
“5 Surefire Ways To Profit During A Falling Property Market...”

By Vanish Patel

Full-Time Property Investor

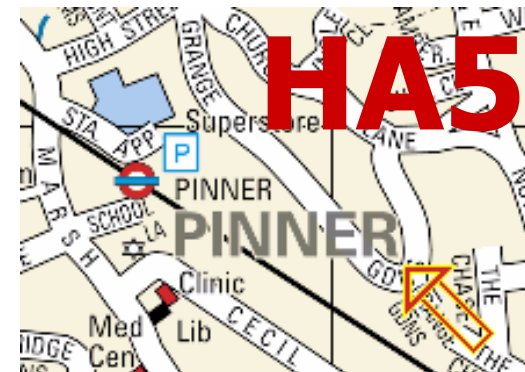
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First A Little Bit About Me...

- ❑ Full-time in property since 2001
- ❑ Founded the largest Property Networking Club in the UK
- ❑ Regular speaker at property trade shows
- ❑ Vanish Patel, 39, lives happily with his wife Sandhya in Pinner, Middlesex



5 Surefire Questions...

- 1. What Did You Learn From History?**
- 2. Do You Have Clear Messages?**
- 3. What Type Of Deals Do You Focus On?**
- 4. Who Is On Your Finance Team?**
- 5. How Many Deal Makers Do You Mastermind With?**

Learn From History...

| | | | | |
|---|--------|----------|--------|---------|
| Communities and Local Government House Price Index | Jun 08 | £215,029 | N/A | ↑ 0.60 |
| FT House Price Index (Acadametrics) | Jul 08 | £226,292 | ↓ 0.50 | ↓ 0.30 |
| Halifax House Price Index | Jul 08 | £177,351 | ↓ 1.70 | ↓ 8.80 |
| Home.co.uk (England and Wales) | Aug 08 | N/A | ↓ 0.60 | ↓ 2.00 |
| Hometrack - Monthly National Survey | Jul 08 | N/A | ↓ 1.20 | ↓ 4.40 |
| Land Registry Monthly Report <small>UPDATED</small> | Jul 08 | £178,364 | ↓ 0.60 | ↓ 2.00 |
| Nationwide House Price Index <small>UPDATED</small> | Aug 08 | £164,654 | ↓ 1.90 | ↓ 10.50 |
| Rightmove House Price Index | Aug 08 | £229,816 | ↓ 2.30 | ↓ 4.80 |

Learn From History...

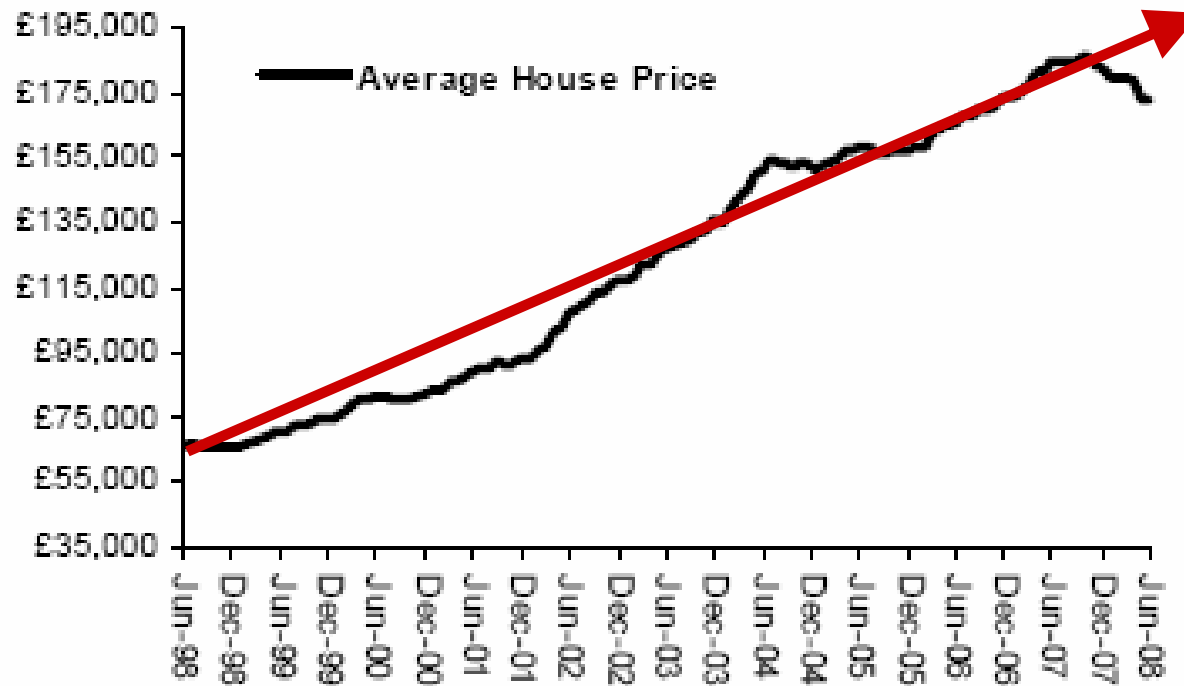
- ❑ <http://www.nationwide.co.uk/hpi/>
- ❑ <http://www1.landregistry.gov.uk/houseprices/>
- ❑ <http://www.rightmove.co.uk/>
- ❑ http://www.home.co.uk/asking_price_index/
- ❑ http://www.hometrack.co.uk/commentary_survey.aspx
- ❑ <http://www.hbosplc.com/economy/housingresearch.asp>

