPN Canary Wharf 10/10/2018
One Canada Square, Canary Wharf, London, E14 5AB
Hosts: Ozan and Oktay Redjep
progressivepropertynetwork.co.uk/canary-wharf

The London Real Estate Buying & Investing Meetup Group
2nd Tuesday of the Month
Business Environment Services Offices, 154 - 160 Fleet Street, EC4A 2NB
Host: John Corey
www.meetup.com/real-estate-advice

LovetheMojo
1st Wednesday of the month
Wework Aldwych House, London
https://www.meetup.com/LOVE-THE-MOJO/events/243553700/

West London Property Networking
2nd Thursday of each month (except Dec or Aug) High Road House, Chiswick, West London
Hosts: Jeannie Shapiro and Pelin Martin
www.westlondonpropertynetworking.co.uk

Croydon pin
3rd Wednesday of the month
Jurys Inn Croydon Hotel, Wellesley Road, Croydon, CR0 9XY **Host:** Stuart Ross
www.croydonpin.co.uk

Kensington pin
2nd Wednesday of the month
The Rembrandt, 11 Thurloe Place, South Kensington, London, SW7 2RS
Host: Marion Watts
www.kensingtonpin.co.uk

Regent's Park pin
3rd Tuesday of the month
Holiday Inn London Regents Park, Carburton Street, London, W1W 5EE
Host: Mike Frisby
www.regentsparkpin.co.uk

Sutton pin
2nd Thursday of the month
Holiday Inn London Sutton, Gibson Road, Sutton, Surrey, SM1 2RF
Hosts: Johanna and Peter Lawrence
www.suttonpin.co.uk

Premier Property Club - Islington
2nd Wednesday of the Month
Hilton Hotel Islington, 53 Upper St, London N1 0UY **Founder:** Kam Dovedi
PremierPropertyClub.co.uk/ppc-islington

Premier Property Club - Knightsbridge
3rd Wednesday of the Month
Park Tower, 101 Knightsbridge, London, SW1X 7RN **Host:** Kam Dovedi
www.PremierPropertyClub.co.uk

Premier Property Club - Canary Wharf
4th Tuesday of the Month
Hilton Hotel, Marsh Wall, London, E14 9SH **Host:** Kam Dovedi
www.PremierPropertyClub.co.uk

Premier Property Club - Croydon
1st Tuesday of Each Month
Doors open: 6:30pm for a 7pm Start Jurys Inn Croydon, Wellesley Road, London CR0 9XY

Wandsworth-Property-Group
Love Property in N1 Meetup Group
1st Thursday of the Month
The Islington Company 97 Essex Road, N1 2SJ **Host:** Vaida Filmanaviciute
www.meetup.com/Love-Property-in-N1-Meetup-Group

We Buy Houses - London
Last Wednesday of the month
New hosts: Adam Hinds and Angela Lewis-Wright. Register at
http://webuyhouses.co.uk/rick-otton-meetups

Property Leverage Network - London
1st Monday of the month Pavillion End, 23 Watling Street, London,EC4M 9BR
Host: Karun Chaudhary (07542210168)

London HMO Property Group
Host: Alan Wood
For information on the next event visit
www.hmopropertygroup.co.uk

JV Hub Property Meet
4th Wednesday of every Month
Wework Building, 1 Fore Street London EC2Y 5EJ, 6.30 - 9.30
Host: Theo Bailey **www.jvhub.co.uk**

EPN - London (Earth Property Network) 2nd Tuesday of the Month
1 Fore Street, London, EC2Y 5EJ
Host: David J. Tillyer
http://bit.ly/EPN-London

PMA Heathrow
1st Monday of every month
Hotel Mercure Heathrow, Shepiston Lane, Hayes **Host:** Justyna Wojech
www.pmanetwork.co.uk/events

PMA Croydon
1st Wednesday of every month
Croydon Park Hotel, 7 Altyre Road, Croydon **Host:** Jason Hayles
www.pmanetwork.co.uk/events

Kensington & Chelsea Property Network 1st Thursday of the Month
The Trafalgar in Chelsea, 200 Kings Road, London, SW3 5XP **Host:** Nicola Ancona
www.meetup.com/KensingtonChelseaPropertyNetwork

Central London Evening Meet
4th Wednesday of the month
14-15 Marshall Street, Soho, London W1F 7EL **Hosts:** Brendan Quinn and Luke Hamill
www.meetup.com/CentralLondonPropertyNetwork

Central London Morning Meet
See website for details
Grosvenor Casino, 3-4 Coventry Street, Piccadilly Circus London W1D 6BL
Host: Brendan Quinn
www.meetup.com/CentralLondonPropertyNetwork

Property Coffee Morning
Free Networking For 150 Property Investors. 9:30 to 11:30am, Grand Ballroom, Landmark Hotel, London NW1.
See website for more details
www.PropertyCoffeeMorning.com

Baker Street Property Meet
Last Wednesday of every Month
Holiday Inn London, Regents Park, Carburton Street, London, W1W 5EE
Host: Ranjan Bhattacharya
www.BakerStreetPropertyMeet.com

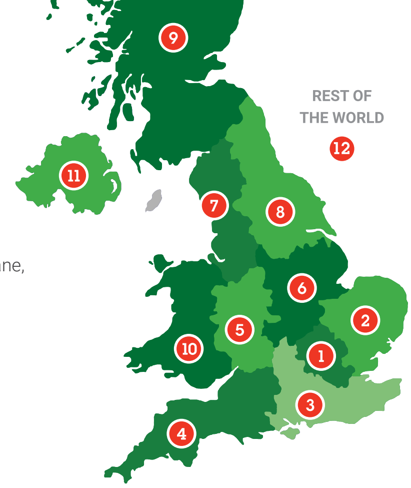
Sutton Property Meetup
2nd Monday of the Month
The Ivory Lounge, 33-35 High Street, Sutton, Surrey, SM1 1DJ
Hosts: Johanna and Peter Lawrence
www.meetup.com/Sutton-Property-Meetup

London Property Talk (BMV Meet)
1st Monday of the month
Hilton London Docklands, 265 Rotherhithe Street, London, SE16 5HW
Host: Owais Naveed
http://ukpropertymeet.co.uk

London Property Investor Breakfast
4th Tuesday of the month (7.30am – 9.30am) Doubletree by Hilton, 92 Southampton Row, Holborn, London, WC1B 4BH **Host:** Fraser Macdonald
www.meetup.com/londonpropertybreakfast

UK Property Investors Networking Event
Last Monday of the Month
Grovesnor Hotel, 101 Buckingham Palace Road, Victoria, London
Host: Cornay Rudolph
www.meetup.com/UK-Property-Investors-Networking-Event

The Kensington & Chelsea Property Group 2nd Wednesday of the month
Baglioni Hotel, 60 Hyde Park Gate, London, SW7 5BB **Host:** Neil Mangan
https://www.meetup.com/The-Kensington-Chelsea-Property-Group/



