

Business plan



Portfolio landlords with 4 or more mortgaged Buy-to-Let properties will need to **download, save, and then complete this form electronically** (handwritten copies will not be accepted). If there are multiple applicants and investment strategies differ, further copies of this form will need to be provided as appropriate.

<u>Application Details</u>	
Form completion date:	
Application reference OR security address of application property:	
Applicant name(s): Please only provide details of the applicants to which this form applies (applicants who are not portfolio landlords, or who have provided details on a different Business Plan, should not need to be included).	
Name of company: (if application is in company name)	

<u>Investment Strategy</u>		
Sole source of income	Additional income stream	Retirement planning
Capital appreciation	Other (please specify):	

<u>Operating Model</u>		
Property Types (please select all that apply):		
Single residential investment properties	Multi-Unit Freeholds	Houses in Multiple Occupation (HMOs)
Other (please specify): _____		
Tenant Profile (please select all that apply):		
Single family residence	Student let	Other multiple occupants
Let to company	Let to social housing provider	Other*
<i>*If 'other' please provide further detail in 'Additional Information' on p4.</i>		

<u>Operating Model (continued)</u>		
Initial Tenancy Agreement Period (please select all that apply):		
6 months to 1 year	More than 1 year up to 3 years	
More than 3 years up to 5 years	More than 5 years	
Average length of tenancy for properties in portfolio:		
Less than 12 months	12-18 months	19 -24 months
25-36 months	More than 36 months	
Property management:		
Letting agent used to source and fully manage tenancies	Letting agent used to source tenant(s) but tenancies self-managed	
Fully self-managed	Other (please specify): _____	

<u>Voids and tenant arrears</u>		
Average void period for properties in portfolio:		
Less than 2 weeks	2 to 4 weeks	More than 4 weeks
Please provide details of how you deal with voids:		
Have you experienced tenants with more than one month's arrears, or any evictions in the last 2 years?		
Yes	No	
If yes, please provide details of how such situations are managed:		

<i>Rental Income</i>		
Do you expect your net rental income (i.e. the 'cash flow' from your letting activities) to decrease, or stay the same over the next five years?		
Increase by more than 10%	Increase by less than 10%	Stay the same
Decrease by more than 10%	Decrease by less than 10%	
What are the reasons for the anticipated change in your net rental income? (please select all that apply)		
Increase in rents	Reduced use of letting agents	Spend less on maintenance
Increase in property portfolio	Reduced property portfolio	Increased tax liability
Reduction in finance costs	Other (please specify)	

<i>Future Strategy</i>		
What are your plans for your rental units over the next five years?		
Increase the number of units	Keep the same number	Decrease the number of units, but not leave the rental market
Leave the market altogether	Don't know	

<i>Proposed future purchases</i> (Please include details of any plans to diversify into other property or tenancy types in 'Additional Information' on p4)	
How many additional properties are you considering purchasing in the next 12 months?	
How much do you intend to spend on these property purchases?	£
What is your estimated borrowing requirement for these property purchases?	£

<i>Proposed disposals</i>	
How many properties are you considering selling in the next 12 months?	
What is the current total value of these properties?	£
How much are you intending to reduce your total borrowing by?	£
Please include details of your reasons for proposed property disposals:	

Proposed improvements

How many properties are you considering improving in the next 12 months?

How much do you intend to spend on property improvements?

£

What is your estimated borrowing requirement for property improvements?

£

Please include details of how you will deal with voids during the improvements:

Additional information

Please provide any additional information relevant to your Business Plan (this should include investment in other property types, such as commercial or holiday lets):