



andersons<sup>a</sup>





Residential property is the UK's largest investment asset class and on a total returns basis has been the best performing investment asset over most time frames over the past thirty years.

We are a privately owned property business based in East Anglia that specialise in the sourcing, sales and letting of residential property to individual investors.

Over 30 years of experience in property and finance give us an unparalleled insight to the needs and desires of investors. It enables us to use the contacts gained in these areas to find the best properties and the market knowledge to ensure best value and potential for growth, as well as being able to arrange specialist packages, like interest rate caps and bespoke lending for portfolios.

**Amount invested**  
**£1,000,000**

Assumed Annual Capital Growth **3.5%**

Assumed Annual Percentage Rental Income **5%**

Assumed Cost of Borrowing **3.5%**

**Low Risk  
No Finance**  
Value of Property  
**£1,000,000**

Borrowing **£0**

Annual Return and  
Borrowing costs

Capital growth **£35,000**

Rental Income **£50,000**

Bank Interest **£0**

**Total return £85,000 or 8.5%**

**Medium Risk  
60% Finance**  
Value of Property  
**£2,500,000**

Borrowing **£1,500,000**

Annual Return and  
Borrowing costs

Capital growth **£87,500**

Rental Income **£125,000**

Bank Interest **£52,500**

**Total return £160,000 or 16%**

## Portfolios and potential returns

These are examples of what can be achieved in what is considered by many to be a low risk investment area. We can purchase in different areas and different types of property to weight the portfolio towards income or capital growth depending on your requirements.