Premier Property Meet
2nd Thursday of every month from 6.30pm The King's Head Pub, 1 The Green, Winchmore Hill, London, N21 1BB **Hosts:** Deborah Tyfield and Dr Marttand Patel Tickets: £20 online, £25 on the door. Tickets includes canapés
www.premierpropertymeet.co.uk

Property Leverage Network City of London 4th Monday of every month
Dawson House, 5 Jewry Street, London, EC3N 2EX **Hosts:** Felix Cartwright & Phil Ash (07856202658)
www.propertyleverage.co.uk

Property Leverage - Southbank London
3rd Monday of the month Mulberry Bush, 89 Upper Ground, Southbank, London, SE1 9PP **Hosts:** Felix Cartwright & Phil Ash (07856202658)
www.propertyleverage.co.uk

Wandsworth Property Group
3rd Tuesday of the Month
The Alma, 499 Old York Road, Wandsworth, London, SW18 1TF
Host: Brendan Quinn **www.meetup.com/Wandsworth-Property-Group**

Bloomsbury Wealth Investing Network
3rd Wednesday of the month
The Wesley Hotel 81-103 Euston St, Kings Cross, London NW1 2EZ
Hosts: Matt Baker & Jo Akhgar
www.bloomsburywin.net

Kingston Wealth Investing Network
4th Tuesday of every month
YMCA Kingston, 49 Victoria Road, Surbiton, KT6 4NG **Hosts:** Tania Carson & Pam Mackenzie

Elephant & Castle Wealth Investing Network 1st Tuesday of every month
London South Bank University, Keyworth Street, Keyworth Building, SE1 6NG
Host: Sonia Blackwood

Square Mile Property Meet
First Tuesday of the month
Balls Brothers, Adam's Court, 6 Old Broad Street, London EC2N 1DX
Hosts: Aaron Kok & Charlotte Cheong
https://facebook.com/SquareMilePropMeet/

Global Investor Club London
2nd Thursday of every month
City Business Library, Guildhall, London EC2V 7HH **Host:** Jan Kortyczko
fb.com/GICLondyn Please note that most speakers are presenting in Polish

Holborn Property Meet
3rd Monday of the month De Vere Grand Connaught Rooms - Registration: 6.30pm, Talks: 7.30pm **Host:** Giovanni Patania
https://www.holbornpropertymeetuk.com

Female Property Alliance
3rd Tuesday of every month
Doubletree Victoria, Bridge Place, SW1V 1QA
Host: Bindar Dosanjh
http://femalepropertyalliance.co.uk

Croydon Property Meet
1st Wednesday of the month Croydon Park Hotel, Altyre Road, Croydon. CR9 5AA
Hosts: Rob Norton and Sel Fayyad
rob@croydonpropertymeet.com
sel@croydonpropertymeet.com

THE PROPERTY HUB

1st Thursday of the Month

http://thepropertyhub.net/meetups

London Waterloo All Bar One, SE1 7PY
Host: Marcus McCann

London King's Cross The Somers Town Coffee House, NW1 1HS **Host:** Chris Hancox

Richmond Upon Thames The Cricketers, TW9 1LX **Host:** Roxane Brazeau

Epsom The Albion, KT19 8BT
Hosts: Justin Richards and Andy Garnett

ZONE 2

Cambridge pin 4th Thursday of the month
Holiday Inn Cambridge Lakeview, Bridge Road, Impington,Cambridge, CB24 9PH
Host: Christine Hertoghe
www.cambridgepin.co.uk

Essex pin 3rd Tuesday of the month
Orsett Hall Hotel, Price Charles Avenue, Orsett, Essex, RM16 3HS
Host: Reegan Parmenter
www.essexpin.co.uk

Norwich pin 2nd Tuesday of the month
Holiday Inn, Ipswich Road, Norwich, Norfolk, NR4 6EP **Host:** Nigel Garioch
www.norwichpin.co.uk

PPN Ipswich 08/10/2018
Best Western Ipswich Hotel, Old London Road, Copdock, Ipswich, IP8 3JD
Host: Halstead Ottley
progressivepropertynetwork.co.uk/ipswich

PPN Peterborough 15/10/2018
Holiday Inn Thorpe Wood, Peterborough
Host: Dennis Hedges
progressivepropertynetwork.co.uk/peterborough

Essex Property Network
2nd Tuesday of the Month
Holiday Inn, Brentwood, CM14 5NF
Host: Cyril Thomas
www.essexpropertynetwork.co.uk

Harlow Property Network in association with Premier Property Club 2nd Thursday of Every Month The Day Barn, Harlow Study Centre, Netteswellbury Farm (off Waterhouse Moor), Harlow, Essex, CM18 6BW.
myproperty.coach

THE PROPERTY HUB

1st Thursday of the Month

http://thepropertyhub.net/meetups

Colchester Trotters Bar, CO1 1QX
Hosts: Phil Sadler and Vito Anzalone

South Essex The Paul Pry, Rayleigh, SS6 7AA **Host:** Joanne Dron

Cambridge/Peterborough The Cuckoo, PE7 3UP **Host:** Chris Barnard

ZONE 3

Eastbourne pin
1st Wednesday of the month
Royal Eastbourne Golf Club, Paradise Drive, Eastbourne, East Sussex, BN20 8BP **Host:** Lee Beecham
www.eastbournepin.co.uk

Woking pin
3rd Thursday of the month
The Talbot, High Street, Ripley, Surrey, GU23 6BB **Host:** Anne Woodward and Richard Hodgson
www.wokingpin.co.uk

Oxford pin 1st Thursday of the month
Jurys Inn, Godstow Rd, Oxford, OX2 8AL **Host:** Gillie Barlow & Jacquie Edwards
www.oxfordpin.co.uk

PPN Brooklands 16/10/2018
Mercedes - Benz World, Brooklands Drive, Weybridge, KT130SL
Host: Lee Dumbarton
progressivepropertynetwork.co.uk/brooklands

PPN Portsmouth 15/10/2018
The Langstone Hotel, Northney Road, Hayling Island, Portsmouth, PO11 0NQ **Host:** Angie Lacoste
progressivepropertynetwork.co.uk/portsmouth

J6 Property Professionals & Investors Meet
2nd Tuesday of the month
Aston Bond solicitors, Windsor Crown House, 7 Windsor Road, Slough, SL1 2DX **Host:** Manni Chopra
www.j6propertymeet.co.uk

PMA Bracknell
4th Tuesday of the month
Hilton Hotel, Bagshot Road, Bracknell
Host: Phil Hope
www.pmanetwork.co.uk/events

PMA Farnborough
3rd Tuesday of the month
The Village Hotel, Farnborough
Host: Matt Hook
www.pmanetwork.co.uk/events

