

Property 2021 & beyond

Sunday 21 February 2021 – Online Zoom Webinar

Residential | **Buy to let** | Developments

Investment in BTLs

An overview

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Is now a good time?

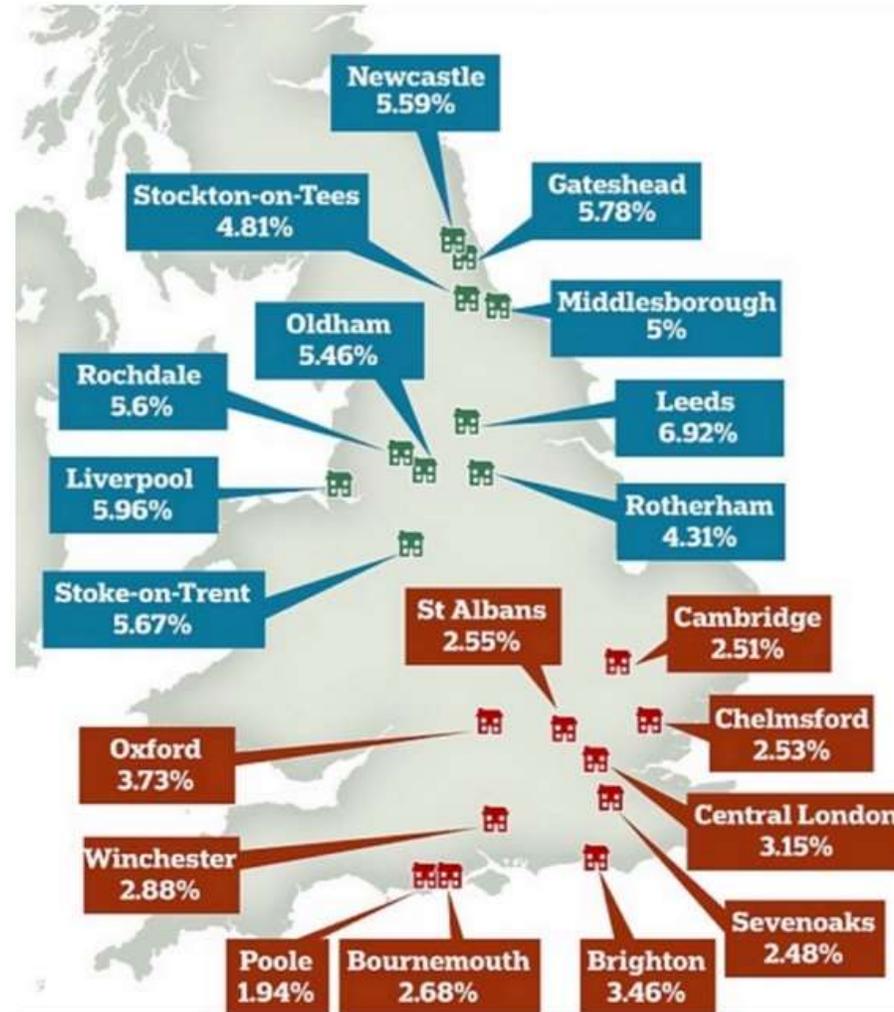
MACRO



MICRO



The North-South divide



Leeds: the underdog

City	Yield	Capital Growth	Entry Price	Wage Growth
London	2.4%	-0.5%	£600,000	2.5%
Birmingham	6.8%	5.4%	£200,000	1.0%
Manchester	7.3%	5.8%	£150,000	0.5%
Leeds	7.1%	5.5%	£100,000	4.5%

Source: CV-Library 2019



The process & timescales

Up to 4 Weeks

Sourcing

After we have established your requirements, we will source the properties for you and send you our appraisal of each property

8-12 Weeks

Purchasing

We will manage the purchase process from end to end to ensure that you complete in a timely manner

Up to 4 Weeks

Refurbishment

We will arrange to carry out works to bring the property up to a good standard and ensure that you comply with lettings regulations

Up to 4 Weeks

Lettings & Management

We will arrange for the property to be suitably tenanted and thereafter, our lettings partner will manage the property for you