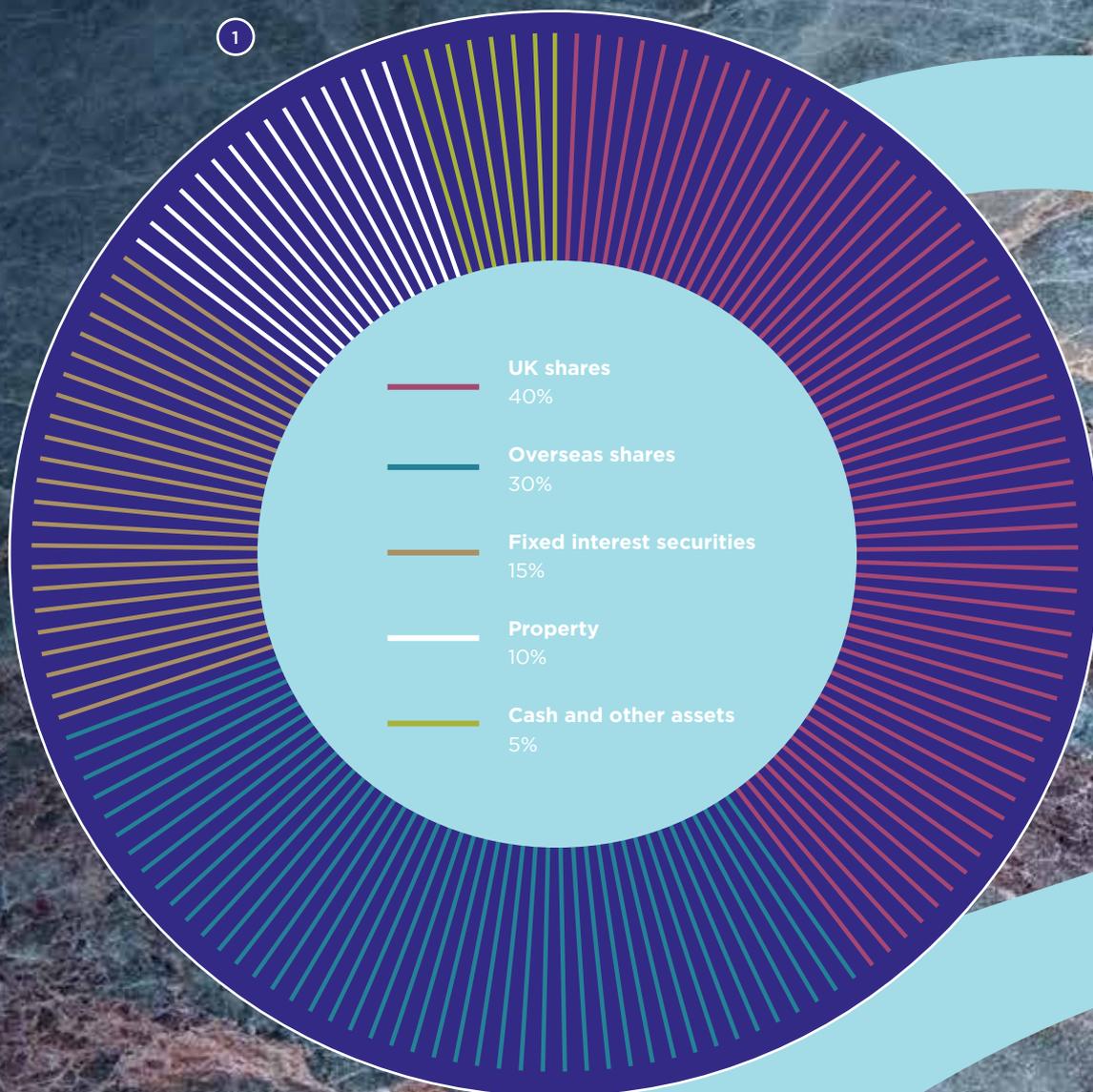


# Why invest directly in property?

Investing directly in property means that you will own each individual house and it will be registered at Land Registry in your name. This gives you complete control over your asset rather than a property fund that's value can be affected by the decisions of others.

The property market offers generous income potential as well as capital growth and should be a staple of any balanced investment portfolio. According to the money advice service at least 10% of any individual asset portfolio should be in property (see chart 1).

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# Why residential: performance

Residential property delivers better long-term value growth than any other investment asset. On a total return basis, it has been the best performing investment asset over most time-frames in the past thirty years (chart 2), and residential also offers better returns for less risk (chart 3).

2

## Inflation adjusted investment performance by asset class (10 years to end 2011)

Retail Price Index (RPI) adjusted annualized total return - current, medium and long term

Source: Office of National Statistics RPI Inflation, IPD residential index, IPD UK quarterly property index, FTSE all-share index, UK gilts index 5-15.



3

## UK residential delivers higher total return

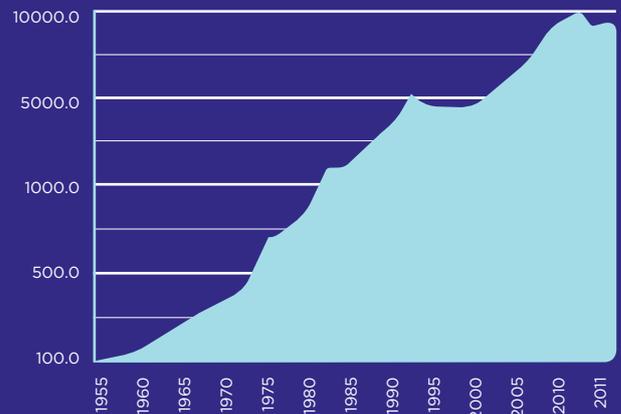
Ten year total return vs standard deviation 2001 - 2011

Source: IPD residential index, IPD UK quarterly property index, FTSE all-share Index, UK gilts index 5-15.



## House price index (Q4 1952 = 100)

Source: Nationwide.



## What we offer

**We source the property on your behalf and present you with a choice to choose from, showing:**

- The suggested purchase price
- Comparison to other property in the area
- Expected Rental Income