The Property Vault
3rd Monday of the month
Eastgate, 141 Springhead Parkway, Northfleet, DA11 8AD
Host: Dan Hulbert
www.thepropertyvaultuk.com

Surrey Property Exchange
2nd Monday of the Month
Holiday Inn, Egerton Road, Guildford, GU2 7XZ **Host:** Richard Simmons
www.surreypropertyexchange.co.uk

Premier Property Club - Kent
2nd Tuesday of each month
Castle View, Forstal Rd, Maidstone ME14 3AQ
www.PremierPropertyClub.co.uk

PDPLA
2nd Monday of the month
The Inn Lodge, Burrfields Road, Portsmouth PO3 5HH. 7:30
Host: Joan Goldenberg
www.pdpla.com

Reading pin
1st Tuesday of the month
Holiday Inn Reading South M4, Jct. 11, 500 Basingstoke Road, Reading, RG2 0SL **Hosts:** Guy Brown and Rupal Patel **www.readingpin.co.uk**

Berkshire pin
3rd Monday of the month
Holiday Inn Maidenhead, Manor Lane, Maidenhead, SL6 2RA
Hosts: Mike Holt
www.berkshirepin.co.uk

Southampton pin
1st Tuesday of the month
Chilworth Manor Hotel, Southampton, Hampshire, SO16 7PT
Host: Nigel Bugden
www.southamptonpin.co.uk

Brighton pin
3rd Thursday of the month
The Courtlands Hotel, 19-27 The Drive, Hove, East Sussex, BN3 3JE
Host: Peter Fannon
www.brightonpin.co.uk

Basingstoke pin
4th Wednesday of the month
The Hampshire Court Hotel, Centre Drive, Great Binfield Road, Chineham, Basingstoke, RG24 8FY
Hosts: Seb and Aga Krupowicz
www.basingstokepin.co.uk

Kent pin
1st Thursday of the month
Village Hotel Club, Maidstone, Castle View, Forstal Road, Sandling ME14 3AQ **Hosts:** Martin and Sarah Rapley **www.kentpin.co.uk**

PMA Kent
2nd Wednesday of every month
Bridgwood Manor Hotel, Walderslade Woods, Chatham **Hosts:** Estelle Barnes and Dimpy Pathak
www.pmanetwork.co.uk/events

Kent Property Meet
4th Wednesday of the month
Brands Hatch Place Spa, Brands Hatch Road, Fawkham, Kent DA3 8NQ
Hosts: Chrissy Kusytsch & Jazz Dokhu

Hampshire Property Network (HPN)
2nd Wednesday of the Month
The Navigators Inn, Lower Swanwick. Hampshire. SO31 7EB, 7:15
Hosts: Mark Smith & Allan Wadsworth
www.hampshirepropertynetwork.co.uk

We Buy Houses - Southampton
3rd Wednesday of the month
Host: Stephen Davies and Giselle Robinson. Register at **http://webuyhouses.co.uk/rick-otton-meetups**

Premier Property Club - Brighton
1st Thursday of the Month
Jurys Inn Brighton, Waterfront King's Road, Brighton, BN1 2GS
www.premierpropertyclub.co.uk/brighton

Eastbourne Wealth Investing Network 4th Wednesday of every month The View Hotel, Grand Parade Eastbourne BN21 4DN
Host: Jonas Elsen-Carter

Guildford Wealth Investing Network
1st Wednesday of every month
Old Thorns Manor Hotel, Golf & Country Estate, Liphook, GU30 7PE
Hosts: Wendy Alexander & Adrian Brown

Eastbourne WIN
3rd Monday of the month
Polegate Community Centre, 54 Windsor Way, Polegate, East Sussex, BN26 6QF
Host: Jonas Elson-Carter
www.wealthinvestingnetwork.com/eastbourne

Southampton Property Hub Meet Up
1st Thursday of every month
The Maritimo Lounge 1 Moresby Tower Admirals Quay, Ocean Way, Southampton SO14 3LG
Host: Sarah Smith
https://www.facebook.com/propertyhubsouthampton/?fref=ts

Mid Surrey Wealth Investing Network 2nd Wednesday of every month Station Pub, Stoneleigh, Epsom, KT17 2JA **Host:** June Cruden

Thanet Property Network Second Wednesday of the month - 7pm - 9pm Holiday Inn, Tothill Street, Minster, Kent, Ramsgate CT12 4AU
Hosts: Ryan Fitzpatrick & Jason Hulott **https://www.facebook.com/thanetpropertynetwork/**

Crawley Property Meet
3rd Tuesday of every month
crawleypropertymeet.com
Europa Hotel, Balcombe Road, Crawley, RH10 7ZR **Hosts:** Tania Carson, Pam Mackenzie, Nick Parkhouse and Phil Williams.

The Bucks Property Meet
Last Thursday of the Month
The Bull, Gerrards Cross **Hosts:** John Cox and Rachael Troughton
www.Buckspropertymeet.com

THE PROPERTY HUB

1st Thursday of the Month

http://thepropertyhub.net/meetups

Farnham The Wheatsheaf, GU9 7DR
Hosts: Andre and Elise Brink

Reading Grosvenor Casino, RG2 0SN **Host:** Adam Vickers

Brighton & Hove The Poet's Corner BN3 5BF **Host:** Phil Leppard

ZONE 4

Bournemouth pin
2nd Tuesday of the month
Sandbanks Hotel, 15 Banks Road, Poole, BH13 7PS **Hosts:** Andy Gaught and Jonathan Barnett
www.bournemouthpin.co.uk

Cheltenham pin
3rd Tuesday of the month
The Best Western Cheltenham Regency Hotel, Old Gloucester Road, Near Staverton, Gloucestershire, GL51 0ST
Hosts: David and Beverley Lockett
www.cheltenhampin.co.uk

Exeter pin
4th Thursday of the month
Buckerell Lodge Hotel, Topsham Road, Exeter, EX2 4SQ
Host: Philip Bailey
www.exeterpin.co.uk

Bristol pin
2nd Wednesday of the Month
Holiday Inn Bristol Filton, Filton Road, Bristol, Avon, BS16 1QX
Host: Nick Josling
www.bristolpin.co.uk

Plymouth pin
2nd Thursday of the month
Crowne Plaza, Armada Way, Plymouth, Devon, PL1 2HJ
Host: Kevin & Sally Cope
www.plymouthpin.co.uk

Salisbury pin
3rd Wednesday of the month
The Rose and Crown Hotel, Harnham, Road, Salisbury, Wiltshire, SP2 8JQ
Hosts: James and Malcolm White
www.salisburypin.co.uk

PPN Bournemouth
16/10/2018 The Ocean Beach Hotel & Spa (Formerly known as Cliffeside Hotel) East Overcliffe Drive Bournemouth BH1 3AQ.
Host: Leigh Ashbee
progressivepropertynetwork.co.uk/bournemouth