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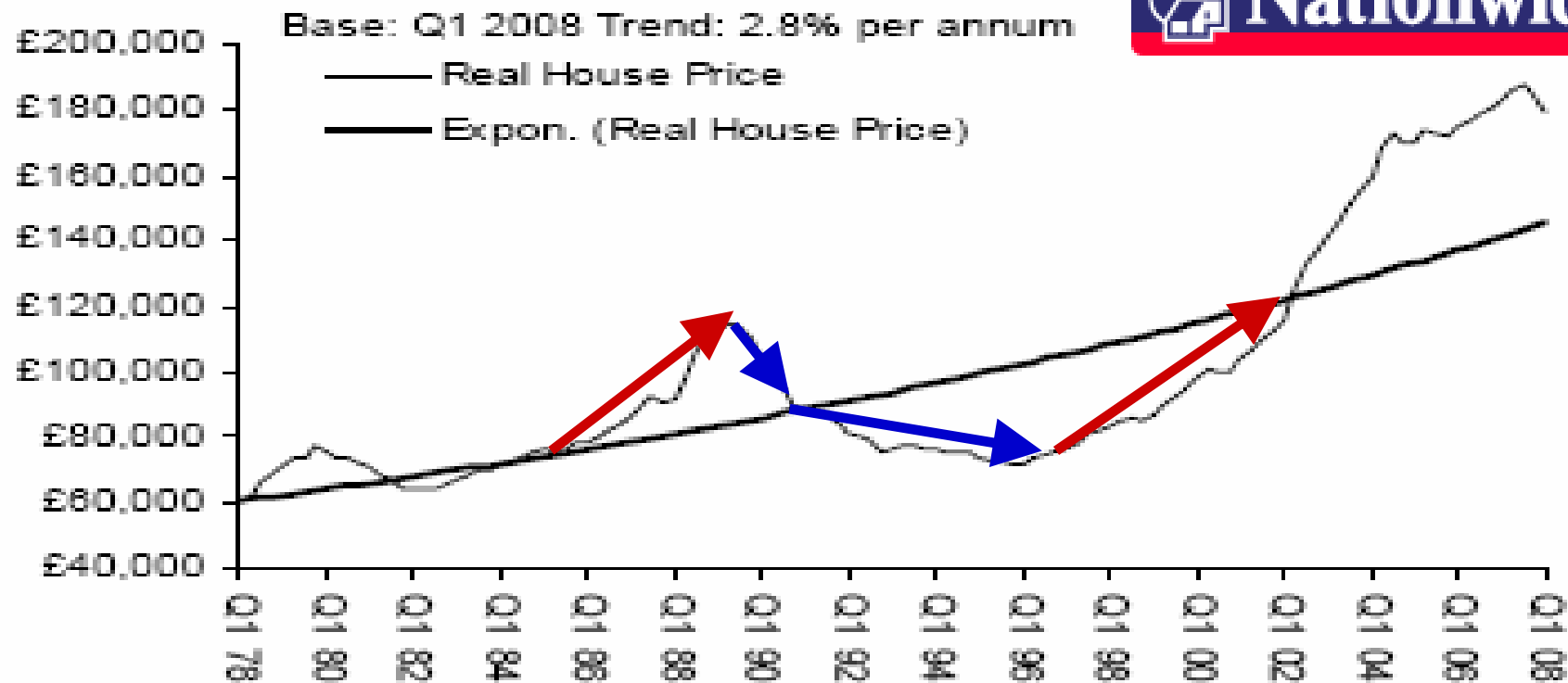
Learn From History...

