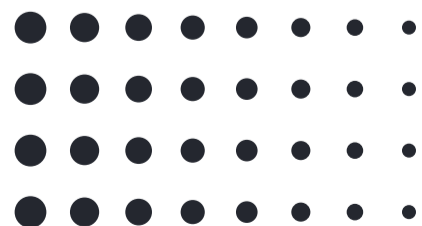




ESA PROPERTY

TURNKEY HMO SERVICES

- HMO Management
- HMO Investment
- Planning & Design
- Construction



www.esaproperty.co.uk

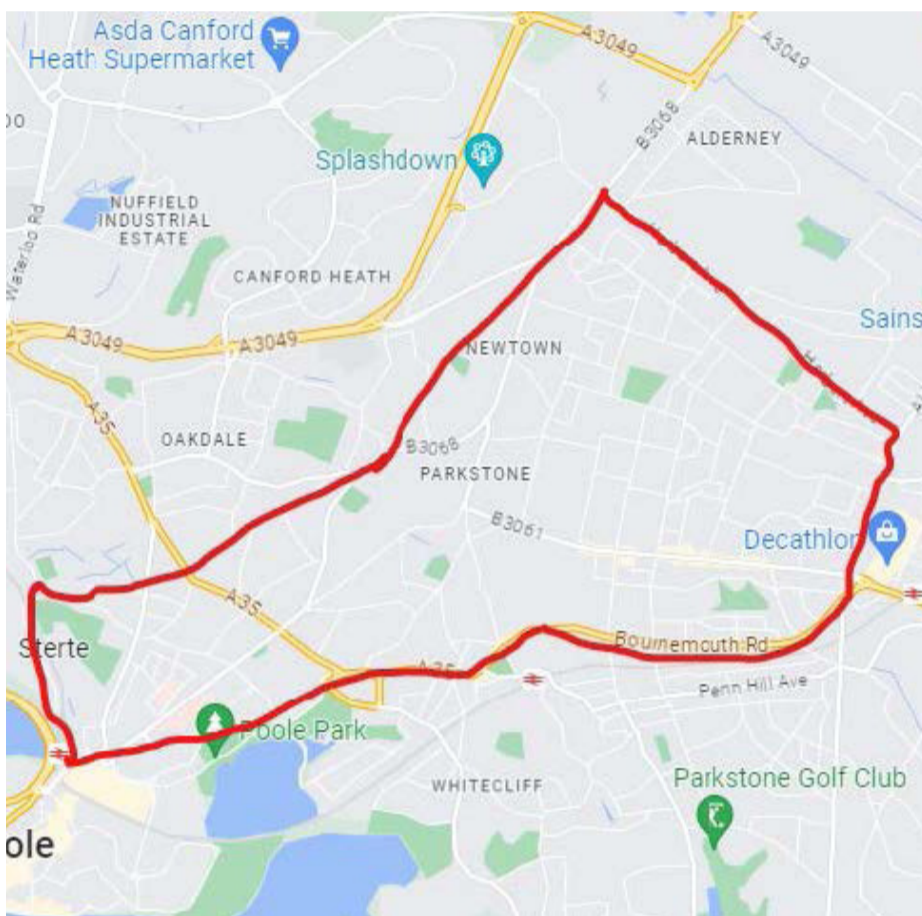
About ESA Property

ESA Property was founded to fill the gap in the property management market where agents who manage HMO's only deal with student lets not professional ones. We noticed this gap in the market and ESA was formed in 2019. Since forming we have become HMO landlords ourselves and gained a construction arm to the business.

ESA property now has a great community of staff and investors working with us. Part of our mission is bringing like minded investors together, We love to do staff/ client golf days or match day hospitality at AFCB.



Where We Invest:



THE AREA:

The area we invest in is between Bournemouth & Poole which accommodates to professional tenants providing accessibility to the major employment sites in the area. This area currently has no article 4 directive in place, however nearby postcodes in Bournemouth does have this restriction in place. This enables us to do a lot of projects under permitted development rights.

For larger sui-generis HMO projects the council in this area also adopts a more favorable approach to redevelopment. The area is within the sustainable transport corridor where high density development is encouraged within Pooles local plans.

Current housing targets are also not being met, with a shortfall of 1300 homes expected, so a more flexible policy is adopted to enable more development and a wide range of homes.

TENANT DEMOGRAPHICS:

With over 150 tenants in the BCP conurbation we are able to collect basic data. This enables us to know which locations will work best and to design properties with a tenant profile in mind.