PPN Swindon 09/10/2018
Holiday Inn Swindon, Marlborough Road, Swindon, SN3 6AQ
Hosts: Nick Chawala, Allan Harding and Aritri Mukherjee
progressivepropertynetwork.co.uk/swindon

PEN Exeter
3rd Tuesday of the Month
Gipsy Hill Hotel, Gipsy Hill Lane, Exeter, EX1 3RN **Host:** David Harwood **www.pen-exeter.com**

PEN Wiltshire
Last Tuesday of the Month
Stanton Manor Hotel, Stanton St. Quintin, Near Chippenham, Wiltshire, SN14 6DQ
Host: Neil Stewart
www.penwiltshire.com

Professional Investment Group (PIG) - Plymouth
3rd Monday of the month
Boringdon Hall Hotel and Spa, Boringdon Hill, Colebrook, Plymouth, PL7 4DP
Host: Angelos Sanders
www.pig.network

Bristol BMV Property Options
Last Thursday of every month
The Holiday Inn, Bond Street, Bristol, BS1 3LE **Host:** Del Brown
www.bmvpropertyoptions.co.uk/property-investment-meeting-pim

Professional Investment Group (PIG) - Cornwall 1st Monday of the month The Victoria Inn, Roche, PL26 8LQ **Hosts:** Angelos Sanders & Matt Pooley **www.pig.network**

The Bath Property Meet
1st Tuesday of the month
Bailbrook House Hotel, Eveleigh Avenue, London Road, Bath, Somerset BA1 7JD
Host: Joe Harling
www.bathpropertymeet.co.uk

Professional Investment Group (PIG) - Exeter
2nd Tuesday of the month
Buckerell Lodge Hotel, Topsham Road EX2 4SQ Exeter
Hosts: Angelos Sanders
www.pig.network

We Buy Houses - Southampton
3rd Wednesday of the month
Host: Stephen Davies and Giselle Robinson. Register at **http://webuyhouses.co.uk/rick-otton-meetups**

THE PROPERTY HUB
1st Thursday of the Month
http://thepropertyhub.net/meetups

Southampton The Social, SO15 2EH **Host:** Sarah Smith

Bournemouth Ludo Lounge, BH6 3RS. **Host:** Nic Scudamore

Swindon Blunsdon Hotel, SN26 7AS. **Host:** Yann Guillery and Shirley Hensher

Exeter The Ley Arms, Kenn, EX6 7UN. **Host:** Tony van Bergen

Cheltenham The Exmouth Arms, GL53 7LX.**Host:** Joanna Surowiec

Bristol Channings Hotel and Bar, BS8 3BB. **Host:** Jon Hulatt

ZONE 5

Birmingham Central pin
1st Thursday of the month
Novotel Birmingham Centre Hotel, 70 Broad Street, Birmingham, B1 2HT
Stand-in Host: Seb Buhour
www.birminghamcentralpin.co.uk

Birmingham pin 3rd Thursday of the month
Crowne Plaza NEC, Pendigo Way, National Exhibition Centre, Birmingham, B40 1PS
Hosts: Andy Gwynn and Mary Collin
www.birminghampin.co.uk

Black Country pin 4th Wednesday of the month
Village Hotel Dudley, Castlegate Drive, Dudley, West Midlands, DY1 4TB **Host:** Phillip Hunnable
www.blackcountrypin.co.uk

Coventry and Warwickshire pin
2nd Tuesday of the month Village Coventry, Dolomite Avenue, Coventry Business Park, Coventry, CV4 9GZ **Host:** Sebastien Buhour
www.coventrypin.co.uk

Worcester pin 1st Wednesday of the month
The Pear Tree Inn & Country Hotel, Smite, Worcester, WR3 8SY
Hosts: Andy & Karen Haynes
www.worcesterpin.co.uk

Stoke-on-Trent pin 2nd Thursday of the month
Holiday Inn Stoke on Trent M6, Jct. 15. Clayton Road, Staffordshire, Newcastle Under Lyme, ST5 4DL**Host:** Steve and Emma Barker-Hall
www.stokepin.co.uk

PPN Birmingham 10/10/2018
The Chairmans Lounge, Edgbaston Cricket Ground, Edgbaston Stadium, Edgbaston Road, Birmingham, B5 7QU **Host:** Kirsty Darkins
progressivepropertynetwork.co.uk/birmingham

PPN Wolverhampton 02/10/2018
Molineux Stadium, Waterloo Road, Wolverhampton, WV1 4QR
Hosts: Tim and Sue Gray
progressivepropertynetwork.co.uk/wolverhampton

Inspire Property Network
1st Tuesday of the Month
Crowne Plaza, 61 Homer Rd, Solihull B91 3QD
Hosts: Mark Bruckshaw & Helen Partridge
inspirepropertynetwork.com

We Buy Houses - Birmingham
2nd Wednesday of the month
New host: Phil Wheeler
Register at **http://webuyhouses.co.uk/rick-otton-meetups**

Great Property Meet Warwickshire
3rd Monday of the month Dunchurch Park Hotel & Conference Centre Rugby Road, Dunchurch, Warwickshire, CV22 6QW
Hosts: Andrew Roberts and Peter Lazell
www.GreatPropertyMeet.co.uk

The Coventry & Warwickshire Property Group
4th Wednesday of every other month
Excel Leisure Centre, Mitchel Avenue, Coventry, CV4 8DY **Host:** Neil Mangan

THE PROPERTY HUB
1st Thursday of the Month
http://thepropertyhub.net/meetups

Leamington Spa The Fat Pug, CV32 5BZ. **Host:** Carol Duckfield

Birmingham Around The World, B15 1AY
Host: Kevin Cooper

“The richest people in the world look for and build networks, everyone else looks for work”

ROBERT KIYOSAKI

ZONE 6

Luton pin **4th Tuesday of the month**
Hampton by Hilton, 42-50 Kimpton Rd, Luton, LU2 0SX **Host:** James Rothnie
www.lutonpin.co.uk

Milton Keynes pin
3rd Wednesday of the month
Holiday Inn Milton Keynes, 500 Saxon Gate West, Milton Keynes, MK9 2HQ
Host: Reemal Rabheru
www.miltonkeynespin.co.uk

Leicester pin
1st Thursday of the month
The Fieldhead Hotel, Markfield Lane, Markfield, LE67 9PS **Host:** Jo and Gary Henly **www.leicesterpin.com**

Nottingham pin
3rd Tuesday of the month
Park Inn by Radisson Nottingham 296 Mansfield Road, Nottingham, NG5 2BT **Host:** Spike Reddington
www.nottinghampin.co.uk

Watford pin
2nd Thursday of the month
The Mecure, A41 Watford Bypass, Watford, Hertfordshire WD25 8JH
Hosts: Waseem Herwitker and Shack Baker.
www.watfordpin.co.uk