Average UK House Price



Learn From History...

Long Term Real House Price Trend

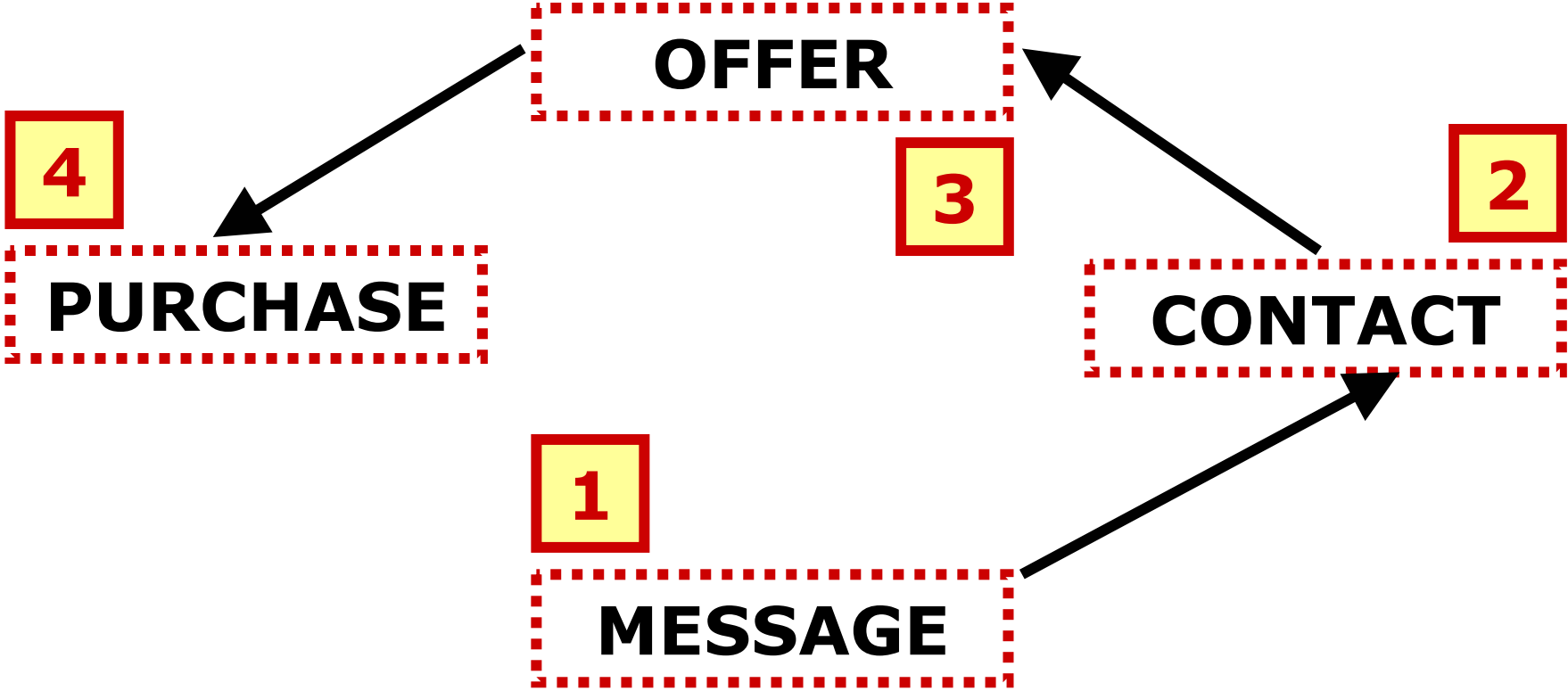


Learn From History...