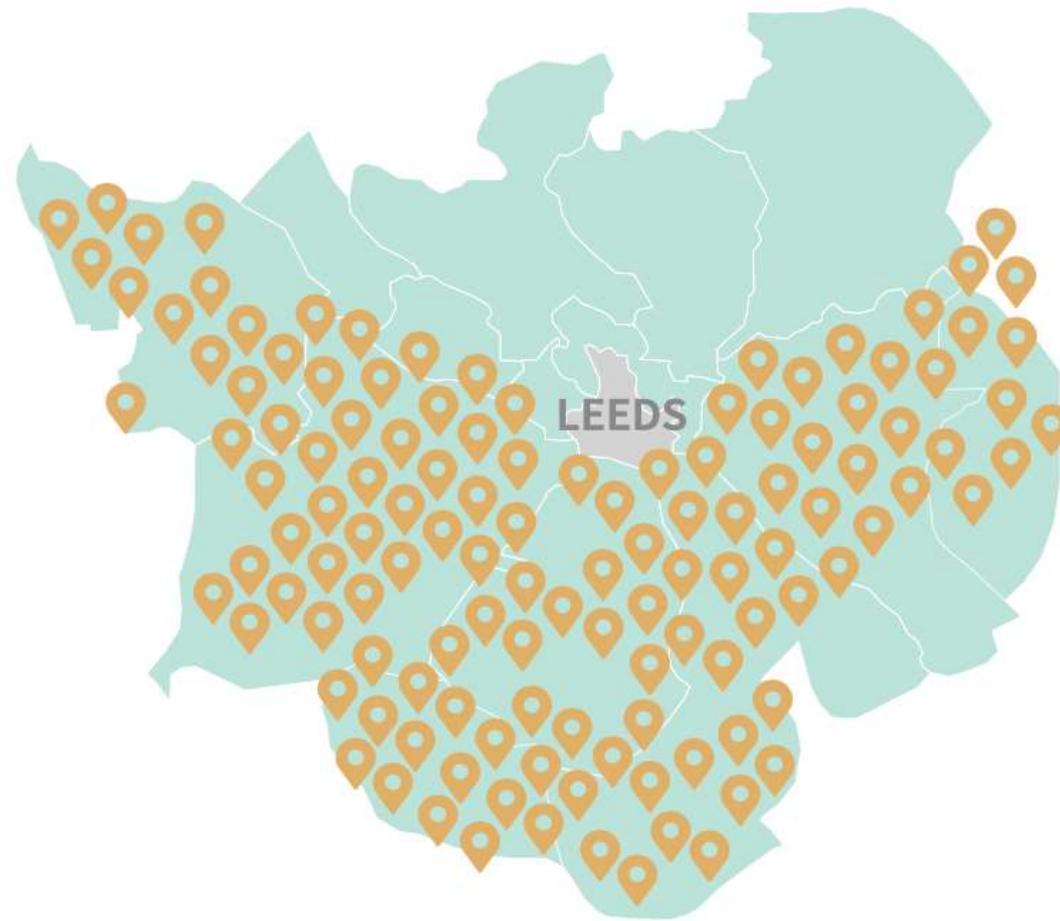


Finding the right property

- Demand & Supply
- Tenant Type
- Property Tenure
- Property Type & Style
- Transport Links
- Council Development Plans
- EPCs
- Local Insight



What we look for



Tools for the job

Address							Comments				
Viewing Date			Viewing Time								
Agent			Asking Price								
Date Added											
Description		1 2 3 4		Semi / Terr		Through / B2B		Mid / End			
Status		Occupied / Vacant		Owner Occupied / Tenant							
Reason for Sale		Probate / Repossession / House Size / Job or School / Tired LL / Old stock									
Internal Works Required		Cons Unit <input type="checkbox"/> Gas Cert <input type="checkbox"/> Faceplates <input type="checkbox"/> Elec Test <input type="checkbox"/> Re-Wire <input type="checkbox"/>		Prof. Clean <input type="checkbox"/> GCH <input type="checkbox"/> Smoke Det. <input type="checkbox"/> Boiler Replace <input type="checkbox"/> Type & Age <input type="checkbox"/>							
Exterior Work Required		Roof <input type="checkbox"/> Scaffolding <input type="checkbox"/> Gutters <input type="checkbox"/> Tiles <input type="checkbox"/> Flashings <input type="checkbox"/>		Chimney <input type="checkbox"/> Pointing <input type="checkbox"/> Front Door <input type="checkbox"/> Windows <input type="checkbox"/> Sills <input type="checkbox"/>		Fascias <input type="checkbox"/> Back Door <input type="checkbox"/> Back Garden <input type="checkbox"/> Front Garden <input type="checkbox"/>					
Room	Lounge	Kitchen	Basement	Hall	Bath 1	Bath 2	Bed 1	Bed 2	Bed 3	Bed 4	
Level	-1 G 1	-1 G 1			-1 G 1	G 1 2	-1 G 1	G 1 2	G 1 2	1 2 3	
Size							S D	S D	S D	S D	
	S M L	S M L	S M L		S M L	S M L	S M L	S M L	S M L	S M L	
Walls	Strip	Strip	Tank	Strip	Strip	Strip	Strip	Strip	Strip	Strip	
	Plaster	Plaster	Plaster	Plaster	Plaster	Plaster	Plaster	Plaster	Plaster	Plaster	
	Paint	Paint	Paint	Paint	Paint	Paint	Paint	Paint	Paint	Paint	