Northampton pin
1st Thursday of the month
Hotel Campanile, Junction 15 M1, Loake Close, Grange Park, Northampton NN4 5EZ
Host: Amelia Carter
www.northamptonpin.co.uk

PPN Derby 09/10/2018
Nelsons Solicitors, Sterne House, Lodge Lane, Derby, DE1 3WD
Hosts: Mike Alder & Jamie Hayter
progressivepropertynetwork.co.uk/derby

PPN Northampton 16/10/2018
Hilton Hotel, 100 Watering Lane, Collingtree, Northampton, NN4 0XW
Host: Kim Hendle
progressivepropertynetwork.co.uk/northampton

PPN Leicester 01/10/2018
Marriott Hotel, Smith Way, Grove Park, LE19 1SW
Host: Kal Kandola
progressivepropertynetwork.co.uk/leicester

Bucks Property Meet
Last Thursday of the Month
The Bull, Oxford Rd, Gerrards Cross, Buckinghamshire, SL9 7PA
Hosts: Rachael Troughton & John Cox
www.buckspropertymeet.com

Stevenage Wealth Investing Network
3rd Wednesday of every month
Stevenage Novotel Hotel, Steveage Road, Knebworth Park, SG1 2AX
Hosts: Stephen & Bridget Cox

Milton Keynes Property Meet
2nd Monday of the Month
National Badminton Centre, Bradwell Road, Loughton Lodge, Milton Keynes, MK8 9LA **Host:** Sharad Patil
www.mk-propertymeet.com

UK Property Network Leicester
2nd Tuesday of the Month
The Field Head Hotel, Markfield La, Markfield, Leicestershire, LE67 9PS
Host: Tracey Hutchinson
www.meetup.com/UKPN-Leicester

Landlords National Property Group
1st Monday of the Month
The Derbyshire Hotel, Carter Lane East, Derby DE55 2EH **Hosts:** Paul Hilliard and Nick Watchorn **www.lnpg.co.uk**

EPN Nottingham 4th Thursday of the month Crowne Plaza Hotel, Wollaton Street, NG1 5RH, Nottingham
Host: Matt Tongue
http://bit.ly/EPN-Nottingham

St. Albans Property Meet
3rd Wednesday of the month 54-56 Victoria St, St Albans, Herts, AL1 3HZ
Host: Ranjan Bhattacharya
www.stalbanspropertymeet.com

Harlow Property Network
3rd Wednesday of the Month
Day Barn Harlow Study Centre Netteswellbury Farm
Host: Ajay Pamneja
www.myproperty.coach

The Property Connect
First Weds or Thurs of every month (alternate) 1900-2100
The Sharnbrook Hotel, Park Lane, Sharnbrook, MK44 1LX
Hosts: Peter Hogan, Tiruven Pillay
https://www.facebook.com/thepropertyconnect/

Midland Property Forum
3rd Thursday of the month
The ViceRoy Restaurant, Hillcrest House, 326-330 Hucknall Road, Nottingham NG5 1FS
Hosts: Kal Kandola, Hannah Hally, Kelly Hally, James Howard-Dobson, Steve Harrison
https://www.facebook.com/MidlandsPropertyForum

THE PROPERTY HUB
1st Thursday of the Month
http://thepropertyhub.net/meetups

Derby The Tap, DE1 2ED.
Host: Ryan Slater

Nottingham The Lion at Basford, NG7 7FQ. **Host:** Jonathan Challis

Leicester Heathley Park - Fayre & Square, LE3 9QE. **Host:** Mark Barnes

St Albans The Beech House, AL1 3EG.
Host: Chris and Lisa Ryder

Milton Keynes JD Wetherspoons, MK9 1EA.**Host:** Jason Smith

ZONE 7

Liverpool pin
4th Thursday of the month
The Shankly Hotel, Millennium House, 60 Victoria St, Liverpool, L1 6JD
Hosts: Billy Turriff, Julie and Oliver Perry
www.liverpoolpin.co.uk

Manchester pin
3rd Wednesday of the month
Best Western Cresta Hotel, Church St, Altrincham, WA14 4DP
Host: Julie Whitmore
www.manchesterpin.co.uk

Chester pin
2nd Thursday of the month
Mercure Chester (formerly known as Ramada), Whitchurch Road, Christleton, Chester, CH3 5QL
Host: Hannah Fargher
www.chesterpin.co.uk

Manchester PNC
Last Monday of the Month
The Brindley Room Dukes 92 18-20 Castle Street, Manchester, M3 4LZ
Hosts: Richard Sheperd & Yulan Yang
www.manchesterpnc.com

Cheshire Property Meet
Last Thursday of each month
Bosley Farm, Bosley Crossroads, Bosley, Macclesfield SK11 0PS
Hosts: Lionel Palatine and David Deasy
www.cheshirepropertymeet.com

PPN South Manchester 25/10/2018
Best Western Plus, Pinewood on Wilmslow, Wilmslow Road, Cheshire SK9 3LF
Host: Mike Chadwick
progressivepropertynetwork.co.uk/wilmslow

PPN Blackpool 22/10/2018
Ribby Hall Village, Ribby Road, Wrea Green, Nr Blackpool, PR4 2PR
Host: Chris Worden
progressivepropertynetwork.co.uk/blackpool

PMA Manchester
4th Wednesday of the month
A J Bell Stadium, Stadium Way, Eccles
Hosts: Ben Clarke and Tom Arden
www.pmanetwork.co.uk/events

TPM Meeting Warrington
4th Monday of every month
The Park Royal Hotel Stretton Road, Stretton, Warrington WA4 4NS
Host: Susan Alexander
http://thepropertymentor.eventbrite.com

TPM Meeting Wigan & Worsley
4th Wednesday of the month
Holiday Inn Express, Leigh Sports Village, Sale Way, Leigh, WN7 4JY
Host: Debra Long
http://thepropertymentor.eventbrite.com

Lifestyle Property Network
3rd Monday of the month
Village Hotel, Cheadle Road, Cheadle, South Manchester, SK8 1HW

ASANA North West Property Meet
1st Monday of each month
The Willows, Douglas Valley, A6 Blackrod Bypass, Blackrod, Bolton, BL6 5HX **Hosts:** Howard Cain and Kathy Bradley
www.asanapropertyinvestments.co.uk

Manchester Property Investor Breakfast 1st Friday of the month (7.30am – 9.30am) Village Hotel, Ashton under Lyne, OL7 0LY
Host: Fraser Macdonald
www.meetup.com/Manchester-Property-Investor-Breakfast

We Buy Houses - Manchester
3rd Thursday of the month
New host: Bruce Lamb
Register at **http://webuyhouses.co.uk/rick-otton-meetups**

Property Investors Meetup Cumbria
1st Wednesday of the Month
6.30pm at Edenhall Hotel, Penrith, Cumbria CA11 8SX
Host: Darren Williams
www.elitepropertysolutions.co.uk
FREE TO ATTEND

Property Leverage Network Manchester 1st Tuesday of every month Chill Factore, 7 Trafford Way Urmston, M41 7JA **Host:** Nicola White
http://propertyleverage.co.uk/manchester

Property Leverage Network Manchester
1st Tuesday of every month
Castlefield Hotel, Liverpool Road, M3 4JR **Host:** Nicola White
propertyleverage.co.uk/manchester

THE PROPERTY HUB
1st Thursday of the Month
http://thepropertyhub.net/meetups

Liverpool The Brewery Tap, L8 5XJ
Host: Tony Woods

Manchester The Kaz Bar at Tiger Tiger, M4 2BS **Host:** Mark Morris

YPN Strongly recommend that you attend your local property networking events. However, the events listed are not staged by Your Property Network Ltd. Please check venue and dates on the relevant website before travelling to the event.

