

WWW.YOURPROPERTYNETWORK.CO.UK

YOUR PROPERTY NETWORK

ESCAPE THE RAT RACE

These investors found financial freedom
Read how they created:

- ▶ **More money**
- ▶ **More time**
- ▶ **More CHOICE**
- ▶ **And how you can too**

Plus

**MASSIVE
COMMERCIAL TO
RESIDENTIAL
CONVERSION**

Lessons learned
on a multi million
pound deal

**GEORGE OSBORNE'S
BUY TO LET BOMBSHELL**

Strategies for portfolio landlords

**HOW TO RAISE FINANCE LIKE A
PROPERTY PRO AND ACCESS FUNDS
FROM PRIVATE INVESTORS**





THE
GOOD
PROPERTY
COMPANY

A SMALL SELECTION OF OUR RECENT DEALS

Who says you can't do deals in a competitive fast moving property market!



Buy to Sell Case Study 1 OSBORNE ROAD

Purchase	£203,000
Refurb	£41,000
Sold for	£330,000
Rental Income	£2,798 per month
Costs	£1,675
(mortgage, bills, repairs at 10% of rent roll)	
Gross Monthly Profit	£1,123



OPPORTUNITY:

To buy, refurbish and rent out a large house in a very sought after and up and coming area in Bristol-Southville.

CHALLENGE

The property was falling in on itself, as the owner could not afford to repair it and was slowly closing off rooms as the roof leaked into them. It was occupied by a lady with 9 dogs who never went out, and so the property was nicknamed 'The Smelly Dog House' for good reason.

She accepted our offer, and then we waited for her to secure a new house for her and her family of dogs to move into, so though we got this property super fast, before it hit the market, we then had to wait 9 months to actually exchange and complete.

OVERCOME CHALLENGE:

A major refurb, and we replaced all the floor boards as they smelled so

badly. We refurbished it so most of the bedrooms have private ensuites, and now get a great rental for the rooms, with lovely tenants, all working professionals. We just waited patiently for her to move – the estate agent knew we were good to 'babysit' the deal and so it was good news for our vendor, to know that she had a secured buyer in place to give her certainty when offering on new houses, and not to be in a chain.

We ended up with a great high cash flowing property, which is in one of the most desirable spots in Bristol. Phew! Worth the wait.

FINANCE OF PROJECT:

I financed it with private lending, and borrowed 100% of the purchase funds, giving security through a personal guarantee, first charge, private mortgage and floating charge on second property. I also borrowed the refurb funds, so I put no money of my own into this project to begin with.

Buy to Sell Case Study 2

HILL AVE

Purchase	£193,000
Refurb	£25,000
Sold for	£260,000

OPPORTUNITY: to buy a discounted house pre auction, the builder had started and not finished, had a divorce, overlooking park so a sought after spot. Because of the great spot, we did not dress the property as the amazing park location sold it. So we saved on kit cost and man hour cost!

CHALLENGE

No building regs sign off and mysterious bidder at the 11th hour, when we had the property already agreed.

OVERCOME CHALLENGE: With our knowledge, we were fairly sure we would be ok on building regs, Building Control regularization application. However we had to dig to expose the footings to show they were sufficient. So we did take a risk, as if they were not, we would have had to put in new footings at a cost. Luckily they were fine.

FINANCE OF PROJECT: Deposit was from my own funds, and I borrowed 70% LTV of bridging from Shawbrook, at 8.76% APR.



Buy to Sell Case Study 3

ELLSWORTH ROAD

Purchase £103,000

Refurb £15,000

Sold for £150,000

OPPORTUNITY: to buy the property prior to auction, to do a very fast turnaround, so that the money could go in and be flipped round fast, thus improving ROI.

CHALLENGE ONE

We worked over Christmas, and the team worked pretty much the whole fortnight, with only a few days off, which was ace of them. Then the challenge was selling the house in January!

OVERCOME CHALLENGE ONE: We got lucky in that it sold within 11 days of being on the market. I think the great photos helped and the fact we were slightly cheaper than any other house in that area, with a much better presentation.