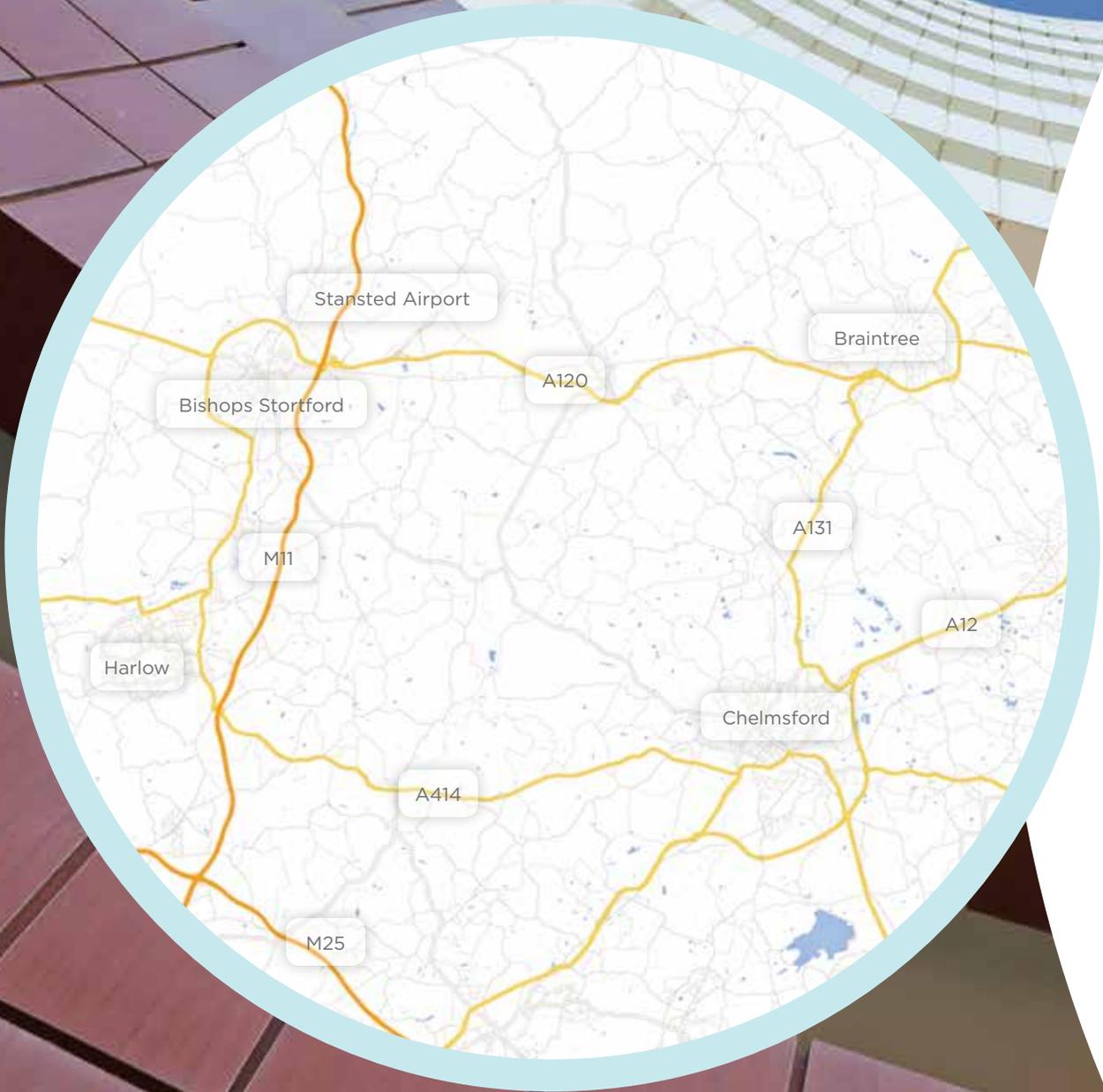
**We organise the negotiation and purchase on your behalf, including the following if required:**

- Introduction to our recommended Solicitors with preferential rates for clients
- Organisation of Independent Surveys
- Introduction to specialist Insurers
- Introduction to specialist lending/finance

**We fully manage the letting of the property on your behalf, to include:**

- Fully compliant to all regulatory requirements
- Finding and fully referencing suitable tenants
- Putting in place a full Assured Shorthold tenancy contract on your behalf
- Collection of all rents and deposits
- Registration of the Tenants Deposit with an approved Government Scheme
- Full Inventory and inspection at start of tenancy
- Inspection of the property every 3 months
- Full management of any repairs and issues
- Monthly statements of income and expenditure





## Why invest in our area?

**We believe East Anglia offers one of the most stable areas for property investment and has enormous potential for growth. Our advantage lies in the fact that we operate in this area every day and can therefore spot the best opportunities.**

The map opposite shows which areas we cover. Due to the expected expansion of Stansted Airport, the improved transport links and the spread of business coming out of North London and the Docklands, we believe there is a huge opportunity for rental properties here. The M11/A12 corridor is prime for residential property growth.



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