ZONE 8

Hull pin **2nd Thursday of the month**
Mercure Hull Royal Hotel, 170 Ferensway, Hull, East Yorkshire, HU1 3UF **Host:** Neil Brown
www.hullpin.co.uk

Leeds pin **4th Wednesday of the month**
Crowne Plaza Hotel, Wellington Street, Leeds, LS1 4DL
Hosts: Jay and Nana Sharma
www.leedspin.co.uk

Great North pin
(Formally Newcastle pin)
4th Thursday of the month
Lumley Castle, Ropery Lane, Chester le Street, County Durham, DH3 4NX
Host: John Woolley & Deon Kotzé
www.newcastlepin.co.uk

Harrogate pin
1st Wednesday of the month
Cedar Court Hotel, Park Parade, off Knaresborough Road, Harrogate, HG1 5AH **Hosts:** David and Jenny Fisher
www.harrogatepin.co.uk

York pin **3rd Wednesday of the month**
Hilton York, 1 Tower St, York, YO1 9WD
Hosts: Michael Chamberlain & Fabio Santos **www.yorkpin.co.uk**

Sheffield pin
2nd Wednesday of the month
Mercure Sheffield Parkway Hotel (previously known as Aston Hotel) Britannia Way, Sheffield, South Yorkshire S9 1XU **Hosts:** Paul Hastings and Stuart Cooper
www.sheffieldpin.co.uk

PPN Leeds 09/10/2018
Novotel Hotel, 4 Whitehall Quay, Leeds, LS1 4HR **Host:** Mo Jogee
progressivepropertynetwork.co.uk/leeds

PPN Sheffield 23/10/2018
Mercure Hotel, Britannia Way, Catcliffe, Rotherham, Yorkshire S60 5BD (formerly the Aston Hotel)
Host: Kevin McDonnell
progressivepropertynetwork.co.uk/sheffield

THE PROPERTY HUB
1st Thursday of the Month
http://thepropertyhub.net/meetups

Sheffield Ink & Water, S1 4JB
Hosts: Rhys Jackson and Alice Lacey

Newcastle-Upon-Tyne The Tap and Tackle Bar, Kingston Park Rugby Stadium, NE13 8AF. **Host:** Al Robinson

Leeds Mr Foleys, LS1 5RG
Host: Petra Romero Miranda

Doncaster Regent Hotel, DN1 2DS.
Host: Helen Elworthy

Property Leverage - Leeds
3rd Monday of the month
The Stables, Weetwood Hall, Leeds, LS16 5PS (Location subject to change)
Host: Rob Hodgkiss (07398858256)

Property Leverage - Wakefield
1st Wednesday of the month
Kirklands Hotel, Leeds Road, Wakefield, WF1 2LU **Host:** Dominic Woodward (07794223136)

Property Leverage Network – York
2nd Tuesday of every month
Beechwood Close Hotel
19 Shipton Road, YO30 5RE York
www.propertyleverage.co.uk

EPN Sheffield
1st Thursday of the month
Table Arena Square Table Table, 3 Arena Court, Sheffield S9 2LF
Host: Darrell Grayson
http://bit.ly/EPN-Sheffield

ZONE 9

Edinburgh pin
3rd Thursday of the month
Capital Hotel, 187 Clermiston Rd, Edinburgh EH12 6UG **Host:** John Kerr
www.edinburghpin.co.uk

PPN Glasgow 22/10/2018
The Corinthian Club, 191 Ingram St, Glasgow G1 1DA
Host: Philip Howard
progressivepropertynetwork.co.uk/glasgow

PMA Glasgow
3rd Wednesday of the month
Hotel Novotel Glasgow Centre, 181 Pitt Street, Glasgow **Host** Victor Rhynas
www.pmanetwork.co.uk

Property Leverage Network - Glasgow
4th Tuesday of every month
Glasgow Pond Hotel, Great Western Rd, G12 0XP Glasgow, United Kingdom
www.propertyleverage.co.uk

PMA Edinburgh
2nd Wednesday of every month
Novotel Edinburgh Centre, 80 Lauriston Place, Edinburgh
Host: Lokkie Cheung
www.pmanetwork.co.uk

Discovery Hub Networking event
3rd Tuesday of the month
Jury's Inn, Union Square, Guild Street Aberdeen, AB11 5RG
Hosts: Eduardo Prato and Lukas Princ
www.vectorpro.co.uk/network

THE PROPERTY HUB
1st Thursday of the Month
http://thepropertyhub.net/meetups

Glasgow Dram!, G3 6ND. **Hosts:** Tony Ng, Nelson Wan, Luis Guarin

Edinburgh The Grosvenor Casino, EH12 8NE **Hosts:** Bill McWilliam and Caryn Simpson

Aberdeen The Village Hotel, Kingswells, AB15 8PJ. **Hosts:** Scott Wilson and Dale Williamson

ZONE 10

Cardiff pin **2nd Tuesday of the Month**
Mercure Cardiff Holland House Hotel & Spa, 24-26 Newport Rd, Caerdydd, Cardiff, CF24 ODD **Host:** Morgan Stewart **www.cardiffpin.co.uk**

Swansea pin **4th Thursday of the Month**
Village Hotel, Langdon Road (Off Fabian Way), SA1 Waterfront, Swasea, SA1 8QY **Host:** Bernadette & Ian Lloyd **www.swanseapin.co.uk**

The Property Hub - Cardiff
1st Thursday of the Month
Holiday Inn Cardiff North, CF15 7LH
Host: Carl Matthews
http://thepropertyhub.net/meetups

ZONE 11

Belfast pin **1st Tuesday of the Month**
Balmoral Hotel, Blacks Road, Dunmurry, Belfast, BT10 0NF **Host:** Ian Jackson
www.belfastpin.co.uk

Belfast Property Meet
1st Thursday of the Month
The Mac Theatre, St. Anne's Square, Belfast **Host:** Chris Selwood
www.belfastpropertymeet.com

