ISSUE 154 APRIL 2021

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Happy April!

When I first sat down to write this, the only thing that came to mind was that it has nearly been an entire year since *that* announcement.

In that time, I've been in the very lucky and privileged position to witness other property investors pull through and even prosper throughout one of the most difficult years in living history.

In fact, I might even go so far to say that seeing their achievements have helped keep spirits high here at YPN HQ (although HQ is Slack nowadays!). In the hope that the roadmap to lifting all restrictions does indeed go to plan, we can't wait to see you all very shortly.

But in the meantime, you still have this magazine to keep you entertained! This month's issue has been one of my favourites to work on; we speak to four people who have been busy juggling full-time jobs, family and property businesses on the side. Their grit and determination is inspiring.

And to continue the stimulating content, Jim Cross's story on creating a profit from paper exercise is particularly interesting, as is Rick Gannon's deep-dive into how to get the most out of the top property websites.

And as always, I'd like to thank you, our readers, for your continued support. We really couldn't do this without you.

That's it from me for this month!

Now pass the Easter eggs …

Angharad

In this issue ...

FEATURES

INVESTING & LANDLORDS

INSPIRATION & LIFESTYLE

SPECIALIST COMMENT

Introducing THE YPN TEAM

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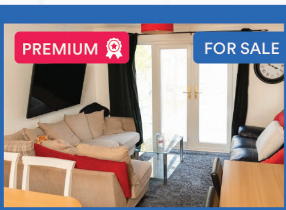
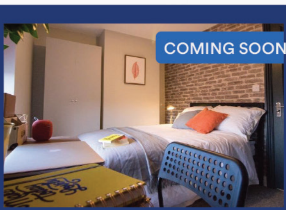


EXCELLENT 7 BEDROOM ALL ENSUITE PROFESSIONAL HMO
King Road, Doncaster, DN1

8 · 8 · 8

INVESTMENT	£280,000
GROSS YIELD	12%
ANNUAL RENT	£20,000
HPI Growth (5 Yrs)	16,7%

FULL DETAILS



FULLY LET INCREDIBLE 6 DOUBLE ENSUITE BEDROOM
King Road, Doncaster, DN1

8 · 8 · 8

INVESTMENT	£280,000
GROSS YIELD	12%
ANNUAL RENT	£20,000
HPI Growth (5 Yrs)	16,7%

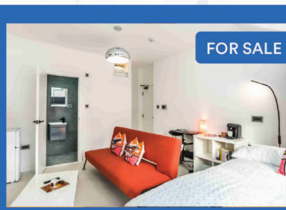
COMING SOON

UNREAL 6 BED PROFESSIONAL HMO PROPERTY
King Road, Doncaster, DN1

8 · 8 · 8

INVESTMENT	£280,000
GROSS YIELD	12%
ANNUAL RENT	£20,000
HPI Growth (5 Yrs)	16,7%

FULL DETAILS



EPIC 5 BED ALL ENSUITE HMO LONDON
King Road, Doncaster, DN1

8 · 8 · 8

INVESTMENT	£280,000
GROSS YIELD	12%
ANNUAL RENT	£20,000
HPI Growth (5 Yrs)	16,7%

FULL DETAILS

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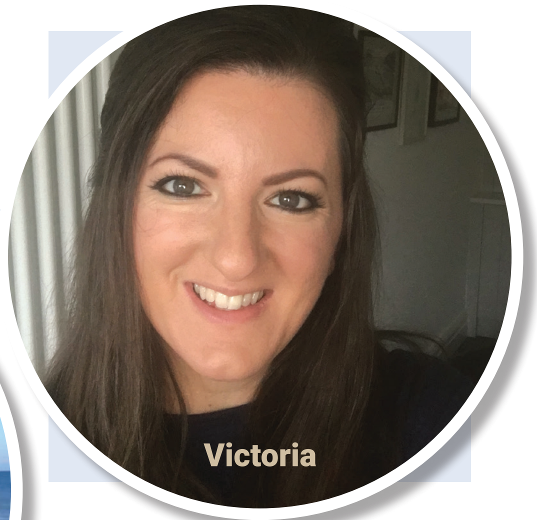
JUGGLING WORK, PROPERTY AND A FAMILY: HOW WE DO IT

Interview and words - **Angharad Owen**



Victoria

Husband-and-wife team Victoria and Antony Miller both work full time, are building their property business and have two children under the age of 10. Phew, if that doesn't sound exhausting, I don't know what does! Over the past year, they have set new goals and started a mentorship programme while juggling homeschooling three days a week. We spoke to Vicky to find out more about how she and her husband balance two full-time jobs, a growing property portfolio and a family life.

Over to Victoria ...

Antony

We live and work in Llandudno, North Wales. I'm a qualified social worker, and I currently work as a manager overseeing a team of social workers and occupational therapists. Antony, my husband, is an electrician and owns his own company. We're both very busy and we each work over 40 hours per week. We have two children, ages seven and three, and over the past year we've had to add homeschooling into the mix as well.

It all started 15 years ago. When Antony and I met, I already owned my own property that I had bought at the peak in 2007. A few years later, we wanted to buy our own house together. After the financial crash, my house was in negative equity so it wasn't a smart decision to sell. Instead, we rented it out and it barely made any money at the beginning. Despite this, it made me aware of the power of passive income, so I started to see how I could build my knowledge.

In 2011 my mum sadly passed away and I was left with an inheritance. Investing the money was an obvious choice, so we used it as cash funds to buy our second property. To increase the value, we spent a further £30,000 on it, and it was a big uplift! After refinancing, we were able to recycle the initial money. I then attended Simon Zutshi's HMO quick-start course and realised that HMOs are much more lucrative than single lets.

> "Now, our portfolio mainly consists of single lets and HMOs; we dipped our toe into serviced accommodation a couple of years ago, but it wasn't quite the right time for us at that point."

We're now starting to incorporate it back into the portfolio again, because Llandudno is an extremely popular coastal holiday destination. With the anticipated boom in staycations it really makes sense to finally branch out into this sector.

Before we were educated, we bought houses in our own names. We then realised that it was more tax-efficient to buy through a company, which is what we do now. At the time of writing, we have two blocks of apartments going through the purchasing procedure. One is right on the promenade in Llandudno with beautiful sea views, so it will be perfect for holiday accommodation. The other will be used for more single lets.

Just over 12 months ago, I started a year's mentorship with Rick Gannon, and that has helped us to increase our rate of investing. We're currently on track to add another 10-12 properties to our portfolio this year, which will more than double it! It's a really exciting time for us.

WHY PROPERTY?

I am very passionate about social work, but as I've gotten older, I've realised that time is a commodity that I can't get back. My job is philanthropic; it's very fulfilling and I feel like I'm giving back to society.

However, after I had my children and after my mum had passed, it really brought home that I'm only here for a tiny amount of time. So that's the main reason why I'm investing in property. My family is important to me and I want to give my children a private education, private healthcare and opportunities to travel and learn about the world.

But it's also important to me to have a goal that's a lot bigger than just me and my family. I asked myself what I would do to change the world if money wasn't an object. The answer is that I'd love to do something to help save the orangutans and rainforest.

Eventually, I'd like to be in a position where I can contribute financially to a charity, and I'd like the opportunity to visit a sanctuary and volunteer our time to help with the cause.

My goals have definitely developed over time, but it's only by doing what we're doing that we're able to explore what it all means to us.

The first milestone is to replace my income. It's a bit scary because I've had a regular income every month for the past 15 years of my life. Also, regrettably your identity can so easily morph into your professional role.

It was only while I was on maternity leave with my first child seven years ago that I realised that my identity was tied up with my job. I didn't know who I was anymore; I was just known as Victoria the social worker. After I had my second child, I applied to go part time, which was rejected. I felt that the work-life balance wasn't there anymore.

Case study 1
PENDORLAN AVENUE

4 bed Semi-Detached
Colwyn Bay, North Wales

Purchase price:	**£90,000**
Open market value:	**£110,000**
Purchase costs:	**£500**
Funding method:	**Cash Purchase**
Total money in:	**£90,500**
Personal money in:	**£90,500**

THE WORKS

Project duration:	**Nine months**
Total costs:	**£71,300**

VALUATION & INCOME

Post-works valuation:	**£165,000**

IF SOLD

Sale price:	**£185,000**
Profit:	**£64,500**

IF RETAINED

Remortgage amount:	**£130,000**
Money back out:	**All + £10k**
Money left in:	**None**
Monthly income:	**£725**
Monthly mortgage payment:	**£338**
Monthly costs:	**Agents @ 8%**
Net monthly cashflow:	**£329**
% Return on money left in:	**Infinite - no money left in**

BALANCE/COMPROMISES

Balancing two full-time jobs, two children and a growing property business evidently means we don't have much spare time, so we make sure the time we do have is used wisely. For example, we no longer watch much TV, because we'd rather use that time to work on property.

I've found that one of the biggest challenges is that other businesses, like estate agents, have the exact same working hours as I do. Viewings need to be done in my lunch hour, but thankfully my husband and I are a structured tag team. Because he's self-employed, he doesn't have a boss to answer to and he's much more flexible with his schedule than I am. That being said, we have finally found a good solicitor and broker that we can speak to at any time. Before that, it was really difficult.

I haven't actually seen two of the properties we're buying at the moment. Antony has seen one of them, but we're planning to view them both properly once it's a little further down the line because it's tenanted.

Investing locally is really important to us too, especially when it comes to managing the refurbishments. We have a trusted team of people that we know, and it really helps that Antony is in the trades.

SYSTEMS

I'd love to say that we have all these systems in place to balance everything, but we just operate with a to-do list. We recently discussed whether we should bring in a virtual assistant, but I don't think we're at that point yet. A lot of what we're doing at the moment is down to us. Viewings, for example, can't really be outsourced. However because of Covid, it is much easier because agents are more open to doing them remotely via video calls.

But there are many things we don't do ourselves. I realised on the training that a lot of people were far more hands on than us! We've never managed our own properties, instead we have an agent. I'm happy to pay the management fee because it means we're not hassled all the time with small maintenance issues — they just get done. As soon as a property has been bought, unless there are any major works or repairs, then it's completely in the hands of the agents. For us, it's a really good use of our money. Our agent has even started bringing us deals from other landlords.

I've also started leveraging my own time more, which links back to wanting more of it. Although I don't have an actual hourly rate for property like I do with work, I do know that working on the property business is going to be more valuable to me than say, spending three hours cleaning the house. Why wouldn't I pay somebody who is skilled at cleaning to do that while I do something that takes me further towards my goal?

Property doesn't feel like work, because it's our passion. The lockdown and pandemic has been a bit of a strange, alien situation because a lot of people can't do their usual hobbies … yet we've actually been able to follow our passion more! It's something we enjoy doing and we get something back from it. I'd much rather outsource the mundane tasks.

That said, since doing property, I've made sure to respect my time more. I used to regularly work through my lunch break and work late, but I'm now a lot more structured with myself. I make sure I finish on time, which gives me a good five hours or so amongst putting the children to bed to work on property.

> "Chunking tasks down into bite-sized doable actions has really helped organise the days where we had to work and homeschool."

Throughout the pandemic, my eldest was going to school two days a week because I'm classed as a key worker. My youngest went to nursery on those same days, so I'm grateful that I had two days respite.

I've tried different systems and apps like Trello and Asana, and apps that help you delegate to other people. But really, we don't think we need anything like that, because the only person I need to delegate to is my husband. A good old-fashioned list works well for us.

CHALLENGES

Honestly, one of the main challenges I've overcome is that I was doing property in secret for many years. I think it was partly because of confidence; I didn't want to tell everyone I was investing in property until I felt credible. I was also worried about how it would look on the outside, especially as my first job in social work was in housing and I worked with the homelessness team. I didn't want to be judged. I was afraid that people would think I was being greedy by investing in property alongside having a full-time job.

At the end of 2019 — before the pandemic hit — I had been in a place of analysis paralysis for about 12 months. I felt I had learned all I needed to learn about strategies, but I was procrastinating and putting off applying the knowledge I'd gained.

I wanted a mentor, and signed up to Rick Gannon's 12-month mentorship programme. He encouraged us tell everyone what we were doing. If it hadn't been for that push, I probably wouldn't have done it. It's been such a journey, because until that point, I didn't have a website or a Facebook page for the business and nobody except a handful of people knew what we were doing.

When I eventually told everyone, it was completely fine! I had built up this story in my head that wasn't true. I've been welcomed to the community and so many people around me have been incredibly positive and supportive. Antony has had a lot of questions about it too, because he's out and about more than I am, and people seem to want to know more and are interested in working with us as joint venture partners or private investors. I'm glad I did it.

I'm so grateful for Rick's advice. He helped us see that it isn't our problem what other people think of us. The support from everyone and the sense of community was a big help.

Case study 2

LONSDALE HOUSE

1 bed flat
Llandudno, North Wales

Purchase price:	**£53,000**
Open market value:	**£70,000**
Purchase costs:	**£2,000**
Funding method:	**Second Charge**
Amount of funding:	**£53,000**
Total money in:	**£2,000**
Personal money in:	**£2,000**

THE WORKS

Project duration:	**Three months**
Total costs:	**£5,000**

VALUATION & INCOME

Post-works valuation:	**£85,000**

IF SOLD

Sale price:	**£80,000 - £90,000**
Profit:	**£20,000 - £30,000**

IF RETAINED

Remortgage amount:	**£80,000**
Money back out:	**All**
Money left in:	**None**
Monthly income:	**£525**
Monthly mortgage payment:	**£232**
Monthly costs:	**Agents @ 8%**
Net monthly cashflow:	**£251**
% Return on money left in:	**Infinite - no money left in**

Llandudno, North Wales is an extremely popular coastal holiday destination

Case study 3

MOSTYN AVENUE

(ONE OF CURRENT PROJECTS)

Freehold block of flats
Llandudno, North Wales

Purchase price:	**£150,000**
Open market value:	**£200,000**
Purchase costs:	**£2,000**
Funding method:	**Bridge**
Deposit paid:	**£49,000**
Amount of funding:	**£101,000**
Borrowing rate:	**0.85%**
Monthly mortgage payment:	**£3,000 retained (based on 4 months)**
Total money in:	**£51,000**
Personal money in:	**£51,000**

THE WORKS

Project duration:	**Four months**
Total costs:	**£20,000**

VALUATION & INCOME

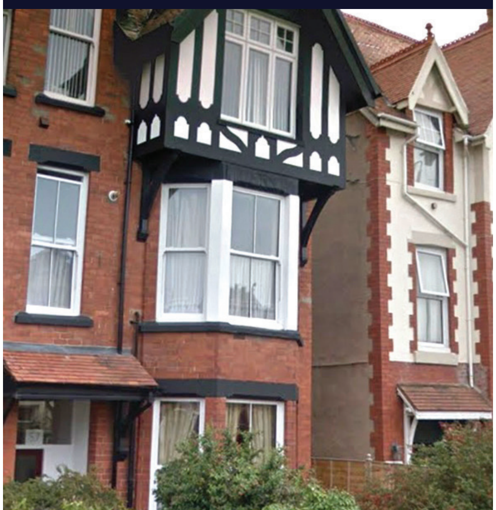
Post-works valuation:	**£255,000**

IF SOLD

Sale price:	**£255,000**
Profit:	**£80,000**

IF RETAINED

Remortgage amount:	**£191,250 (75% of £255k)**
Money back out:	**£85,250**
Money left in:	**None**
Monthly income:	**£500 x 3 - £1,500**
Monthly mortgage payment:	**£630 (approx. based on 4%)**
Monthly costs:	**Agents @ 8%**
Net monthly cashflow:	**£750**
% Return on money left in:	**Infinite - no money left in**



LOOKING FORWARD

I don't think I've allowed myself to think ahead beyond this year! We've finally found our niche, which is buying blocks of flats to either be single lets or serviced accommodation depending on the location. I do see us moving more into the serviced accommodation sector in the future, though. Beyond that, I would be interested in doing some developments or commercial conversions, but I believe that you should focus on getting one thing right first before moving on.

Once the three purchases we have in the pipeline are complete, we'll have enough of a cashflow to replace my income. I would like to eventually go into property full time because although I love my job, I don't love the bureaucracy.

ADVICE FOR OTHER PEOPLE BALANCING PROPERTY ALONGSIDE A FULL-TIME JOB

My first piece of advice is to definitely outsource. I've spoken to people who travel an hour or more on evenings and weekends to do a refurbishment themselves, while saying that they don't have any time to do anything else. Let go of the tasks that aren't essential for you to be involved in. Don't be a control freak!

Secondly, chuck tasks together into what's going to make the most money and what are long-term, slow-burning tasks. Personally, we try and get three of them done in a week. I regularly refer to the book Eat That Frog by Brian Tracy, which tells you to do the hard task first. Other books I can recommend are: *Rich Dad Poor Dad* by Robert Kiyosaki, *Life Leverage* by Rob Moore, *The Slight Edge* by Jeff Olson and *The Compound Effect* by Darren Hardy.

Leverage and consistency are the two main things. A little bit every day is better than a huge chunk one a month. Just keep chipping away and you'll reach the diamonds.

GET IN TOUCH

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MANAGED LIFE AS A MEDIC AND A PROPERTY INVESTOR WITH A PANDEMIC THROWN IN

DAY JOB: ENT CONSULTANT / SIDE-HUSTLE: HMOs

Interview and words - **Jayne Owen**

Investing in property demands time, energy and headspace. A busy day job can take up time but might leave enough energy and headspace to tackle the challenges that property throws at you. But how do you cope when you have a demanding profession that eats up all three in the best of times, then asks even more of you when a pandemic is thrown into the mix?

ENT Consultant Surgeon Tom Rourke found himself in this situation last year. We all know the pressures that the NHS have been under since last March and Tom was one of the people on the front line. At the same time, he was coordinating HMO refurbishments. And he has a young family.

Keeping some sort of balance – both lifestyle and mental – under these conditions takes ruthless organisation. That's something that Tom confesses he didn't get quite right at the beginning but has implemented over the last year to achieve a much better equilibrium.

With the demands of his professional career, why the desire to introduce the added complications of a side-line business? Tom is candid about why it was so important. While his medical career is both intrinsically and financially rewarding, he was becoming aware that his own and the family's financial wellbeing was reliant on him and the time he was putting into it.

"I wanted to create a different way of earning an income that wasn't so reliant on my time. The property model I have chosen is very front-loaded, very time-intensive at the beginning but that will improve. At the back end, once it is up and running, you can earn a reasonable income per property and the time input going forward is much less."

In answer to the question "Why property?", it turns out that Tom was no stranger to it. His parents built two houses while he was growing up and in addition he has carried out major refurbishments on three homes over 12 years, encompassing everything from full rip-out to loft conversions to extensions.

> I did a lot of that myself initially and really enjoyed it. I spent hours on the houses during evenings and weekends over the years so when I got to the point of setting up a business, property was a natural progression.

EDUCATION FIRST

A period of education followed his decision. He spent the best part of a year devouring books, magazines and articles, making the most of his one to two hours a day on the road by tuning into podcasts and audiobooks about property.

With both a Medical degree and a Masters Degree in Medical Education, Tom places a high value on education. Despite the immersion in books and podcasts, he felt that he wanted to undergo more formal and structured learning before taking the plunge into property. *"I started a mastermind programme on property development with the White Box team in 2018, then started Simon Zutshi's Mastermind three months later, following both at the same time."*

A CLEAR STRATEGY

A glutton for punishment, perhaps, but getting the groundwork in place was important for Tom. After all, he didn't really have the time for a more leisurely trial and error approach to see what worked.

The development mastermind proved valuable in a different way in that it helped him crystalise the fact that he wanted to focus on cash flow. *"I got quite close to purchasing a couple of development projects, getting as far as doing the valuations and surveys. I realised though that development is a cash-heavy investment and there's quite a long timeframe between investing your money and getting your return. What I really wanted was to generate cash flow on a monthly basis, so I took a step back from development and turned instead to HMOs."*

The next decision was location, something he discussed at length with his coach. He investigated northern cities including Blackpool and Manchester but concluded that the best option would be to stick close to home, which is just north of Reading. That brought other challenges as this is one of the most expensive areas for investing in the country.

His bought the first two properties in High Wycombe, but has since extended his investing patch out to Reading and Oxford, which are within a 50-minute drive from home. Deals might be harder to find and the numbers harder to stack in the South East, but finding a way to make it work locally was more important than incurring the additional hassle of having to travel further afield. *"Prices are high but at the same time rental demand is good and you get higher-end rents at the end of it. As long as you find the right deal, it's definitely achievable."*

Tom's medical career, experience and contacts have led him towards a particular tenant demographic. *"Almost by default, we ended up getting quite a lot of healthcare professionals in our properties and that has led us to focus on that market."* Their property business is called Medshare, providing house-shares for healthcare professionals. Tom now aims to buy properties close to hospitals either within a short walking distance or within a 10-minute drive.

DEAL CRITERIA

With limited time and energy to spend on exploring and experimenting with deals, Tom has learned to be specific about what he takes on. A successful deal for him is driven by the numbers. *"That's the crux of it all, and what makes a good deal versus a bad deal. It might be obvious to say that, but when it comes to ROI, it depends on the risk involved as well."*

To explain further, Tom looks for an ROI of 20%+ with around £1,000 cash flow per month on a reasonably straightforward deal where he is confident his scheme is achievable and planning risk is minimal. For example, converting a four-bed house into a six-bed HMO. A larger or more complex project that might require sui generis planning permission comes with more risk so he would look for a higher return of 30% or more to compensate for the risk involved.

BALANCING WORK AND PROPERTY

Juggling his role as a consultant versus the demands of property is, Tom says, tough. *"I won't lie. When I first started I thought I would continue with medicine full time and property would be very much on the side. But it became obvious quite quickly that was going to be difficult. I was working 60 to 65 hours a week as a doctor, then doing 20 hours a week on property, getting home around 6:30-7pm and working till 10pm at night and most of Saturday as well. My eldest daughter was a year old at the time and I got to the point where the balance was wrong."*

To redress the balance, Tom took the brave decision to scale back his medical work to two or three days per week, giving him the rest of the week to focus on property. *"I'm very happy with that balance. It gives me enough medical time to get the reward out of it that I enjoy, seeing and treating patients."*

He is much stricter with weekend time too, keeping weekends free (aside from medical commitments) unless anything urgent crops up. While that takes care of the physical time, headspace is a different issue. *"That's still a work in progress. I've learned over the years to shut off from medicine. When you have a bad, full-on day you have to learn to walk away from it and switch off for the evening. I'm learning to do that with property but you can find yourself thinking about houses and deals, stresses, worries and anxieties and all that stuff most of the time if you're not careful.*

SYSTEMS AND SUPPORT

With a lot to do and little enough time to do it, support is essential. Tom chose to self-manage tenants and properties for the first year while starting to build the portfolio but has since outsourced the task to a specialist HMO lettings company. He has also brought in casual help on the refurbs, mainly from people he knew who wanted to take on some part-time work.

A more permanent solution has come in the form of working with a builder who now does a lot more of the project management, allowing Tom to take a step back from the hands-on role. *"Ultimately my time was better spent sourcing deals, sorting out the finance, the legals, the planning and so on. That's the bit I really enjoy and where I can add most value to the business."*

He has also brought in someone to help with Medshare social media for 10 hours per week. But beyond the more formal outsourcing, both Medshare and the investing is a family affair. Tom's wife works on the interior design for the properties and is also active on the social media accounts.

CASE STUDIES

Turning to the case studies, Tom walks us through the details of two of his HMO properties in High Wycombe.

Case study 1: GREEN STREET

THE PROPERTY

Three-bedroom residential terraced house converted to four-bedroom HMO.

THE NUMBERS

Purchase price:	**£222,700**
Initial asking price on open market:	**£260,000**
Purchase costs, incl SDLT:	**£11,800**
Deal structure:	**EDC over five months**
Deposit @ 5%:	**£13,770**
Total money in:	**£231,800**
Personal money in:	**£11,800**

The vendor was a landlord, or rather landlady, with a portfolio of properties in the local area. The house was on the market initially for £260,000, but I had seen the price come down to £250,000 then £240,000. I put in a cheeky offer of £200,000 which was, quite understandably, rejected. After upping it to £210,000, also rejected, I walked away. However, I came back to it a couple of months later and offered £220,000 on an exchange with delayed completion (EDC) basis, and she accepted.

Although the property was on the open market with an agent, I had been sending out letters to landlords to say that I was looking for properties, and she responded to my letter. That started the conversation and even though I bought it through the agent, it would have been much more difficult to agree the EDC deal without that communication and building up the rapport first.

Although I buy most of my properties through agents, I do try to talk to and negotiate with the owner directly as much as I can. It makes a difference. It makes life much easier, the process is smoother and you can iron out any creases that come along.

THE WORKS

Project duration:	**Four months**
Costs:	**£71,300**

We stripped the house out completely, rewired and replumbed. We added a loft conversion and installed a new staircase. The original staircase went straight up through the middle of the property so we moved it to a wraparound design on the side.

We redesigned the ground floor to create a front bedroom and lounge, and knocked a rear kitchen and downstairs toilet through to make a big open kitchen area. On the first floor we created two en-suite bedrooms and a shower room, then added a fourth bedroom in the loft.

We started the work in November 2019 and finished in March, just in time for the pandemic. It was valued three days before lockdown! Fortunately, we had three tenants lined up ready to move in, and a fourth tenant moved in towards the end of the lockdown period. The house was 75% occupied for about three months but it was enough to cover the bills.

The EDC structure meant that we were able to do the works before completing at the end of March.

THE END RESULT

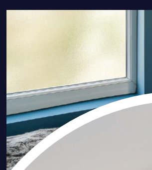
Post works valuation:	**£310,000**
Remortgage:	**£230,400**
Rate:	**4.57%**
Money left in:	**£72,700**

MONTHLY FIGURES

Income ...	**£590**
	£700
	£650
	£625
Total income (bills incl):	**£2,565**
Mortgage payment:	**£880**
Costs:	**£400**
Net cash flow:	**£1,285**
ROI:	**21%**

The house is in a central location, it rents well and the ROI is reasonable. From that perspective it's a good, solid deal.

What it has highlighted is that you need bigger properties if you want to get higher ROIs or if you want a more guaranteed cash flow. With only four bedrooms, cash flow can drop significantly if one or two tenants move out. That has less of an impact if the property is bigger, and the cash flow becomes more reliable.



Case study 2: MAYHEW CRESCENT

THE PROPERTY

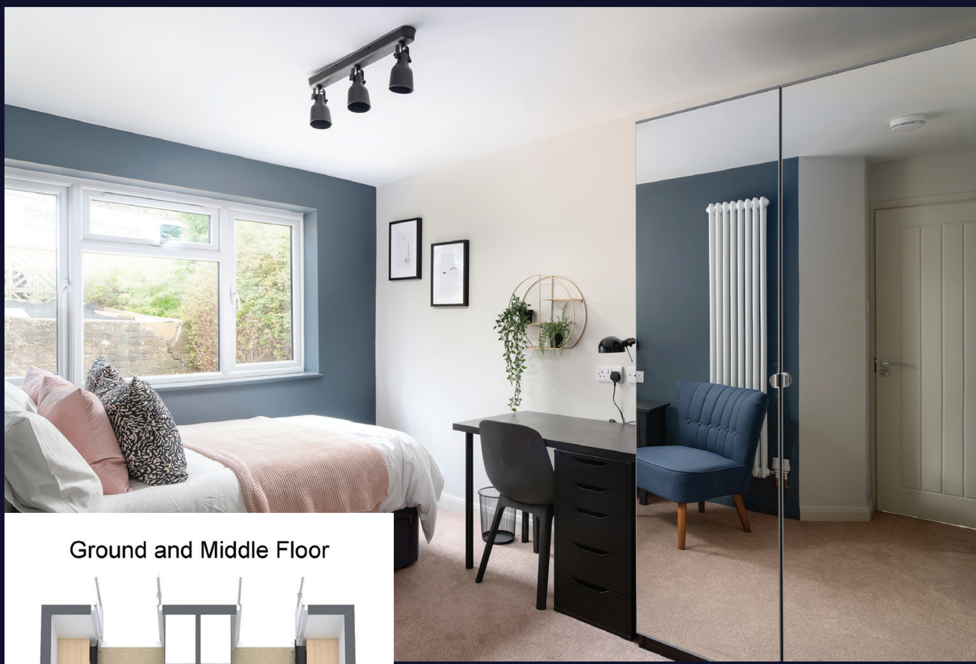
Three-storey, four-bedroom semi-detached house converted to six-bedroom HMO. This was a much bigger project both in terms of property size and works.