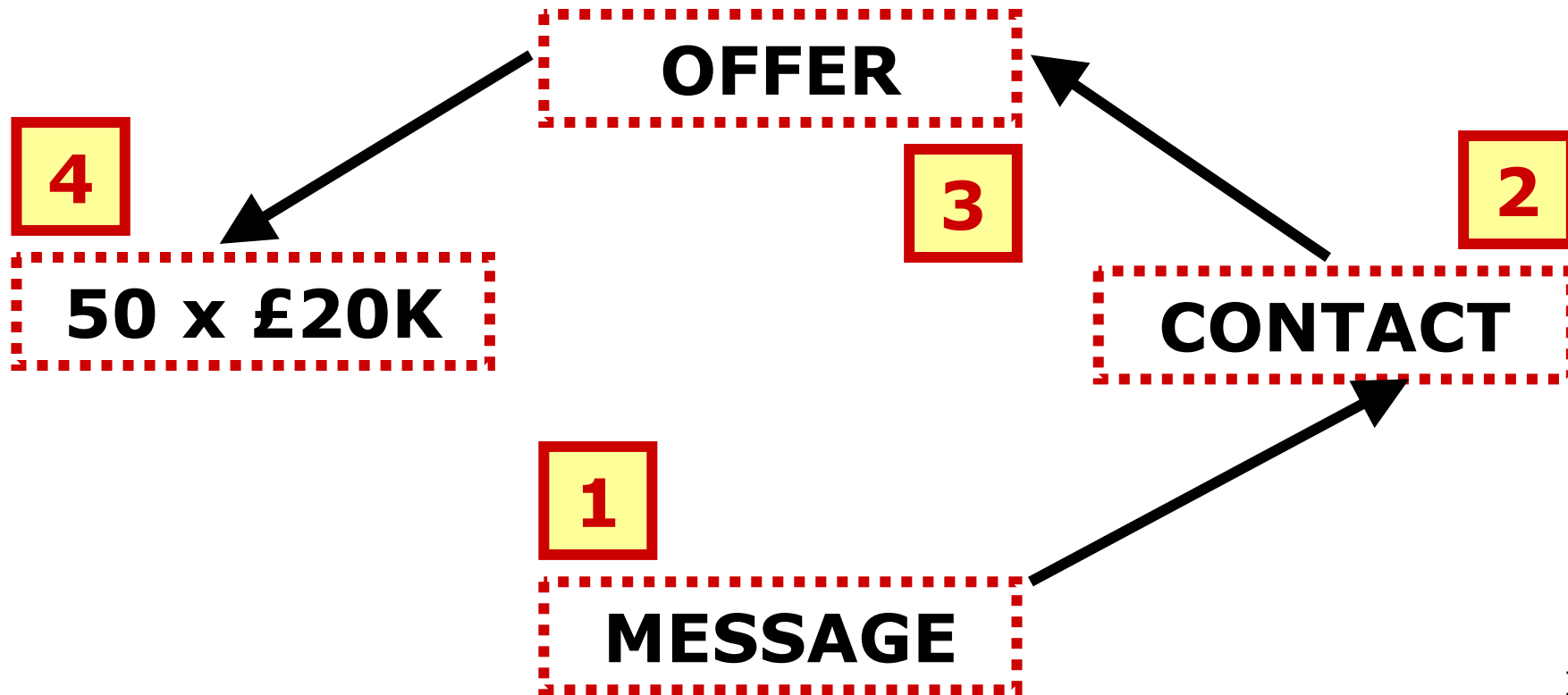
**In your lifetime you will go
thru 3 property cycles**

- Cycle #1 – Watch**
- Cycle #2 – Experience / Survive**
- Cycle #3 – Profit From**