ZONE 12

THE PROPERTY HUB
1st Thursday of the Month (unless stated)
http://thepropertyhub.net/meetups

Dubai The Scene, Dubai Marina Mall
Host: Chris Battle

Hong Kong Check website for time
Grappa's Cellar, 1 Connaught Place
Hosts: Emma Bryan & Kevin Isaacs

Stockholm Hotel At Six, Brunkebergstorg 6, 111 51
Host: Tim Franzén

Jersey The Halkett, JE2 4WJ
Host: Jo Alford

Zurich Kennedy's Irish Pub, 8004
Hosts: Markus Zeller and Iain Mathews

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www.ninjainvestorprogramme.co.uk

PROPERTY AUCTIONS *October*

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LONDON

McHugh & Co **04/10/2018 12:00** The Montcalm Hotel, 34-40 Great Cumberland Place, London, W1H 7TW

Strettons **08/10/2018 11:00** Grand Connaught Rooms, Great Queen Street, London, WC2B 5DA

Lambert Smith Hampton (National) **15/10/2018 11:00** Le Meridien Piccadilly Hotel, 21 Piccadilly, London, W1J 0BH

Barnard Marcus **15/10/2018** Grand Connaught Rooms, Great Queen Street, London, WC2B 5DA

Allsop Commercial **16/10/2018** The Berkeley, Wilton Place, London, SW1X 7RL

Acuitus **18/10/2018** Radisson Blu Portman Hotel, 22 Portman Square, London, W1H 7BG

Barnett Ross **23/10/2018** Radisson Blu Portman Hotel, 22 Portman Square, London, W1H 7BG

Barnett Ross **24/10/2018** The Montcalm Hotel, 34-40 Great Cumberland Place, London, W1H 7TN

Auction House London **25/10/2018 12:00** London Marriott Hotel, Regents Park, 128 King Henrys Road, London, NW3 3ST

Allsop Residential **25/10/2018** Cumberland Hotel, Great Cumberland Place, London, W1H 7DL

Andrews & Robertson **31/10/2018** The Montcalm Hotel, 34-40 Great Cumberland Place, London, W1H 7TW

Phillip Arnold Auctions **31/10/2018** Doubletrees By Hilton, 2-8 Hanger Lane, Ealing, London, W5 3HN

IRELAND

DNG Maxwell Heaslip & Leonard **04/10/2018 15:00** The Galmont Hotel, Lough Atalia Road, Galway City

REA Leinster Auction **24/10/2018 15:00** Killashee Hotel, Kilcullen Road, Naas

NORTH EAST

Great North Property Auction - IAM Sold **04/10/2018** Ramside Hall Hotel, Carrville, Durham, DH1 1TD

Auction House North East **30/10/2018 19:00** Ramside Hall Hotel, Carrville, Durham, DH1 1TD

Agents Property Auction **31/10/2018** Newcastle Marriott Hotel, High Gosforth Park, Newcastle upon Tyne, NE3 5HN

SOUTH WEST

Greenslade Taylor Hunt Taunton **04/10/2018 15:00** Langport Arms Hotel, Cheapside, Langport, TA10 9PD

Symonds & Sampson LLP **05/10/2018 15:00** Allendale Community Centre, Hanham Road, Wimborne, BH21 1AS

Stags Yeovil **11/10/2018 12:00** Taunton Racecourse, Shoreditch, Taunton, TA3 7BL

Symonds & Sampson LLP **11/10/2018 14:00** The Guildhall, West Street, Axminster, EX13 5NX

Besley Hill **18/10/2018 19:00** B A W A Healthcare & Leisure, 589 Southmead Road, Bristol, BS34 7RG

Countrywide Exeter **24/10/2018** Sandy Park Stadium, Sandy Park Way, Exeter, EX2 7NN

Strakers **25/10/2018 19:00** The National Self Build & Renovation Centre, Lydiard Fields, Swindon, SN5 8UB

Symonds & Sampson LLP **26/10/2018 14:00** Digby Hall, Hound Street, Sherborne, DT9 3AA

Moore Allen & Innocent **26/10/2018 14:30** Norcote Sale Rooms, Burford Road, Norcote, Cirencester, GL7 5RH

NORTH WEST HOME COUNTIES

Romans **03/10/2018 13:30** Green Park Conference Centre, 100 Longwater Avenue, Reading, RG2 6GP

Auction House Beds & Bucks **10/10/2018 14:30** Venue 360, 20 Gipsy Lane, Luton, LU1 3JH

Auction House Beds & Bucks **11/10/2018 14:30** Hilton Hotel, Timbold Drive, Kents Hill, Milton Keynes, Buckinghamshire, MK7 6HL

WEST MIDLANDS

Auction House Birmingham & Black Country **04/10/2018 18:00** Walsall Football Club, Bescot Crescent, Walsall, WS1 4SA

Butters John Bee **08/10/2018 18:30** The Best Western, Moat House Hotel, Festival Way, Stoke-on-Trent, ST1 5BQ

John Earle & Son **09/10/2018** Henley Golf & Country Club, Birmingham Road, Henley-in-Arden, B95 5QA

Nock Deighton **10/10/2018 18:00** Bridgnorth Livestock & Auction Centre, Wenlock Road, Tasley, Bridgnorth, WV16 4QR

SDL Auctions Bigwood **18/10/2018** Aston Villa Football Club, Trinity Road, Birmingham, B6 6HE

Auction House Staffordshire **24/10/2018 19:00** Stoke City Football Club, The Britannia Stadium, Stanley Matthews Way, Stoke-on-Trent, ST4 4EG

Cottons **25/10/2018 11:00** Aston Villa Football Club, Trinity Road, Birmingham, B6 6HE

K Stuart Swash **25/10/2018 18:30** Ramada Park Hall Hotel, Park Drive, Goldthorn Park , Wolverhampton, WV4 5AJ

West Midlands Property Auction - IAM Sold **25/10/2018** Molineux Stadium, Waterloo Road, Wolverhampton, WV1 4QR

Cobb Amos **26/10/2018 18:00** Luctonians RFC, Mortimer Park, Kingsland, Leominster, HR6 9SB

SOUTH EAST HOME COUNTIES

Dedman Gray **03/10/2018 14:00**
Holiday Inn Hotel, London Southend Airport, Southend-on-Sea SS2 6XG

Pearsons Auctions **17/10/2018 11:00**
The Hilton Hotel at The Ageas Bowl, Botley Road, Southampton, SO30 3XH

Fox & Sons (Southampton) **26/10/2018 13:00**
Macdonald Botley Park Hote, Winchester Road, Botley, Southampton, SO32 2UA

Clive Emson Kent & South East London
29/10/2018 11:00 Clive Emson Conference Centre, Kent County Show Ground, Maidstone, ME14 3JF