Tools for the job

	A	B	C	D	E	F	G	H	I	J	K	L	M	O
1	No	Status	Date Added	Agent	Address	Postcode	Bed	Type	List/Vendor Price	Refurb Cost	Fees	End Val	Rent Work	Viewing Date
814	1130	IN PROGRESS	15/08/18	Emoov			2	End Terrace	£85,950	£6,120	£4,841	£80,000	£450	28/08/18
815	1131	PURCHASED	15/08/18	MS - Oakwood			2	Mid Terrace	£85,000	£8,040	£5,004	£80,000	£495	28/08/18
816	1132	SOLD	15/08/18	YourMove - Beeston			3	Mid Terrace	£100,000		£4,650		£550	
817	1133	DUD	15/08/18	899 Morfitt Shaw			2	Mid Terrace	£74,950		£3,899		£475	
818	1134	DUD	15/08/18	WB - Oakwood			2	Mid Terrace	£80,000		£4,050		£475	
819	1135	DUD	10/08/18	WB - Oakwood			2	End Terrace	£65,000		£3,600		£475	
820	1136	SOLD	13/08/18	WG - Bramley			2	Mid Terrace	£85,000		£4,200		£475	
821	1137	DUD	11/08/18	EweMove			2	Mid Terrace	£82,000		£4,110		£475	
822	1138	SSTC	13/08/18	Onwards & Upwards			2	End Terrace	£85,000		£4,200		£475	
823	1139	DUD	15/08/18	Tudor Sales & Lettings			4	Mid Terrace	£89,995		£4,350		£600	21/08/18
824	1140	IN PROGRESS	17/08/18	BR - Armley			3	Mid Terrace	£99,950	£9,960	£5,645	£95,000	£595	29/08/18
825	1141	SSTC	17/08/18	MS - Crossgates			3	End Terrace	£100,000		£4,650		£550	
826	1142	PURCHASED	17/08/18	Right Let Leeds			2	End Terrace	£86,500	£6,600	£4,905	£85,000	£500	21/08/18
827	1143	DUD	17/08/18	Right Let Leeds			2	End Terrace	£82,000		£4,110		£475	28/08/18
828	1144	DUD	17/08/18	R2L							£1,650		£600	28/08/18
829	1145	DUD	17/08/18	R2L							£1,650		£600	28/08/18
830	1146	DUD	18/08/18	Doorsteps.co.uk			3	End Terrace	£79,950	£3,900	£4,439	£70,000	£550	28/08/18
831	1147	DUD	20/08/18	GoodMove			4	Mid Terrace	£85,000		£4,200		£600	
832	1148	SOLD	20/08/18	Ritz Property			2	Mid Terrace	£89,950		£4,349		£475	
833	1149	DUD	23/08/18	MS - Beeston			2	Mid Terrace	£75,000		£3,900		£475	
834	1150	SSTC	20/08/18	WB - Morley			2	Mid Terrace	£90,000	£9,300	£5,280	£85,000	£525	28/08/18
835	1151	PURCHASED	20/08/18	BR - Armley			3	Mid Terrace	£99,950	£8,640	£5,513	£95,000	£595	28/08/18



Example

8 Westbury Street 2 Bedroom Town House

Example Deal



Purchase Price	£125,000	Gross Rent	£675	£8,100
Deposit	25% £31,250	Mortgage Interest	3.0%	£2,813
Legal	£1,350	Ongoing Management	11%	£891
Mortgage	£500	Gas Safety Certificate		£70
Survey	£450	Buildings Insurance		£225
Stamp Duty	3% £3,750	Cash Flow (PA)		£4,102
Refurbishment & PM	20% £8,400	Rental Return		Capital Return
Licensing	£1,000	7.2%		5.0%
Lettings	£500	Cash Flow /		Average Expected
Lifestyle Service Management	£9,995	Funds Required		over a 20 year period
Funds Required	£57,195			<i>Capital at risk. Returns can go down as well as up</i>