THE NUMBERS

Purchase price:	**£310,000**
Initial asking price on open market:	**£325,000**
Purchase costs, incl SDLT:	**£17,400**
Bridge funding (includes fees and six months' rolled up interest):	**£237,800**
Rate:	**9% pa, 1.95% arrangement fee, no exit fee**
Deposit (funded by company and investor funds):	**£89,000**
Monthly payment:	**£1,737**
Total money in:	**£344,200**
Personal money in (company funds):	**£56,400**

This property was a repossession. I bought it through an agent and it was a lesson in communication, to make sure that you speak to the person who is making the decision. I had initially agreed an EDC via the agent but about three weeks before exchange the seller, a bank, turned around and said they hadn't agreed to it. They wanted it to be a straight purchase so I faced a last-minute frantic push to get funding.

I tried to negotiate the price down and eventually succeeded in getting them to agree to reduce it by £4,000 to £310,000, not as much as I hoped for in the circumstances. It was a bit of a curveball and I haven't quite figured out why this happened so late in the process. I have put it down to just being one of those lessons you learn.



THE WORKS

Project duration:	**Five months**
Planning costs:	**£5,000**
Planning duration:	**Two months**
Total costs:	**£145,000**

We added a rear extension and changed the porch structure on the front of the house, for which we had to get planning permission.

Internally, we created two bedrooms (one en-suite) on the middle floor and two en-suite rooms, utility room and bathroom on the top floor. On the ground floor we created a large kitchen/diner and added two en-suite bedrooms in the extension.

It was a full strip out job, complete rewire and replumb, new boiler, internal structural steels to remove walls downstairs, replaster and redecorate. We also redid the garden.

It was a big job and I learned a harsh lesson. I had to take over the project management from the builder – let's just

say he wasn't quite as experienced as I thought he was and got out of his depth quite quickly. To make it worse, this was about the time that we went into lockdown and because of the Covid situation, I was working day on, day off at the hospital for about two and a half months. On the alternate days when I wasn't at work, I'd be on site. It was pretty full on and I have vowed never to go there again!

Working on an investment property is very different to doing up your own house, particularly if you've got a busy job. I learned a lot and the process has stood me in good stead for projects afterwards but I'd say it's not the best use of time if you want to grow your portfolio, especially if you're working at the same time.

That said, one of the things I liked about the experience was being able to drill down into the costs. You don't always understand what things cost when you get a quote from the builder but because I was buying all the materials, I could account for everything.

THE END RESULT

Post works valuation:	**£570,000**
Remortgage:	**£426,300**
Rate:	**4.74%**
Money left in:	**£62,900**

MONTHLY FIGURES

Income ...	**£600**
	£625
	£635
	£650
	£600
	£650
Total income (bills incl):	**£3,760**
Mortgage payment:	**£1,680**
Costs:	**£570**
Net cash flow:	**£1,510**
ROI:	**29%**

Although this was a steep learning curve, it worked out very well in the end. I think a return of close to 30% is solid and about as good as we can achieve in the South East.

LOOKING AHEAD

Looking ahead to the next 12 months, when his NHS role will hopefully be less demanding than the past year, Tom already has a couple of deals in the pipeline. His plan is to do three HMO projects this year and five in 2022, each with a minimum of six bedrooms and ideally a little larger. The numbers certainly work better on the bigger properties but that must balance against the increased planning risk.

Longer term, Tom intends to move into new build projects. For now though, his focus will remain on building a property business with a strong cash flow in a way that not only secures his financial future but also frees up that all-important time, energy and headspace.

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Listen to Tom talking to Jayne about managing the balance between day job and property, the Covid impact and lots more in the interview.

THE DAY-TO-DAY CHALLENGES

OF BEING A PROPERTY INVESTOR

Interview and words - **Raj Beri**

Perhaps you have a busy job or you are busy with children or something else, or perhaps you have all of these challenges. For all the right reasons, you also decide to secure your own and your family's future and become a property investor. Life was already a challenge and a juggle and it's now become a whole lot busier. So how will you cope with your day jobs but also make inroads into becoming a property investor. In this interview, Louise Smith shares her background and her challenges and describes how she is making it all work.

YPN: Tell the readers a bit about yourself and what you did before entering the world of property investing.

Louise: My life has always revolved around horses. A passion since childhood. I left school at sixteen, and worked at a riding school. It was incredibly hard work and long hours which stood me in good stead for the years ahead! I competed around the country and also taught children to ride – all very satisfying but all extremely tiring. I moved on and furthered my equestrian career in other yards and as I turned twenty one was given a fantastic opportunity to manage Sir Paul McCartneys yard in East Sussex.

I was in charge of his entire program and was responsible for the fitness of the horses, the breeding program etc. In my role as the equestrian manager, I had significant control over what went on day-to-day and, that suited me much better than being constantly told what to do as in the first few jobs.

YPN: How did your interest in property investing come about?

Louise: I grew up in a house with land and I had my own horses, so moving out of my parent's house to set up home was never high on my list of priorities. However, I had been dating my boyfriend, now husband, for some time so it seemed a natural progression to set up home with him and we purchased a small house nearby. The property was dated so we did what most people do and added value to make it a real home.

In 2006, I read a property book which first sparked my interest in property as an investment. It wasn't really a training book as 80% of it focused on how wonderful property was but it ignited something inside me to ask "actually, this could be something I could do on the side". I had been working with horses for a long time and I didn't necessarily want to leave my job because I was very happy, but I needed something extra in my life.

Just out of interest, I had our home revalued and discovered that it had increased significantly in price – without even releasing it, I had bought our first property below market value!! I remember thinking, "Wow, that was easy money."

Having read the book and having revalued our home, I then decided to persuade my boyfriend that property investing was something we could do and something that could secure our financial future, so we should consider refinancing our home to buy an investment property. He thought I had lost the plot and was questioning why we would take on more debt. Reluctantly, he agreed but pretty much said "Look, I don't care what you do, I just don't want to know about it, because I'll worry." So, although I had the green light, I was also a little worried because this was our money, and our initial plan to buy something bigger to live in would need be put on hold. Although apprehensive, it wasn't long before Peter came on board with what I was doing and started helping me with the refurbs!

Although everyone calls the strategy BRR these days, my plan was to buy a property below market value, do it up and refinance it. It was a real eye opener for me and I did my first deal without really knowing what I was doing. However, the whole experience was a real breath of fresh air for me as I had been working with horses so long and I knew no other world. Property was something different and something I could learn about and develop a passion for. We were both working full time, so the property investments were more about building equity for later life.

Although I was learning as I went along, and defining my own methods, it was clear that I was very good at building relationships with vendors/agents and finding deals, but perhaps not so hot at the back-end paperwork.

YPN: You knew you would have to juggle property with the day job, kids etc – what decisions or processes did you put into place?

Louise: Initially, I didn't think too much about systems and processes but I knew that I wanted to invest close to home and not drive miles just to view a property, and I have stuck to the same approach to this day. For us, it's not just about being able to view a property quickly if it's a potential deal, but also because it's much easier to self-manage properties that are nearby.

Property investing was going to be a juggling act, so what we did and where we did it had to fit around work and eventually kids ie be able to do property during and after workhours, weekends etc. In addition to the logistical rationale, I was also most comfortable with the figures in my area and knowing a deal when I saw one.

The first deal, which was only a one-bedroom ex-council flat, was terrifying as it was a probate property which needed a full refurbishment. Peter took on the refurb himself but we also called on family to help. I would finish work at 6pm then go straight to the flat and be painting into the early hours!!

We made mistakes but also learnt so much in doing that first deal eg we persisted in trying to rent to professionals but the area required a different tenant type. We still own the flat and have been able to provide a home to many tenants in receipt of benefits over the years.

My juggling act went to a different level with the arrival of two children. However, I used the maternity leave period after both children to scale up and buy more property. I just got on with it but now appreciate that one of my qualities is being productive with my time. Currently, but excluding the home schooling that has taken a significant toll on my time, I don't start work until 10am so I have time after the school drop-off to work on property. I also squeeze in more property stuff such as making calls during the commute and at lunch times. If anything, I am much more focused and productive with my time than I used to be, despite holding down a full-time job and having two kids in tow.

YPN: What else have you done to fit property with your busy lifestyle?

Louise: More recently, apart from being productive with my time, I have started to outsource more and more as the business grows. We have used VAs for some time but in the last six months I have also taken on a UK-based PA. Her roles are growing but she is dealing with all those little things that "only take 20 minutes" but soon add up, and this allows me to be more productive elsewhere. It would be remiss of me not to mention the massive juggle over the last 12 months with respect to the children being on/off school and getting involved with home schooling. This is not my forte or the children's! Generally, I get up at 5am to tackle the most important tasks before the children wake up – I can often get five hours of work done in two during the quiet time of the morning.

Then it's a switch over to home schooling which is not an easy task if I am totally honest. During the last year, what has really helped is that I have become part-time in my Equestrian Manager role. Often, my kids come with me to work at the farm and are able to ride the ponies and run around, so we are very lucky in that respect. Obviously, we have to mindful of COVID regulations, so depending on the restrictions we are under, my husband Peter will often come home by lunch time to look after the kids and I'll spend the rest of the day at the yard. Then it's back home to cook and speak at property networking events, work on the business or have some family time, depending on what night it is! It has not been easy but we are making it work.

It has been massive learning in the last six months and things became rather stressful in trying to finish a project in the second lock down. Materials were very difficult to get hold of and getting work done was proving a challenge. Even though Peter is on site with his brilliant team of builders, some trades were getting delayed on their other projects. That period of intensity made me release that I have got to take outsourcing to a different level. I have a real passion for horses and property but if you don't make time for your family and those things that you enjoy, you get frustrated and resentful about what you are doing. These days, I diarise everything, including family time and this process really works.

YPN: How has your property business evolved over the years?

Louise: We initially built a portfolio of single lets but within that mix we also did a few flips. In 2016, I decided to step the business up and get educated! I also wanted to surround myself with people that understood property as an investment and business.

The training in 2016 led to a big change in that property went from being a bit of a hobby and something for the future, to

something that could help us now. This has been driven by a reignited desire to have a bigger house in the countryside with land and stables of our own, so that's something we are striving towards and has been a massive turning point.

In 2018 and having resisted it for some time, I did the required research and thought that high-end HMOs would work in our area. Having researched the area for a few months I decided to take the plunge and buy 4-bed properties and turn them into 6-bed HMO's.

Strange though it may sound, I've never enjoyed my job with the horses as much as I do now as it's almost become my downtime. Doing property is amazing but it can be busy and can be full of highs and lows but when I go to work, I'm totally relaxed and I feel really fortunate to be able to do a job that I really love. I work in an incredibly stunning setting and work with some lovely people and it has been fantastic to be able to juggle property with my other passion.

As I mentioned earlier, I have started to outsource a lot more but one of the earliest things I tried, which didn't pan out, was regular call to agents to identify properties before they hit the internet. Outsourcing this to a VA didn't work out even though I provided the VA with lots of training – I think it was just due to communication, so having 1:1 conversations with the agent still sits with me.

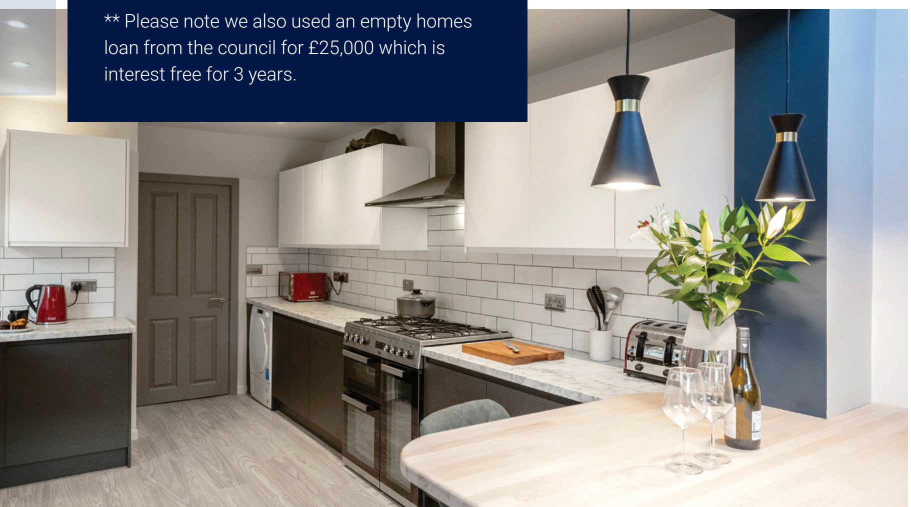
Case Study

BOSCOMBE ROAD, FOLKESTONE

For this project, we converted a 4-bed property into a high end all-ensuite 6-bed HMO.

Purchase price	**£235,000**
Refurb cost	**£95,000**
Revaluation	**£350,000**
Interest rate	**4.7%**
Monthly Rent	**£3,500**
Monthly mortgage	**£1,026**
Interest to investor for money left in @ 8%	**£286.67**
Bills	**£502 pcm**
Net monthly cashflow	**£1,685.33**
Annual net cashflow	**£20,223**
ROI	**29.7%**

** Please note we also used an empty homes loan from the council for £25,000 which is interest free for 3 years.



> Conversations with agents just can't be mechanical so I never ask if they have a deal or a property under a certain price.

These days, it's more along the lines of whether they have a vendor who needs a quick sale, be that due to divorce, probate etc, and positioning yourself as the best person to solve their problem.

Having said that, I've used VAs for lots of data scraping activities and for other straight forward tasks and this has worked very well. I am also just about to ask the VA to start sending HMO landlord letters which will make this whole process more consistent. With overseas VAs, you have to be very precise with what you are asking and have a checklist backed by operation manuals.

With the UK-based PA, I have entrusted her with a myriad of other tasks eg making various purchases, arranging EPCs, tenant check-ins/check outs and her list of activities is growing almost to a role as property manager. Other ways I cope with running the business is expanding the roles of my cleaners eg they do the fire alarm checks. They also report maintenance problems they spot during a clean to my husband Peter who is now fully in charge of project managing our refurbishments and the on-going maintenance.

YPN: Talk us through a case study which tested your property juggling to the limit?

> When the builders went back to site, the next challenge was lack of materials so Peter would be calling me at work asking for help in getting certain materials so he could get on with the build.

Louise: The property which completed in March 2020 is the one that comes to mind. We managed to get into the property for two weeks before the official lockdown was announced. It was a major rip out project and multiple contractors weren't being allowed on site at one time, so we closed it for six weeks. However, we went to site as a family and managed to plan what needed to happen in each room whilst the kids were kept busy drawing on the walls!

This wasn't productive for either of us so that's when I decided we needed an extra pair of hands which led to the local PA being engaged. Having sourced various materials, shortage of plaster became the next big hurdle closely followed by actually finding a plasterer because our regular guy couldn't attend. Peter is a perfectionist so we ended up going through a lot of plasterers as our usual ones were busy and the only others available weren't very good at their job! It all got a little stressful. Everything took longer on that project and we overran by almost two months and went over budget but in the great scheme of things, we were pleased to have finished it, especially with the year we have had.

It'll be great when Peter can work on our property business full-time, but at the moment he also works on other people's projects for cashflow purposes. His background is ground works so drainage, patios, driveways for new builds, but he has also expanded to renovation work for others, which he really enjoys. Some of the work on our own projects has been somewhat forced on him, but he is growing with the business and he really enjoys working for himself and pushing our own family business forward.

"What the last 12 months have taught me if nothing else is that it's not wise to have all your eggs in one basket."

YPN: What are your plans for the future and what tips/advice could you offer our readers?

Louise: We are planning to add more high-end HMOs to our business although I am not striving to become a massive HMO landlord. We've also been looking at small developments and recently missed out on a block of garages which could have been demolished to build a couple of three-bedroom houses. Projects like these would fit with what we are already doing as we have investors on board, but ignoring the expertise we have already gained would be a mistake too, so we will continue with flips, BTLs and HMOs when suitable deals present themselves.

What the last 12 months have taught me if nothing else is that it's not wise to have all your eggs in one basket. We have done very well with our high-end HMOs and had a waiting list for the last one we finished but diversifying is very much on our radar.

As for tips, my main one would be to not try and do it all yourself. That said, I think it's important to do a task yourself and get good at it before outsourcing. Secondly, concentrate your efforts on the income generating tasks. I appreciate that readers have probably heard that a million times but it's worth re-enforcing as it's so true. Focus on what you are good at and outsource the rest. Both of these tips will help you appreciate your time and help to remind you why you started doing property in the first place ie to create time to spend with family or to travel. As I found out, it can be all too easy to spread yourself too thin, become stressed and then feel bitter towards what you are doing, which defeats the objective of why you got into property in the first place. Finally, don't forget to reward yourself after any "win", be that securing your first deal or filling your first HMO because as entrepreneurs, we sometimes forget to do that.

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NOW LISTEN TO THE FULL INTERVIEW

A HIVE OF INDUSTRY!

APPLYING DAY JOB SKILLS TO PROPERTY INVESTING LEADS TO TOP NOTCH BTL RETURNS FOR CLAIRE McNEIL

Interview and words - **Jayne Owen**

Claire McNeil's high level corporate career spanned 20 years before she took voluntary redundancy in 2018. Planning a new start as a property investor, she set up a company called New Bee-ginnings to focus on single family lets in the short term before moving into commercial to residential conversations in the longer term.

Life, however, doesn't always go to plan.

After a few intense months of managing refurbishments in 2019, Claire took a step back from property. During this downtime she drew on her corporate experience to help businesses in the SME sector, an activity that took off to such an extent that it became a no-brainer to turn it into another business, Hive Creation. Investing has since become a side-hustle rather than the main event, but as most of her clients to date have been property people, New Bee-ginnings and Hive Creation dovetail and complement each other well.

Over to Claire to tell you about the transitions and challenges of the past three years, her plans for the future and why bees are a recurring theme …

HIVE CREATION

BUSINESS CONSULTANCY

I'm a Manchester girl and this is where the bee theme comes from. The worker bee has been an emblem for the city for over 150 years, symbolising an ethic of hard work and industry, also representing the city as a hive of activity.

I wanted to bring this ethos into my property business, hence the name New Bee-ginnings. For me, this symbolises collectiveness, teamwork, collaboration and community. My other businesses, Hive Creation and Nectar Business Group, have built on the theme. It wasn't intentional but I like the way it has evolved.

The consultancy work came about as a natural result of the skills and experience gained during my corporate career. I did a lot of networking during 2019 and 2020 then when Covid struck and caused such uncertainty, more and more people within my network asked me to help with business issues like systems, task management and processes. That grew into forming the Nectar Business Group.

Hive Creation is the first company within that group and where I now spend most of my time helping businesses improve performance, grow and reduce challenges through improved structure and organisation, by developing and implementing operational frameworks. That covers anything and everything from clarity around strategy to business planning, management systems and governance frameworks! Hive also delivers skills and development training and leadership coaching to help clients sustain the positive changes.

PROPERTY INVESTING

My interest in property was driven at first by a desire to move to Cyprus. If we rented our house out, I realised the income could support us. That prompted the thought of selling the house and buying two to create more rental income. From there, the idea progressed to using the money to fund deposits, taking out BTL mortgages to get even more properties and income, giving us the freedom to work remotely and travel.

At this point I was still working in my corporate job in a FTSE100 company, but after 20 years in senior leadership roles, the shine had well and truly worn off. There was so much bureaucracy that I felt held back and frustrated. I'd had enough.

Then it was like the universe spoke to me! While I was contemplating the potential of property, my boss told me I was at risk of redundancy. A consultation period followed when I spoke to financial advisors and explored different scenarios.

However, after 20 years on a decent salary, they were offering a good package so instead of moving into another role, I took the plunge and left.

That was at the end of 2018 and it coincided with the purchase of my first two BTL properties. I had released equity from our house to fund the deposits and refurbishments and then used the redundancy money to fund living costs as a buffer while I worked on the houses.

I settled on the traditional BRR model of finding deals, refurbishing the properties then renting them out as single lets. My longer term strategy was to build cash flow and progress towards commercial conversions.

Many people in property use the term "strategy" differently, but HMOs, single lets, rent-to-rent, etc, are what I would call business models. Strategy is about business approach and planning.

I had to rethink my property strategy last year when I realised my time would be best spent in Hive Creation. I had already started the process of creating a SSAS pension and at the time of speaking it has just been approved by HMRC. The SSAS funds play an important part in my new property plan, which has two parts:

1. **Lend 50% of the pension pot to New Bee-ginnings to purchase property to refurbish and either hold in the portfolio or sell on to create more working capital. To achieve this, I will work with trusted sourcers and project management teams.**
2. **Act as the funding partner on commercial to residential conversions, leveraging a trusted joint venture partner's time and property expertise.**

The initial objective is to create security and income within the business. Once we meet that target, I will continue feeding back into the pension pot, which will ultimately become a trust fund for my kids.

PRESSING THE PAUSE BUTTON

I deliberately took a breather from property in the second half of 2019, partly because I was shellshocked after the refurbs! I also wanted to learn how do to things properly after the challenges I'd experienced.

I worked with a mentor, Jackie Tomes, who is very much on the same page as me when it comes to business strategy around property. I did a lot of reading, went to networking events galore and made an effort to meet people. That effort paid dividends because I now have a broad range of great people I can contact for support and guidance. It was also during this time that I met Paul, my current business partner.

It's easy to feel pressurised into rushing to do the next deal, but pressing pause felt comfortable and right. I've done a lot of risk management in my career and I knew it was important to evaluate the lessons learned on the first two projects. It could be argued that I paused for too long, but I have no regrets.

"The initial objective is to create security and income within the business."

CASE STUDIES

I chose to invest in the Liverpool area. Although it is 45-60 minutes away from Manchester, the difference in yield and ROI was significant enough to justify the distance.

These are my first two properties and they both completed on the same day in December 2018. That was a pure fluke. It was also mistake number one! Completion coincided with a family holiday and then Christmas, so the properties just sat there for a few weeks with nothing happening.

Case study 1: APPLEBY LAWN

THE PROPERTY

Three-bedroom, end of terrace house needing a light refurb.

THE NUMBERS

Purchase price:	**£68,000**
Purchase costs:	**£2,825**
Deposit (cash funds):	**£17,000**
Funding – 75% LTV interest only mortgage:	**£51,000**
Total money in:	**£70,825**
Personal money in:	**£19,825**

THE WORKS

Project duration:	**Six weeks**
Costs	**£3,700**

I worked on this myself with help from family and friends. The intention was to spruce it up and get a tenant in as quickly as possible, then refinance a couple of years later.

I took on the project management. There was loads to learn but I come from a family of tradespeople – my dad is a plumber and heating engineer and my brother is an electrician. In addition, I started out as a mechanical engineer in my early career so the practical side didn't worry me.

Some of the work had to be outsourced, for example, getting a new uPVC door installed. I also got quotes for replacing the boundary fence but the prices were so high that my dad and I tackled it ourselves.

THE END RESULT

Post works valuation two years later: **£90,000**

Remortgage @ 70% LTV: **£63,000**

Money back out: **£11,000**

Money left in

- ***First two years:*** **£24,500**
- ***Following remortgage:*** **£13,500**

MONTHLY FIGURES

Income: **£595**

Mortgage payment

- ***First two years:*** **£148**
- ***Following remortgage:*** **£172**

Costs – management fees, insurance: **£59**

Net cash flow

- ***First two years:*** **£388**
- ***Following remortgage:*** **£364**

ROI

- ***First two years:*** **19%**
- ***Following remortgage:*** **32%**

The tenant moved in almost immediately after work finished. She loves it and never wants to move.

The property has been remortgaged within the past couple of months. I'm very pleased with the ROI. Some people would look for an HMO to deliver that kind of return but I wanted a very simple business model and long-term tenants. It has all been thought through strategically.

Case study 2:

HEYSHAM LAWN

THE PROPERTY

Three-bedroom, end of terrace house in need of full refurb.

THE NUMBERS

Purchase price	£67,340
Purchase costs:	£3,117
Deposit (cash funds):	£16,340
Funding – 75% LTV interest only mortgage:	£51,000
Total money in:	£70,457
Personal money in:	£19,437

THE WORKS

Project duration:	Six months
Costs:	£21,000

This place was awful when I bought it and I knew it was going to take more time. It is also the one that caused all the headaches and challenges. I massively underestimated the project but it was a good learning exercise.

The works involved taking out non-supporting downstairs walls to create a big open-plan kitchen/dining/living area that opened out on to the garden.

I outsourced all the work, getting recommendations for some of the tradespeople from contacts in the area. I managed the project myself but due to inexperience, didn't control the coordination, timing or costings as well as I would have liked. Extra things I had not considered cropped up as we went along.

Fortunately, the electrician was great. He is now one of my trusted tradesmen, helping out with ongoing repairs and he will work with me on future projects. One of the other tradesmen, however, let me down badly. He disappeared, having removed all of the gutters, then weeks of rain led to leaks in the house. He eventually turned up again but got a bit freaky, sending messages in the middle of the night and demanding to be paid for work he had not done. The project was delayed because of him and because I had to get somebody else in to replace him.

It was an uncomfortable and challenging experience, probably one of the worst things I've ever had to deal with. It had a big effect on me and for a couple of weeks, I hit a big low and questioned all the decisions I had made. I felt so defeated I couldn't face going to the property.

Then I realised that I needed to give myself a kick up the backside! In the end, it's all good learning for how to deal with things in the future. People in my network really helped me through this period, giving support and encouragement to carry on. So I dug in and kept going but promised myself some time off to lick my wounds once the project was finished.

Problems continued on the build when another tradesman let me down. I heard afterwards that he'd let a lot of others down as a well. Why do they do this? If he had simply said that he didn't have time for the job, I could have found someone else right away.

Anyway, it was challenging, but I've come out of it with more knowledge, more skills and plenty of positives.

This house is in a lovely location with a big garden, close to fields and very quiet without any traffic noise. I used the same agent as for Appleby Lawn, and he loved the design and finish. The rent was much higher than I expected. Based on comparables, I had hoped for £675 but assumed it would achieve £650. It went for £725 in three days!

The tenant secured it at the viewing and wanted to move in within a couple of days. I was on holiday in Cyprus at the time so couldn't even remove the bits and pieces I had put in to dress it for the viewings. Fortunately, the agent sorted all that out.

The tenant is still there and has said she would like to buy it when she is able to. She has already made improvements to the house and garden, including putting in loft ladders and converting the loft for storage.

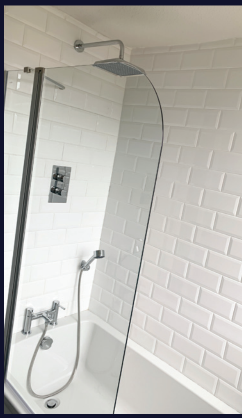
I was over the moon with the results on this, especially after all the headaches during the project.

THE END RESULT

Post works valuation:	£95,000
Remortgage @ 80% LTV:	£76,000
Money back out:	£23,500
Money left in:	£18,000

MONTHLY FIGURES

Income:	£725
Mortgage payment:	£220
Costs – management fees, insurance:	£68
Net cash flow:	£437
ROI:	29%



PREPARING FOR A BALANCED FUTURE

Because of the way things turned out, I haven't had to juggle property and business work too much. I have had the benefit of being able to focus on one or the other so the balance has never really tipped. However, it is now getting to the point where I'll have to work harder to get the balance right. As soon as the SSAS pension funds land, I plan to start investing again and I'm already working ridiculously long hours within the business.

Working with sourcers and project managers to leverage their time and expertise on the property side will help to alleviate this. I will also aim to practice what I preach! As a consultant, I help business owners to streamline and find balance by using tools and techniques, so will apply the same principles to my own businesses. For example, I will use time-blocking, allocating a certain number of hours per day or week to particular tasks, and create a structure around what I and my team do.

It's all too easy to stray into thinking you have too much to do and not enough time, then sacrificing the most important things like family and rest time. My business partner is great at maintaining a balance and we plan to hold each other accountable as we move forward.

Being strict with yourself also demands proper focus on the task in hand. I struggle with this sometimes and get distracted on to something I think I can do quickly. Then before I know it, I'm off-task. I have learned to switch off all distractions and keep going either until the allocated time is up or the task is finished. It's surprising how much you can achieve when you put yourself in the zone.

Our plan over the next five years is to have a group of businesses within the Nectar Business Group. I will remain part of the overall business, though ideally would like to be able to run it remotely. Originally, we wanted take the children out of school, travel and educate them ourselves but Covid and the new business have put a block on that for the time being. In addition, my two youngest children at 12 and 14 are coming up to their GCSE years so it's the wrong time to pull them out of school. Travel is still high on the agenda for a few years' time though.

Getting the balance right is going to be essential. It will be challenging but we aim to grow organically and evolve at a natural pace rather than rush to do it all quickly. We will develop and grow the businesses over these next few years with a view to buying ourselves the freedom to be more flexible and work remotely. That vision and intention is woven into the fabric of our strategy.