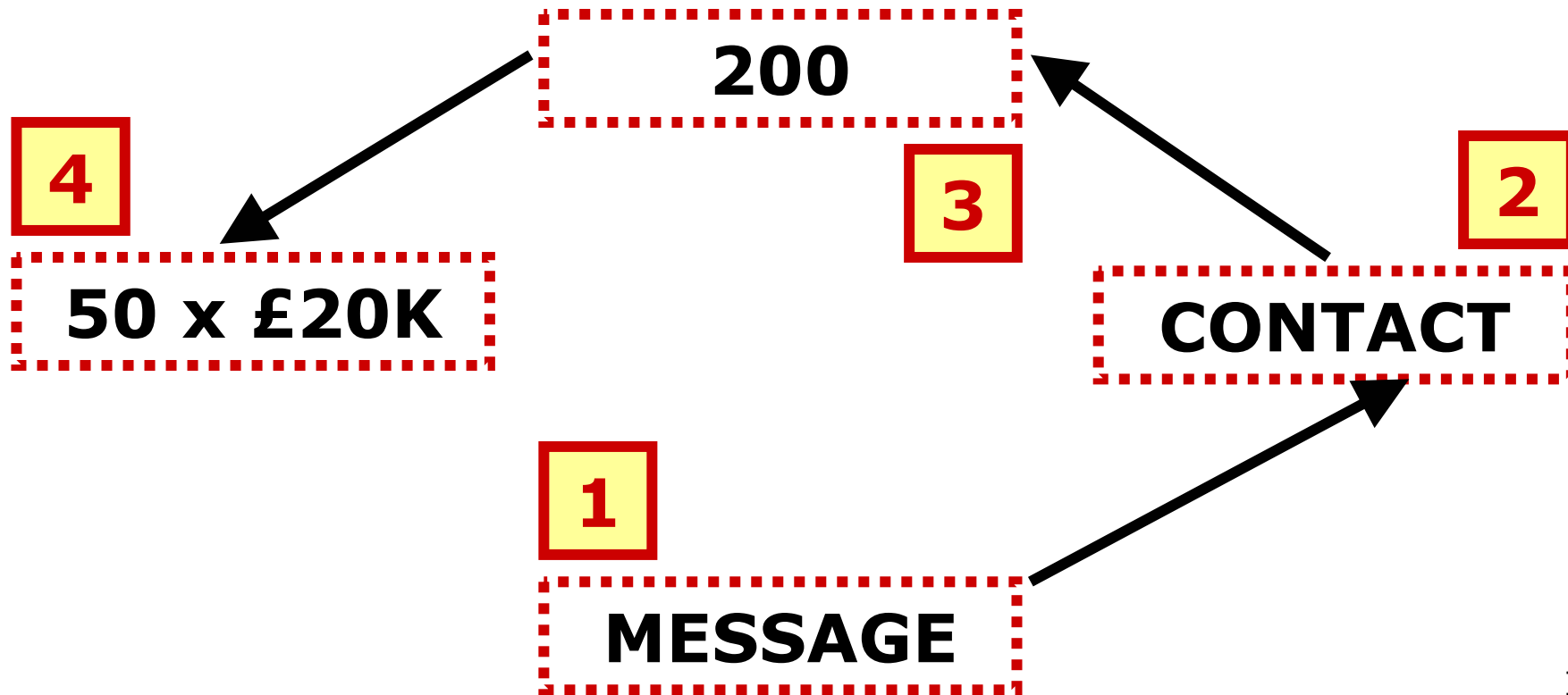
Four Steps To Purchasing Profit Making Property



