

# An opportunity presented by Kelvin Kingsley

“Your Property Concierge”

**These apartments are selling fast on the open market at higher prices and we can prove it.**

**A special end of month developer discount!**

This deal has been negotiated at Director Level, the on-site sales team are NOT authorised to sell at these prices. **This is the last special deal**

## West Tower – Liverpool

Brook Street, L3 9PJ

4 reasons to invest...

- 🏠 **Liverpool’s Tallest Tower**
- 🏠 **Limited availability – Selling Fast**
- 🏠 **High rental demand – Good Cash Flow**
- 🏠 **A Trophy Asset**

### Development information



- Tallest Tower in Liverpool
- Superb build quality
- NHBC build warranty
- The best prime location in the city
- Close to the £1 billion Liverpool One retail development
- Stunning views over the Mersey and the city
- Excellent galleries and museums nearby

### END OF MONTH SPECIAL DEAL

Future Capital Growth Anticipated

**GROSS YIELD 8.6%**

### Investment information

2 bed apartment 6.01	<b>£119,000</b>
Market value guide price	£149,000
Discount Guide %	20%
Gross rental yield guide	8.6%
Profit guide pcm	£373
Rent guide pcm	£850
Discount guide £	£30,000
Deposit required	£35,700

Mortgage based on 70% of purchase price on an interest only at an interest rate of 3.89%

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## THE OPPORTUNITY

Plot No	Property Name	Type	Floor	Beds	Baths	Monthly Service Charge	Floor Area	Discounted List Price Developer Selling at	Extra Discount Given on Discount	Reduced Agreed Price	Rent PCM	Gross Rental Yield	Required Deposit At 30%	Profit PCM After SC & Mort	A Guide to Discount Off Market Value £
6.01	West Tower	Apt	6	2	2	207	828	130,000	11,000	<b>119,000</b>	850	8.6%	35,700	<b>373</b>	30,000
6.04	West Tower	Apt	6	2	2	207	828	132,000	7,000	<b>125,000</b>	850	8.2%	37,800	<b>359</b>	27,000
10.04	West Tower	Apt	10	2	2	207	828	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>
11.01	West Tower	Apt	11	2	2	207	828	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>
14.01	West Tower	Apt	14	2	2	207	828	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>
14.04	West Tower	Apt	14	2	2	207	828	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>	<b>SOLD</b>

\* Mortgage based on 70% of purchase price on an interest only at an interest rate of 3.89% - See Mortgage 1 example on page 8

## COMMERCIAL ASSESSMENT



### Sales and Rental Market Information

We have spoken to a number of local estate and lettings agents who have provided comparable information, local area information and letting information to help investors make an informed decision about the opportunity.

**Reeds Rains** – Prime location and close to all the amenities the city has to offer. They recently sold a 2 bedroom apartment at South Ferry Key on the waterfront for £165,000. They would market these apartments around £160,000 to £170,000 for a 2 bedroom units on the higher floors with rents circa £900 to £950 furnished.

**Keppie Massey** – Great location with excellent city amenities close at hand. They would consider marketing these 2 bed apartments in the region of £160,000 with rents gaining £850 to £950 depending on size and floor location. They recently sold a 2 bed apartment at Alex Tower for £160,000. Consider it an excellent rental market.

**Andrew Louis** – Superb location, close to the excellent city centre amenities. They would be confident to market the 2 bed apartments around £150,000 to £170,000 with rents circa £900pcm

**City Residential** – Great prominent waterside location in a high rental area. They would market these 2 beds around £150,000 to £170,000 gaining rents of £900pcm. At the Albany Building 2 bed apartments are being marketed in the region of £165,000.

**Beazley & Beazley** – They feel it is in an excellent location close to all the major sites in Liverpool and believe the development is extremely saleable. They would market the 2 bed apartments at around £160,000 and rents circa £850 - £950pcm depending on floor location.