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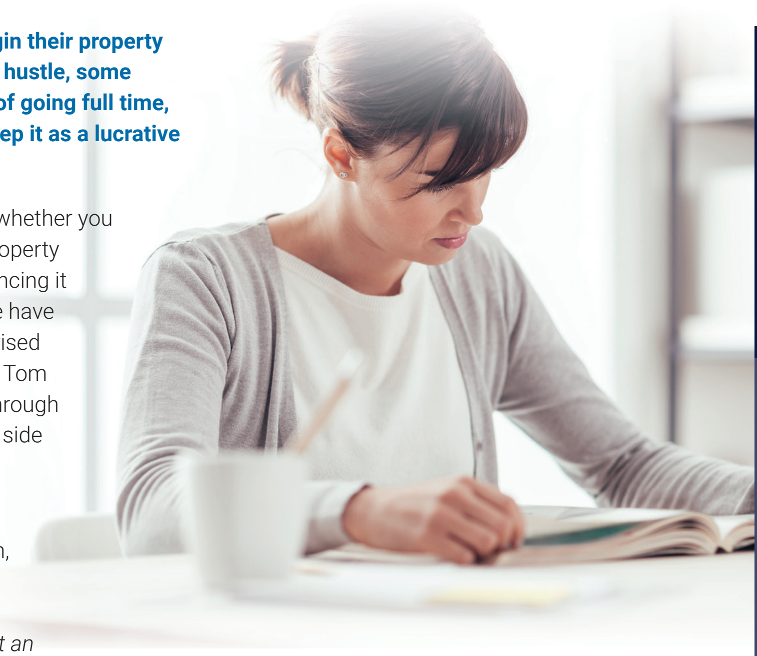
Download the audio to listen in to our conversation with Claire!

Tips & Tricks FOR A PROPERTY SIDE HUSTLE

So many people begin their property business as a side hustle, some with the intention of going full time, others happy to keep it as a lucrative sideline.



To help **YOU** along the way, whether you are considering starting a property business or are already balancing it alongside another career, we have pulled together and summarised advice from Victoria, Louise, Tom and Claire, who have been through it all and come out the other side with flying property colours!

Planning – With her laser-focussed business approach, Claire states, *"Planning is a fundamental part of growing and operating a business, not an extra. Make time for planning every week, month and quarter."* Elaborating on this, she suggests topping and tailing your weeks, allowing 30-60 minutes at the beginning of each week to plan, and then the same at the end to reflect and learn.

As well as planning, self-awareness is an important part of success, and something that Claire describes as a superpower. *"Understanding yourself, what you are good at and what you struggle with, then building your plans and operations with this in mind will be transformational and give you the best chance of success."* Self-awareness and good planning help with …

Organisation — This was pretty much a unanimous piece of advice. Being able to effectively manage your time will help you be more productive and will hopefully reduce stress. Victoria likes to chunk her time into bitesize tasks to ensure all gets done.

In particular, Tom urges everyone to give themselves permission to take time off. Adopting this approach means that not only do you have to be strict with your physical time, but you also give yourself room in the day to spend with friends, family or enjoy some down time. Naturally, becoming more organised can lead on to …

Outsourcing — In their articles, both Victoria and Louise stressed the importance of not doing everything yourself. When building a business, it's normal to want to have complete control. However, focusing on what you're good at, what you enjoy or solely on income-generating tasks will further your success. Although — caveat alert — it is argued that you should learn how to do all tasks first before outsourcing anything, so that you know how it should be done. To outsource well, you need to …

Build a reliable team — Tom is a firm believer that in order to succeed you need to build a team that you trust to do the job well and on time. If, as in Claire's experience, you find yourself getting to the point where that trust is lacking, you need to have the courage to be able to walk away and work with someone new. And when you do this, you can …

Celebrate your milestones — At the end of Louise's article, she reminds us to reward ourselves after all wins. As entrepreneurs, we often put our businesses before ourselves, and celebrating milestones can keep you motivated, reminding you why you started doing property in the first place. Remember how far you've come!

THE SIDE HUSTLE BOOK LIST

Many property people are big readers and listeners of books and podcasts. This month's contributors are no different. We had so many recommendations this month that we decided to compile them in one place, so that you can easily add them to your favourite book/audio shop basket!

BOOKS

- **Rich Dad Poor Dad — Robert Kiyosaki** (Tom and Victoria)
- **Total Recall — Arnold Schwarzenegger** (Tom)
- **Shoe Dog — Phil Knight** (Tom)
- **The 12 Week Year — Brian P Moran and Michael Lennington** (Claire)
- **Eat That Frog — Brian Tracy** (Victoria)
- **Life Leverage — Rob Moore** (Victoria)
- **The Slight Edge — Jeff Olson** (Victoria)
- **The Compound Effect — Darren Hardy** (Victoria)

PODCASTS

- **Inside Property Investing**
- **The Property Hub**

YPN RANT

THE CHASM OF FINANCIAL EDUCATION

At times, the YPN team has to cast around for something to rant about. You know, when life is ticking along ok and all our tenants are behaving. Those are the months we have to dig deep to find something to moan about.

This is not one of those months.

There's plenty I should be grateful for. The Other Half has just had his first Covid vaccine. Spring is on the way. The days are getting longer. There is (rumour has it) light at the end of the Covid tunnel. My family and friends are well. Tenants are up to date with rents. I've got a hair appointment in two weeks' time.

But if you want the truth, I'm in a strop about a lot of things at the moment. And there's one festering topic I am pretty sure you're going to agree with me about – financial education.

First off, I haven't come across a single person in the property community who doesn't take responsibility for their own financial lives. That's not surprising really – a desire to take control over our own lives (and financial wellbeing) is what brought us to property in the first place. Many saw the light after reading Rich Dad, Poor Dad. Once we understand how an asset puts money in our pocket while a liability takes money out of it, there's no going back.

But why the hell isn't this stuff taught in schools? I don't have school-age children any more but from what I gather from friends who do, there still seems to be a woeful lack of financial education.

Why do you think that is? I honestly don't know the answer … but I can throw out a few guesses. First, I would argue (and believe me, I'm really in the mood to argue today) that our education system is set up to create employees.

Schools seem to go to great pains to teach skills designed to be useful for getting a job, yet not go into any detail about how to a) manage money earned or b) create it or c) grow and look after assets to help people take financial responsibility for themselves.

Secondly, the people who set the curricula are products of that self-same system. Many are public sector employees, so may well not (yet) realise the imperative of understanding financial systems and being actively involved in managing pensions and investment. I haven't done any research on this, but – chucking out another guess – I'd hazard that few who break the mould and master these topics go back into the system to filter the lessons down to the young people who need them. I know one or two brave entrepreneurial, financially savvy souls are trying but how open is the education system to collaborating with them, I wonder?

Thirdly (I'm on a roll now), from conversations I am party to outside of the property community, I'm **GOBSMACKED** by how often a problem must be solved by somebody else. **EVERYONE** I have spoken to in property **EVER**, tackles problems head on. If it's their responsibility, they own it; if it genuinely is someone else's responsibility, they are still on the case, pushing through until it's resolved. Maybe we're just a bunch of control freaks.

The reason I'm so het up about this today is because of some research I did yesterday into historical interest rates. My self-employed, post-war generation parents retired in 1994 with a comfortable income. They worked hard and saved hard but never did any active investing. They didn't have to. They left it to high street bank savings accounts and advisers. Interest rates worked in their favour enough to build their savings and give them a decent return on their pension pot. Employed contemporaries had generous defined benefit pension schemes. Yes, they saw tough times but not ones that affected savings growth. Did this result in financial complacency? I don't know, but what I do know is that a huge proportion of our generation learned bugger all in our formative years about what to do with money other than spend it or put it in the bank.

Today, no one has this luxury. Today, my parents' pension pot would yield a mere 8% of the income they got back in 1994 – even taking inflation into account it wouldn't cover the grocery shop.

Press releases I've received over recent weeks have highlighted that many Gen Xers are heading for pension poverty. This is what happens when complacency, lack of awareness and lack of education combine. Interest rates these days favour borrowers not savers (great for us property investors!), so the **ONLY** way for people to secure their future is to take an active role in managing money and building assets. The trouble is, poor education has led to an awful lot of adults not taking responsibility for their own financial lives, burying their heads in the sand, paralysed with fear because they don't know what to do or even that they have to do it.

I know I'm ranting at the converted. As investors we have learned self-reliance. It can only be up to us to educate our children about financial matters to give them a fighting chance at securing their own futures. Who else is going to do it?

And as for the complexity of those financial matters? Well, that's a whole other rant – I can feel part 2 coming on for next month!

Jayne

PROPERTY PROFITS AS A PAPER EXERCISE: FLIP AT AUCTION

Interview and words - **Raj Beri**

We have all heard about the great deals where investors have made profits by buying at the right price, developing the property and then selling or remortgaging to secure a great deal. But what about making profits without actually undertaking any physical works? Is that even possible? In this interview Jim Cross talks about how he became interested in property investing and how his property business has developed over the years. A key part of the article is making property profits though a paper exercise and Jim showcases a recent project, where both he and the owner entered a JV agreement and made significant profits from purely a "paper exercise".

YPN: Tell us a bit about yourself and what you were doing before property.

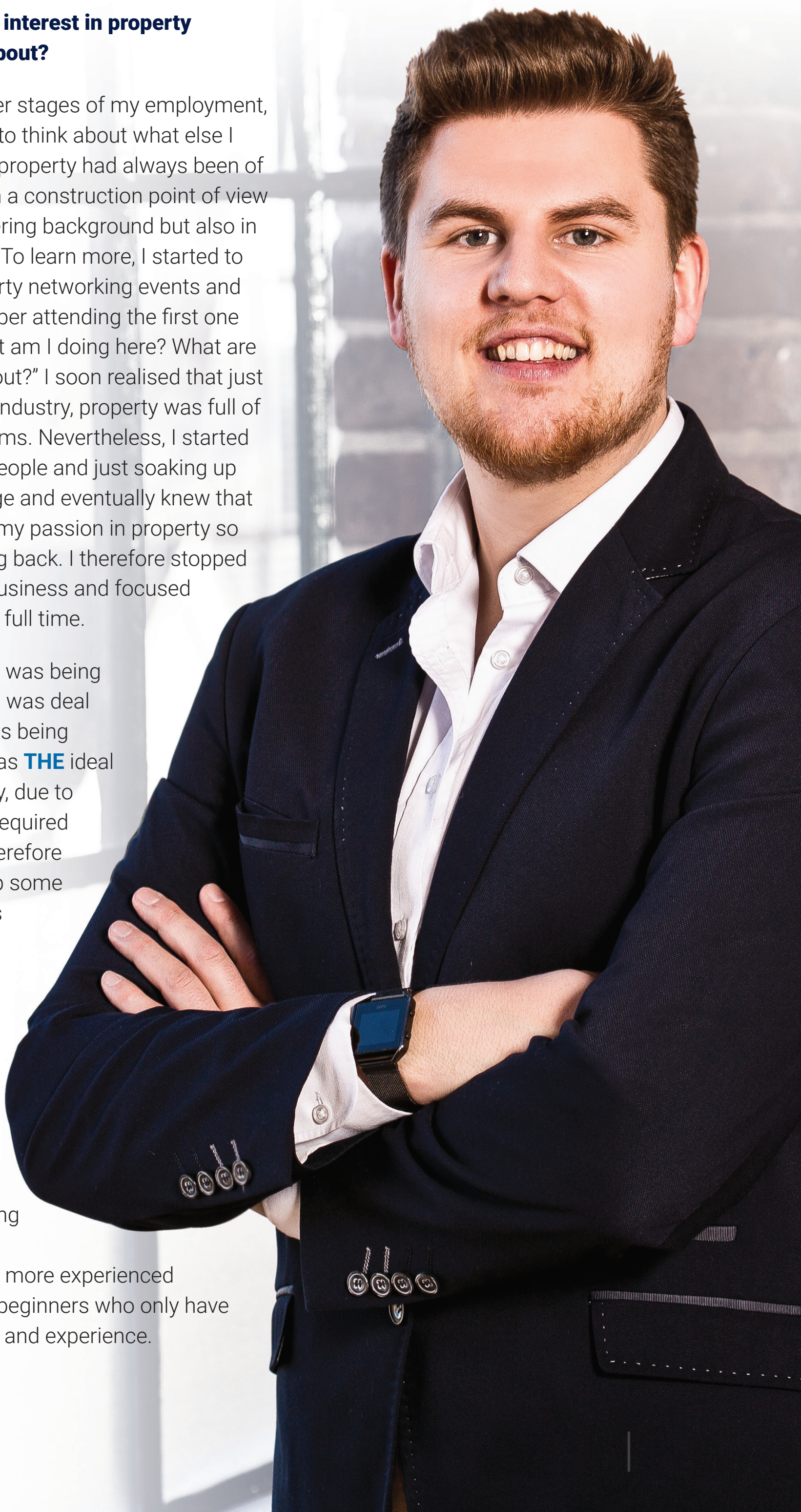
James: I started my career at 16 when I left school and immediately started an apprenticeship in engineering which was very hands-on with all sorts of engineering-type works, from design to manufacturing. That led me into application sales engineering and getting involved with 3D laser scanning and 3D printing, which was very exciting technology to be involved in. I continued with my engineering roles for around eight years and enjoyed the work immensely but always wanted to run my own business.

As a part-time activity and to prepare me for the world of business, I actually ran an internet marketing and eCommerce business for around 12 months whilst still holding down a full-time job. Much to the surprise of my company, I handed my notice in during January 2018 – they were quite keen to retain me so continued contacting me after I left to see if I wanted to come back, but my decision was made.

YPN: How did the interest in property investing come about?

James: In the latter stages of my employment, I had a lot of time to think about what else I wanted to do and property had always been of interest, both from a construction point of view due to my engineering background but also in a business sense. To learn more, I started to attend local property networking events and I distinctly remember attending the first one and thinking "What am I doing here? What are they all talking about?" I soon realised that just as with any other industry, property was full of jargon and acronyms. Nevertheless, I started talking to lots of people and just soaking up property knowledge and eventually knew that I had really found my passion in property so there was no going back. I therefore stopped my eCommerce business and focused purely on property full time.

One of the things I was being urged to start with was deal sourcing and it was being heavily promoted as **THE** ideal beginner's strategy, due to the limited funds required to get started. I therefore started building up some good relationships with investors and in the first year of business, we did source a couple of properties for people. It was challenging and fast forward a few years and I now have the strong view that sourcing should be done by more experienced investors and not beginners who only have limited knowledge and experience.



Case study

EASTHORPE STREET, NOTTINGHAM

This was an existing 2-bed Flat on the 1st and 2nd Floor with a hairdressers occupying downstairs. Planning to convert into 2-bed and 3-bed townhouses.

Original Option Purchase Price	**£140,000**

CHANGE OF AGREEMENT FOR FOLLOWING OUTCOME;

Sold at Auction	**£183,000**

COSTS

Auction fees	**£4,200**
Planning fees & professional fees:	**£5,500**
Money to vendor with profit share:	**£151,500**

My initial sourcing operation naturally led to deal negotiation, project management and tackling more complex projects. As a property sourcer, I was in a strong position to undertake negotiations as I had the technical knowledge of building works and refurbishments - looking at drawings doesn't fill me with dread as I have been doing it since I was 16 years old in the engineering world with far tighter tolerences!

In moving onto doing property investments for myself, what has really helped me focus on the right area and the right strategies is talking to lots of other investors to increase my knowledge base. This has helped me identify which areas would be best suited for certain strategies and also identified ways to do better due diligence. My first deal turned out to be a JV and it was a profit share via a flip. I had built up good relationships with local agents and one of them highlighted a probate property where I was quickly able to work out the end value and realised that a good profit was possible if I moved quickly.

One option would have been to source it for a fee but I wanted more and was able to agree a JV deal with an investor who I had met at my very first networking event. The JV agreement was that he would fund the entire project if I managed the work, and we would then split the profit upon sale of the property. I have to admit that it was really exciting doing my very first property project.

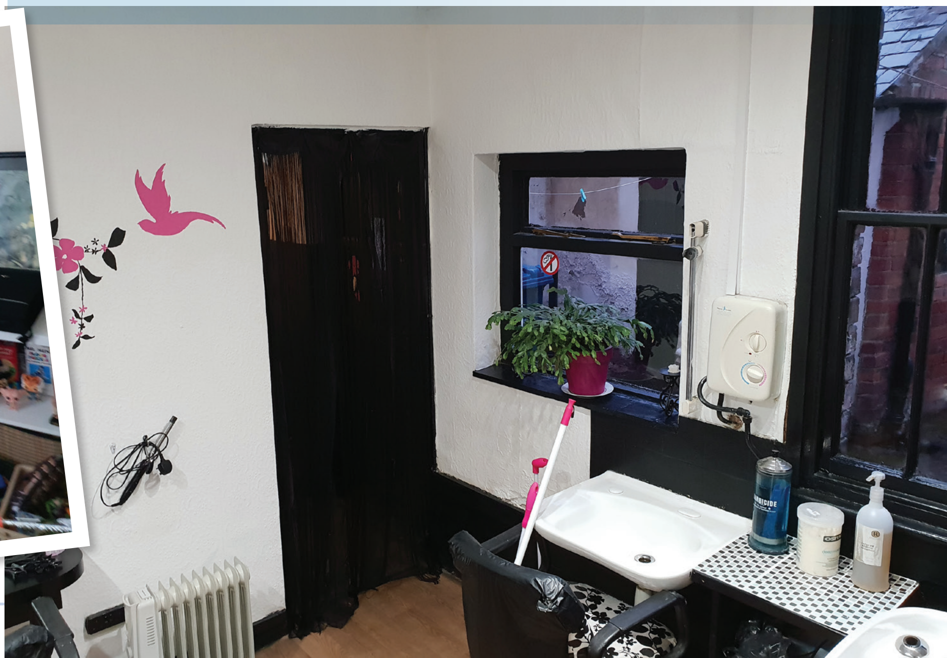
Having said that, I didn't exactly pick an easy project as my first one, as it cost almost £55,000 on the refurbishment because the property had structural issues which required working with a structural engineer, as underpinning was required. Thankfully, the builder I worked with to do the actual work was great, although it ended up being a complicated first project as a complete rewire was also required, as well as a new central heating system together with a full refurbishment.

> “My calculated budget was not too far off apart from the underpinning works but as a general rule, people often forget to budget for the external works.”

The property took a bit longer to sell than we would have liked, partly due to the market but partly due to the fact that because it had been underpinned it raised concerns with buyers. This was a bit bizarre because in reality, it would be far stronger than the property next door.

YPN: How has your business evolved over the years?

James: We continued to source and project manage a few more BTL investments which was quite straight forward as we had built up good relationships with agents to identify suitable projects. In the last year or two, the market has changed quite a bit and as prices have been rising, we have found it increasingly more difficult to negotiate a suitable price. We have naturally progressed to sourcing and project managing smaller HMOs and also larger ones with six or more bedrooms. In 2020,



Proposed Front Elevation

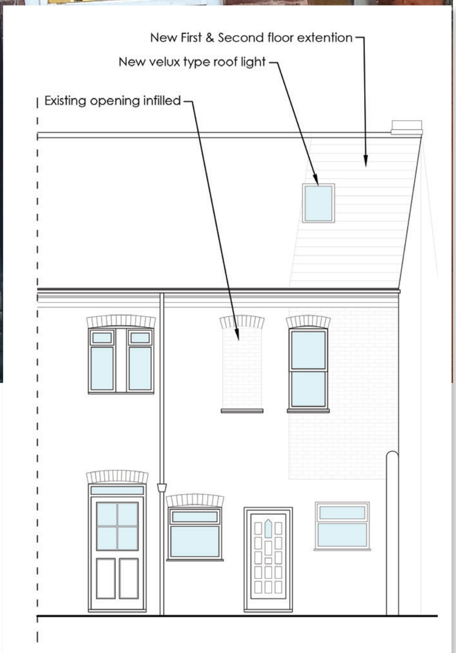
we oversaw the creation of 46 rooms for HMO projects which was a mix of sourcing and project management, or just project managing the refurbishment of someone else's HMO but also included the addition of an HMO to my own portfolio.

Even though 2020 was a tough year, our growth has continued and I have hired two more team members, so that we're now a team of four people. My new recruits have been a full-time project manager and also a full-time executive assistant. This has allowed us to really step up our project management capabilities and also allowed us to set up a construction consultancy business. Justin is our fully qualified project manager and he is going through his RICS chartership qualifications for construction project management. We have also expanded beyond being just project managers, and have recently undertaken work as principal designers, contract administration and tender packaging.

The main issue we had last year and even going into this year are the number of projects in the pipeline and the inevitable delays due to Covid, whether that is due to the legal paperwork, planning or just starting and finishing the builds on time. During September we literally had six projects waiting to be started or finishing, so that period was a bit of a nightmare – the delays were made even worse due to lack of building materials, but we tried our best to mitigate the delays as much as possible.

YPN: Talk us through your recently completed deal where you made profits through a paper exercise.

James: As I have previously mentioned, I am quite active through networking and social media and someone who had owned a hairdresser's salon with flat above for over 25 years approached me. They didn't live locally and wanted to sell their property, so approached me for some advice. My approach is always to try and see how I can help people rather than immediately looking to see if there is a deal for me, so I went to meet them.



Proposed Rear Elevation

Their property was quite unique. If viewed from the front, it looks just like two terraced houses but in actual fact, the right-hand side house is a hairdresser's salon in the front and back room. The flat's entry is on the left-hand side with a staircase up to the first and second floor. My initial thought was "Well, do we buy it and keep it?" The next thought, perhaps because it looked like two houses, was to convert the building back to two houses as the two properties next door are also terraced properties, so I knew the layout would work and I also appreciated that they would have been houses originally.

I told the owner that there was an opportunity to increase the value by converting back to two houses and would he give me the opportunity to explore that and then do the works? As the retail unit (hairdressers) and residential flat above were both occupied and generating income, the owner wasn't worried about a quick sale and I was able to negotiate a purchase option and then try and get planning permission. We agreed an option price of £160,000 and I took it through planning to convert it to a two-bed and three-bed townhouse.

The planning process was not quick and took about eight months, and was fraught with all manner of challenges, some of which no one could ever predict. The first issue was that we could not get access to the property to undertake a survey that would allow us to draw up the plans, as the hairdresser refused access and was generally proving troublesome. She refused access Monday to Saturday as she had customers, so we finally agreed a Sunday but she failed to show up, twice. Eventually, some four weeks later we had access.

Then, we had some objections from the local parish council which we resolved. The hairdresser obviously learned that if we got planning permission, she would have to vacate the premises which she was not happy about as she had been leasing it extremely cheaply for almost 20 years. I think she felt very bitter towards the owner for trying to evict her, so she rallied her clients and we had over 50 objections to the planning, most of them supporting her right to stay. On the back of her stance, we also made it into a local newspaper for all the wrong reasons and were labelled as "the horrible developer getting rid of a local asset for hairdressing." I was approached for comment but as I didn't own the building, I opted out.

She eventually had to leave but even then, the owner gave her a sweetener of around £10,000, so she didn't do too badly for a person on the cusp of retiring anyway. The council were pretty happy with the scheme as it brought two family houses back to the community rather than a commercial unit.

> "Having gained planning, my next step was to exercise the option and begin developing the building but it was at a time when Covid hit, so my timing wasn't great."

When we tried to secure finance, the lenders were less than keen, especially as the building had a commercial element to it. Three/four months went by whilst we were flapping about trying to raise finance, so it was a very challenging and stressful time. Then we noticed that the land (garden) at the back, which had been constantly used for over 25 years, wasn't even included on the title deeds. The route to amend the title was clear enough, but the solicitor warned us that the process could take around 12 months!

We knew we could mitigate the title issue via an indemnity policy but an additional problem facing us was that our property was next door to an Indian restaurant and pub which were all part of one building. We knew that once we developed our units, finance would be difficult as they would be next to the Indian restaurant/pub. In addition, access was going to be a challenge as we needed to erect scaffolding over the walkway into the restaurant. We also needed to take down the boundary wall onto which the restaurant had actually attached lots of new signs and lighting without suitable permission, so we knew that would be another challenging legal issue to resolve.

By this stage, the vendor was getting very frustrated because we couldn't complete the transaction, and we were getting frustrated because we had all these issues continuously cropping up. Finally, we renegotiated with the vendor and agreed to sell the development with planning permission in place but without doing any works. Another investor was keen on buying the deal from us but that fell though so eventually, we decided to put it into auction and just be done with it! We agreed a price where I would get all my costs out and we would then profit share anything above my costs dependent on what we achieved at auction.

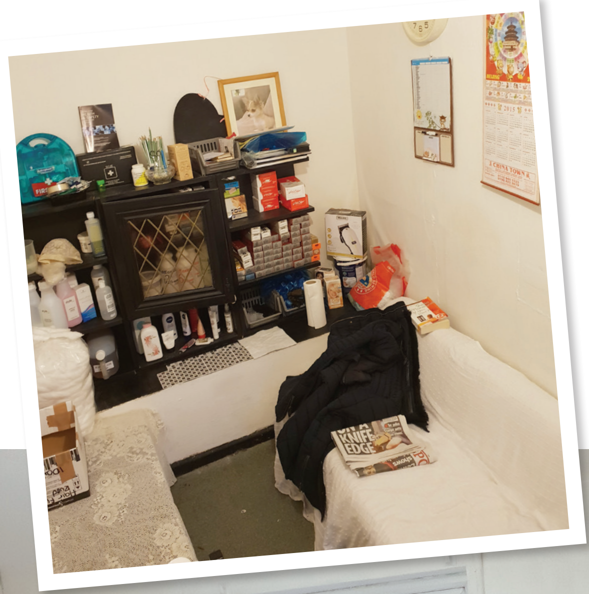
> "We guided it at £145,000 and managed to achieve £183,000 which amounted to £20,000 net profit for me, but this took almost 18 months to realise."

To be honest, we would have made more profit if we had proceeded to develop it, but it was proving too much effort and sometimes you just have bring things to a close. The properties sold at auction in December 2020 and I was finally paid in January 2021.

YPN: What are the plans for the future?

James: I've got another commercial conversion that we're finishing which has also had lots of challenges, but thankfully, I also did a little buy to let refurb for a client recently – that was bliss and the easiest project I've had to do for the past year. Our focus moving forward is commercial conversion projects for ourselves but we've also been expanding the project management and consultancy side of the business. Currently, we've got a few projects that we're doing on behalf of clients and we are doing a little bit of sourcing or acquisitions, as I like to call them these days. This side of the business is now undertaken by a full-time member of our team whether that is for us, or for JVs or for clients as turnkey project. We have recently acquired an old nightclub which is in the planning permission stage to convert to 12 apartments.

I am hoping to hire an additional person for project management and perhaps add a second person for acquisitions as this will allow us to expand towards doing small, new build developments. I have one in the pipeline going through planning for a single dwelling, which is a nice way to start. I would definitely consider another project as a "paper profit" exercise – the single dwelling is actually a purchase option, so again, we could flip it via auction for profit.



YPN: What advice or tips could you give our readers?

1 Always be thinking about how you can help the person you are dealing with as I think that is a great place to start with any negotiations. Find out their situation as you may be able to help them with your knowledge or time, and be financially rewarded for doing so. Some of my best deals have been directly with the vendor, because I've built a relationship with them and we've worked out a solution.

2 It's also worth educating yourself and speaking to other people about how they have approached deals so that you have a number of different approaches in your toolbox. Everyone has a little nugget of information to add.

CROSSOVER PROPERTY

Download the audio to listen in to our conversation with James!

GET IN TOUCH

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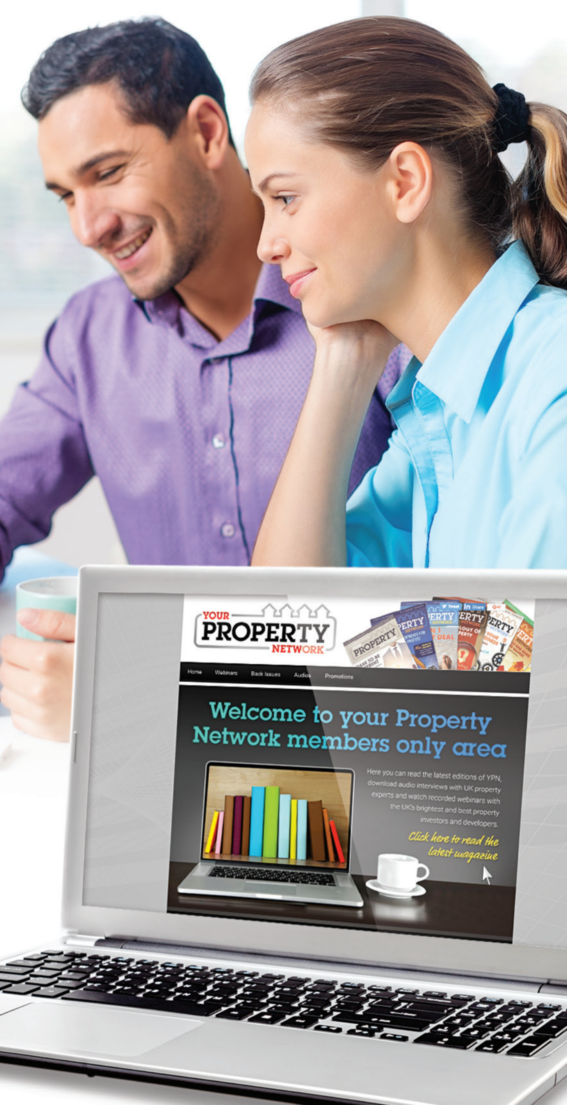
See you there!