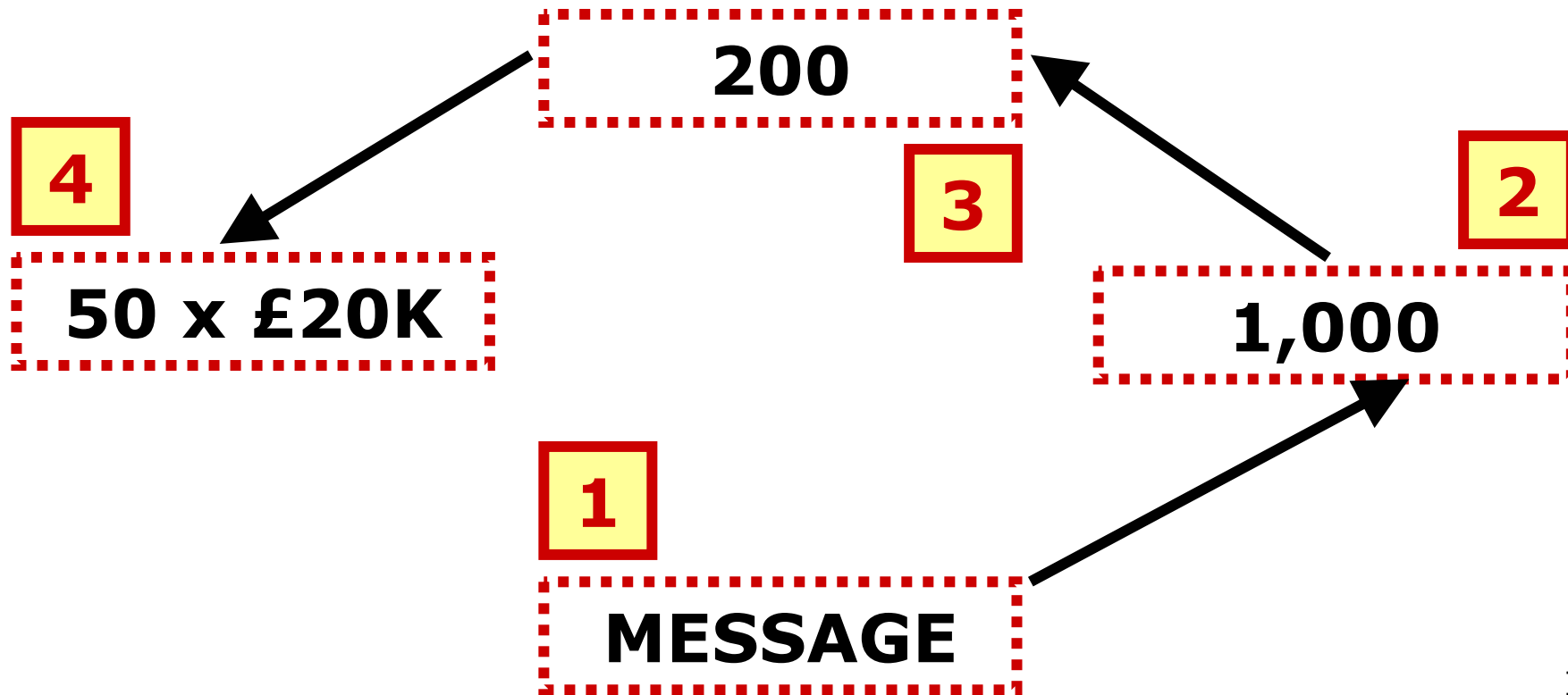
Four Steps To Purchasing Profit Making Property