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## SITE & AREA INFORMATION

- 🏠 A prime location overlooking the Mersey and the city centre and just short walk from the iconic Museum of Liverpool and the world famous Liver Building. Other charismatic neighbours include the £1 billion Liverpool One retail development, the new Beatles Museum, an exciting extension to the increasingly vibrant Leeds Liverpool Canal and the Malmaison and Crowne Plaza hotels.
- 🏠 Be part of Liverpool's architectural and stylistic future: by owning in one of the city's most stunning developments of the century. Being the tallest tower in Liverpool it is a recognised and admired aspect of the city's skyline, creating a destination in its own right and an address to envy.
- 🏠 West Tower comprises 123 two bedroom apartments, all with the high-spec fixtures and fittings you'd expect from a prime location, you can relax, play and entertain in surroundings that will never cease to amaze you and never fail to impress your visitors.
- 🏠 The views from the development of the city, the dock and the river Mersey are stunning. There's also first-class restaurants, open areas and serious retail therapy just a short walk away.
- 🏠 Ambitious plans to regenerate Liverpool city centre have recently been unveiled, which draw inspiration from some of the world's finest cities. New York, Boston, Melbourne and Hamburg are among a number of cities that Liverpool Vision looks to emulate with its latest plans for Liverpool over the next two decades. These include the continued redevelopment of the Liverpool waterfront, a revamp of the area surrounding St George's Hall and improvements to the Liverpool Knowledge Quarter and Commercial District.
- 🏠 Investments have also been highlighted for transport infrastructure, looking at improving airport links, bus and rail services, car parking, cultural attractions, social facilities and more 'green space'. A number of strategic initiatives will also be put into place, focused around 'Enterprise, People and Place'
- 🏠 Whether you're into art, shopping, great food, socialising, exercising or just chilling out, there are endless ways to make the most of life right on your doorstep at West Tower.

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**SHOW APARTMENT INTERIOR**



**SHOW APARTMENT VIEW**

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## GENERAL INFORMATION

### Development Address

West Tower, Liverpool, Brook Street, L3 9PJ

### Site Sales Office open hours

By appointment only

Daily 11am – 5pm – Margie or Claire

Telephone: 0151 236 8800

### CLICK

<http://www.westtowerliverpool.com/>

**PLEASE ADVISE US OF ANY VIEWINGS  
TO SECURE THIS EXCLUSIVE DEAL.**

### Developer

**DELPH RESIDENTIAL**

**Reservation Fee £1000 made payable to**

**DELPH PROPERTY GROUP**

### Warranty

**NHBC**

### Deposit

**10%**

### Properties on the development

**123**

### Percentage of site sold

**80%**

### Site completion date

**Completed**

### Tenure

**Leasehold 999 years**

**Ground rent - £250pa**

**Service charge – See the opportunity sheet**

**Parking spaces:** None available on site –  
leased car parking options are available nearby.

### Extras included in price

See specification in brochure – Also new  
Bedroom Carpets fitted + New Ceramic Oven  
and Hob fitted + Full repaint/ made as new  
again (a make as new refurbishment package)

### Kitchen bedroom and bathroom choices

**None**

### Completion procedure

**A Home demo will be arranged up to 1 week  
prior to completion. Any items needing  
attention will then be rectified prior to  
completion.**

- All of the above particulars are intended to give a fair and substantially correct overall description for the guidance of intending purchasers and do not constitute an offer or part of a contract. Prospective purchasers and/or lessees ought to seek their own professional advice.
- All descriptions, dimensions, areas, references to condition and necessary permissions for use and occupation and other details are given in good faith and are believed to be correct, but any intending purchasers should not rely on them as statements or representations of fact, but must satisfy themselves by inspection or otherwise as to the correctness of each of them.
- All measurements are approximate.



For further information please contact me on  
**01603 489118** or  
kelvinkingsley@yourpropertyconcierge.co.uk

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## FREQUENTLY ASKED QUESTIONS

### **Q – How do you manage to secure such large discounts?**

A - Developers need to hit their sales targets to release capital tied up in current developments to put into new developments. When they get desperate they can't be seen to discount their developments on the open market, hence they approach their trusted contacts such as me. I then offer these opportunities to my contacts on a very discreet basis. Developers offer me exceptional discounts because I sell properties in greater numbers.

### **Q – Why don't you buy all the deals yourself?**

A – In truth, I would love to and I have done in the past. However, for now I have enough properties, nearly 90 in fact and I need to settle at that level for a while. I'm pretty much maxed out with all the mortgage lenders offering currently offering what I consider to be decent terms. There are plenty of other lenders that want my business; however, my personal investment strategy is highly dependent on being able to secure interest only mortgages at competitive interest rates. At the moment there are just not enough lenders in the market offering terms which are attractive to me.

### **Q - Do I have to use a particular broker, solicitor or financial advisor?**

A - No. You can make your own decision on which companies to use; you can use your tried-and-tested ones, or we can direct you to companies that may offer you introductory discounts.

### **Q – Do you charge buyers an arrangement fee?**

A – No, you will never pay any money to me; I am paid by the developer. You pay a reservation fee to the developer and the deposit to the solicitor you nominate.