32% - Healthcare
13% Engineering
12% IT & Software

TOP INDUSTRIES



Age: 27
Salary: £28,000 PA
Tenancy: 10 Months

TENANT PROFILE

COMMERCIAL GDV

Our finished HMO's are always done to an all-ensuite standard which not only enables higher rents to be achieved but also means the property is valued commercially. We see that a local yield of 7.75% is adopted to our valuations. This is done on a net yield (Gross annual rent -15% operating costs) Our average double en-suite room would rent for £795pcm in the current market, this equates to £104,632 in GDV per room.

Larger rooms which can accommodate living areas and kitchenettes are able to rent for upwards of £900 pcm in the current market.

SPECIFICATION

We have some fundamental beliefs on what should be included in HMO's not only to provide a great tenant experience now but also to future proof your investment. All our projects have:

- ✓ En-suite Rooms
- ✓ Minimum 9M2 (Excluding en-suite)
- ✓ Hard wired WIFI & Ethernet points in each room
- ✓ Intercom to each room
- ✓ L3 Fire & Emergency lighting systems
- ✓ LVT Flooring in all communal areas.

Our Service

We work with investors all across the country to provide turn key HMO investments. Our unique set up means we can offer a seamless process as almost all the work is completed in house from our designers, to our construction team to our property managers.

Working with us is very flexible, your involvement could be as little as signing solicitor paperwork and paying invoices or for those that like more involvement, you can join design meetings or have regular site visits.



ACQUISITION & FINANCING

We find a suitable property for a HMO conversion either on or off market, We check to make sure the property is suitable for a conversion ensuring the layout will work for both services and size standards. We also compile accurate refurbishment costs to give a good understanding of how viable the investment will be. The market data we use for comparable comes first hand through either our own valuations/ property sales or from our own lettings team who are letting these properties on a day to day basis.

Our team can assist clients obtain finance, we will produce: Schedules of work, Scope of works, Bill of quantities and valuation packs. Our track record of successful conversions is also seen favorably by lenders if trying to obtain refurbishment finance.



PLANNING & DESIGN

Once an offer is accepted we will design the layout of the HMO to ensure the space is optimized and all regulations and amenity standards are met. Where structural work is required we will work alongside architect and structural engineers. This process is streamlined as we have CAD in our office so can see all dwg files and make changes as required.

Should planning be required we will either complete the application on your behalf or work alongside our planning consultant for more complex applications.

Any other required tasks such as: Party wall agreements, Structural surveys, Asbestos surveys, skip permits etc. we will organize on your behalf too.



CONSTRUCTION

ESA Property contracts is the construction arm of our set up and is a main contractor able to complete jobs ranging from new carpets and decoration to large conversion work and extensions. We also offer project management services for investors who have preferred local contractors. We have a track record of successful HMO conversions and are members of the Federation of Master Builders for the conversion work we do.

We will produce all the RAMS to ensure your project is HSE compliant and instruct and work with building control to get all necessary work signed off.



SET UP

Once the refurbishment is complete we will set up the property so it is ready for tenants to move in. We will deal with:

- ✓ Master key systems
- ✓ White Goods
- ✓ Furniture & Blinds
- ✓ Kitchen utensils
- ✓ Tenant information packs
- ✓ HMO Licence application



LET & MANAGE

We stage the finished property and have professional photos and 4D Matterport video tours done, proving a great platform to market the rooms for years to come. Our lettings team finds and conducts strict tenant references to ensure the right people are renting the rooms.

We will organize cleaners, fire alarm tests and inspections to keep your property compliant and in good condition.



FAQ's

Do I have to use all your services?

No, It is completely your choice what level of service you require, this could be construction services or just help with the set up.

What rate of VAT is charged?

If the property we are working on is not an existing HMO (And will be converted to one) VAT will be charged at 5%. Normal rate VAT will apply if it is an existing HMO property or for management services.

Can you Help with refinancing/ finance?

Our fees vary depending what level of service is required - usually between £4,000 - £12,000 for a HMO project. Regardless to the level of service we don't charge anything upfront. Our fees are split across the project: 25% on offer being accepted, 25% on completion 50% on completion of project.

How Do I Get Started with ESA?

The easiest way is to get in contact with us and arrange a call to discover how we can help you.

Keep Updated - We now release monthly youtube videos showing our projects and how they progress



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