Jayne



THE BOUNCEBACK BOOM

DAN HILL

Welcome to the Spring edition of Your Property Network Magazine! Hopefully, you are all experiencing a gradual return to as close to normal as possible in your personal lives and in your businesses, and are enjoying the clarity of the path as to what's coming ahead.

In this article, I'm going to provide an insight into the highly misunderstood Budget of 2021 and the forthcoming Bounceback Boom we expect to see based on the information that was published.

Assuming you didn't sit down and read the 200+ pages of the budget (plus supporting documents), I'm going to save you the trouble by summarising what was stated, and take you through, step by step, how this is going to be implemented, what you need to be aware of, and how you can make the most of this opportunity.

For those who capitalise on this situation, it will be one of the biggest expansion and growth phases of our economy, our industries, our local, national, and global significance as a country. It will start the foundations of cash flow and profit for you in today's markets and real long-term generational wealth creation. I doubt we will see anything on this scale again.

PHASES OF RECOVERY

There will be three clear phases that we travel through over the next five years to enable us to move out of lockdown, get back to business and then, going forward, rebuild for a stronger, more strategic, more lucrative market, industry and economy.

PHASE 1: RESCUE PHASE

We have been in the Rescue Phase during the past 12 months and now have the roadmap out of lockdown. This phase will last through the Spring and Summer of 2021 and during which you will see two things. As the lockdown starts to lift and the broad government support and stimulus starts to reduce:

1. **businesses that are currently on life support will either be rescued and start to get back to business, or**
2. **businesses will no longer be commercially viable and will be wound up and exit the market**

PHASE 2: RECOVERY PHASE

The Recovery Phase will last between 12 and 24 months, through 2021 and 2022. Most economists and industry bodies are advising that we will be back to pre-Covid levels by the middle to end of 2022. I personally think it could be as soon as the end of this financial year, (March 31, 2022) or the proceeding quarter.

To rebuild the economy, the government's headline strategy is to Level Up what we do, to make some strategic changes and the way we do it — to Build Back Better. It is this part of the recovery that we really want to be highly strategic about making the most of.

HEADLINE STRATEGY: BUILD BACK BETTER

The government wants to see a quick 'Bounceback' in the short term followed by a fundamental and structural 'Boom' of the UK economy on a local and global scale in the medium and long term.

The government will achieve this Bounceback Boom by delivering their Headline Strategy of Build Back Better. There are three supporting objectives underneath this Headline Strategy:

1. **Level up the entire UK: The UK has primarily been driven towards the South for capital investment and activity both domestically and internationally. The government is now looking to expand this across the UK.**
2. **Transition to net zero: The government's agenda to meet a zero net carbon footprint by 2050 is quite the task and work will begin towards this within the Bounceback Boom.**
3. **Global Britain: We have now left the European Union. Britain is a sovereign state and the government wants to ensure that this is the making, not the breaking of us by making the UK a global hotspot for business.**

THE 3 PILLARS

To enable the government to achieve this Bounceback Boom, they are going to execute a strategy of three pillars:

1. **Infrastructure**
2. **Skills**
3. **Innovation**

PILLAR 1: INFRASTRUCTURE

The government wants to fundamentally overturn the UK infrastructure for two reasons:

1. **The Green Incentive: To make sure that we hit our 2050 carbon-neutral stance**
2. **To increase efficiency and productivity: The UK has traditionally lagged behind international competition and as such, you will see huge investments to close this gap. Already there is an initial £600bn commitment to drive the development of UK infrastructure to enable us to achieve these significant targets.**

PILLAR 2: SKILLS

Whilst the UK strives above many other countries on universities, education and skills, there are elements of our economy that lag behind our international competitors.

To improve this, there is going to be a huge investment in the training that's available for school leavers and graduates, the Lifetime Skills Guarantee is being made available for current workers and employees of any age and sector, and there will also be a re-skilling of the workforce, aimed specifically and strategically towards industries the government wants to focus on.

PILLAR 3: INNOVATION

There is a £375m fund set up to scale innovation and the research and development incentives are going to intensify.

The government is going to invest heavily to become creative and innovative so that we can grow our businesses, our labour force and our economy, and achieve this aspiration of becoming a global Britain where we not only provide some of the best businesses and services in the UK but also encourage global talent and investment.

Having studied the budget, the supporting documents and having an existing well-rounded expectation of the economics surrounding this, I'm going to share with you the five shifts that I suspect we are likely to see within the Bounceback Boom.

1 GENERATIONAL WEALTH, PLAYING THE LONG GAME

What we're likely to see through this is a shift from making money today to making money in the future. The government will move from a Bottom-Line Time 'surplus' strategy to a Level Up strategy where they want to achieve a fundamental restructure to enable the economy to prosper today, tomorrow and the future.

Fiscal focus will move from the bottom line to the top line and investment will be made in the short and medium term, with the expectation of becoming a global powerhouse.

The easiest way to explain this is the Amazon model. Amazon notoriously yet intentionally made loss after loss, year after year for over a decade yet when they came out the other side, they had developed the infrastructure and the competitive advantage that very few could challenge.

This will be the approach of our government and economy within this Bounceback Boom.

As such we expect to see huge investment in technology, infrastructure, schools, hospitals, flagship transport schemes, all with the aim of growing the UK into a national and global powerhouse.

This development in national infrastructure will present huge opportunities to create generational wealth by purchasing and investing in assets on the right side of the curve for those that have the appetite and insight to do so.

Low interest rates, economically deprived areas, high-yielding sectors, closing the wealth gap, government investment and support, incoming yield compression and a redistribution of the North/South divide will create one of the biggest opportunities in our lifetime to ride this wave and create long-term generational wealth.

It is highly unlikely that we will see market conditions like this again.

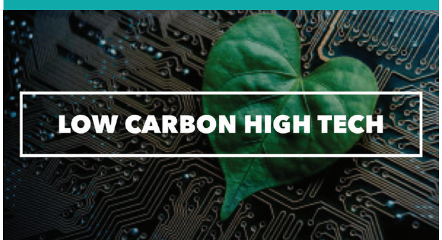
2 LOW CARBON, HIGH TECH STRATEGY

The government wants to be carbon neutral by 2050 and it is no coincidence that this year the UK will host the 26th UN Climate Change Conference of the Parties.

As mentioned, the UK has traditionally had poor productivity and a low adoption rate compared to our international competitors. Within this budget and the ensuing strategy, you're going to see a fast growth towards low carbon and high tech. Technology, software, investment in infrastructure, research and development grants are all going to be made broadly available, as well as a lot of support for fast-growing firms within those sectors.

Whilst only 1% of UK firms contribute to the UK economy, on their own, they contribute over a trillion pounds to the economy and they supply the majority of net employment and output growth. This is going to be a huge sector that the government is going to invest in.

The government wants the UK to be a global investment and innovation hotspot and to do this, it needs to have one of the most efficient and technologically advanced economies in the world.



3 CAPITALISATION

What we're going to see is a huge shift from public funding and investment to the private sector. The easiest way to explain this is 'use it or lose it' and/or 'fortune favours the brave'.

There's a huge amount of private capital in the market, be it pensions, investment capital or working capital/profits in private companies. What we will see is a huge shift where the government encourages and incentivises the private sector to invest in business, infrastructure, fast growth opportunities and the general economy.

The government will be working hard to release private sector funds, encouraging private sector investment and introducing lots of tax breaks, super deductions and incentives for people to spend and invest money.

If you choose not to spend or invest you will be (increasingly) taxed, eg 'lose it'.

If you choose to 'use it' by spending and investing your capital, you will be rewarded with both tangible and notional gains now and in the future.

This long-game strategy is where generational wealth will be created.

4 PRISON TO PLAYGROUND

Entrepreneurs have come out of a 12-month period where many have been restricted like prisoners; locked down and unable to do as much as they would like. Over the coming months we will see the rules to the game shift as we move into a landscape which will be more akin to an entrepreneur's playground.

Anything that you need or want as a fast-growth entrepreneur in the correct position and sector will be made available to you. This will include low-interest rates, rapidly emerging crests of waves and niches, incentives to grow, grants and tax breaks for investment to name but a few.

In property specifically we are expecting a comprehensive planning reform to speed up both infrastructure and construction sectors as well as increasing levels of finance, access to debt, equity and incentives.

We will never see this period of opportunity again. This is a generational strategy to achieve generational growth, and for those who understand how to position for it, generational wealth. This really is an entrepreneur's playground.

5 STRATEGIC POSITIONING: LOCAL TO NATIONAL TO GLOBAL

This will be huge.

What we're going to see is a fundamental overturn of the UK economy nationwide where previously the lion's share of investment had focused on London and the South East. We're now going to see a huge structural change where investment goes from local (London), to national (Midlands and the North) and then to global.

The government is driving the UK to become a Global Britain, making it a leading hotspot for global investment, talent and for everything that we need to take this economy to the highest level of performance and international appeal that we've ever seen.

Expect to see the introduction of freeports, tax breaks domestically as well as the restructuring of immigration policies to entice and encourage the best talent to the UK.

Freeports will drive investment and create economic boom areas that encourage investment, increase employment and generate more economic activity. They will be heavily stimulated by tax breaks, simplification of customs and wider government support in order to attract huge amounts of investment, trades, jobs and regenerate towns and cities.

The strategy here is the closing of the wealth gap, the growth and the prosperity gap and see investment distributed on a national basis rather than a southern focus. This will again be funded, using the level up and long-term growth strategy as local towns and cities will be fundamentally restructured to enable their global competitive advantage.

The government is targeting for every region in the UK to have at least one globally competitive city. This is a game changer and should play heavily into your strategic decision making through 2021 and beyond.

SUMMARY

I trust the above has boiled down the 200+ pages of the 2021 Budget and supporting documents into a digestible format to enable you to appreciate the heavily misunderstood value within Build Back Better and in the incoming Bounceback Boom.

If you are serious about investment, advanced strategies, understanding economics and want to know how to create long-term and generational wealth through this unique period, I wrote the report (linked above) exclusively for our 135 property entrepreneurs. You are welcome to download a copy, free of charge!

Best wishes,

Daniel Hill

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Are HMOs Still a Good Investment?

How has the Covid-19 pandemic and Brexit shaped the UK HMO property market?

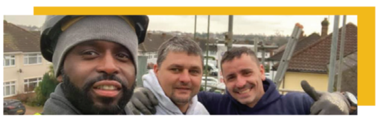
Shared living is becoming increasingly popular, particularly amongst professionals who find it a cost-effective and social way to live. Our HMO specialists have identified HMO properties as the most reliable way to build a hands-off income, due to the stability of tenants and minimal management required.

During the first lockdown, investors started getting worried about valuations and viewings stood at a standstill. For the first time, we saw less than 60 10% mortgage providers for 1st time buyers, compared to over 650 providers at the start of 2020.

I joined Sourced HMO Partner because of their hands-off approach to investing in HMOs.
Lydia, Sourced HMO Partner

Waiting for the Market Crash

Contrary to what many believed, the market crash did not come and there was a boom in the market, as those who had not planned to move, decided they needed more space.



Mortgage approvals rose to the highest in nearly 13 years with interest rates as low at 0.1%.

In the second lockdown, the market started stabilising, the construction industry continued and the desire for more space shifted the market heavily.

End of 2020

At the end of the year, we saw a rise in housing prices of £15,000 and a market growth of 6.16%. At Sourced, we raised more than £10m for projects and have helped many individuals to build a profitable HMO portfolio by providing them with insights on the current state of the economy, predictions for the future, full training and support and dedicated HMO mentors, to help them every step of the way.

Starting Fresh in the New Year

Given the predicted changes to demographics and the fact that housing supply levels are not meeting demands, it is reasonable to think that multi-tenant living may be required even more in the future.

Our Predictions

By the end of 2021, our HMO experts expect a 1% increase in house prices and banks to provide 5% and 10% deposits for 1st time buyers.

With Covid-19, the trend swayed to more affordable housing in the community, making HMOs one of the most desired property investment strategies. As a result, we expect a sharp increase in the number of professionals living in HMOs.

No Experience Needed

At Sourced HMO Partner, we believe that anyone with the right skillset and attitude can be successful in the property industry. Our goal is to help time-poor property enthusiasts, to earn a hands-off income from HMOs by utilising the most profitable strategies. and a plan tailored to their needs.

Become a HMO Partner and create an income of £50,000 - £150,000 per year

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MOMENTUM INVESTING

PART 6: RENTING IT OUT

Words: **Angharad Owen**

In the sixth part of the Momentum Investing series, Jesse Fossey Taylor continues his roadmap on how to grow your property empire. In the previous issues, he has explained how to find a suitable property, calculate the cost of works and how to find a good builder. This month, he will be completing the journey by explaining how to rent out the property. Over to Jesse ...

Now that you've found and fixed a property, it's time to find a tenant and rent it out. For some would-be landlords, the idea of renting out a property is enough to put them off completely, due to the hassle and uncertainty becoming an all-consuming worry. To be honest, I think a lot of landlords invest in property without considering what they're left with for the long term.

GETTING IT READY

To rent out a property, there are what I call three lines of defence. If you don't have some barriers in place, then there's no guarantee that you'll get a good tenant at all. Unfortunately, it's a complete myth that a good house automatically gets a good tenant.

The first line of defence is the way the house is presented. The second is to choose a good tenant, and the third is paperwork. There are dozens and dozens of things you need to get right, and the thing with paperwork is that if you don't do it, you'll only end up creating problems for yourself in the future. You must remember that it's designed to get rid of the rogue landlords, which leaves more room for good operators. So let's embrace paperwork!

COMMUNICATION IS KEY

Once your tenant has moved in, you have no more barriers of defence. It's then about the management. The number one focus when being a landlord, in my opinion, is to look after the renter. After all, they're the person living in your house. Every single conversation you have with your tenant will probably go a lot more smoothly if you have their experience at the front of your mind.

It's not about being soft; it's about talking and listening to them and keeping the lines of communication open. Don't shy away from tough conversations if they need to happen, but they will be a lot easier if you've had good communication up to that point.

Finding and fixing the property is very exciting, but renting it out for say, 30 years, is the most important bit. In many ways, you want it to be a non-event. However, the only way to actually achieve that is to think about it a lot, and forgetting about it isn't an option. It's very nice when a portfolio just sits there and runs without any thought or input, but to truly achieve that, there has to be a lot of effort upfront.

While you need to have the right property in the right area, you also need to be committed to the idea of providing a decent and safe home for someone to live in. Coming at it with the right attitude and presenting the property in the right way means you're a good landlord. And good landlords deserve good renters.

NON-PAYMENT OF RENT

There is always the risk of arrears. In my portfolio, I have very low levels of arrears because we have a simple process if rent isn't paid on time. The day after nonpayment, a process kicks in. If you ignore the non-payment for a few days, you're actually saying to the tenant that you're not bothered that the rent wasn't paid.

We call them every day for seven days. On the seventh day, we'll visit the property. to serve a notice of intention. This is followed by serving notice 21 days later. It's as simple as that.

Bear in mind that we're talking to the renter at all times. I might agree to a delayed payment, but I will still continue serving notice. There is no sob story that will stop us once this process is in motion — that's to protect ourselves.

"While you need to have the right property in the right area, you also need to be committed to the idea of providing a decent and safe home for someone to live in."

CONTINUAL MAINTENANCE

Any landlord will want to make sure that the property is looked after. It's relatively simple, because the best way is to get good tenants in there. Communicate well with them and take a photographic inventory when they move in. Conduct regular inspections and do a photographic checkout too. That will ensure everything is looked after.

You might also want to consider one of the alternative deposit schemes. They offer a higher level of pay out, because deposits are currently capped at a number of weeks. We've found those to be quite useful in the event of actually having a claim.

My last piece of advice is to get some help. When you have a sizeable portfolio, it's too much for one person to manage. If you try to, more often than not something will be missed, like paperwork, a tenant notice or a missed payment. Help can come in the form of a managing or lettings agent, and they can introduce you to a wider team of accountants, solicitors, tax advisors, mortgage brokers and so on. They can also help with the vetting of tenants.

So far, I've covered find, fix and rent. In the next and final part of this series, I'm going to explain how to put it all together and repeat. That's when you do it all over again by using the same capital pot, and eventually you'll be on your way to building your empire.

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Build Your Empire

HOW MY PROPERTY BUSINESS HAS GROWN IN A YEAR

BY MARK LLOYD

This month, Mark Lloyd has asked one of his delegates from his mentorship programme to write about her property journey thus far. Read on to read about how Djamila Periera balances her business with her full-time job, what she's learned so far and the challenges she has overcome.

I am a fire suppression estimator for a national fire and security business, a property sourcer and an aspiring property investor. I balance between full-time employment, maintaining a career in the field that I love and thrive in, but am also developing my property business, which I believe will give me the freedom to do what I want in future.

Property investing has always been a dream of mine. Around fifteen years ago I watched my first *Homes under the Hammer* and I thought that it seemed easy enough. I know what you are thinking, you and everyone else in the country! I assumed that I would require all sorts of skills and a huge deposit before I could even attempt to give it a try.

FIFTEEN YEARS!

The truth is, a few skills were required, even essential. I needed determination, a goal, a mentor and a lot of hard work. In January 2020 I decided that the time had come to formulate a plan and take a plunge into the unknown. I booked myself a seminar in the same month, which completely blew me away. I finally found out that I didn't need the huge deposit after all and even more mind-blowing, I could get into property with almost no money whatsoever.

Then the Covid pandemic came and I was put on furlough for a couple of months. This was probably the first time in my career that I had space to take a step back to reflect and plan for the next few months, even years. Needless to say, my time was 100% concentrated in property. I researched as much as possible and really delved into each strategy, the geographical areas and mentorship programmes. I focused on learning as much as possible because I knew that my free time wouldn't last.

After formulating a plan (which I completely ripped up after a few mentoring sessions), I decided to join Property Master Academy – one of my best decisions to date. Being part of networking groups online and dealing with fellow property investors, I often heard: *"You don't need a mentor. You can do it on your own. There is plenty of material online, articles and books. People are doing what you are aspiring to do."* This is true, there is plenty of information online but there is also plenty of misinformation and misguided opinions. In my view, everyone needs a mentor, not only in property but in all fields. If there is a goal to be reached and it's a new journey then a mentor is not only required but essential. In Bob Procter's words: *"Those who pay, pay attention."* Mentorship is not a waste of money, it's an investment.

Property Master Academy was amazing. It provided me with so much knowledge, tools, support and guidance. It made me accountable and more determined to reach my goals. More importantly, it had a great impact on my confidence. Within a month of joining I had the necessary foundations in place to start my business: compliance, a website, processes, documents such as brochures and a deal analyser, and even investors!

6-BEDROOM HMO, STOCKPORT

5-BEDROOM HMO, ASHTON UNDER LYNE

6 STUDIOS & PUBLIC HOUSE, CROWN VAULTS

It was hard work but I wouldn't be able to do it without the guidance and weekly accountability sessions. I had the support whenever I needed it, either to go over deals or to understand important-but-easily-overlooked steps throughout the whole sourcing and buying process. I didn't only learn from my mentors, I also learnt from my peers and I developed relationships that impacted my business in a positive manner. I met investors and potential JV partners. This enabled me to continually grow my outlook in regards to how and who to invest with.

Furlough quickly came and went, I managed to sell a couple of deals before going back into work and then my whole work dynamic changed. I was required to go back to the normal 37.5 hours per week with all the pressures and targets that come with it, but I was also in the middle of two purchases/ projects and trying to source for other investors. I realised I needed structure and discipline to keep myself sane!

My background is very corporate and business oriented; every task is quantified. We are in charge of our own profits, losses and goals. Targets, innovation and streamlining is at the forefront of our daily operations, therefore it was easy for me to transfer my existing skills to my business and make it work. I organised my days, weeks and months according to my goals and created corresponding daily, weekly, monthly and yearly targets. Every activity is recorded, from phone calls to offers submitted. I always try to quantify how much activity is required in order to reach a sale.

Activity is the key for me, even on my busiest weeks at work I need to generate some sort of activity for my business. If my diary is fully booked with surveys or tight deadlines at work, then I concentrate on doing calls. I get in touch with agents, sourcers, investors to build and grow the relationships. I book viewings for the weekend or the following week, I build my online presence and carry out marketing tasks.

The truth is, in order to make it work I needed to be prepared to work long hours, work weekends — yes, even Sundays. Funnily enough, that's when I realised that my assumption fifteen years ago was somehow correct, I probably didn't have the maturity to do it back then, as I hadn't experienced it all first through my career.

The first piece of advice my mentor gave me was do as many viewings as possible. This was even before I had investors. When I had no other work commitments, it was easy, but when working full time I have to be very methodical about my extra time.

I utilise every possible gap (lunchtimes, evenings, block viewings on Saturdays) and Sundays are all about direct sellers' viewings. I keep the viewing time to a minimum and I have a checklist that I complete in the property. I record details of the repairs needed, measurements, boilers and electric condition, etc. I also film every property, not only for my clients but also for myself to ensure I don't miss something during the appointment. Planning, organisation, forecasting, efficiency, streamlining and smart goals are the basis of my business and it's the only way I can see it growing and be able to achieve the financial freedom that I am looking for.

IN CONCLUSION

Conciliating both full-time employment and a property business is challenging and overwhelming at times, but it's also rewarding, not only financially but also in terms of personal growth and learning opportunities. Many of the skills I learn in both situations are transferable and applicable to each role. As a result, I have more to give to both businesses. I personally enjoy challenges as they maintain a constant evolution in my abilities and mindset. Property gives me the platform to do just that and experience it on a daily basis.

Justin Whittemore *is the lead mentor behind Property Master Academy's successful Rent to Rent Mentorship Programme.*

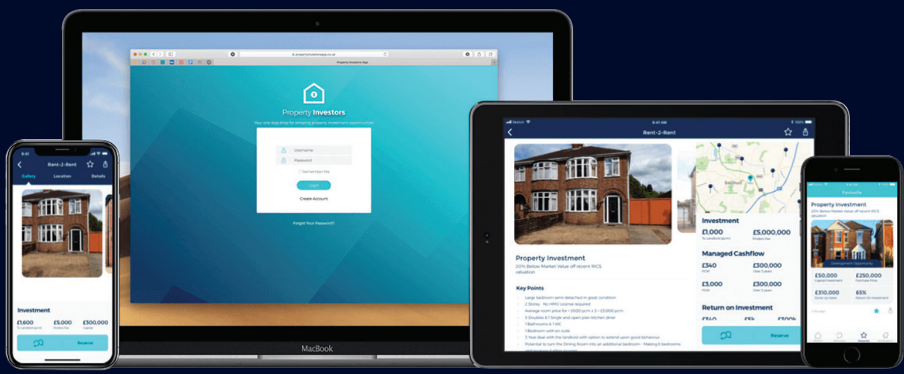
Mark Lloyd *is one of the main mentors behind their successful Elite Mentorship Programmes, along with Jackie Reeves and Peter Licourinos*

For more details, email ***mark@propertymasteracademy.co.uk*** *or call* ***01252 730045****.*

PROPTECH: BEHIND THE SCENES AT THE PROPERTY INVESTORS APP

Interview: **Ant Lyons** / Words: **Jayne Owen**

In line with this month's focus on investing in property while juggling a job, career or business with family and other commitments, finding ways to save time and energy is top priority for investors whose supply of both is limited.



Nowadays an array of PropTech applications are available to help you streamline tasks all the way through the investment process from property search to tenant management. As streamlining means greater efficiency, the end result leads to more time for what's really important.

The Property Investor App is one of these time-savers. Launched in April 2019, it is designed to bring deal opportunities directly (and literally) into the hands of investors. It is the brainchild of regular YPN columnist **Arsh Ellahi**, an investor, deal sourcer and trader with years of experience. In this interview, we were keen to find out what led him to create the app and to get the lowdown on what happens behind the scenes.

YPN: Why did you create the Property Investor App?

Arsh: I wanted to move away from emails. People receive so many these days it's hard to keep up and I had seen the read rate dropping off.

I thought there had to be a better way to present deals to people and cut through the "noise". Being able to send a deal out on a platform that instantly pinged a notification to an investor's mobile phone would get through to them more efficiently and elicit a faster response. So the idea of the Property Investor App was born.

YPN: How does it work?

Arsh: Every deal shows the vision and potential return as well as a description of the property itself. You can filter the types of deals you're interested in, for example, blocks of flats, below market value opportunities or HMOs, as well as the geographical area. If you're looking for deals in the South West, properties in the North East are not going to be of any interest at all.

Investors subscribing to mailing lists have been frustrated with sourcers at times over the years because: 1) the deals were not really deals, but someone's inflated numbers, and 2) the property hadn't been secured and/or was available for sale on the open market.

In many cases, investors had little confidence they would get the reservation fee back if the deal didn't happen. Trust was then eroded – and that distrust frequently transferred across to all sourcers, not just the ones presenting these non-deals. I wanted to give people an assurance that deals on the app are genuine.

With regard to security of the deal, agents and sourcers must give exclusivity before listing it on the app to guard against the property being punted out left, right and centre. The sale must also be proceedable because it would be a complete waste of time and credibility if we presented something that we then couldn't sell.

YPN: How long did it take for the app to come to fruition?

Arsh: It took about two years from initial idea to launch. I had to jump through a stack of hoops with Apple and Google because getting it listed was not straightforward.

The app was hard to categorise – we weren't an estate agent, an auction house or a letting agent. There was no category for deal trader or deal sourcer. That led to detailed scrutiny and we had to go through a lot of security measures and tests before being able to list it.

YPN: How do you find the deals?

Arsh: We work with agents and auction companies and a group of people who source specifically for the app.

Agents in particular are interested because some of the properties they take on do not appeal to homebuyers, for example, a non-standard construction property that is difficult to mortgage. Listing it on the app gets it out directly to over 25,000 investors who are looking for this type of stock – the smelly, nasty, problem houses that other people don't want.

YPN: What sort of due diligence should investors do on these deals? How can investors check that the figures are not overinflated?

Arsh: Our team checks every deal that goes on to the app. 20-30 potential properties come in every day at the moment but 80-85% are rejected.

Listing deals of no real value would waste everyone's time and – more importantly – damage the credibility of the app. If you were to look at a few deals and conclude that the figures didn't work, you would unsubscribe. That's of no benefit to us or you. We want committed subscribers who are prepared to press "Reserve" and follow through.

That said, it is really important to do your own due diligence. We make this clear. Listings include sold comparables along with details of the selling agent, so you can cross-reference and double-check until you are satisfied.

We also strongly suggest that you view any property you're thinking of buying. Many say they'll take the deal sight unseen, but you wouldn't buy a car without test-driving it so why buy something as important as a property without checking it over first? If for some reason you're unable to view, a particular risk in current circumstances, we will at least arrange a live virtual viewing so you can see what you're buying.

YPN: Talk us through how reservation fees work. When is the fee payable? How much is it? And what happens if the seller backs out or the property gets downvalued?

Arsh: This is covered in the T&Cs. The process is simple – when you find a property you like, you click "Reserve". This triggers a callback from one of our support team who explains all the details of the property. This is your chance to ask questions and extract as much information as you can.

If you want to proceed further, we send out our terms of business. These include a request to make a formal reservation, which is a commitment to view, not to purchase. It gives you exclusivity but if after the viewing you decide not to proceed, any fee paid is fully refundable.

Fees are held in an escrow account, so are secure. Furthermore, if you proceed but an issue is later uncovered with the property, such as a problem with the legal title or a down-valuation, the fee is refundable under these circumstances.

The only time that we don't refund the fee is if you change your mind for a reason that is not related to the property. This can waste a lot of time. In the past, prior to the app, I had a deal where an investor took four months to get to exchange, then pulled out on the day of exchange.

It was extremely frustrating for the vendor who had lost the sale and incurred costs. This safeguard is important not only for us but also for a vendor who may be under some pressure to sell.

A selling point for vendors is that a listed property gets 1,000-2,000 views. In addition, any person who comes to view is serious because they have already made a commitment via the reservation fee. Vendors understand that not every property will go through after the first viewing, that the investor can withdraw at this stage. But there is a backup. Anyone who requests to reserve the property goes on to a list, so if one viewer decides not to proceed we can move immediately on to the next person.

That's a huge benefit for the vendor – in essence they have a Plan B and a Plan C, which is generally more than an estate agent can offer them.

YPN: How do you manage the conveyancing process?

Arsh: When you confirm that you're going to proceed, we request full details of the purchaser, purchase structure, proof of funding, broker information, etc, within 24 hours.

Proof of funding can consist of an agreement in principle or decision in principle as well as cash funds, though we also want to see proof of deposit to avoid any last-minute hold-ups.