### **Q – How do I proceed?**

A - It's as easy as 123, and I will help you every step of the way.

- **Step 1:** Contact me to make an offer on a selected property. I will then negotiate directly with the developer to obtain the very best price for you.
- **Step 2:** Complete the reservation form sent to you by email, then send it back with a non-refundable reservation cheque for £1,000 made payable to the developer name as stated. Note this amount comes off the purchase price.
- **Step 3:** Liaise with the solicitor you nominate to ensure that exchange or completion takes place within 28 days of receipt of purchase contracts.



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# SALES TERMS AND PROCEDURES

## Viewing

Please let me know when you would like to view these properties so that I can ensure that you receive VIP treatment on your visit.

It is very important that you let me know when you would like to view these properties as the on-site sales staff are not authorised to offer the same deals and I am only authorised to negotiate on behalf of buyers who have not previously registered their interest on-site

## Valuations

Please note either the development sales office or developer head office telephone number for valuations.

## After Sales Service

I will be your main point of contact up to the point of exchange of contracts. Thereafter the developer will provide full after sales service, details of which can be attained either via the site sales office or head office.

## Exchange/ completion

A deposit of 10% must be paid on exchange of contracts in the event the property is unfinished. If however the property is ready for occupation the sale generally exchanges and legally completes simultaneously.



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## MORTGAGE AVAILABILITY

The figures below are for guidance only and you should note that I am not a mortgage broker myself and that I am not authorised to provide financial advice. I am unaware of your personal financial circumstances and this will, of course, be part of any mortgage lenders decision making process. However, "in principle" the following mortgage terms are available for this development:-

- Option 1 – 70% of the purchase price, interest only up to 25 years. Buy to let 2 Years Fixed 3.89% then Tracker 4.99% thereafter, £250 cash back with £1,495 fees, which can be added to the loan.
- Option 2 – 70% of the purchase price, interest only up to 25 years. Buy to let 2 Years Tracker 3.55% then Tracker 4.74% thereafter, £1,495 fees can be added to the loan.

I recommend that you speak to Howard to obtain a personalised quotation. Please let me know if you would like an introduction.



Howard Reuben,

Principal and Whole of Market Adviser  
**H D Consultants 01206 577266**



H D Consultants is an FSA authorised firm. They provide qualified, experienced and tailored advice from mortgages to all the relevant related property and personal insurances. Their advisers have whole of market access to all types of residential, buy to let and commercial mortgages and this ensures that clients receive the best mortgage product to meet their circumstances and needs.

Mortgage Advisers at H D Consultants do not work within a restricted panel of mortgage lenders. They are able to take advantage of the whole of the mortgage market, including exclusive deals only available via their network and professional affiliations, when sourcing a mortgage for you. From initial contact through to completion you will be looked after by one of their team of qualified professionals who will help you throughout the entire process. They actively review the market for the best deals, on a daily basis, and are able to review your requirements to establish if they can find a better mortgage throughout the term of the mortgage.

**You are; of course, free to use a broker of your choice.**



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## LETTING

Letting Supermarket are the recommended Letting Agents of Mark Alexander at Property118.com. They are members of ARLA and The Property Ombudsman (Lettings). They carry Professional Indemnity Insurance and Client Money Protection Insurance and use only professionally qualified Inventory Clerks.

They offer a full management service for £34.99 per month plus VAT which includes:-

- Visiting your property, taking particulars and floor plans.
- Setting up an online account to store your documentation so it can be accessed at any time
- Advertising your property on the major property portals
- Accompanied viewings
- Referencing tenants and guarantors
- Inventory and schedule of condition prepared by an AIIC qualified inventory professional
- Organising Gas Safety Certificate as required (additionally charged)
- Tenancy and Guarantor Agreements
- Taking meter readings on check in and check out and informing utility companies of tenancy change
- Deposit registration (This is an additional cost of £25 + VAT annually)
- Periodic property checks
- Organising maintenance management
- Rent Collection with payment forwarded to your account by BACS and monthly rental statement
- Rent guarantee insurance with legal protection insurance.
- Check Out at the end of the tenancy

The rental guarantee policy, which is underwritten by a fully FSA accredited insurance company, pays out if the tenants fall more than a month in arrears and thereafter for any further missed payments until vacant possession of the property is recovered. The legal protection insurance covers all costs associated with eviction.

**Please let me know if you would like me to arrange an introduction.**



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