Partners



Partners



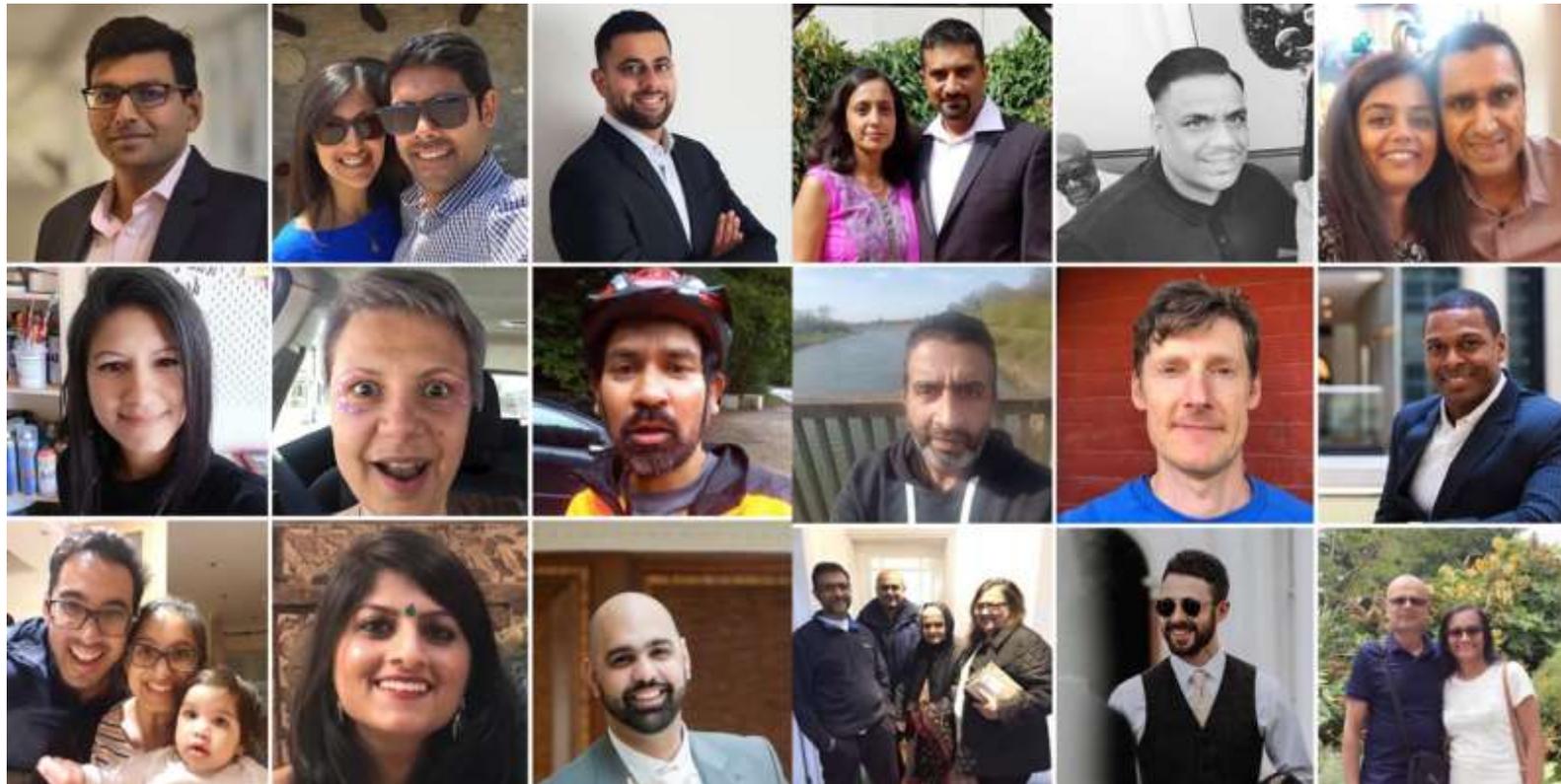
Lifestyle

PROPERTY PEOPLE

Fully Managed High Yield Investments



We help our clients create financial security



Case studies

Client Case Study



Purchase Price	£108,000
Gross Rent	£7,140
Funds Required	£46,190
ROI	7.8%

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Case studies

Client Case Study



Purchase Price	£117,000
Gross Rent	£7,800
Funds Required	£51,875
ROI	7.6%

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Client Case Study



Purchase Price	£107,500
Gross Rent	£7,608
Funds Required	£48,379
ROI	8.5%

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Case studies

Client Case Study



Purchase Price £105,500
Gross Rent £8,400
Funds Required £45,435
ROI 9.2%



Client Case Study



Purchase Price £115,000
Gross Rent £7,800
Funds Required £43,024
ROI 8.6%



Is this you?



"I'm looking to invest, but London is too expensive"

"I've got a lot of money tied up in my house"

"I need to put my inheritance money to good use"

"I just got divorced and need to set myself up financially"

"Our business has been doing well recently and we really need to invest the money"



To conclude



Q&A



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- 7-8% Rental Returns
- Funds Required: £50,000 - £60,000
- Guaranteed Rental Rates
- Leeds City: Zone 2 Properties
- Fully Accredited Buying Agents
- Tried & Tested Model:
200+ Units Purchased to Date

Company Registration: 9056005 - VAT Registration: Z74 6196 T4

The Property Ombudsman (TPO): D14179 - Property Redress Scheme (PRS): PR5005561

Data Protection Office (ICO): ZA173273 - National Residential Landlords Association (NRLA): A102997