We have a panel of preferred solicitors who we know work well together and work quickly and where possible, we ask buyers to use one of them. There's no pressure to do that though if you have an existing relationship with your own solicitor. From this point, the sales progression team checks in regularly to follow up.

YPN: How do you maintain the balance of deals and buyers?

Arsh: The app has opened up a whole new worldwide audience of potential buyers, far beyond the scope of who we could reach before. In recent months someone based in China recently agreed on a deal in Doncaster and an investment group bought a portfolio of 20 properties in Sunderland for just over £1m. We would never have been in contact with these people without the app.

To meet this demand, we need a consistent pipeline of deals and are constantly searching for them.

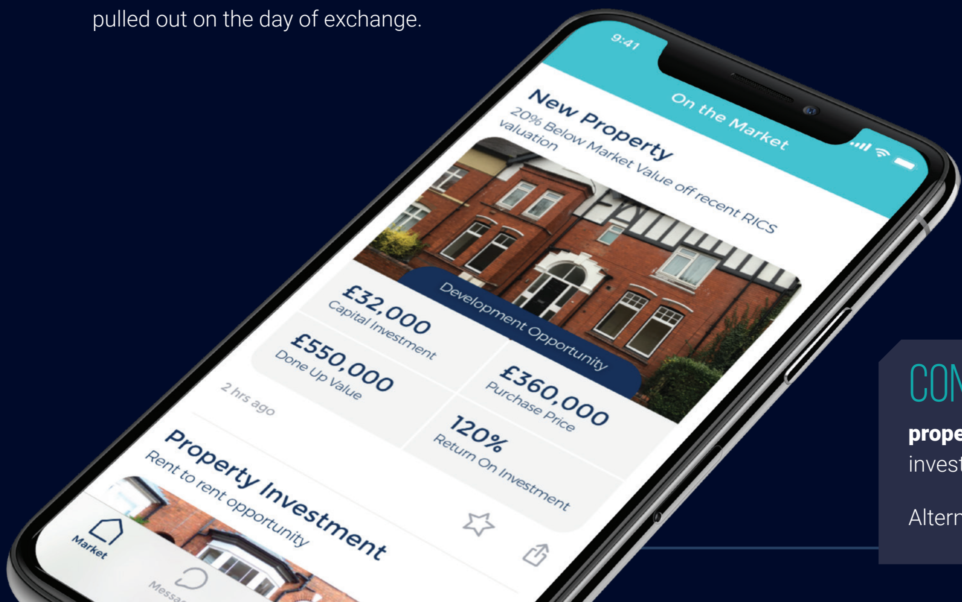
YPN: Do you think the pandemic has changed the nature of how we buy property?

Arsh: Absolutely. Auctions, for example, have moved online far quicker over the past year than they would have done if we hadn't gone into lockdown. This is only a personal view but I don't think auction companies will rush back into the room because online auctions are more efficient and they can run more of them. Catalogues don't have to be printed, viewings have moved online and the company don't incur the cost of hiring a massive room.

Auctions are just one example. Things are changing across the board and I think it's a very positive shift for the industry.

If you source properties, can we help you sell them? We have buyers ready and waiting, and you can cut 50% of your workload. The model works on a split fee basis when the sale completes but having someone else handling your sales pipeline gives you more time for sourcing. On top of that, I know from experience it can take years to build a database of potential buyers.

There's a "Sell your property" option on the app where you can upload details of your property free of charge. Put in as much detail as you can, including pictures, PDFs and videos if you have them. When you submit the deal, it goes to our team to be checked and appraised. If it ticks all the boxes, it is approved and goes live. If it doesn't meet our criteria or if information is missing, it is rejected but we also call you to talk it over.



Watch Ant & Arsh chatting on video - available on the YPN app!

CONTACT

propertyinvestorapp.co.uk or search for "Property investors app" on the App store.

Alternatively, contact Arsh via his website **arshellahi.com**.

HOW TO BUY PROPERTY USING WEB PORTALS

With Rick Gannon

Welcome back to my series: 45 ways to buy property! There are many ways of finding a property, but this month I am going to focus on web portals. If you're short on time, most of the websites allow you to set up email alerts. However, it's important to remember that not all properties appear on all sites. Estate agents have to pay to access the portals, and this can impact where the property is advertised.

1 RIGHTMOVE.CO.UK

The granddaddy of property search websites! Rightmove is the best place to find and compare property on the market. As well as boasting a dizzying number of properties up for grabs, it also plots listings on a Google map. We like to use the map feature to get a good feel of our chosen area.

Draw a search area: Rightmove has a great feature that allows you to draw a specific area of interest on a map. For example, I have some holiday lets in coastal towns. I only want to focus on the best locations, so I limit my search to properties on the beach and coast front. If any new properties come up in these locations, I get an alert. It's a great way to target specific areas of interest.

Alerts: Set up email alerts across all web property finder portals, but be very specific. For example, I have alerts set up in particular postcodes for four-bed houses at a certain price point and then another alert for three-bed houses at another price. When the email comes through, it's very quick to assess whether the property is right for me and I can either delete or book in a viewing.

Tip: *If you organise your diary well, try to schedule viewings days. It's easy to tap out a quick email to arrange a viewing for your next viewings day! The number of viewings you do is directly proportionate to the number of deals you do. Get into the habit of setting up viewings.*

Find and contact all your local estate agents: When looking at a new area, you want to get into the estate agents' books quickly and get in touch with them directly. On Rightmove, you can view all the estate agents who have results in your town. Find their contact details and you can fill in an online form with your requirements. Agents should follow up with you and try to book some viewings. Remember to follow up too — repeat the exercise a week later and refer to the fact that you previously contact them.

Tip: *I write my requirements out in a Word document, which I then copy and paste into the contact forms. The more specific you are with your requirements, the more chance you have of being taken seriously and get some responses.*

2 ZOOPLA.CO.UK

Zoopla is another big search engine for property. In some areas it's the number one platform for agents to advertise on. It tends to have more auction and refurbishment properties on it (certainly for my area, anyway), and I guess that if agents or vendors are trying to save money they will choose only one of the online portals to advertise on. As long as there are enough potential buyer enquiries coming through, the agent will likely choose the cheapest. Unfortunately for us buyers, that means we need to keep an eye on everything to spot the good deals. There are a couple of neat tricks that you can take advantage of:

Reduced Properties: Zoopla has a search facility that allows you to sort the listings by the most reduced properties. It can be found in the advanced search options. It's really useful because it will indicate if a seller is highly motivated, and you can see a price history tab that will show the changes in price since it was first listed.

Spotting negative equity and lease purchase options: Negative equity happens when an owner purchased the house for more than they are now selling it at. In other words, the price or the market has dropped for some reason. Using the price history information on Zoopla, you can quickly see if a property is in negative equity or close to the last sale price. The purchase prices displayed date back to 1995, and so not all properties show the last sold prices. However if they were purchases pre-1995, the chances are very high that the property has significantly increased in value.

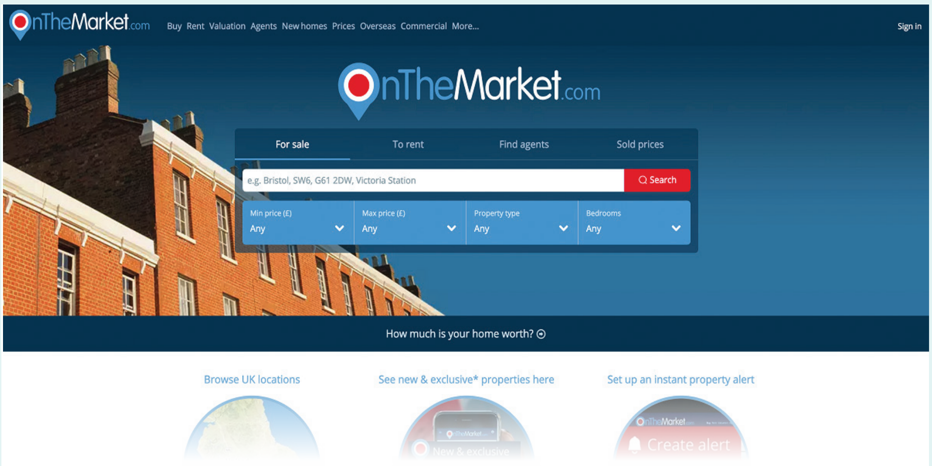
Keywords: Zoopla has a great keyword search facility. When searching for property in your area, you can use the advanced filters and keywords analysis to target specific properties. It can help you find some great bargains or a good deal! Here are some ideas of keywords to search for:

NO CHAIN: We use this to find a house or flat that isn't part of a chain. The property is not needed by the vendors to live in and the funds are not needed to move on to the next part of the chain. It's most likely to be a second home, a relocation sale, an investment property or from a deceased estate.

MODERNISATION REQUIRED or IN NEED OF SOME UPDATING: If you're looking for some renovations, these keywords will help narrow down some opportunities.

SEPARATE UNITS or SEPARATE FLATS: These are great keywords to find multi-unit properties. Often, when more than one unit is on one title, the seller has to sell them as a job lot. We once bought 28 flats on one transaction but split them into four separate titles. This enabled us to get finance on the four units utilising different finance and mortgage products.

MOTIVATED VENDOR: You'd be surprised by how many estate agents use this to indicate the seller is looking for a quick sale.



3 ONTHEMARKET.COM

OnTheMarket.com launched in January 2015 after six leading estate agents clubbed together to challenge the dominance of Rightmove and Zoopla. It's shaken up the online home selling market due to its restrictions on the number of portals agents or sellers can list their property on. As with the others, you can see what properties are for sale in your area and how much they are being sold for.

Some properties can only be on one other portal, so you will need to combine your searches with Rightmove and Zoopla to get a complete picture of whats for sale. I like the way you can easily load all the photos and scan through everything on the market. How to make the best use of this platform:

The "Exclusive" feature: This appears next to any listing that is not also listed on any other platform. Email alerts can be set up to get the exclusive properties emailed to you before they appear on any of the other websites — I love this! The early bird gets the worm. Set up the alerts and book in the viewings.

Deal spotting: The grid layout on this site is fabulous; you can scan lots of properties really quickly. The site seems to want to push the properties for sale and this is evident with low sidebar distractions.

Oldest listings: Most sites allow you to sort by newest listings, which means all the oldest listings are at the end. Scroll or click to the last page and check out what has been on the market for a while. Always remember that motivation changes with time.

4 ONLINE ESTATE AGENTS

There are a number of agents now that only offer the valuation and advertising. With these, the vendor is in charge of organising and conducting the viewings. Purple Bricks is a great example of this type of estate agent, but there are others too.

The beauty of this model is that you get direct access to the vendor. And it's particularly useful if you can see from the photos that the house is empty. If the vendor is conducting the viewing, you can have a chat about what would be an ethical win/win deal for them. Working directly with a vendor not only gives you the chance to be creative in a deal without an agent starting to worry about how much commission they might lose, but also your idea won't get lost in translation or through Chinese whispers. Without an agent present, you might be able to get the vendor to negotiate different structures such as purchase lease options.

Now that you have an idea on where to find properties online, I've answered two of the most common questions that I get asked regarding house purchases, and how the online portals can help.

HOW DO YOU KNOW WHAT PRICE YOU CAN OFFER?

If we are going to work out the value of the property relative to the market, then we need to make sure we are paying the right price for the house and area. The first thing we're going to do is open up one of the property portals and do a simple desktop analysis.

Search your the area in which the property you are interested in is located.

Sort the listings by ascending price. What do you notice about the prices in the area compared to the deal you're looking at? *(Bear in mind things that can impact price such as proximity to roads, parking, local amenities and undesirable amenities like a nightclub next door.)*

Check the EPC rating — it's mandatory for a property to have an E or above to be rented out. You can check the national register: **www.epcregister.com**

If you are intending to use the property as an HMO or are buying an existing HMO, you need to:

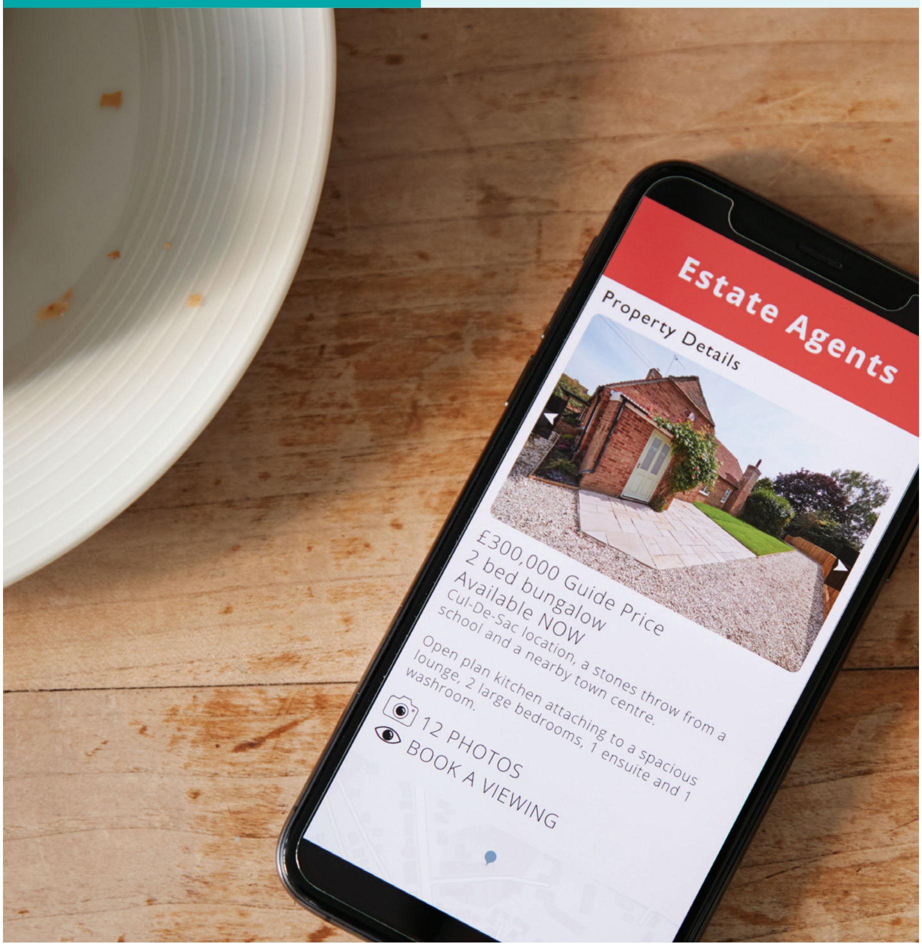
- Check the property has the correct planning permission, or find out if planning permission is required. Some areas have an Article 4 direction (meaning you can't convert a house into an HMO without planning), but where this is not in place you can use permitted development rights. Your local council website should have all the details.
- Check your local amenities standards through your local council website. Your local standards might be higher than the national minimum standards, and it's important you follow them to make sure your HMO is compliant.

IS THE PROPERTY WORTH THE ASKING PRICE?

I use a site called **mouseprice.com** to check the property's estimated value. You can also use sold prices on Rightmove.

Get a spreadsheet together to create a deal stacking calculator. Here's what you can include:

- ***The purchase price***
- ***Legal cost***
- ***Stamp duty***
- ***Refurbishment estimate***
- ***HMO licence fee (licences are not transferable)***
- ***Valuation fee***
- ***Broker fee***
- ***Deposit percentage***
- ***What could the property be worth in six months? Could you refinance it? Do you believe that in six months' time, the value would increase without any market growth?***
- ***What could your refinance give you back in six months? How much capital would be left in after refinance?***
- ***Consider your ROI figure. This is the net profit per annum divided by the initial investment. If you are refinancing, work this out based on the residual investment left in.***
- ***What rents can you achieve per room or for the whole property. For HMOs, check out Spareroom for an idea of rents, or for single lets speak to a local letting agent.***
- ***Calculate the mortgage at 6%. I know that's a lot, but I always like to know that if mortgage rates increased, we can still cashflow and cover the mortgage.***
- ***If it's an HMO, calculate bills (if included). We use £14 per person per week as a rule of thumb.***



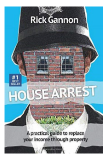
Calculate the cashflow per month.
Calculate the cashflow per annum.

If we are happy and it all looks reasonable, we will organise a viewing of the property. While we aim to view and offer on as many properties as possible, we don't want to waste our time viewing anything unsuitable!

That's it for this month. I hope you continue to get value from these articles, and I can't wait to catch up with you next month.

Rick

Rick is the author of **"House Arrest: A Practical Guide on How to Replace Your Income through Property Investing".**



GOLDEN HOURS

PLUS PAYING YOURSELF FIRST

By **Rupal Patel**

Last month, I talked about the importance of saying "no", that small little word that seems to get stuck in our throats (especially for women) before it has a chance to come out of our mouths. But hopefully after reading that article, you realised how important it is to protect your time, energy, and other resources by getting comfortable with "no" and by creating and enforcing boundaries so your natural generosity doesn't get abused. Or, to put it more simply, to make sure you are protective of your yes'es and profuse with your no's.

> "It doesn't have to be all or nothing, but we can protect our Golden Hours most of the time and make sure we pay ourselves first most of the time, too."

So this month, I thought I'd share another top tip for harnessing your power and making the most of each magical day you are given: using your Golden Hours and Paying Yourself First.

Now, Golden Hours are often talked about in productivity circles as the best times to get sh*t done. These are the times in your day (or week or month or season or year) when you are mentally on fire, unstoppable, and mowing down tasks like a task mowing—down—er. The fire can last for forty minutes, four hours, or four months and we are usually told to use this supercharged time to supercharge our productivity. But, productivity is too often something that is dictated to us instead of by us. And nothing deadens the power and energy of the Golden Hour jet plane more than the feeling that someone else is steering that plane for us, and that we are squandering our best time to pursue someone else's agenda.

So, why not Pay Ourselves First before thinking about being "productive" in the traditional sense? Why not do what we love, what we care about, what fuels us mentally, intellectually, spiritually, and/or physically during our protected Golden Hours before opening the door to the world? Why not redefine what "productive" looks like by factoring in who we are as whole humans — with passions and bodies and minds and spirits that need tending to — before reducing ourselves to our work-iest parts?

For me, it means using and protecting my Golden Hours for creative work before I even think about opening up my email or doing anything else. But — reality check! — I can't always be dogmatic, and sometimes other pressing demands need to be addressed during my Golden Hours because if I don't take care of them then, I will procrastinate myself into a heart condition.

For example, as the head of multiple businesses, sometimes I need to put my Boss Lady pants on and do some good old-fashioned money management and accounting. But god how I hate reviewing my monthly P&Ls (I know this has come up before!). They take only about thirty minutes of my time to look over, but the thought of doing them fills up multiple days' worth of mental and emotional space.

So, I hack my internal ops from time to time, and let P&L review intrude upon my Golden Hours once a month. On those days, paying myself first means doing the P&Ls first because even though they don't make my soul sing, once they are out of the way, an unnaturally large burden is lifted and then my soul can do arias for the rest of the morning.

PROTECT YOUR *golden hours*

It doesn't have to be all or nothing, but we can protect our Golden Hours *most* of the time and make sure we pay ourselves first most of the time, too.

For one of my coaching clients, this means spending thirty minutes playing the piano (something that fuels his spirit but had been sacrificed on the long road to commuter—dom) on most days, **before** he opens his laptop up to do work.

For a serial founder and CEO in the mastermind I run, this means carving out ten minutes to read fiction (something she has been wanting to do for years) on most days, before using the rest of her Golden Hours to get strategic work done.

For a friend who is an accountant-turned consultant-turned world traveller-turned health and wellness business owner (isn't it beautiful how endless and surprising the identity combinations we create for ourselves can be?) this means meditating and doing yoga for a few minutes (something she loves doing that also helps her tap into different parts of her brain) on most days, before she peeks at the mentally and physically demanding day ahead.

Protecting our Golden Hours and Paying Ourselves First is so important because **how we live our days is, of course, how we live our lives**. So don't we owe it to ourselves to do what makes life worth living before we sit down to make our living? Don't we owe it to ourselves to read the books, play the games, pursue the hobbies, tick off the bucket list items now instead of waiting for some magical "when" in the future?

When we do so, when we bring more of what we love into our daily lives in big and small ways, we'll find that the magic can happen now too, and — added bonus! — we'll have more patience and energy to do the things we have to do, or need to do, or should do.

So don't forget about what you care about. Don't discard the fun. Don't neglect the many other facets of your many—faceted self. It isn't all or nothing. And you might not be able to pay the bills as a prima ballerina or a pianist or a writer or a insert—something—you—love—doing—here, but you can pay *yourself* first and do these things each day during your protected Golden Hours. You owe it to yourself — to the person you are beyond your titles or labels — to do so.

Permission Slip: You will resist this. I know it. You will tell yourself that you'll pick up the paintbrush or the flute or the book or the running sneakers *after* you get your work done, *after* you take the kids to school, *after* you do the dishes (why is housework so do damn alluring as an alternative to looking ourselves in the face?), *after* you get the promotion, after, after after. Well, I think you know as well as I do how often we make good on those "after" promises, so here is your permission slip to pay yourself first starting now. Experiment with it. Warm up to it. Start slowly if you need to. Just take your **first** ten beautiful, shiny, uninterrupted minutes and do something just for you. Drink a cup of coffee while it's still hot. Read that book. Start writing that book. One sentence, one page, one sip. Make it so small you can't say no. And then do a little more the next day, and a little more the next, and a little more the next until you get used to how it feels, how good it feels, how enlivening it feels to treat yourself as the most important priority for your day.

Some of the topics in this article were covered in my last Power Hour session on Doing Less to Accomplish More. If you're interested in learning more about my workshops, or want me to organize a workshop for your team or organization, please email me at **rupal@blueinfinityproperty.com**.

FREE & EASY MONEY!

GRANTS, SOFT LOANS & TAX BREAKS

BY RICHARD BROWN AKA THE PROPERTY VOICE

The past two weekends have been spent researching and writing about grants, soft loans and tax breaks for my forthcoming book on Property Financing. However, it seems that I managed to create a monster with over 14,000 words on paper … for what was supposed to be just one chapter! Needless to say, it will now become at least two chapters but you could say that there is plenty of financial aid and assistance available to us in property; we just need to know where to look. This article will signpost you towards some of the common ones to follow up. Not much room for the details, so let's get the main points covered at 10% of the word count. As always, seek independent professional advice.

GRANTS

There are literally hundreds of different grants available right now. Some are managed at a national level, many at a regional level and most at a local level. So, yes…it's bloomin' complicated I grant you that [editor sighs...]. However, if you know where to look, how to hit the right notes and have the patience to push through the red tape, there's money to be had to help support your property business.

Green Homes Grant

The grant is a national scheme and covers two thirds of eligible work up to £5,000 and up 100% / £10,000 if the tenant is on benefits. It's also worth mentioning two additional grants/awards here. Firstly, Energy Company Obligation (ECO), an obligation on energy suppliers to fund the cost of certain energy-improvement works for people on benefits (including tenants). Then, Domestic Renewable Heat Incentive (D-RHI) reimburses some of the cost of installation of renewable heat equipment with incoming payments over seven years.

Empty Homes Grant

This grant is operated locally by each local authority and as such varies from authority to authority. Most local authorities will prioritise bringing empty homes back into the housing stock and could provide some financial aid in that regard. A typical grant award can be up to £10,000 or £15,000 and up to 50% of the total cost of the renovation work, depending on subsequent occupation and who is applying. I have just received one of these grants myself as it happens.

Business Grants

Two main areas where businesses can make grant claims surround employment and Research and Development (R&D). With employment, the government wants to incentive employment of young people, with their Kickstart Scheme and Apprenticeships. In a nutshell, employ a young person and you can be awarded up to £5,000 in Government grants for doing so. Under the Kickstart Scheme, the young person also has national minimum wage covered for 25 hours per week for six months. The Apprenticeship Scheme has a one-off cash grant payment and then 90% of the cost of training paid for by the Government. The R&D Scheme is a tax credit with up to 130% of qualifying expenditure reclaimed against your tax bill. It might surprise you to know that property companies can often successfully apply for these grants. The type of work that typically qualifies includes innovations with renewable/affordable energy materials, eco design and materials, conversion of commercial to residential and listed buildings to name a few.

SOFT LOANS

There are a number of Government-backed or 'soft loans' available right now that can benefit the property sector.

Help to Buy (HTB)

Is something of an umbrella term that includes Help to Buy Equity Loan and Help to Buy Shared Ownership, which can help developers make their new build developments more appealing to buyers with low deposits or mortgage affordability. This has been supplemented by the Mortgage Guarantee Scheme announced in the March 2021 Budget, enabling more 95% LTV mortgages to come to the market. Then, there is Right to Buy in three guises that enables social housing tenants the opportunity to buy their homes at a discount for a 'curveball play'.

Business Loans

There are a number of Government-backed loans, which allow lenders to offer financing to businesses in the property sector that might not otherwise qualify. For example, some of the loans might not require additional security in the form of guarantees or charge against the home of the business owner, making the lending less risky to both the borrower and lender alike. There is the Building Fund Loan, available to developers, which can offer up to 80% loan-to-cost on a development project. There is the Recovery Loan Scheme, which replaces the Bounce Back & Coronavirus Business Interruption Loan Schemes, again on favourable terms. Finally, there is the Start Up Loan Scheme, which provides lending for businesses starting out to help them with their business planning, start up mentoring and other related costs of up to £25,000.

TAX RELIEFS

In addition to 'free money' in the form of grants or 'easy money' in the form of soft loans, there is also a range of 'free and easy money' in the form of tax breaks and incentives that we should become familiar with.

Homeowners

Principal Residence Relief (PPR) means there's no capital gains tax to pay on gains on the sale of your home, with partial relief available for those that rent their homes for a time. If you take in a lodger or rent your home out for short periods of time, then the Rent A Room Scheme allows you up to £7,500 in tax-free rent. Add in your annual capital gains tax allowance and suddenly the idea of taking in a lodger, then undertaking an improvement project, then renting your former home out before selling it for a profit probably sounds like quite a tax-efficient proposal, I imagine?

Landlords

There are a number of tax offsets available to landlords, whether owning a property in a personal name or company. Most costs are tax-deductible and whilst finance-related charges are capped at the basic rate of tax for individual owners, this can now be avoided by incorporation OR by renting property as a furnished holiday let. Married couples and even business partners that own property jointly could elect to share rental income unequally, which would be beneficial if they had different income tax rates. Gains on the disposal of a rented property benefit from the annual capital gains tax allowance to help soften the blow that property gains are taxed at a higher rate when compared to other asset classes.

Traders, Developers and Service Companies

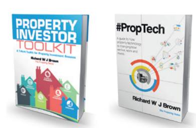
There's a bunch of tax breaks and incentives that I could mention here but I have space for just a few. If the directors lend money to the business, they can charge interest and receive £1,000/£500 annually as tax-free interest depending on whether they are basic/higher rate taxpayers. Better still, with total earnings below the personal allowance they could earn up to £5,000 in interest tax free. Suitable for those quitting their day job, sinking their cash into the business and getting started, I suggest. Don't forget to claim capital allowances on commercial properties (incl HMOs) and check on the many ways to save on SDLT whilst you are at it. Pension contributions are tax-deductible, meaning you effectively leverage HMRC for your pension. Finally, if you decide to sell the business, you can claim Business Asset Disposal Relief at a reduced rate of 10% on any gain on disposal too.

Landlord-Friendly Loans

In addition to the Green Homes Grant mentioned earlier, there is also a loan scheme available under the Green Deal. By combining the grant and the loan, it could be possible to significantly or even fully fund energy improvement works with payments spread out over time. Whilst most of the schemes that I refer to relate to England due to space limitations, it is worth checking what the equivalent is with other devolved UK nations. One area where England lags behind is with tenant arrears. However, if your rental property is in Scotland or Wales, then there is a Tenant Arrears Loan scheme to assist tenants that have fallen into arrears due to Coronavirus. Come on England, let's catch up!

If you want the full version of these two, possibly three chapters, then drop me an email **admin@thepropertyvoice.net** and ask to be notified when the Property Financing book is published. It's not going to be limited to what many people think of property financing, as this piece possibly illustrates rather well. In the meantime, enjoy digging for that free and easy money!

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



THE BUY-TO-LET MARKET OVERVIEW

This is the third in a series of three articles written for Your Property Network. The first in the series focused on where to invest in the UK, the second reported on the economic context for buy to let (BTL) investment. This month's article addresses strategies for BTL investors in the context of high-level changes in the BTL market.

BY **CHRIS WORTHINGTON**

GOVERNMENT POLICIES

Since 2016 the conversion of offices, shops and light industrial buildings to residential use has been permitted development with no requirement for full planning permission. The government is now considering extending permitted development to residential use for buildings within planning Class E. This would include gyms, nurseries and GPs' surgeries.