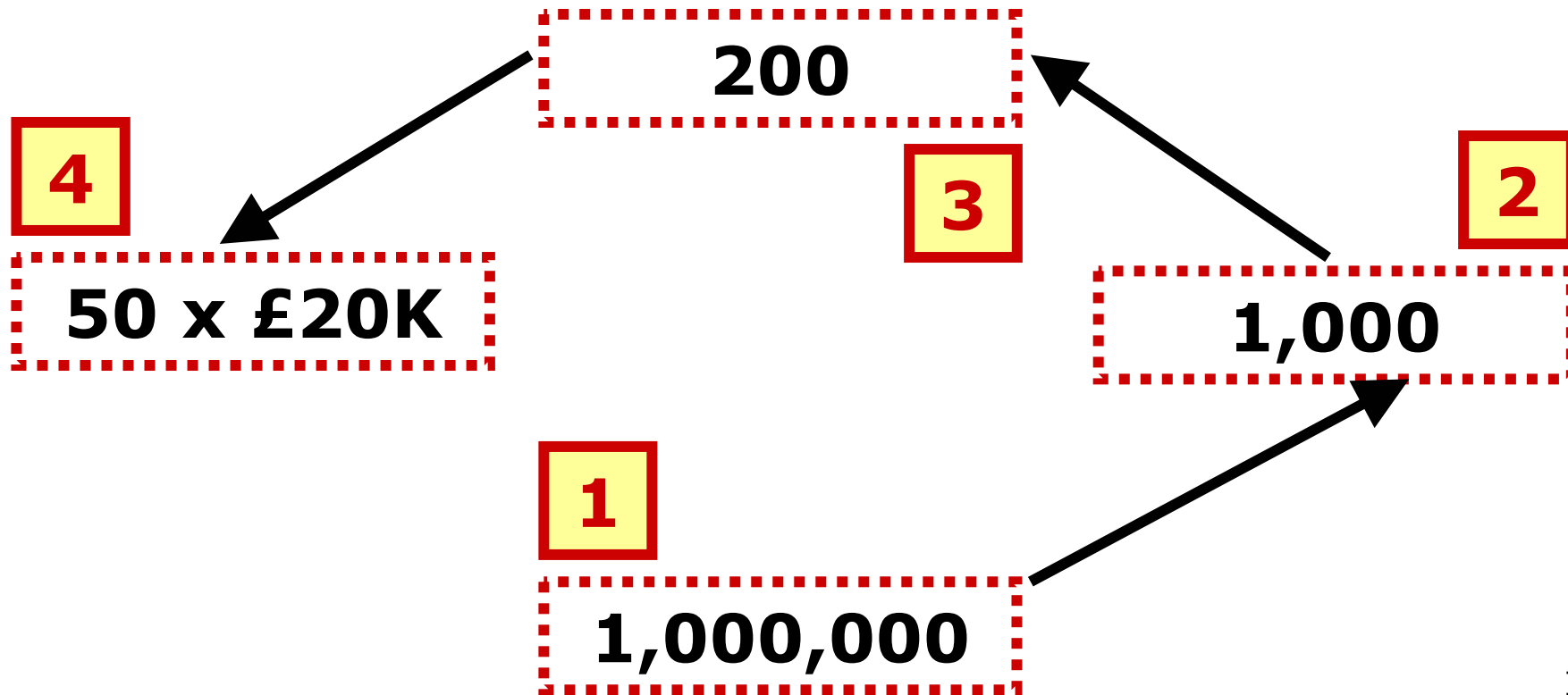
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Four Steps To Purchasing Profit Making Property



Four Steps To Purchasing Profit Making Property



Do You Have Clear Messages?