CHALLENGE TWO

The buyer got slightly cold feet at the last moment and delayed the exchange. I think people just get a wobble when they spend so much money. I was in two minds, to either keep the property or to sell it, as either way, I made money, and I didn't want to have a delay. In fact, I needed the money that week for another project, so I could not afford a delay in getting my funds in as I had to have the money to buy another project. Hectic!

OVERCOMING CHALLENGE TWO: So I both set a deadline for exchange and completion for the following Friday and also alongside, applied to move the short term bridging into longer term BTL funding, from the same provider, Shawbrook, as it would only take a few days. So I did not know which route we would end up taking right up until the Friday lunchtime, as I could not 'control' a buyer, only set a deadline and have a plan B for myself.

FINANCE OF PROJECT: deposit was from my own funds, and I borrowed 70% LTV of bridging from Shawbrook, at 8.76% APR.



BEFORE



AFTER



Buy to Sell Case Study 4

WILLIAM ST, TOTTERDOWN, BRISTOL

Purchase £155,000

Refurb £16,000

Sold for £205,000

OPPORTUNITY: To buy a maisonette in a sought after area, at a discount. The previous bidder could not get their mortgage sorted on it, so we stepped in after previously not getting the property.

CHALLENGE

Management company, as they were difficult / slow at providing sale info that our vendor wanted

OVERCOME CHALLENGE: chased like a terrier (Ash's words)

FINANCE OF PROJECT: JV partner, 50/50 split



(Should have exchanged Friday just gone, waiting to hear! - Completion due 30th September)

Susannah Cole is highly respected in the Property Investing Circles. She is a well established property expert who is running a very successful flipping strategy already, with the market place buzzing, and owns a substantial HMO and single let property portfolio.

She started **The Good Property Company** in 2011, as a kitchen table start up. In that time, she and her team have **sourced more than 180 properties**, at an average **discount of 29.5%**, with a value of over **£36 million**, in Bristol.

She loves property and loves to give back, in the shape of **Workshops** and her **Group Mentoring Programme**, helping others achieve (and hopefully, surpass) her own successes to date.

Check out her facebook page, with tons of **FREE** property knowledge,

<https://www.facebook.com/susannah.cole.58>

or

if videos are the way you like to learn, put the kettle on, brew up a cuppa and sit back and enjoy the great videos featured on her YouTube Channel, with bags of property knowledge for you.

<https://www.youtube.com/user/goodpropertycompany>

and

if you would like to receive **100 FREE property lessons** sent straight to your email, register on her website, and benefit from great content coming directly to you.

Enjoy!

CONTACT DETAILS

- www.thegoodpropertycompany.co.uk
- 0117 942 8914
- info@thegoodpropertycompany.co.uk



LEARN WITH **TG PC** | THE GOOD PROPERTY COMPANY

MENTORING GROUP OVERVIEW

By taking your place on the Mentoring Group, you get access to working with me for a full year, to support the delivery of your property objectives, working alongside with minded property investors.

We will meet once a month* and I will teach and support you throughout the year, in your property investment business.

The mentoring programme is designed to support you to develop and work towards your objectives in property investing, working with an experienced property investor on all aspects of property investment. This is done with a flexible and entrepreneurial approach and attitude.

The Mentoring Programme is focused upon clear wealth generating strategies within property. These include;

- Business Planning and Goal Setting
- Joint Venture Overview and Structures
- Sourcing Discounted Deals from Estate Agents
- Finding Private Investors
- Joint Ventures - Creating Proposals and Pitching
- Buy to Sell Successfully – Make Serious Money Selling Property
- Effective Letting
- Joint Ventures – Pitching and Paperwork
- Sourcing Deals Off Market and Direct to Vendor
- Buying and Selling Deals at Auction

Ongoing online reporting by you is on a fortnightly basis.

Ongoing 'surgery' telephone calls ensure that progress is monitored and the ups and downs of property investment discussed and actioned. The focus of the calls is to provide review, direction and support to ensure the delivery of your strategy is on track, with adjustments made for opportunities that add to the overall strategy.

Meet up once per month*, with a focus on the key areas of property investing and financing, alongside focus on your personal progress, to get you to where you want to be.

*Excluding holiday months August and December