The government is supporting the growth of the build to rent (BTR) sector and the sector is continuing to grow quickly with an influx of institutional investors. Developments are typically on the fringes of city centres and attract tenants in the 25-34 age group. BTR developments offer shared facilities including, gyms, restaurants and meeting spaces.

In the wake of Covid-19, the move towards working from home and the planned revitalisation of high streets, the idea of the "20-minute neighbourhood" is gaining some traction. This concept was originally developed to reduce carbon emissions but as workplaces, shops and homes are brought into closer proximity, street space previously dedicated to cars is freed up making way for gardens, bike lanes and sport and leisure facilities.

The Chancellor's spending review in November 2020 cut the amount tenants relying on benefits will be able to claim to pay their rent. Ben Beadle, Chief Executive of the National Residential Landlords Association (NRLA) commented: *"Many renters and landlords are struggling with the consequences of rent arrears through no fault of their own yet the government is failing to take action to address this. The NRLA has proposed a financial package for landlords and tenants in the form of a tenant loan scheme."*

BTL STRATEGIES

A recent article in the Times Bricks and Mortar property supplement assessed the possibilities for flipping a property, buying, renovating and selling fast. According to estate agency Hamptons International, despite the pandemic the proportion of homes flipped in 2020 is on track to rise to a 13-year high of 2.5% (23,000 properties) with the average gross profit up a quarter compared with last year. Increased taxes and red tape have pushed some landlords away from buy to let to buy to sell. The article highlights how to minimise the risk – choosing the right property in an area with strong residential demand, work out an accurate estimate of costs including fees, understand the profile of people who are likely to buy and refurbish to meet their specification and price realistically.

Restrictions on international travel have boosted demand for holidays in the UK creating opportunities for BTL investors **to invest in the holiday sector**. Graham Donoghue, Chief Executive of Sykes Holiday Cottages commented that: *"We have witnessed a strong pipeline of enquiries in recent months from those who are new to holiday letting or wanting to rent out their second home to make the most of the staycation boom in Britain. Offering an average income of £21,000 per year the revenue opportunities in the years ahead could be substantial."*

Investing in a holiday home has tax benefits including all of the mortgage interest being tax deductible and paying business rates — these are usually less than council tax. With frequent checks between stays the property should be maintained to a high standard and payment is usually upfront, so there is no financial risk of non-payment.

RENTS AND HOUSE PRICES

A recent overview of the pros and cons of BTL published in The Times Bricks and Mortar property supplement highlighted the following key issues for BTL investors:

Average rents in the UK increased in 2020 by 2.9% however average rents have fallen in London and according to a report from Hamptons International, average rents in the UK will fall by 1% this year and in London rents are forecast to fall by 3%.

Tenants are keen to rent houses with outside space rather than flats placing down pressure on rents in city centres and boosting rents in suburban locations.

The outlook for the growth in house prices is more positive. The latest UK house price index published by Zoopla in association with property analyst company Hometrack found that the current of house price growth is 4.3% up from 1.7% a year ago.

CONCLUSIONS

Despite the uncertainty about the impact of Covid-19 and Brexit on the UK economy, investors should get a good rate of return for conventional BTL investments based on the year-on-year increase in average rents and house prices. However the government's recent changes to benefits could increase the number of tenants with rent arrears.

BTL investors are set to benefit as the economy recovers. However they should note that working from home and the "flight to the suburbs" and beyond is having an impact on rents in city centres, especially in London.

The government's policy of permitted development for conversion from retail will provide opportunities for BTL investors to get involved with development projects including the conversion of high street shops to residential and with the benefit of profits from the development if it is sold or re-mortgaged. However to compete with high-quality build to rent developments and attract good tenants, BTL investors will need to build and refurbish to a high specification.

Apart from traditional buy to let investors have good range of viable options available for their investment strategy including holiday lets and flipping properties.

Chris Worthington is an economist with 20 years of experience in local economic development. You can contact him via email on christworthington32@yahoo.com

MARCH 2021 BUDGET
A BRIEF COMMENTARY ...

By specialist property accountant **Stephen Fay** ACA

The 2020 Autumn Statement was cancelled by the Chancellor, and so the 3 March 2021 Budget was the first Budget for a year, and it's fair to say there were some nervous property investors watching what Rishi Sunak had to say! This piece is a brief summary of the key Budget proposals, and how these affect property investors.

1 PERSONAL INCOME TAX – THRESHOLDS FROZEN

Personal Allowance frozen at the already-announced April 2021 value of £12,570, and Higher Rate threshold frozen at £50,270, for five tax years (so until 5 April 2026).

Comment: Economists call this "fiscal drag", and it's an old Chancellor favourite, as it doesn't sound like a tax increase! But, with inflation around 2%, and allowances and thresholds normally increasing year-on-year (ie compounding), a five-year freeze amounts to a lot more tax due, as more people are 'dragged' into paying tax at all, and at the Higher Rate.

With a 2% inflation annual increase, after five years the Personal Allowance should be £13,900, and the Higher Rate tax threshold should be £55,500 ... meaning a lot more lower-paid people will pay tax on their income, and a lot more people with income below the Higher Rate tax threshold will now find themselves paying 40% tax.

2 CORPORATION TAX

Three main changes were made to the corporation tax system:

a) Increase in corporation tax for companies with profits more than £50,000

From April 2023 (two tax years from now), companies with profits above £250,000 will pay 25% corporation tax, rather than the current 19% rate. Companies with profits of £50,000 or less will continue to pay 19%. There will be a tapering of the rate between £50 - £250,000 (details TBC).

Comment: Corporation tax was always conspicuously low at 19%, partly as Government had actively wanted to market the UK as having one of the lowest corporation tax rates in Europe (Ireland lowered their corporation tax rate to just 12.5% and saw a huge increase in businesses basing themselves there, which has ultimately meant **MORE** tax paid to Ireland). Covid, and Government promises not to increase other taxes, meant corporation tax was likely to be the main target!

The tapering will mean a rising rate between profits of £50-£250,000, which will affect many incorporated landlords, and those operating property management companies, but using a company will still make tax sense for the large majority of landlords ... just a little less beneficial than previously. The tapering aspect is a re-introduction of the old 'Marginal Small Companies Relief' system, which tended to make clients' heads ache with the calculation complexity!

b) Loss carry-back claims allowed for up to three years

Trading companies that make a loss can 'carry-back' that loss into the previous year, to offset the loss against a previous year profit, and receive a tax refund. Note, that this only applies to **trading** companies, so this excludes property **investment** companies, but would include trading property companies such as property management/lettings companies, development companies and similar.

Comment: The 2021 year is the accounts year that will bear the brunt of the financial impact of Covid. For trading companies that make a loss, this previously could only be carried back one year, which could sometimes be a frustration if there was any loss still to use after offsetting against the previous year's profits. The new rules allow the loss to be used against an extra two years of already-tax profits.

However, it's unlikely that many property companies will run losses of more than the previous year's profits, so likely to be a small minority of property companies will benefit from this. A cynic might say Government wants companies to use their losses at the 19% tax rate, rather than carry forward and offset at the future 25% tax rate!

c) 'Super-deduction' @130% for qualifying capital assets

All companies can claim 130% tax relief on 'plant and machinery' capital assets bought before 31 March 2023.

Comment: Landlords calm down! This tax relief specifically excludes property purchases, as only 'plant and machinery' (P&M) assets are qualifying assets (which also means company cars are excluded). P&M is a tax term for equipment, essentially, so for most landlords this would mean assets like computers, phones, IT and office equipment, vans (including pick-ups), furniture, tools etc.

Eg, a company buys a £1,000 laptop computer. The company can claim 19% of £1,300 off its corporation tax bill, reducing the tax bill by £247, rather than £190. So it's unlikely to push many property companies to splash out, but on the other hand it may just be the push to spend some money if the effective tax relief is at 24.7% rather than 19%.

4 NEW HELP TO BUY SCHEME FOR SECOND-HAND PROPERTY+ SDLT HOLIDAY EXTENSION

A new high-LTV mortgage guarantee scheme will run from April 2021 to December 2022, to support residential property buyers. Plus, an extension to the existing SDLT holiday until 30 June 2021, tapering down to the old £125,000 threshold by 1 October 2021.

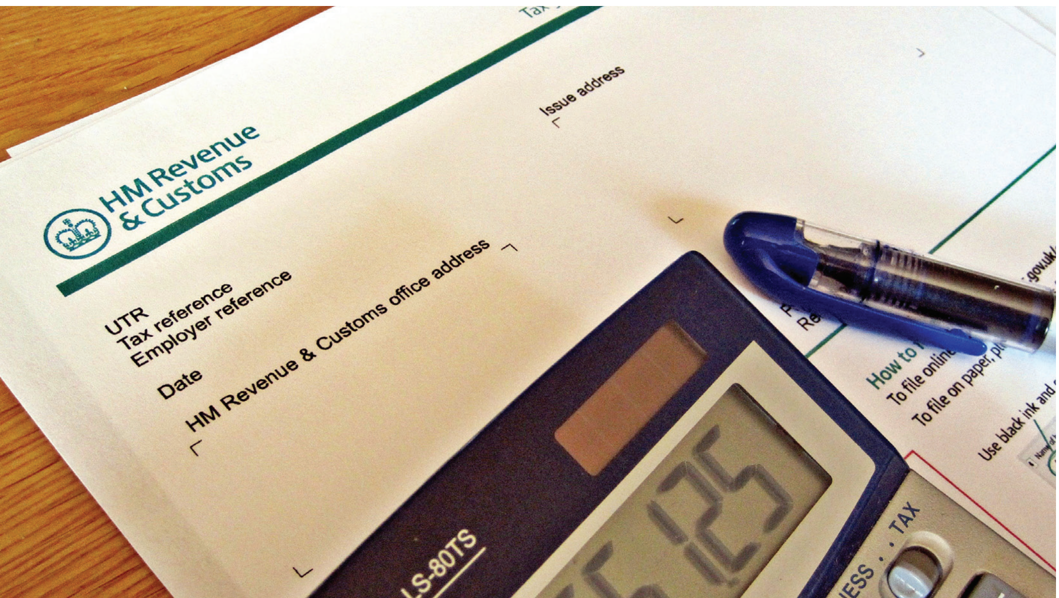
Comment: This could be useful to property developers who renovate existing property (rather than those who do new-builds), and landlords looking to sell some property, as it would support buyers to achieve the upper LTV products that lenders have largely withdrawn due to Covid concerns. So, not a direct tax change, but combined with the extended SDLT holiday, it could mean more potential buyers for property investors looking to sell properties.

3 CGT ANNUAL EXEMPTION, IHT THRESHOLD, PENSION LIFETIME ALLOWANCE FROZEN UNTIL APRIL 2026

The CGT Annual Exemption (£12,300), IHT nil-rate band (£325,000) and main-residence band (£175,000), and pension lifetime allowance (£1,073,100) are all frozen for five tax years.

Comment: The CGT Annual Exemption being frozen, and the CGT rates remaining unchanged, was a surprise given the recent 'Office of Tax Simplification' (OTS) CGT report recommended the exemption is cut to £4,000, and CGT rates increased in line with income tax rates. For now, we still have the fairly reasonable CGT regime of a £12,300 exemption per person, and 18%/28% CGT rates for Basic/Higher rate taxpayers.

The £1m IHT threshold for spouses owning a main residence wasn't likely to increase given the main-residence band final year of phasing in was the 2021 tax year. And, as few people have almost £1.1m in a pension, this again was an easy target for a threshold freeze.



CONCLUSION

Most property investors breathed a sigh of relief after the March 2021 Budget, given some of the scary 'what-ifs' in the media and property community. If anything, other than the corporation tax increase, which for most small property companies is a niggle rather than a major issue, this was a 'something or nothing' Budget.

However, it may be that the bad news is to come in the Autumn Budget, when the Covid pandemic is largely behind us, hopefully. Until then, perhaps selling property and locking in the current CGT regime may be worth thinking about, and, as always, all we can do is run our property businesses, and adapt to change as and when it arrives.

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MORTGAGE UPDATE

By **Stuart Yardley** of Trafalgar Square Financial Planning Consultants

We continue to see a very busy BTL mortgage market with lenders balancing service and product rates.

Some good news for the market is the extension of the stamp duty holiday as this will hopefully take off some of the pressure from the lenders and solicitors with completion deadlines.

After the introduction of the market-leading specialist BTL rates by Precise Mortgages, they have needed to amend criteria and introduce a temporary criteria change with a minimum loan of £75,000 being introduced increasing from £40,000. This is due to the level of business received and service levels dropping off from where they want to be.

I have seen a large increase in enquiries from new investors looking to get into the BTL market and build a portfolio, so I thought I would cover some of the questions I am regularly asked from investors new to the market.

Should I purchase in my personal name or limited company?

When determining your finance strategy it's key to first obtain tax advice from an accountant who will be able to advise on the best strategy for you. From a finance point of view, we can do either. It doesn't really change the process, as the lenders will underwrite the directors/shareholders behind the company in the same way they would do with a personal named mortgage.

I have set up a new property SPV to purchase property in, will this be an issue as it doesn't have any trading history?

As mentioned, when we are looking at a limited company BTL mortgage the lenders will assess the directors/shareholders behind the company and not the company itself as you start out. Just as when assessing personal lending, they will look at financial profile, income, expenditure and credit profile of the directors/shareholders so it doesn't matter even if you have only just set up the company.

I am self-employed/company director, how does that impact on my lending options?

If you are self-employed or a company director, it isn't an issue for BTL lending and the lenders will generally want to see your personal tax returns. I would always ensure you have your last two years' tax calculation summaries and overviews available. Your accountant will be able to produce these, or if you do a self-assessment, you can print them from the HMRC website. Key when assessing the income for self-employed is lenders will work on the net profit figure for sole traders or the salary and dividends shown on the tax returns for company directors. As a rule, the minimum period of self-employment is one year but there are a few lenders that will look at things slightly different. If you don't fit this profile, just speak to a broker and discuss you circumstances

I am unable to prove a personal income of over £25,000. Will this be an issue for obtaining BTL finance?

This is a regular question we get asked. While in years gone by £25,000 may have been a magic number to open up lending options, there are plenty of options where there are no minimum income requirements. When a lender is assessing your provable income, your personal income is key. And whilst some lenders will work to a stricter affordability model, others are just looking to see that you have a personal income that allows you to deal with any rental voids. With the mainstream lenders, the main thing is that your expenditure isn't higher than your provable personal income, but there are many different ways we can look at this. We also have lenders that, as long as you have an income, are not too concerned with income and expenditure. I think the key message here is speak to your broker as there are many different options to suit different circumstances.

I am a first-time buyer and haven't owned a property before. Is this a problem?

Being a first time buyer deciding to make a first move into BTL does leave you with more restrictive lender options, but there are still options. The first one is the most challenging, but you can still access competitive rates and terms as a first-time buyer. However personal income is key with lending, as lenders will assess your borrowing on income and expenditure as they would also do with a residential mortgage. It's an advantage to have a minimum income of over £25,000 and, as mentioned lenders, will look at all of your other expenditure including any rent you pay and any unsecured financial commitments. As a first time buyer/not currently a property owner, I suggest that before you do anything speak to a broker and go through your individual circumstances.

I don't own any investment properties but I would like to purchase a small HMO as my first property.

If you are looking to move straight into specialist lending, the options are more restricted. As long as you are a residential homeowner there are options for you to purchase a small HMO generally up to six bedrooms as long as already licensed. The lending options are restrictive for the first one but as soon as you can start to show six months and then 12 months lettings experience, other lenders will come into the market for you. Key when purchasing HMO properties is whether you are going to need to convert this into a licensed HMO and that does change lending options. If however you want to purchase a three-bed/two-reception house and use it as a four-bed unlicensed HMO, we can consider your mortgage options. Similarly if you wanted to purchase an established and licensed five/six-bed HMO. The finance only changes if you are looking at converting a standard house into a licensed HMO.

My credit score is only fair, am I able to get a BTL mortgage?

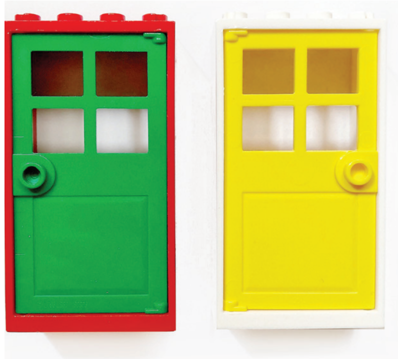
We get this quite often as the credit agency reports are great with giving you a guide on what your credit profile is like. However, when we are looking at mortgage options the information contained within the report is really what we are looking at. From a lending profile we are looking at information such as whether you are on the voter's roll, if there are any late payments on your credit records, and if so how many, when they were missed and then paid up to date. Also whether you have any defaults or other records such as CCJs.

There are many lenders available, all with different requirements and criteria regarding your credit history. It's important you just don't assume as your credit score is showing fair or even poor that there are no mortgage options available. There are many options, but it just might mean you are looking at a specialist BTL lender. Again if there are any concerns, it's vital you speak to a broker before you start your property journey so you know what finance will be available for you.

I have seen a property at auction. How do I arrange the finance?

There are many different auction types at the moment, such as modern auctions with longer completion deadlines. If you are looking at bidding for a property at auction, you need to find out what the completion terms are for the auction and be able to answer these key questions:

- **Is the property in a lettable condition day one?**
- **What is your intention with the property? Is this going to be held as a long-term buy to let or a flip?**
- **What is your maximum bid?**



I always think at auction you have to be prepared and plan for the worst-case scenario even if you are planning to keep as a BTL and the property seems in good condition, as you may need to complete the purchase with cash or bridging.

If you are looking to purchase the property to flip or if there's a 28-day completion you would be looking at factoring in bridging costs.

LIMITED COMPANY MORTGAGE OVERVIEW

If you are looking at a limited company purchase or refinance, key to your options available will be the structure of your company. Each lender does have their own individual criteria on the directors'/shareholders' personal circumstances and company structures, so you will need to discuss with your broker.

Single let options include:

LENDER	LOAN TO VALUE	PRODUCT	FEES
Precise Mortgages	75%	2.79% 2-year fixed – minimum loan now £75,000	1.5% arrangement fee
Precise Mortgages	75%	3.49% 5-year fixed – minimum loan now £75,000	1.5% arrangement fee
The Mortgage Works	75%	3.74% 5-year fixed	£995 arrangement fee, free valuation
The Mortgage Works	75%	3.49% 2-year fixed	£995 arrangement fee, free valuation, free legal remortgage service
Paragon Mortgages	70%	2.95% 2-year fixed	1% arrangement fee, free valuation, £299 application fee
Molo	75%	3.00% 2-year fixed	1% arrangement fee – upfront
Paragon Mortgages	70%	3.34% 5-year fixed	2% arrangement fee, free valuation, £299 application fee
Foundation Home Loans	75%	3.64% 5-year fixed	1% arrangement fee, free valuation, no application fee and £250 cashback
Foundation Home Loans	65%	2.89% 2-year fixed	2% arrangement fee, £125 application fee

As always, I am available should you require any advice on a BTL mortgage, residential mortgage, commercial finance, bridging finance or development finance. I work with investors all over the country with property investment opportunities from 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

In a nutshell:

- The regulations commence on **4th May 2021**.
- *"These Regulations apply in respect of debtors domiciled or ordinarily resident in England or Wales."*
- A debt relief period (breathing space) is granted to people with the means to settle their debts if given time. **NB:** This is not about encouraging people to avoid payment and potentially increase their debts. If they do not pay the rent during the moratorium period, we can ask for the moratorium to be cancelled.
- *"A standard breathing space is available to anyone with problem debt. It gives them legal protections from creditor action for up to 60 days. The protections include pausing most enforcement action and contact from creditors and freezing most interest and charges on their debts.*
- *A mental health crisis breathing space is only available to someone* **who is receiving mental health crisis treatment** *and it has some stronger protections. It lasts as long as the person's mental health crisis treatment, plus 30 days (no matter how long the crisis treatment lasts).*
- *A breathing space can only be started by:*
  - *a debt advice provider who is authorised by the Financial Conduct Authority (FCA) to offer debt counselling*
  - *a local authority (where they provide debt advice to residents)".*
- Debts cannot be chased once a person is in the debt relief period.
- If there was a mental health issue, debts cannot be chased until 30 days after the period has ended.
- A Section 8 cannot therefore be issued on grounds 8, 10 or 11 (rent arrears) at that time but it can be issued on others.
- **A Section 21 (no fault) notice can still be issued**

DEBTS, MENTAL HEALTH AND RENT ARREARS – THE BREATHING SPACE

This issue hit the headlines in January, causing concern for many landlords.

Legislation due to commence this year offers people in debt, including rent arrears, the opportunity to take a break of 60 days or more. During this time creditors, including landlords, must not chase the debt.

This prompted a lot of discussion online. Some were concerned it would be a way for tenants to stop paying rent while landlords were prevented from chasing them or taking recovery/possession action. We need to understand the legislation so we know how it might impact our businesses at a time when many of us are struggling with rent arrears.

See bit.ly/YPN154-ML1 and bit.ly/YPN154-ML2 for details of the legislation: **The Debt Respite Scheme (Breathing Space Moratorium and Mental Health Crisis Moratorium) (England and Wales) Regulations 2020**.

THE REALITY?

No doubt some tenants will try to use this legislation to avoid being chased for rent arrears. We must rely those with the power to grant them a "breathing space" to only do so when it will help solve the debt problem – for people temporarily out of work, ill and not being paid or going through issues that will come to an end.

If we have any doubt, we must use Section 21 (while we still can) and be patient – because no one is going to be allowed an eviction until Covid 19 is in our rear mirrors.

NO WIN NO FEE – NO PEACE FOR LANDLORDS!

One of the YPN editorial team received an email from a reader who was concerned about a practice that appears to be growing among PRS tenants during the pandemic.

Some landlords have raised this in online discussions, often asking ***"should the tenant be paying because they are using the property more than before"*** or something similar. I am so tempted to be rude to people who appear to forget that anyone can read those discussions, which make us all look bad.

It's time for our expectations to change because "working from home" is likely to become common in future. Our properties will therefore get more wear and tear, and cost us more money. We can use some of the money we are saving while interest rates are low to invest in more robust items – tax deductible – to avoid spending time organising repairs and replacements. I have learned not to cut costs by cutting quality. I love a bargain but only if it's an item I would have bought at full price that is now reduced.

My thanks to the reader who shared this information [sic]:

> *"Just after Christmas I received notification from XXXXX Council that one of the tenants in a shared property had gone to a solicitors with regards to disrepair to the property and a request for compensation. This was the first I was aware and it was apparently the first they knew about (it's a property which is part of the council lease / management scheme). Anyway, I did some repairs to the bathroom immediately which was the only issue which had been reported by the tenant (£1,300) spend. The solicitors (one of these no win no fee co's) instructed a RICS surveyor to go out and inspect the property. He has come back with numerous alleged repairs. Some look correct e.g damp in a corner of the kitchen, others very petty. Scuff to a skirting board and hairline crack in a window."*

He also shared the following:

> *"1st February 2021*
>
> ***PENDLETON FLATS 'UNFIT FOR HUMAN HABITATION' CLAIM***
>
> *127 Pendleton tenants have joined in the commencement of litigation against Pendleton Together and Salford City Council, claiming that their properties are 'unfit for human habitation'.*
>
> *"Fitness for human habitation is assessed with reference to 29 hazards, which include extreme cold, fire risks and electrical safety" says Matthew Condrad of Tenant Claim "We are confident that these cases satisfy the criteria and that the court action will be successful.""*
>
> *(Source: Salford Star,* **bit.ly/YPN154-ML3***)*

The Homes (Fitness for Human Habitation) Act 2018 always had the potential to empower tenants of criminal landlords who let unfit properties or do not maintain them during a tenancy. In my opinion it is a positive thing to separate the good landlords from the bad.

The problem is that:

1. **No Win No Fee companies are set up to take cases for PPI, who can no longer take them;**
2. **Tenants are spending time at home, often with no work and little to do, causing more wear and tear to our properties which of course will result in more breakdowns etc.**

The Act was never intended to empower tenants to threaten landlords, nor take spurious cases against us in the hope of getting compensation.

It's vital to keep full records of reported incidents and the timing of action taken. Many HMO landlords find WhatsApp groups useful (I call them moan fests), but it's important to include a term in your contract stating that **requests for repairs or replacements must be made by email** so that all parties have clear records. This lets tenants know that you are keeping records of these requests, and provides evidence that can be used in your defence. WhatsApp messages and texts are less useful in this respect.

Do not panic if you are contacted by a No Win No Fee company. They are looking for compensation. Make it clear you have good records and you will see them in court. Their financial model doesn't work if too many cases go to court and they will probably back down.

I am of course assuming you are in the right. If you have outstanding repairs, get them done quickly and see how it plays out when they take a stale issue to court.

You can find details of the Act here: **bit.ly/YPN154-ML4**.

ARTICLE 4 DIRECTIONS

We know that when an Article 4 Direction commences, planning permission is needed for change of use from dwelling house to house in multiple occupation (HMO). **Confusion is evident in the questions I see online:**

- **A build that already, at the start of the designation, has planning permission and building regulations** to convert the property into an HMO of seven bedrooms plus (which always needs PP) is not affected by Article 4. It does not need to be completed and occupied by the date of the designation.
- A build to convert a property into a small HMO (six bedrooms and less), which did not need planning permission prior to the Article 4, **IS affected** and needs evidence/certificate of Established Use at the date of the designation. If the building is not occupied as an HMO at the date of the designation, it will need planning permission before it is offered for rental.
- HMO licensing is not connected to planning permission nor Article 4. Therefore having an HMO licence may help towards evidence of established use but does not on its own prove it. **It is occupation on the date of designation which is key.**

New government tenancy agreement (AST) allowing pets

Another issue that caused a panic online was misunderstanding around the government's updated version of the model tenancy agreement for England (AST) published on 28th January: **bit.ly/YPN154-ML5** (Section C).

> *"1.5 A Tenant must seek the prior written consent of the Landlord should they wish to keep pets or other animals at the Property. A Landlord must not unreasonably withhold or delay a written request from a Tenant without considering the request on its own merits. The Landlord should accept such a request where they are satisfied the Tenant is a responsible pet owner and the pet is of a kind that is suitable in relation to the nature of the premises at which it will be kept. Consent is deemed to be granted unless the written request is turned down by a Landlord with good reason in writing within 28 days of receiving the request. A Landlord is prohibited from charging a fee to a Tenant who wishes to keep pets or other animals at the Property. Permission may be given on the condition that the Tenant pays an additional reasonable amount towards the deposit, but the deposit must not breach the deposit cap requirements under the Tenant Fees Act 2019."*

Guidance Note: Keeping pets.

> *"Clause C3.5 prohibits a landlord from exercising a blanket ban on pets. A responsible pet owner will be aware of their responsibilities in making best efforts to ensure their pet does not cause a nuisance to neighbouring households or undue damage to the Property. A landlord should take steps to accommodate written requests from responsible tenants with pets. They should only turn down a request in writing within a 28 day period if there is good reason to do so, such as large pets in smaller properties or flats, or otherwise properties where having a pet could be impractical. Landlord consent is therefore the default position unless otherwise specified in writing by a landlord. If consent is given on the condition that additional deposit is paid by the tenant, the total deposit must not breach the deposit cap introduced under the Tenant Fees Act 2019 and must be protected in an authorised tenancy deposit scheme."*

It's easy to see why this caused concern but an important point was missed. **This is only a model AST, produced for those who want to use it. The law has not changed and there is no legal obligation for a landlord to do any of this**.

If you do decide to accept pets, a small increase in the rent is probably the best way to deal with any damages without an argument at the end of the tenancy. This is not regulated under the Tenant Fees Act 2019.

REMINDER – LEGISLATION COMMENCING IN 2021

Electrical safety standards for single let properties

Housing and Planning Act 2016: **bit.ly/YPN154-ML6**.

Guide for landlords: electrical safety standards in the private rented sector: **bit.ly/YPN154-ML7**.

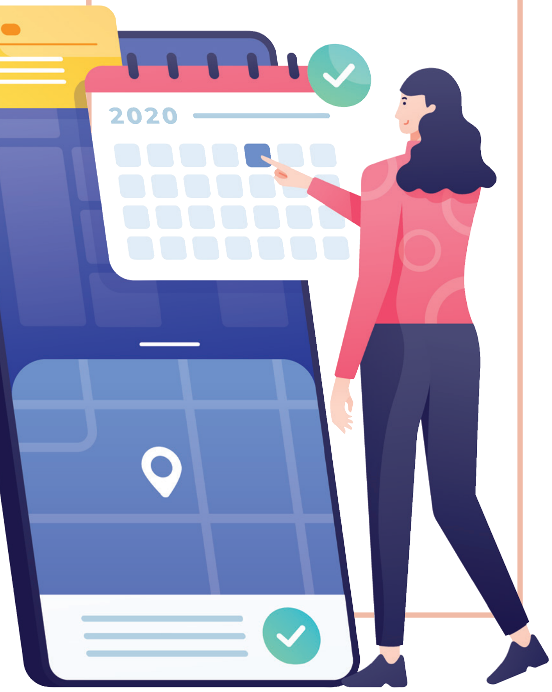
Electrical Safety Standards in the Private Rented Sector (England) Regulations 2020:

- **From 1st April 2021 Electric Safety Inspections must be carried out on all rented property.**
- **A copy of this report must be given to the existing tenant within 28 days of the inspection and test.**
- This applies to single let properties; HMOs (even non-licensable) have always needed these inspections.
- From 1st July 2020 Electric Safety Inspections must be carried out before a property is marketed.
- A copy of this report must be given to a new tenant **before they occupy the premises.**
- **NB:** A new tenancy under this legislation is any tenancy which began on or after 1st June 2020.