Clive Emson Essex North & East London
30/10/2018 11:00 The Chelmsford City Racecourse, Moulsham Hall Lane, Great Leighs, Chelmsford, CM3 1QP

Auction House Essex **30/10/2018 19:00**
Marks Tey Hote, London Road, Colchester, CO6 1DU

Clive Emson Sussex & Surrey **31/10/2018 11:00** Hilton Brighton Metropole, 106-121 Kings Road, Brighton, BN1 2FU

WALES

Dawsons **03/10/2018 15:00**
Swansea Marriott Hotel, Maritime Quarter, Swansea, SA1 3SS

Harry Ray & Company **06/10/2018 11:00**
Town Hall, 42 Broad Street, Welshpool, SY21 7RR

All Wales Auction - South Wales Auction
09/10/2018 The Village Hotel & Leisure Club, 29 Pendwyallt Road, Cardiff, CF14 7EF

All Wales Auction - North Wales Auction
11/10/2018 The Carreg Bran Hotel, Ffordd Caergybi, Llanfairpwllgwyngyll, LL61 5YH

Auction House South Wales **24/10/2018 19:00**
Village Hotel, 29 Pendwyallt Road, Cardiff, CF14 7EF

Town & Country Property Auctions Wrexham
25/10/2018 18:30 St. Davids Park Hotel, St. Davids Park Ewloe, CH5 3YB

Norman Lloyd & Co (Llanidloes) **27/10/2018**
Trewythen Arms Hotel, Great Oak Street, Llanidloes, SY18 6BW

Norman Lloyd & Co (Welshpool) **27/10/2018**
Royal Oak Hotel, The Cross, Welshpool, SY21 7DG

NORTHERN IRELAND

Wilsons (Northern Ireland) **25/10/2018 19:00**
Mallusk Auction Complex, 22 Mallusk Road, Newtownabbey, BT36 4PP

YORKSHIRE & THE HUMBER

East Yorkshire Property Auction - IAM Sold
02/10/2018 Village Hotel, Henry Boot Way, Hull, HU4 7DY

Feather Smailes & Scales **04/10/2018 15:00**
The Pavilions of Harrogate, Great Yorkshire Showground, Railway Road off Wetherby Road, Harrogate HG2 8QZ

Pugh & Company **16/10/2018**
Leeds United Football Club, Elland Road, Leeds, LS11 0ES

Auction House Hull & East Yorkshire
17/10/2018 Beverley Racecourse, York Road, Beverley, HU17 8QZ

South Yorkshire Property Auction - IAM Sold
18/10/2018 19:00 New York Stadium, New York Way, Don Street, Rotherham, S60 1FJ

Mark Jenkinson & Son **23/10/2018 14:00**
Platinum Suite, Sheffield United Football Club, Bramall Lane, Sheffield, S2 4SU

Leonards **23/10/2018 18:00**
Village Urban Resort, Henry Boot way, Priory park, HU4 7DY

Auction House South Yorkshire **24/10/2018 12:30** Copthorne Hotel, Bramall Lane, Sheffield, S2 4SU

Regional Property Auctioneers **24/10/2018 14:00** Doncaster Rovers F.C, Keepmoat Stadium, Doncaster, DN4 5JW

West Yorkshire Property Auction - IAM Sold
24/10/2018 Cedar Court Hotel, Mayo Avenue, Bradford, BD5 8HW

Auction House West Yorkshire **25/10/2018 14:00** Leeds United Football Club, Elland Road, Leeds, LS11 0ES

EAST MIDLANDS

Auction House Lincolnshire North Notts & South Yorks **02/10/2018 18:30**
Gainsborough Golf Club, The Belt Road, Gainsborough, DN21 1PZ

SDL Auctions Graham Penny (Leicester)
09/10/2018 11:30
Leicester City Football Club, King Power Stadium, Filbert Way, Leicester, LE2 7FL

Shonki Brothers (Narborough Road)
10/10/2018 17:30 Leicester City Football Club, Filbert Way, Leicester, LE2 7FL

Midlands Property Auction - IAM Sold
17/10/2018 Village Hotel & Leisure Club, Brailsford Way, Nottingham, NG9 6DL

Auction House Copelands **24/10/2018 19:00**
Chesterfield Football Club, 1866 Sheffield Road, Chesterfield, S41 8NZ

SDL Auctions Graham Penny (Nottingham)
25/10/2018 Nottingham Racecourse, Colwick Park, Nottingham, NG2 4BE

NORTH WEST

Auction House North West **16/10/2018 14:00**
Bolton Wanderers Football Club, Macron Stadium,Burnden Way, Bolton, BL6 6JW

Pugh & Company **18/10/2018**
AJ Bell Stadium, 1 Stadium Way, Manchester, M30 7EY

Auction House Manchester **23/10/2018 14:00**
Manchester City Football Club Ltd, Etihad Stadium, Rowsley Street, Manchester, M11 3FF

Auction House Cumbria **24/10/2018 12:00**
Carlisle Racecourse, Durdar Road, Carlisle, CA2 4TS

Auction House Cumbria **25/10/2018 18:30**
Coronation Hall, County Square, Ulverston, LA12 7LZ

SDL Auctions Cheshire & North Wales
30/10/2018 13:00 Chester Race Course, Watergate Square, Chester, CH1 2LY

SDL Auctions North West **30/10/2018 18:30**
AJ Bell Stadium, 1 Stadium Way, Manchester, M30 7EY

Venmore Auctions **31/10/2018 13:00**
Liverpool Town Hall, High Street, Liverpool, L2 3SW

Edward Mellor Auctions **31/10/2018**
AJ Bell Stadium, 1 Stadium Way, Manchester, M30 7EY

SCOTLAND

Auction House Scotland **04/10/2018 14:00**
200 SVS 200 St. Vincent Street, Glasgow, G2 5RQ

Wilsons (Scotland) **04/10/2018 19:00**
Dalry Auction Complex, 6 Kilwinning Road, Dalry, KA24 4LG

Wilsons (Scotland) **25/10/2018 19:00**
Dalry Auction Complex, 6 Kilwinning Road, Dalry, KA24 4LG

EAST ANGLIA

William H. Brown (Norwich) **11/10/2018 12:00**
Barnham Broom Hotel & Country Club, Honingham Road, Norwich, NR9 4DD

Clarke & Simpson **18/10/2018 18:30**
Ufford Park Hotel, Ufford Park, Melton, Woodbridge, IP12 1QW

Auction House East Anglia **25/10/2018**
Dunston Hall Hotel, Ipswich Road, Dunston, Norwich, NR14 8PQ

Auction House East Anglia **25/10/2018**
Holiday Inn (Wolsey Room), London Road, Ipswich, IP2 0UA

Auction House East Anglia **26/10/2018**
Dukes Head Hotel, 5-6 Tuesday Market Place, Kings Lynn, PE30 1JS