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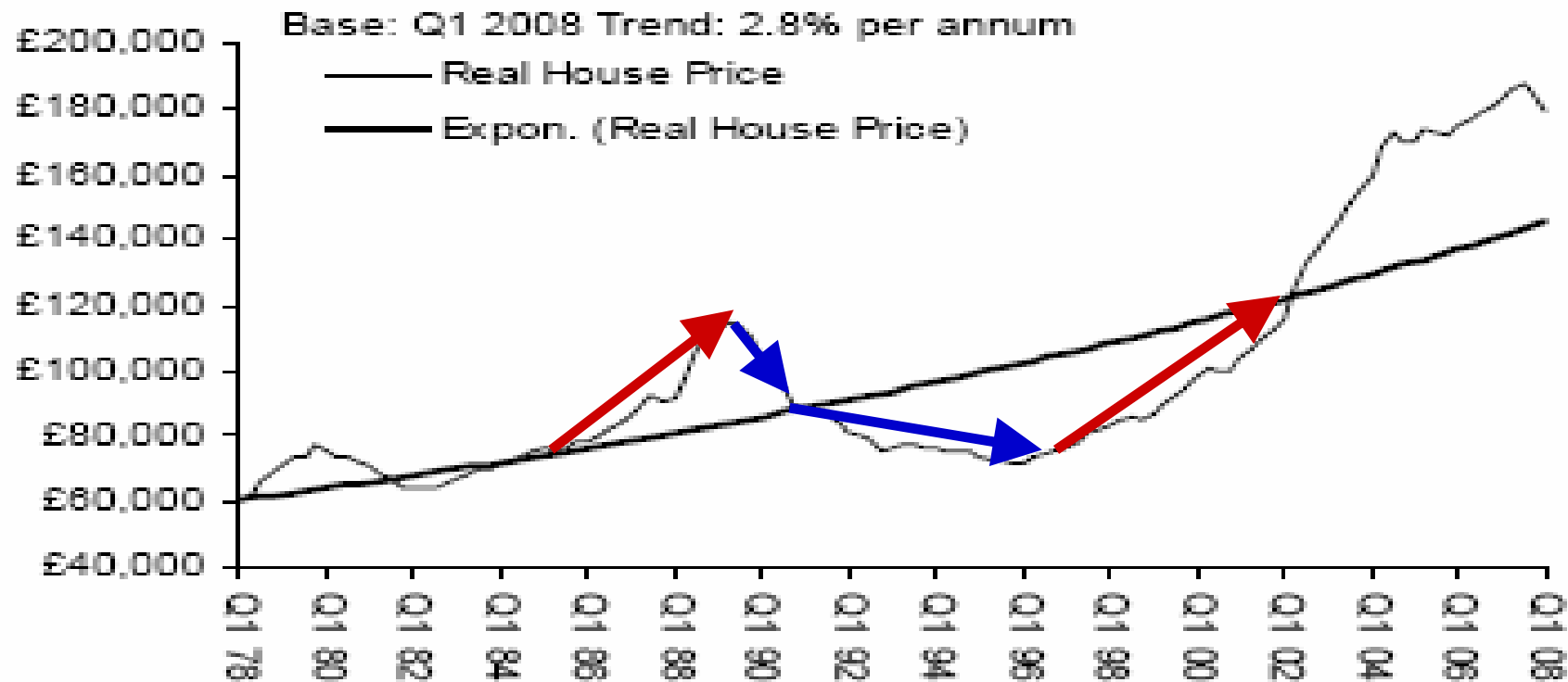
MESSAGE

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Do You Have Clear Messages?

Long Term Real House Price Trend



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Do You Have Clear Messages?

- Sell Your Home In 17 Days Or Less**
 - Quick Cash Paid For Your Property**
 - Sell & Rent Back Your Home**
-
- All related to sale of property**

Do You Have Clear Messages?

- Stop Your Repossession**
- Mortgage Rescue Advice line**
- Unlock Equity In Your Home**
- Hassle Free Debt Management Solution**

- All related to financial issues**

What Type Of Deals Do You Focus On?

- Deal Type A – High Equity
- Deal Type B – High Cashflow

What Type Of Deals Do You Focus On?

- Deal Type A – High Equity**
- High Discount – 30%**
- No / Little Money Down**
- Re-sell/ Re-finance 3-5 years**
- Assume cost of finance at 7.5%**

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What Type Of Deals Do You Focus On?

Deal Type B – High Cashflow

Lower discount 15%-25%

Profit from higher cashflow today

Will take more of your time

Assume cost of finance at 7.5%

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Who Is On Your Finance Team?

Group A – Banks

Group B – Private Investors

Who Is On Your Finance Team?

Group A – Banks

- Longer processing timescales**
- Higher rates and arrangement fees**
- Lower LTV%**
- Many restrictions on the deal structure**

Who Is On Your Finance Team?

- Group B – Private Investors**
- Less time to access funds**
- More networking / trust required**
- Less restrictions on the deal structures**
- Good to kick start deals**

How Many Deal Makers Do You Mastermind With?

Group A – Less Than 200

Group B – More Than 200

How Many Deal Makers Do You Mastermind With?

- Group A – Less Than 200**
- Attend Property Networking Events**
- Make Lots Of Notes**
- Don't Follow Up With Anyone**
- Take, Take & Take Some More**
- Have Property/Bling Goals**

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How Many Deal Makers Do You Mastermind With?

- Group B – More Than 200**
- Attend Property Networking Events**
- Collect Business Cards**
- Connect With People After The Event**
- Give, Give & Expect Nothing Back**
- Have People/Relationship Goals**

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Questions From The Audience



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