Client Money Protection

Housing and Planning Act 2016: **bit.ly/YPN154-ML8**

Tenant Fees Act 2019: **bit.ly/YPN154-ML9**



THE CLIENT MONEY PROTECTION SCHEMES FOR PROPERTY AGENTS (REQUIREMENT TO BELONG TO A SCHEME ETC) REGULATIONS 2019

Details: **bit.ly/YPN154-ML10**.

- From 1st April 2021 an Agent must belong to a client money protection scheme if he/she holds client money – either landlord or tenant money.
- An Agent must be a member of an "***approved or designated"*** client money protection scheme approved by the Secretary of State.
- An Agent "*must ensure that the membership obtained results in a level of compensation being available which is no less than the maximum amount of client money that the agent may from time to time hold*".
- An Agent must hold a certificate of membership of the scheme. This must be displayed in their offices, on their website and given to any person who requests a copy, at no charge.
- If at any time the Agent changes the scheme of which he/she is a member or the scheme withdraws membership, he/she must write to all clients to notify them of the change.

Right to Rent

Immigration Act 2014: **bit.ly/YPN154-ML11**.

Right to Rent goes live across England: **bit.ly/YPN154-ML12**.

LANDLORDS' OBLIGATIONS

- People with documents from Austria, Belgium, Bulgaria, Croatia, Republic of Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Germany, Greece, Hungary, Iceland, Ireland, Italy, Latvia, Liechtenstein, Lithuania, Luxembourg, Malta, Netherlands, Norway, Poland, Portugal, Romania, Slovakia, Slovenia, Spain Sweden or Switzerland:
- *No change until 30th June 2021.*
- *We will not need to make retrospective checks for existing tenants after that date.*
- *Home Office checking service: bit.ly/YPN154-ML13.*
- *The government has not yet published guidance on what we need to do after 30th June. Given recent short notice this may not happen until the last minute. Look out for this guidance because failure to carry out the correct procedures can cause a penalty charge.*

Landlord's guide to right to rent checks: **bit.ly/YPN154-ML14.**

Thank you, letting agents!

I would like to make a plea to my fellow landlords: please be patient with your letting agents.

Many tenants are using their time to look for defects, moan about small issues, decide they need an equipment upgrade (missing the coffee machine in the office). They are driving agents mad and sometimes the agent needs to make a request for fairly trivial things to keep tenants happy. Or they may be slow to respond to our emails. But remember that they are taking the flak so we don't have to – and also often chasing tenants for rent.

CLEAN AND TIDY HOUSE = WARNING?

Listening to other landlords, including comments made online, is always an opportunity to learn. I would like to share this from a fellow landlord:

> *"I always know when I inspect that a tenant is subletting via Airbnb and the like, because the house is immaculate, the bed is made like an hotel bed and the bathroom is like a show home."*

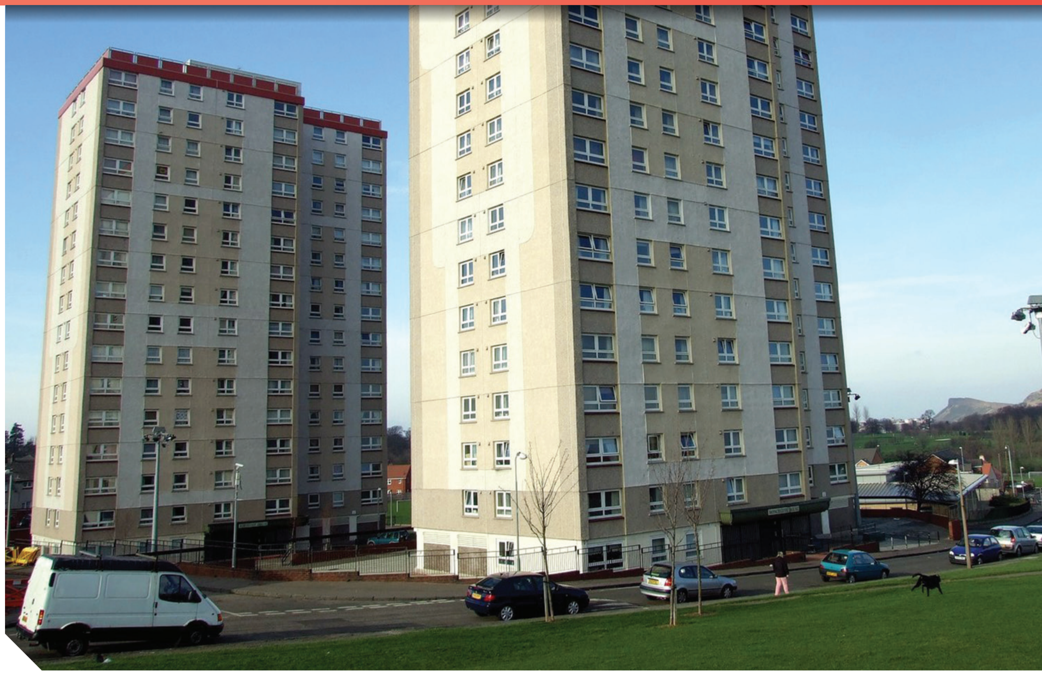
@landlordtweets

Mary Latham Landlord

CLADDING PROBLEMS FOR FLATS

FLAT OWNERS MAY FIND THEIR PROBLEMS WITH DANGEROUS CLADDING ARE NOT GOING TO BE SORTED FOR SOME TIME YET.

By David Lawrenson of **LettingFocus.com**



Up to 40,000 flat owners cannot sell their properties because they are still waiting for External Walls Fire Reviews, a scheme put in place by UK Finance and representing lenders and chartered surveyors. The precious form they need is the EWS1 certificate – the document proving their flats are now safe.

Some are still waiting even though the works to fix the problems have been done.

With no certification, mortgage lenders are not able to offer mortgages, so buyers dependent on mortgage financing can't proceed.

Flat owners are increasingly finding they are stuck on expensive standard variable rates, unable to switch to cheaper mortgage deals or move to cheaper lenders. Some owners wish to sell as they don't consider the flats safe to live in any more, despite fire watches, which are required to be in place. More on this below.

And many people do not wish to rent these properties either, so landlords are often stuck with un-lettable flats.

The only bit of good news is that the cladding nightmare does offer a possibility for very brave cash buyers to get big discounts from those who simply have to move. Some buyers seek to get a discount (to cover anticipated costs) at exchange of contracts and include within the contract a clause to allow the price to be reduced further if problems with cladding are discovered later. (Some would see that as cashing in on other's misery, of course.)

There are long waits for the checks. Naturally, there is excess demand for the Fire Consultant Surveyors to do the work. If problems are discovered, there are still longer waits to follow until the repair works are actually completed and signed off.

"Part of the rise in the premiums is due to the risk premium being enhanced because no one quite trusts the materials being used."

The government has made a £1bn Building Safety Fund available (topped up with another £3.5bn in February), but figures from early December showed that whilst 2,800 blocks had applied for funding to fix their cladding problems, only 300 were scheduled to proceed. And about 1,000 had failed to provide enough information for a decision to go ahead. Applications for the fund must be completed by the end of June.

But I hear that even getting on the portal to log information is actually very difficult – the site keeps crashing and there are other issues with getting information loaded.

Those campaigning on this issue say that the figure needed to fix the cladding problem is more of the order of £40bn.

Recently, a new fund worth £30m was made available for residents whose properties must be patrolled by fire wardens – known as "waking watches" – and for extra fire alarms.

One group making much moolah out of all this are indemnity insurers. They are charging the Fire Engineers (who are often ex-fire officers) much bigger premiums now. A friend who managed blocks in Manchester told me he had heard of one whose premiums have gone from £60,000 to £130,000 per annum.

Part of the rise in the premiums is due to the risk premium being enhanced because no one quite trusts the materials being used.

Indeed, when doing the assessments, a whole host of other problems relating to the way buildings were built are often appearing. The Fire Industry Association has said that in more than half of safety assessments they found cavity wall defects, which on their own are enough to cause buildings to fail safety checks. Apart from cavity wall issues, there are problems with fire breaks, insulation, fire doors and the structural paint used on steel.

One wonders what the heck the buildings control officers were doing or whether the whole system of buildings control is fit for purpose.

Companies who actually do the replacement corrective work may also be charging premium prices to do the work. Possibly, after all, they know it is the government who is covering the cost. But, in mitigation, they also have a worry about reputation risk, should there be some come-back in years to come, if the new materials prove to be dangerous too.

Basically it is a mess with a lot of nervousness around – very much like the CoronaPanic which also continues to roll on, seemingly without end.

The Royal Institution of Chartered Surveyors (RICS) has proposed a plan to allow some sales to proceed without an EWS1. They propose that blocks over six storeys be exempt if they have no cladding, as are those over six storeys if less than 25% of the external walls are clad, unless highly inflammable aluminium or composite material, as used at Grenfell, is present. Buildings of four or less storeys will be exempt unless they have the most dangerous type of cladding.

A public consultation has just closed and RICS would like to implement new rules before late spring.

Meanwhile, an amendment to the Fire Safety Bill from two Conservative MPs, Stephen McPartland and Royston Smith, would prevent costs being passed onto leaseholders.

Still, the government is also looking into how cladding repairs should be funded, including a plan to set up 30-year loans for block owners to be charged back to leaseholders in service charges over time.

Naturally, leaseholders are incensed. They did not build the flats nor choose the materials to build them, so why should they pay, they ask.

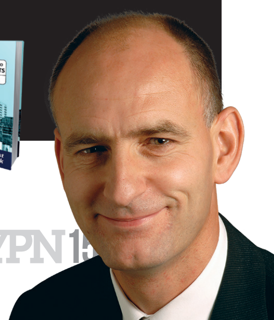
I agree and I like the idea of the setting up of a special bond better. This is the brainchild of the Leasehold Knowledge Partnership.

The bond would fund repair work with the payments back on the bond to be made by developers and extra taxes on foreign buyers over time.

After all, all the big house builders – flush with big profits from years of government largesse and the crack cocaine of Help to Buy (House Builder Director's Yachts). Maybe they now need to put something back!

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: *"Successful Property Letting - How to Make Money in Buy to Let"* and *"Buy to Let Landlords Guide to Finding Great Tenants"*.



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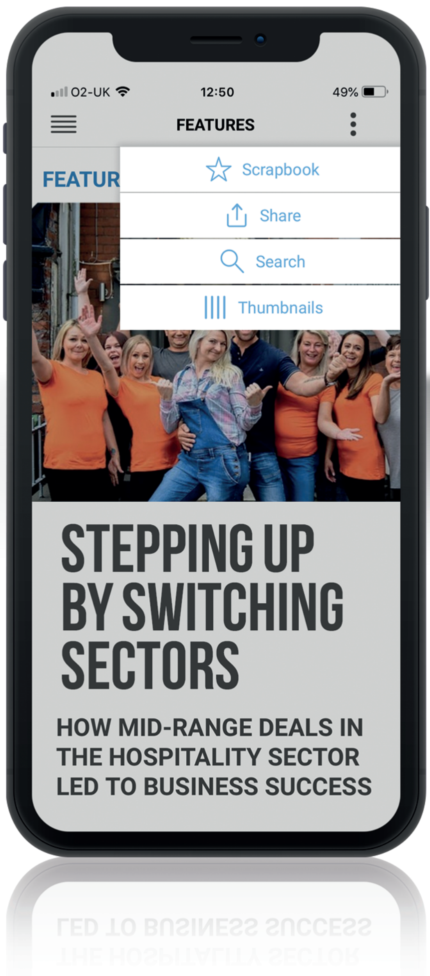

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If you experience any issues with logging in, please contact **michelle@yourpropertynetwork.co.uk** with your full name and telephone number and she will respond within 24 working hours. Please note if this is a Friday, Michelle may not be in contact until the Monday.

Any other queries or questions, please direct them to **appsupport@yourpropertynetwork.co.uk** and someone will be in touch.

MOVING INTO PROPERTY FULL TIME

GRAHAM KINNEAR

Most people I know with a property business started while they were still working their day job. In many ways, this seems like a sensible approach to manage the risk of your new venture faltering and provides a much-needed regular payslip whilst you get your fledgling property business off the ground. That said I have also met a number of people who have handed in their notice and started their property journey from scratch, motivated by the need to achieve quickly given that they are no longer employed.

There is no right or wrong answer and it will depend entirely on the individual and their circumstances. But I think my preference is to start building your property business, ensure the model works and that you enjoy what you are creating before you make that call to your boss. Furthermore, the recent advent of more flexible working by most employers must mean that it is easier than ever before to be able to work and develop a property portfolio.

> “If you are hoping to create a portfolio of a handful of properties then arguably, once they are set up, it isn't really a full-time role.”

If you are hoping to create a portfolio of a handful of properties then arguably, once they are set up, it isn't really a full-time role. Would you be bored if you had more time on your hands or is that what you dream of? You need to be clear in your mind as to what you want to achieve.

An alternative is to find a job which could augment your property business so you still have a monthly wage. Many property folk I know got their experience and knowledge through their former employment at letting agents, architecture firms, planning offices, working at a builders merchants or even on site. Such positions will give you knowledge and experience in negotiation, legislation, design and materials as well as giving you access to those who are established in the industry. It is an incredible thought that you can get paid and amass all this knowledge and experience, and it will doubtless assist you in your property journey.

In addition you should undertake private reading of trade journals or reports of court cases to improve your knowledge of the legislation and best practice within which your property business will operate.

Remember it is your knowledge, experience and skill that you will ultimately monetise and so ensure that all the experiences you achieve on the way are relevant to augmenting that skill set.

I studied surveying at university and then worked as an estate agent for almost 20 years, before selling my estate agency and moving into building surveying. I gained experience of property, dealing with people, managing tenancies, running a business, doing property deals and meeting all of those in the industry whilst I was working and growing my portfolio. Although my property portfolio is a success, I found that I also loved my day job and so I continue to this day to do both!

Bear in mind if you are planning on working in conjunction with developing a property portfolio, it will pay you dividends if you can get systems set up so that the management of that portfolio is as seamless as possible. With these two roles you are likely to be time poor, at least in the early years. Outsourcing to a managing agent or adopting property management and accounting software could be beneficial, and you will also want to ensure your properties are in good order and attract quality tenants to reduce the intensity of the management service you will otherwise have to provide.

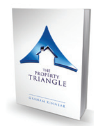
Another clear advantage of working whilst you are developing your business is that you should be able to reinvest a greater proportion of the income from your new business than would otherwise be the case as you will still be in employment. This may allow your property business to grow faster, or certainly become more resilient quicker. You may find that it is easier to raise finance if you are employed too, which would also assist in the growth of your new business.

I cannot advise what the best method would be for you. However, I can assure you that the hard work and dedication will ultimately pay significant dividends and you are likely to create an enjoyable and lucrative business. As someone once said: “Spend a few years doing what most people won't in order to live like most people can't.”

Therefore, make your decision in terms of how you are going to create your property business and start today!

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

Graham is the author of “The Property Triangle”.



LANDLORDS STILL SEE MERIT IN BUY TO LET

By **Paul Shamplina**

Founder of Landlord Action and Chief Commercial Officer Hamilton Fraser

Investing in buy to let properties for many has been an excellent way to achieve a secure income, either alongside their existing employment or for retirement. However, as we know, the sector has changed dramatically over the past few years and is no longer as lucrative as it once was. But does that mean landlords are going to turn their back on the sector in favour of alternatives like the stock market? A recent sentiment survey carried out by mydeposits, in partnership with Ome, would suggest not! Despite identifying challenges and some conflicting views, the results portray a largely positive viewpoint of the sector, both now and for the future, with landlords and agents rating their current experience of working in the rental market seven out of 10.

The survey report, released at the beginning of March, was based on responses from more than 14,200 landlords, agents and tenants. It considered factors such as the relationship between landlords and tenants, challenges and changes in the market, the impact of the pandemic, regulation and government support.

Overall, contrary to the common misconception that landlords and tenants often clash, on average tenants rated their relationship with their landlord 7.4 out of ten. Agents and landlords were also overwhelmingly positive, with 60% rating their relationship with their tenant nine or ten out of ten.

The majority of landlord respondents (80%) have been in the buy to let sector for more than five years, with 65% feeling that the industry has changed for the worse for reasons predominantly linked to regulation, legislation and tax. These reasons also led to 90% of landlords and agents saying they feel unsupported by the government. Yet despite this, 79% still plan to remain landlords over the next five years.

More than half (51%) of tenants have only rented their current property or one other over the last five years, demonstrating tenants' desire to remain longer in rental properties.

Interestingly, I think what this shows is that, although landlords are feeling despondent by the increased taxes and legislative changes, when landlords and tenants do get along and have a good relationship, then their perception of the market is more positive, and landlords do still think buy to let is worthwhile. It seems the majority of landlords want to continue being landlords, and even though many tenants have long-term aspirations of home ownership, 60% are settled in their current home and recognise the benefits of flexibility and being absolved from maintenance costs that come with renting. Of those tenants who moved more frequently, the most common reason was their job.

In the survey, tenants and landlords were asked to identify the worst thing they faced within the sector.

Tenants commented that the three worst things they faced in the current rental market were:

1. **Cost of renting (30%)**
2. **Poor housing conditions / slow repairs (13.6%)**
3. **Bad landlords (12.9%)**

Although cost was identified as the worst thing facing tenants it was also listed as the most common reason why tenants chose to rent.

Landlords commented that the three worst things they faced were:

1. **Legislation and regulation (23.8%)**
2. **Non-paying tenants (13.66%)**
3. **Difficulty evicting tenants (12.49%)**

Whilst landlords and tenants understandably identified different stumbling blocks in their rental experience, when considered together the results paint a clearer picture. It could be suggested that the high costs and affordability issues felt by tenants manifest as rent arrears for agents and landlords, making the problem cyclical. As I have always said, greater awareness and communication between all parties is extremely important in maintaining good landlord/agent/tenant relationships, preventing issues occurring in the first place, or in providing workable solutions for all parties.

Given the recurring issue of affordability for tenants, it is surprising that only 6% of all respondents had used a deposit replacement service. I appreciate these are a fairly new innovation and negative media reports around do-it-yourself deposit replacements have put some people off. However, we have found that it is because people have limited knowledge of what deposit replacements are that they have been reluctant to use them. 31% would be willing to try in the future. I think from a landlord and agent's perspective, it is a good idea to understand all the options available as this enables you to offer your tenants choice and flexibility which could help with affordability issues.

We know that there are further challenges ahead for landlords, particularly as six-month notice periods have just been made permanent in Wales which could indicate England will shortly follow. As we emerge from the pandemic and the government gets back on track with making further changes to the landscape of the private rented sector, I believe these sentiment surveys will provide valuable insight into the views of landlords, tenants and agents and what changes could have a positive impact on reducing the challenges faced by all parties.

YPN

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- **Adding value through development strategies**
- **Dry rot**
- **Japanese knotweed**
- **Cracks in the walls**
- **Working with builders and trades**

Do these challenges put you off starting your next project? You don't have to wait any longer, now is your chance to learn which challenges to avoid and which to embrace.

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What problems to look out for in auctions that you can solve with the right team.

As well as **creating a schedule of works**, **project managing**, **permitted development**, **planning gain** and lots, lots more!

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AM I TOO LATE TO JOIN THE CRYPTOCURRENCY MARKET?

By **Marcus de Maria**

Cryptocurrencies are dominating the financial world right now, but what does this mean and how can you benefit?

Cryptocurrencies are digital currencies that can be used to digitally transfer money to another person. This can be done safely without intermediaries or trusted third parties and the unnecessary and expensive transaction fees.

To ensure safety, it uses encryption technology, hence the name 'cryptocurrency'. There is a second layer of protection in the public ledger referred to as the 'blockchain'. This is a decentralised system, consisting of thousands of computers all linked together in a network that refreshes and updates every few minutes. You can trust the blockchain because it means each transaction is being verified again and again by all of the computers in the network. With thousands of computers all displaying the same information, the ledger's integrity is upheld. Some blockchains are shared but each cryptocurrency can have an individual one.

All the transactions for that cryptocurrency are documented in the blockchain, locking them in for good so they can't be altered afterward. This is the whole point of the decentralised system, the network of computers allows it to be decentralised and in the hands of many, as opposed to the hands of the few who are trying to control the many.

WITH CRYPTOCURRENCIES, THE BENEFITS ARE:

- There is **no third-party involvement**, meaning there is no middle man to slow it down or increase the costs.
- There is a **lower risk** involved than with traditional currencies. Instead of pulling the information from let's say, your credit card transactions, cryptos push the amount that is needed to be paid or received to other cryptocurrency holders.
- Cryptocurrencies are **not viable to be used for fraud**, as your personal information is always hidden you are protected from identity theft. Due to the decentralised and existing blockchain system, it is unable to be manipulated by an individual or organisation.
- The universality of cryptocurrencies means you **are not bound to exchange rates, transaction charges**, or any other fees applied in other countries. It operates on an international platform which makes transactions easier than your average bank to bank transfer.

Although it is still in its infancy, we are seeing the HUGE potential with cryptocurrencies such as Bitcoin and Ethereum. Unlike the stock market, there are no official Bitcoin exchanges and therefore there is no official Bitcoin price, hence the currency is known for its rapid and frequent price movements. There is very little barrier to entry, if you already own Bitcoin, no verification is required and you can start trading immediately. You can also use it to purchase anything from buying a car to paying estate agents.

Cryptocurrencies are here to stay and to suggest otherwise would be like saying the internet was only a fad when it started. I believe cryptocurrencies are Money 3.0 and you need to get involved. There will no doubt be new cryptos that will follow Bitcoin and Ethereum with their meteoric rises.

I have never wanted to be that person who said *"I knew it was going to be big but I was too lazy to do anything about it"* and miss out on, what we are now seeing which is the largest transfer of wealth the world has ever witnessed. Before people were using the unknown as a reason to not get involved with cryptocurrencies, now they're using the fact that it could be too late.

IT IS NOT TOO LATE TO GET INVOLVED IN CRYPTOCURRENCIES!

You do not need a lot of money to make sizeable profits, even a few hundred can turn into tens of thousands. I brought £850 worth of Antshares (now named 'Neo') and in just three months turned that into £40,000! Where else do you think you could receive a 4,000% return in that time?

After only 12 months in the crypto market, I had doubled my money and a few years later I am still seeing game-changing and consistent profits. It is not too late to join the world of cryptocurrencies but in a market that changes day to day, you should get in now!

Marcus

ARE HMOs STILL A GREAT STRATEGY?

BY SIMON ZUTSHI

This is a question I am often asked, especially as investors worry that tenants may no longer want to live in shared accommodation due to concerns around Covid-19. In this article, I want to address these concerns and bust some of the common myths about HMOs.

I first became an HMO landlord in 1998 when I moved out of my first home and rented it to three students who were studying at the University of Birmingham. I didn't know anything about HMOs at the time; there certainly were no licensing requirements back then … it just worked very well. I then purchased a few more properties that were all single lets, and I was able to leave my full-time employment at Cadbury's in 2001, thanks to the income from my properties.

It wasn't until 2005, when I was looking back over my investing journey, that it dawned on me: my student HMOs were not only the most profitable properties but also the least hassle. So I started buying properties with the intention of turning them into five-bed HMOs.

Although I teach a number of different property investing strategies, HMOs still remain one of the most popular. It can be the fastest way to replace your income — often with just a handful of properties. However, a lot of potential HMO investors are put off by some of the myths surrounding them. Most of these myths are either incorrect or are just half-truths.

That's why I want to bust these HMO myths in this article. Believing in them could prevent you from using this strategy … which could, ultimately, be costing you a fortune.

What about Covid-19?

Whilst it is true that some people have been put off the idea of living with other people, I think this issue will disappear now that the government are committed to have all adults in the UK vaccinated by July 2021. In particular, I expect the student market will return in full strength for the new academic year in September 2021.

HMO MYTH 1

THERE IS AN OVERSUPPLY OF HMOs EVERYWHERE AND SO YOU SHOULDN'T DO HMOs

This is a half-truth and a massive generalisation. Let's be honest here, there are lots of HMOs and in most areas, there probably is an oversupply. But if you look at the quality of the rooms that are actually available (by going onto www.spareroom.co.uk) you will see that most of the accommodation available is very average and very plain.

I firmly believe that if you have good rooms at a higher standard than the average quality of HMOs in the area, then you should always be able to find tenants.

So yes, if you're offering average rooms, there is an oversupply. If you're going high-end, people will always want them and are often prepared to pay more money to live in better quality accommodation.

HMO MYTH 2

HMOs ARE A LOT MORE WORK THAN SINGLE LET

I would agree! One HMO is more work than one BTL property. However, if you look at the income you can create from a good HMO, it's the equivalent to about four or five single lets. To make a fair comparison, you should look at the amount of work involved with one HMO compared to four or five single lets, and I would suggest one HMO is not actually that much work.

When you know what you're doing and you have great systems in place, it needn't take much time to have your HMOs up and running.

HMO MYTH 3

EVERY HMO NEEDS TO HAVE AN HMO LICENCE

This is simply not correct. Technically, an HMO is a property that has three or more unrelated people living in that property. However, not all HMOs need licensing. The government guidelines that came out in October 2018 state that if you have a property with five or more tenants then you need to have an HMO licence. Some local councils interpret this in a different way and insist that if your property has just three or more tenants then you need a licence.

The key here is to contact the HMO licensing department at your local council and understand what the requirements are in your area. If your HMO does need a licence, it means you will have to fill in an application form, provide a floor plan of the property, show where the fire doors are, the smoke alarms etc, and of course, pay your licence fee. You need to make sure the property is set up correctly with all the safety requirements — I believe you have a moral and ethical responsibility, as well as a legal responsibility, to make sure you're providing safe accommodation for all of your tenants.

HMO MYTH 4

ALL HMOs NEED PLANNING PERMISSION

Again, this is not correct. Planning can be a little bit complicated, so I will keep it as simple as possible. If you have a larger HMO with seven or more tenants, it's no longer seen as a residential property, and is in its own planning clause called "Sui Generis". In this case, you would need to apply for planning permission to get a change of use from a residential into Sui Generis. In most parts of England, if you want a smaller HMO (up to six tenants), you could take a normal house and convert it using permitted development rights. You won't need to get planning permission, unless it's in an Article 4 area.

Article 4 Direction is in some parts of the country, is coming into other areas and will never appear in some places. The local councils who've applied Article 4 Direction don't want any more HMO properties in the area, so they have withdrawn the permitted development rights. Therefore, in an Article 4 area, if you want to take a normal house and convert it into an HMO for up to six people, you will need to get planning permission. If you apply for planning permission in an Article 4 area, it will be automatically refused.

However, if your property meets all the planning criteria, then you may be granted planning permission if you go to appeal. Another thing to bear in mind is that if you purchase an existing HMO that has been in continuous use since before the Article 4 Direction came in, you can apply for a Certificate of Lawfulness. This means you don't need to get planning permission!

In summary, if you are investing in an Article 4 area, the key here is to speak to the planning department of your local council. Find out when Article 4 came in, so you know how long you have to make sure you have the correct records for. If Article 4 Direction is not in place, find out whether there are plans for it to come in, and if so, when it's scheduled to happen. In which case, if you're taking a house and turning it into an HMO, you need to make sure it's finished and tenanted before the Article 4 Direction is enforced in that area.

Another tip! Look at the boundaries of the Article 4 Direction. There might be a location that's perfect for HMOs where half of the street is within the boundary and the other end is not. Always look at the streets on the boundary!

HMO MYTH 5

YOU NEED TO HAVE LOTS OF MONEY

I would agree that there is money required to buy HMOs or to do conversions. However, it doesn't have to be your money. It could be money you've borrowed from someone else as a private loan, or it could be purchased as a joint venture — where you find the property, do the work and someone else puts in all the money. You then share the cash flow and equity.

There are a couple of other strategies where you don't require a lot of money. For example, rent-to-rent — where you take on another landlord's property. If they are struggling to manage it themselves, you could offer a guaranteed rent. You can then rent it out on a room-by-room basis, and the difference between the rent to the landlord and income from tenants is your profit. It's a great strategy, especially if you're starting out.

The other method is a purchase lease option (PLO). This is similar to rent-to-rent, in that you pay a guaranteed rent to the landlord each month, you rent the property out and make a margin. However, a PLO is more powerful than rent-to-rent, because you also have the right to buy the property in the future, at a price you fix today. You can benefit from any potential equity growth as well as the cash flow. This is one of my favourite strategies and it works very well in the current market conditions.

So those are the five most common myths about HMOs. I do hope I've busted some of them for you because if you know what you're doing, you can make a huge amount of money from HMOs. I'm not saying it's easy — there's definitely work involved, but the time and effort you put in will be very well rewarded. A good six-bed HMO could make you £1,000 profit a month. You probably won't need that many to completely replace your income and give yourself the time and freedom to do what you want to do.

Invest with knowledge, invest with skill,

Best wishes,

Simon Zutshi

- **Author of Property Magic**
- **Founder of property investors network**

LEARN MORE ABOUT PROFITABLE HMOs

If you want to learn more about HMOs, I have recorded some in-depth HMO training, which you can access this month at no cost here:

www.HMOcourse.co.uk

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

BPEC British Plumbing Employers Council – qualifications, assessments and learning materials for Building Services Engineering sector

BRR Buy, refurbish, rent out

BTL Buy-to-let

BTR Build-to-rent

BTS Buy-to-sell

C2R Commercial to residential conversion

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)

DPC Damp proof course

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

GOI Gross operating income

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

IRR Internal Rate of Return

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)

MHCLG Ministry of Housing, Communities & Local Government

MVP Minimum viable product

NALS National Approved Letting Scheme

NICs National Insurance contributions

NICEIC National Inspection Council for Electrical Installation Contracting

NLA (former) National Landlords Association, merged with RLA to become NRLA

NRLA National Residential Landlords Association

OIEO Offers in excess of

OMV Open market value

ONS Office for National Statistics

OTA Online travel agent

PBSA Purpose-built student accommodation

PCA Property Care Association, a trade organisation for specialists who resolve problems affecting buildings

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 1,500banks, building societies, credit unions, insurers andmajor 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

Reserved Matters A planning term: outstanding details of an outline planning approval to be resolved by a separate "reserved matters" application, see https://www.planningportal.co.uk/info/200126/applications/60/consent_types/6 for details.

RGI Rent guarantee insurance

RICS Royal Institute of Chartered Surveyors

RLA (former) Residential Landlords Association, merged with NLA to become NRLA

RoCE Return on Capital Employed

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 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:

Prescribe the nature of development

Compensate for loss or damage created by a development

Mitigate the impact of a development (Source: planningportal.co.uk)

SA Serviced Accommodation

SAP (assessment) Standard assessment procedure

SARB Sale and Rent Back

SDLT Stamp Duty Land Tax

SI 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

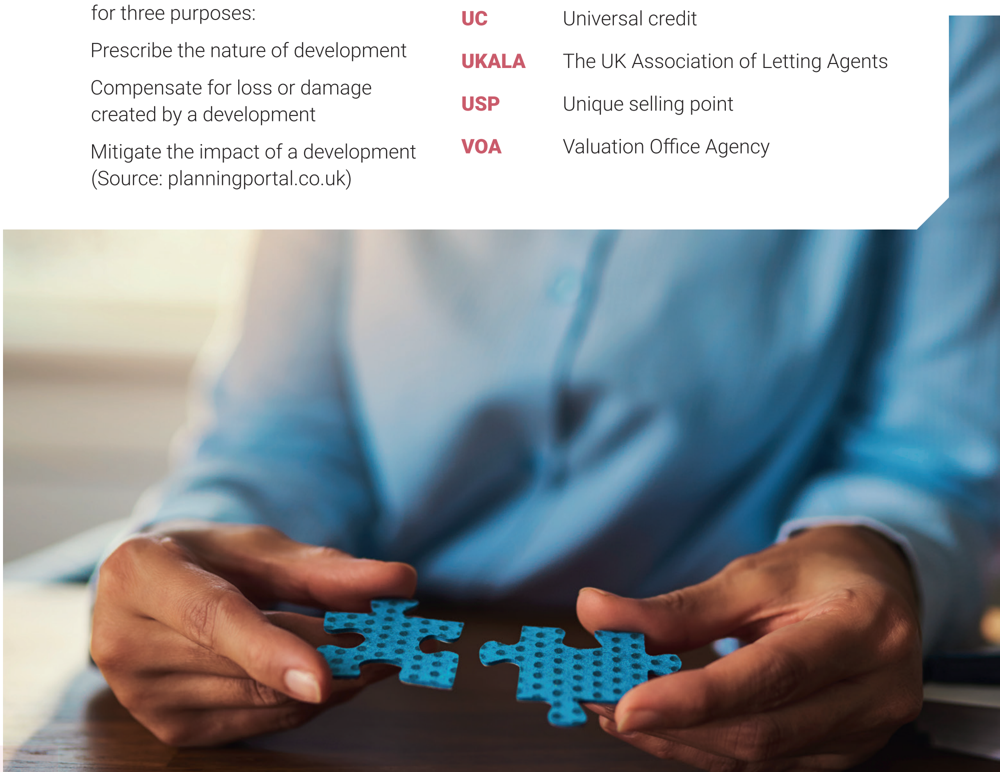
TPO The Property Ombudsman

UC Universal credit

UKALA The UK Association of Letting Agents

USP Unique selling point

VOA Valuation Office Agency

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NETWORKING EVENTS

PLEASE NOTE - Due to the current COVID-19 pandemic, events will be online or may not be running, please check the meetings websites for up-to-date information

1 **Blackfriars pin**
4th Tuesday of the month
Host: Jo Jamison da Silva
www.blackfriarspin.co.uk

Kensington pin
2nd Wednesday of the month
Hosts: Abs and Adam Hassan
www.kensingtonpin.co.uk

Sutton pin
2nd Thursday of the month
Hosts: Peter and Johanna Lawrence
www.suttonpin.co.uk

Clapham pin
1st Tuesday of the month
Host: Paul Trowell
www.claphampin.co.uk

Canary Wharf pin
1st Thursday of the month
Host: Andrew (Rice) Holgate
www.canarywharfpin.co.uk

Croydon pin
3rd Wednesday of the month
Host: Elsie Ofili
www.croydonpin.co.uk

PPN London Knightsbridge
Leo Nova South, 160 Victoria Street Westminster London, SW1E 5LB.
Hosts: Pippa Mitchell & Tej Singh
progressivepropertynetwork.co.uk/knightsbridge

PPN Blackfriars
Crown Plaza, 19 New Bridge St, London, EC4V 6DB **Host:** Kevin McDonnell
progressivepropertynetwork.co.uk/mayfair

PPN London St. Pancras
Impact Hub, 34b York Way, London, NW1 9AB
Hosts: Jamie Madill & Steve Mitchell
progressivepropertynetwork.co.uk/stpancras

PPN Monument
Brand Exchange Members Club, 3 Birchin Ln, London, EC3V 9BW
Host: Michael Primrose
progressivepropertynetwork.co.uk/monument

PPN Croydon
progressivepropertynetwork.co.uk/croydon

PPN Stratford International
Stratford Circus Arts Centre, Theatre Square, Stratford, London, E15 1BX
Host: Motiul Islam

PPN Bank Brand Exchange Members Club, 3 Birchin Ln, London, EC3V 9BW **Host:** Michael Primrose

Premier Property Club - Islington
2nd Wednesday of the Month
Double Tree Hilton Hotel 60 Pentoville Road N1 9LA **Founder:** Kam Dovedi
premierpropertyclub.co.uk/islington

Premier Property Club - Knightsbridge
3rd Wednesday of the Month
Hilton Hotel Park Lane 22 Park Plane W1K 1BE **Founder:** Kam Dovedi
premierpropertyclub.co.uk/knightsbridge

Premier Property Club - Canary Wharf
4th Tuesday of the Month
Hilton Hotel Marsh Wall London E14 9SH **Founder:** Kam Dovedi
premierpropertyclub.co.uk/canarywharf

Premier Property Club Wembley
4th Wednesday of each month
Holiday Inn Wembley Empire Way Wembley HA9 8DS
Founder: Kam Dovedi
premierpropertyclub.co.uk/wembley

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

Property Leverage Network - London
1st Monday of the month Pavillion End 23 Watling Street London EC4M 9BR
Host: Karun Chaudhary (07542210168)

Central London Evening Meet
4th Thursday of the month
London Bridge Hotel 8-18 London Bridge St London SE1 9SG
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

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 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/

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

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

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

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

Elephant & Castle Wealth Investing Network 1st Tuesday of every month
London South Bank University Keyworth Street Keyworth Building SE1 6NG
Host: Sonia Blackwood

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

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
www.croydonpropertymeet.com
rob@croydonpropertymeet.com
sel@croydonpropertymeet.com

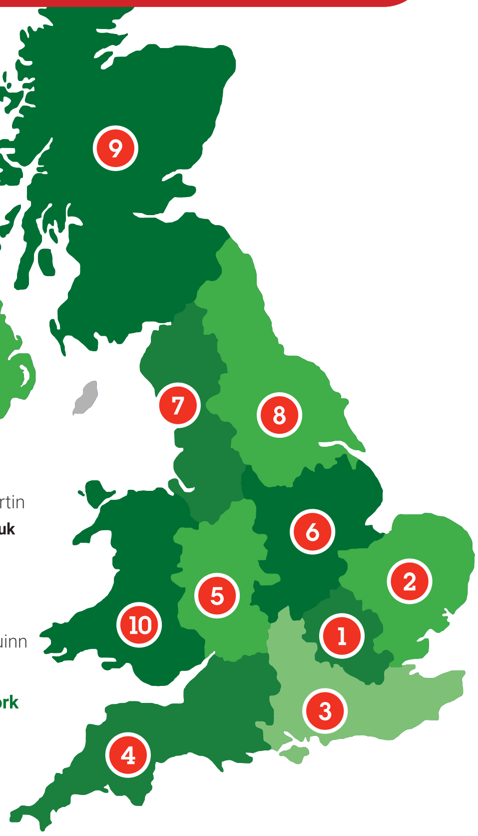
THE PROPERTY HUB
1st Thursday of the Month
http://thepropertyhub.net/meetups

London West Smith's Cocktail Bar Brook Green Hotel 170 Shepherd's Bush Road Hammersmith London W6 7PB

London East Property Hub Invest 1 Naoroji Street London WC1X 0GB

Rent 2 Rent Live! - Tower Hill
2nd Tuesday of every month
The Tower Hotel, St Katharine's Way, London, E1W 1LD **Host:** Steve Curtis
rent-2-rent-live.eventbrite.co.uk

Premier Property Club Online
2nd Tuesday of every month starting at 7pm



Premier Property Club - Croydon
1st Tuesday of Each Month
Jurys Inn Croydon Wellesley Road London CR0 9XY **Founder:** Kam Dovedi
premierpropertyclub.co.uk/croydon

2 **Norwich pin**
2nd Tuesday of the month
Host: Chris Jones
www.norwichpin.co.uk

Cambridge pin
4th Thursday of the month
Host: Christine Hertoghe
www.cambridgepin.co.uk

Essex pin
3rd Tuesday of the month
Host: Reegan Parmenter
www.essexpin.co.uk

PPN Ipswich
Ufford Park Hotel, Melton, Woodbridge, IP12 1QW **Host:** Halstead Ottley

PPN Brentwood
Holiday Inn, Brook Street CM14 5NF
Host: Sarah and Tony Harding

Colchester Property Circle
2nd Thursday of each month - 7.30pm
The Greyhound Pub, High Street, Wivenhoe CO7 9AH **Host:** Phil Sadler
https://bit.ly/2Kld96t

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

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Eastbourne pin
1st Wednesday of the month
Host: Lee Beecham
www.eastbournepin.co.uk

Oxford pin
3rd Tuesday of the month
Host: Del Robinson
www.oxfordpin.co.uk

Basingstoke pin
4th Wednesday of the month
Hosts: Seb and Aga Krupowicz
www.basingstokepin.co.uk

Kent pin
1st Thursday of the month
Hosts: Martin and Sarah Rapley
www.kentpin.co.uk

Surrey pin
3rd Thursday of the month
Host: Karen Buckley
www.surreypin.co.uk

Reading pin
1st Tuesday of the month
Speakers: Arthur Kemp & Richard Worrall
Hosts: Stephen and Julia Hollings
www.readingpin.co.uk

Southampton pin
1st Tuesday of the month
Hosts: Jon Woodman and Nigel Budgen
www.southamptonpin.co.uk

Berkshire pin
3rd Monday of the month
Hosts: Andy Gaught and Jonathan Barnett
www.berkshirepin.co.uk

Brighton pin
3rd Thursday of the month
Host: Peter Fannon
www.brightonpin.co.uk

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

The Property Vault
3rd Monday of the month
Eastgate 141 Springhead Parkway Northfleet DA11 8AD
Host: Dan Hulbert and Amy Rowlinson
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

The Bucks Property Meet
Last Thursday of the Month
The Bull Gerrards Cross **Hosts:** John Cox and Rachael Troughton
www.Buckspropertymeet.com

PDPLA 2nd Monday of the month
The Inn Lodge Burrfields Road Portsmouth PO3 5HH. 7:30
Host: Joan Goldenberg
www.pdpla.com

Partners in Property Southampton
1st Thursday of the month
DoubleTree by Hilton Southampton, Bracken Pl, Chilworth, Southampton SO16 3RB **Hosts:** Sarah Smith, Sam Beddoe, Karen Stanbridge
https://www.partners-property.com

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

Crawley Property Meet
3rd Tuesday of every month
crawleypropertymeet.com Holiday Inn London-Gatwick Airport, Povey Cross Road, Horley, Surrey, RH6 0BA
Hosts: Tania Carson, Pam Mackenzie, Nick Parkhouse and Phil Williams.

Hampshire Property Network
2nd Wednesday of every month
The Solent Hotel, Whiteley, PO15 7AJ
Hosts: Mark Smith and HPN Team
www.hampshirepropertynetwork.com

Mid Surrey Wealth Investing Network 2nd Wednesday of every month
Sutton United Football club, Gander Green Lane Sutton SM1 2EY **Host:** June Cruden

Property Expert Network Event (PEN)
Solent View Room at Pyramids, Clarence Esplanade, Portsmouth, PO5 3ST

The Reading Property Meet
Last Thursday of each month
Grosvenor Casino Reading South, Rose Kiln Lane, Reading, RG2 0SN
Host: Adam Vickers
https://bit.ly/2WLwMGs

Brighton Property Meet
3rd Wednesday of the month 6pm onwards The Cricketers, 15 Black Lion Street, Brighton, BN1 1ND
Hosts: Niall Scott & Matt Baker
www.scottbakerproperties.co.uk

PEN Kent
1st Monday of every month, 7pm till 10pm Tudor Park Marriott Hotel & Country Club, Ashford Road, Bearsted, ME14 4NQ **Guest Speaker:** Kim McGinley (Vibe Finance) **Topic of Discussion:** Property Finance Made Easy
https://bit.ly/2N3BLkM

Kent Property Meet
4th Wednesday of the month
Mercure Great Danes Hotel, Maidstone, ME17 1RE
Hosts: Jazz Doklu & Chrissy Kusytsch
www.kentpropertymeet.com

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Bournemouth pin
2nd Tuesday of the month
Hosts: Mike and Debbie Watts
www.bournemouthpin.co.uk

Bristol pin
2nd Wednesday of the month
Host: Nick Josling
www.bristolpin.co.uk

Cheltenham and Gloucester pin
3rd Tuesday of the month
Host: Phil Kiernan
www.cheltenhamandgloucesterpin.co.uk

Swindon pin
4th Wednesday of the month
Host: Leo Santana
www.swindonpin.co.uk

Devon pin
4th Thursday of the month
Hosts: Kevin and Sally Cope
www.devonpin.co.uk

PPN Bournemouth
The Ocean Beach Hotel & Spa, 32 East Overcliff Drive, Bournemouth BH1 3AQ
Host: Leigh Ashbee
progressivepropertynetwork.co.uk/bournemouth

PPN Bristol
Village Hotel - Bullfinch Close, Filton, Bristol BS34 6FG **Host:** Paul Duval & Paul Bennett
progressivepropertynetwork.co.uk/bristol

PPN Exeter
Sandy Park Way, Exeter EX2 7NN
Host: Traci Cornelius
progressivepropertynetwork.co.uk/exeter

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 Alverton Hotel, Tregolls Rd, Truro, TR1 1ZQ **Hosts:** Angelos Sanders & Matt Pooley
www.pig.network

Torbay Free Property Meet
2nd Monday of the month from 7pm
Chelston Manor, Old Mill Rd, Torquay TQ2 6HW
Hosts: Ed Akay and Mel Richards
www.facebook.com/torbayproperty

Exeter Free Property Meet
First Thursday of the Month from 7pm
The Ley Arms, Kenn, Devon EX6 7UW
Hosts: Ed Akay and Keith Sparkes
www.facebook.com/exeterpropertymeet

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Black Country pin
4th Wednesday of the month
Host: Philip Hunnable
www.blackcountrypin.co.uk

Worcestershire pin
1st Wednesday of the month
Hosts: Andy and Karen Haynes
www.worcestershirepin.co.uk

Birmingham Central pin
1st Thursday of the month
Interim Host: Dan Hulbert
www.birminghamcentralpin.co.uk

Birmingham pin
3rd Thursday of the month
Hosts: Kim Opszala and Neil Chaudhuri
www.birminghampin.co.uk

Stoke pin
2nd Wednesday of the month
Hosts: James and Jasmine Rogers
www.stokepin.co.uk

Coventry and Warwickshire pin
2nd Tuesday of the month
Host: Steven Ray
www.coventryandwarwickshirepin.co.uk

PPN Wolverhampton
The Cleveland Suite, Wolverhampton Racecourse, Gorsebrook Road, Wolverhampton WV6 0PE
Hosts: Liam McCullough & Joe Lane
progressivepropertynetwork.co.uk/wolverhampton

PPN Birmingham
Members Club House Edgbaston Priory Club Sir Harry's Road Edgbaston Birmingham B15 2UZ **Hosts:** Kirsty Darkins, Stephen Fryer
progressivepropertynetwork.co.uk/birmingham

PPN Leamington Spa
The Saxon Mill, Coventry Road, Guys Cliffe, Warwick, Warwickshire, UK, CV34 5YN **Host:** Mark Potter
progressivepropertynetwork.co.uk/leamingtonspa

Great Property Meet Warwickshire
3rd Monday of the month - 20th January Dunchurch Park Hotel & Conference Centre Rugby Road Dunchurch, Warwickshire, CV22 6QW
Host: Andrew Roberts
www.GreatPropertyMeet.co.uk

Saj Hussain's Property Meet
3rd Tuesday of every month (except August & December) - 6pm Novotel Hotel, 70 Broad Street, City Centre, Birmingham B1 2HT
https://www.sajhussain.com/networking

THE PROPERTY HUB
1st Thursday of the Month
http://thepropertyhub.net/meetups
Birmingham The Lost and Found Birmingham 8 Bennetts Hill Birmingham B2 5RS

PLEASE NOTE - Due to the current COVID-19 pandemic, events will be online or may not be running, please check the meetings websites for up-to-date information

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Leicester pin
1st Thursday of the month
Speakers: Paul Darvell & Linda Wright
Interim Host: Sébastien Buhour
www.leicesterpin.co.uk

Milton Keynes pin
3rd Wednesday of the month
Host: Reemal Rabheru
www.miltonkeynespin.co.uk

Nottingham pin
3rd Tuesday of the month
Host: Spike Reddington
www.nottinghampin.co.uk

Luton pin
4th Tuesday of the month
Host: James Rothnie
www.lutonpin.co.uk

Northampton pin
1st Thursday of the month
Host: Amelia Carter
www.northamptonpin.co.uk

Watford pin
2nd Thursday of the month
Hosts: Shack Baker and Waseem Herwitker
www.watfordpin.co.uk

Lincoln pin
4th Thursday of the month
Hosts: David Dixon and Paul Hastings
www.lincolnpin.co.uk

PPN Derby
Nelsons Solicitors, Sterne House, Lodge Lane, Derby, DE1 3WD **Hosts:** Mike Alder & Jamie Hayter
progressivepropertynetwork.co.uk/derby

PPN Northampton
Hilton Hotel, 100 Watering Lane, Collingtree, Northampton, NN4 0XW
Host: Kim Hendle
progressivepropertynetwork.co.uk/northampton

Stevenage Wealth Investing Network
3rd Wednesday of every month
Stevenage Novotel Hotel Steveage Road Knebworth Park SG1 2AX
Hosts: Stephen & Bridget Cox

UK Property Network Leicester
2nd Tuesday of the Month
The Field Head Hotel Markfield La Markfield Leicestershire LE67 9PS
Hosts: Rachel Knight & Adam Bass
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**

Midland Property Forum
3rd Thursday of the month
The Oldmoor Lodge Mornington Crescent Nottingham. NG16 1QE
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

St Albans The Beech House 81 St Peter's Street St Albans AL1 3EG

Nottingham St James Hotel No 6 Bar & Restaurant 1 Rutland Street Nottingham NG1 6FL

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Liverpool pin
4th Thursday of the month
Host: William Porterfield
www.liverpoolpin.co.uk

Chester pin
2nd Thursday of the month
Host: Hannah Fargher
www.chesterpin.co.uk

Manchester pin
3rd Wednesday of the month
Host: Julie Whitmore
www.manchesterpin.co.uk

PPN South Manchester
The Stanneylands Hotel in Wilmslow, Stanneylands Road, Wilmslow, SK9 4EY
Host: Mike Chadwick
progressivepropertynetwork.co.uk/wilmslow

PPN Liverpool
Marriott Hotel, One Queen Square, Liverpool, L1 1RH
Hosts: Andrew Budden & Alison McIntyre
progressivepropertynetwork.co.uk/liverpool

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

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

Property Leverage Network Manchester
1st Tuesday of every month Chill Factore 7 Trafford Way Urmston M41 7JA
Hosts: Andrew Wilcock & Gary Collins
http://propertyleverage.co.uk/manchester

Warrington Property Investors' Meet Up 3rd Tuesday of the month from 7pm-9pm Olympic Park Unit 7 Olympic Way 1st Floor Birchwood Warrington Cheshire WA2 0YL (free parking)
Hosts: Patricia Li and Michael Hopewell
www.meetup.com/Warrington-Property-Investors-Meetup/

THE PROPERTY HUB
1st Thursday of the Month
http://thepropertyhub.net/meetups

Liverpool Punch Tarmey's Liverpool 31 Grafton St Liverpool L8 5SD

Manchester The Bridge Street Tavern 58 Bridge Street M3 3BW

Connect property network
1st Wednesday of the month
Wychwood Park Hotel, Wychwood Park, Crewe, CW2 **Hosts:** Daniel Hennessy and Scott Williams
www.connectpropertynetwork.co.uk

Kieba Property Meet
2nd Monday of the month
Crabwall Manor Hotel & Spa, Parkgate Road, Chester, CH1 6NE **Hosts:** Kieran & Dawn Toner - Kieba Property Ltd
www.kiebapropertymeet.co.uk

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Harrogate pin
1st Wednesday of the month
Host: Diane Greenwood
www.harrogatepin.co.uk

Sheffield pin
2nd Wednesday of the month
Host: Paul Hastings
www.sheffieldpin.co.uk

Great North pin
2nd Tuesday of the month
Hosts: Mark Fitzgerald and Tim Ives
www.greatnorthpin.co.uk

York pin
3rd Wednesday of the month
Hosts: MikeQ and Olga Hainsworth
www.yorkpin.co.uk

Leicester pin
1st Thursday of the month
Host: Gary Sandford
www.leicesterpin.co.uk

Hull pin
2nd Thursday of the month
Host: Neil Brown
www.hullpin.co.uk

Leeds pin
4th Wednesday of the month
Host: David Dixon
www.leedspin.co.uk

PPN Sheffield
Mercure Hotel, Britannia way, Catcliffe, Rotherham, Yorkshire, S60 5BD
Host: Kevin McDonnell
progressivepropertynetwork.co.uk/sheffield

PPN Leeds
Hilton Hotel, Neville Street, Leeds LS1 4BX
Host: Mo Jogee
progressivepropertynetwork.co.uk/leeds

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

THE PROPERTY HUB
1st Thursday of the Month
http://thepropertyhub.net/meetups

Leeds Dakota Deluxe Hotel 8 Russell Street Leeds LS1 5RN

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Glasgow pin
2nd Tuesday of the month
Host: Arshad Ali
www.glasgowpin.co.uk

Edinburgh pin
3rd Thursday of the month
Host: Taimur Malik
www.edinburghpin.co.uk

Property Leverage Network - Glasgow
4th Tuesday of every month
Glasgow Pond Hotel Great Western Road G12 0XP Glasgow
www.propertyleverage.co.uk

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Cardiff pin
2nd Tuesday of the month
Host: Morgan Stewart
www.cardiffpin.co.uk

Swansea pin
4th Thursday of the month
Host: Morgan Roberts
www.swanseapin.co.uk

PPN Cardiff
Village Hotel in Cardiff, 29 Pendwyallt Road Cardiff CF14 7EF
Hosts: Sean Forsey & Phill Leslie
progressivepropertynetwork.co.uk/cardiff

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Belfast pin
1st Tuesday of the month
Interim Host: Paul Hastings
www.belfastpin.co.uk

PPN Belfast
National Football Stadium at Windsor ParkIrish FA, Donegall Ave, Belfast BT12 6LW
Hosts: Pete Lonton & Danielle Bell
progressivepropertynetwork.co.uk/belfast

Belfast Property Meet
1st Thursday of the Month
The Mac Theatre St. Anne's Square Belfast **Host:** Chris Selwood
www.belfastpropertymeet.com

As the current situation is changing frequently - some auctions are moving online. Please check the EIG website for the latest info.

UPCOMING AUCTIONS

1ST APRIL 2021

Auction House Cumbria
12:00 Live Stream

Auction House Online
12:00 Online Auction

Cottons
15:00 Live Stream

Sarah Mains 12:00

Strakers
17:00 Online Auction

Taylor James Auctions
11:00 Online Auction

Town & Country Property Auctions Italy (National)
12:00 At The Property

Town & Country South East, South & East Yorkshire and East Midlands
19:00 Live Stream

5TH APRIL 2021

Sarah Mains 12:00

7TH APRIL 2021

Auction House North East
14:00 Online Auction

BidX1 19:00 Online Auction

Phillip Arnold Auctions
12:00 Live Stream

Shonki Brothers (Narborough Road)
17:00 Live Stream

Venmore Auctions
13:00 Online Auction

8TH APRIL 2021

Strettons 12:00

Sutton Kersh Auctions
12:00

9TH APRIL 2021

Heffernan Auctioneers
12:00

Romans 13:00

13TH APRIL 2021

Barnard Marcus
Online Auction

Mark Jenkinson & Son
12:00 Online Auction

Sharpes
18:00 Online Auction

14TH APRIL 2021

Pearsons Auctions
11:00 Online Auction

15TH APRIL 2021

Auction Estates
14:30 Live Stream

Auction House Birmingham & Black Country
18:00 Live Stream

Auction House Devon & Cornwall
12:00 Online Auction

Auction House North West
13:00 Online Auction

Auction House South Yorkshire
14:00 Live Stream

Barnett Ross
12:00 Online Auction

Dawsons 12:00

Hair & Son
15:00 Online Auction

McHugh & Co
10:00 Online Auction

20TH APRIL 2021

Auction Agent 12:00

Connect UK Auctions
13:00 Live Stream

21ST APRIL 2021

Brown & Co 12:00

Hollis Morgan 18:00
Live Stream

Pugh & Company
12:00 Online Auction

The County Property Auction Live Stream

22ND APRIL 2021

Auction House Leicestershire
18:00 Live Stream

Auction House Robinson & Hall
14:30 Live Stream

Network Auctions
10:00 Online Auction

Town & Country Property Auctions West Yorkshire
12:00 Online Auction

23RD APRIL 2021

Living Property 12:00

Romans 13:30 Online Auction

Symonds & Sampson LLP
12:00 Live Stream

27TH APRIL 2021

David Plaister Ltd 19:00
Live Stream

Town & Country Property Auctions London 12:30
Online Auction

28TH APRIL 2021

Auction House Northamptonshire
11:00 Live Stream

Durrants
15:00 Online Auction

Edward Mellor Auctions
Online Auction

Greenslade Taylor Hunt Online
15:00 Online Auction

Lextons Auctions Ltd
10:30

29TH APRIL 2021

Agents Property Auction
Online Auction

Auction House Sussex
14:30 Live Stream

Cooper & Tanner Auctions 17:00

Feather Smailes & Scales
Live Stream

Harman Healy
09:30 Online Auction

Harman Healy
11:00 Online Auction

Paul Fosh Auctions
17:02 Online Auction

SDL Property Auctions National
10:30 Live Stream

Town & Country Property Auctions Wrexham
18:30 Online Auction

Wilsons (Northern Ireland)
19:30 Online Auction