

Baron & Cabot

AS SEEN ON:

Forbes

CNN

CNBC

BBC NEWS

ventures
PROPERTY GROUP

Bloomberg

THOMSON REUTERS

THE TIMES

baroncabot.com

PROPERTY YOU CAN BANK ON

“ OPTING TO TEAM UP WITH US
ENSURES THAT YOUR INVESTMENT IN UK
REAL ESTATE STANDS OUT, REPRESENTING
NOT JUST THE OPTIMAL CHOICE BUT ALSO
THE EPITOME OF EXCELLENCE.

At Baron & Cabot we come in every day because we want to simplify the investment process for investors.

With a team who have worked with property investments for years, we, like you, were frustrated by the lack of clear information available for property investors.

Now we have, and continue to build market leading research so that you can simply choose (with our help) the most suitable investment for you, safe in the knowledge that all our properties have gone through one of the most robust due diligence processes in the industry.

We are committed to delivering this to our clients, friends, family and associates on a daily basis. And has been the reason behind why our company has grown so quickly. Property investment is simple when we have all the tools to hand. We call this; Confidence through clarity.

WHAT WE DO HERE AT **BARON** & **CABOT**

Our global team of experts will guide you through every step of your investment, from initial purchase and property management to exit and beyond.

This means that for every investment you look at with Baron & Cabot, a report in place will have been fully independently researched.

UNLOCKING POSSIBILITIES

Imagine having the power to move your money effortlessly. We've forged strong connections with Forex companies across the globe, enabling us to achieve just that.

YOUR WORLD, YOUR CURRENCY

Living life on your terms doesn't mean being limited by location. With us, you can access the possibilities that come with the pound, no matter where you are or where you've been.

EXPERTS THAT ARE ON YOUR SIDE

We're proud to have trained surveyors on our team who help us choose the cream of the crop. And because we handle a lot of transactions, we're able to buy in bulk, which means we can get big discounts. The best part? We pass those savings right on to you – our valued client.

DISCOVERING THE BEST STOCK

It all begins with finding and negotiating for the finest stock options in the UK. Thanks to our size and network of associated companies, we're lucky enough to have access to an unbeatable selection of major new projects throughout England.

INVESTING WITH CONFIDENCE

The UK's earned its top spot as the most transparent country for real estate investment, and it's no accident. Why? Because as an investor, you have access to a treasure trove of online data that lets you connect the dots

GUIDING YOU EVERY STEP

At Baron & Cabot, we've got a squad of savvy solicitors in our corner. We're like matchmakers, helping you pick the perfect one based on where you are and who's teamed up with your mortgage provider.

FIND **TRUST** WITH BARON & CABOT

4.9/5 | 220+ reviews



LUCA CAMILLERI

INVESTMENT CONSULTANT

VALUE OF PROPERTY SOLD IN CAREER

21 MILLION
GBP

HOW LONG HAVE YOU WORKED IN UK PROPERTY INVESTMENTS AND WHY DID YOU GET INTO IT?

“ I started my property journey with Baron & Cabot in Manchester 3 years ago, as an Investment Coordinator. Due to the success I had, I quickly moved up to being an investment consultant, and decided to move over to our Middle East office, as most of my clients were based in GCC or Africa. I have always been passionate about property. This encouraged me to pursue a career in property to build my own portfolio and help others to do the same.

WHAT ARE YOUR MAJOR SKILL SETS AND HOW HAS THAT HELPED YOUR CLIENTS?

“ Being from Manchester myself, I have a much greater understanding of the city and how it has changed and improved over the last few years. This local knowledge has been a comfort to my investors and it has allowed me to successfully identify the best investment opportunities for them. I have dedicated the last 3 years to studying the UK Property Market, which has ensured that I have the most up to date statistics and market knowledge to share with my investors - allowing them to secure the best possible investments.

HOW DO CLIENTS GET THE MOST OUT OF THE MEETINGS WITH YOU. IS THERE ANYTHING CLIENTS SHOULD/ SHOULDN'T DO TO GET THE MOST FROM THEM?

“ Being fairly new in the industry means I bring fresh energy, enthusiasm, and a deep commitment to building strong, long-term relationships with clients. As I plan to be in this industry for the next 20-30 years, the clients I am working with now will be clients I work with long-term. Unlike some of my colleagues who have hundreds of clients, I have the flexibility to dedicate more time and focus on each client's unique needs, ensuring personalized attention and tailored investment strategies. This allows me to be more responsive and proactive in helping clients navigate opportunities.

WHERE ARE YOU LOOKING TO INVEST OVER THE NEXT 12 MONTHS AND WHY?

“ Personally, I think the best cities to invest at the moment are Manchester and Birmingham. In these areas we see a very high yield, due to the lower purchase price of properties. However, due to the Government Investment, New Transport Links and also New Companies relocating these cities are also achieving significant Capital Appreciation - making them key locations to invest in 2025 for the highest overall Return in Investment.

CLIENT NATIONALITIES

6



GET IN TOUCH

▼ OFFICE: +44 1617 681 546 | MOBILE: +971 50 867 6203

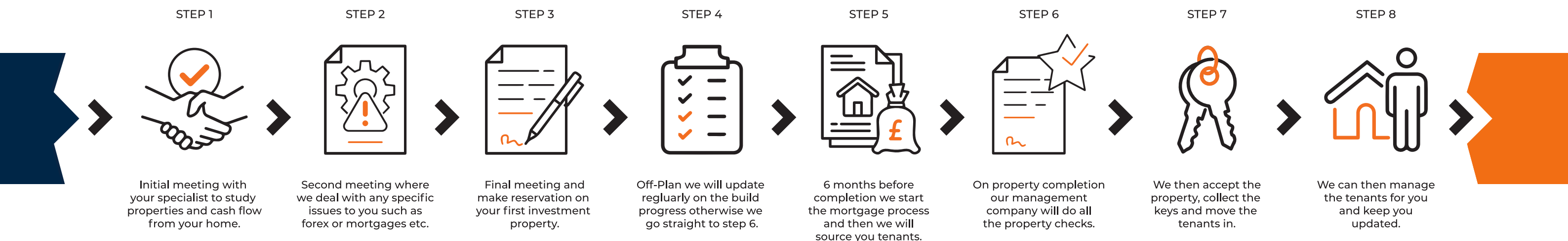
▼ LUCA.CAMILLERI@BARONCABOT.COM

FROM FIRST MEETING

“ SIT BACK AND LET US HOLD YOUR HAND THROUGH THE PROCEDURE SO THAT EVERYTHING RUNS SMOOTHLY.



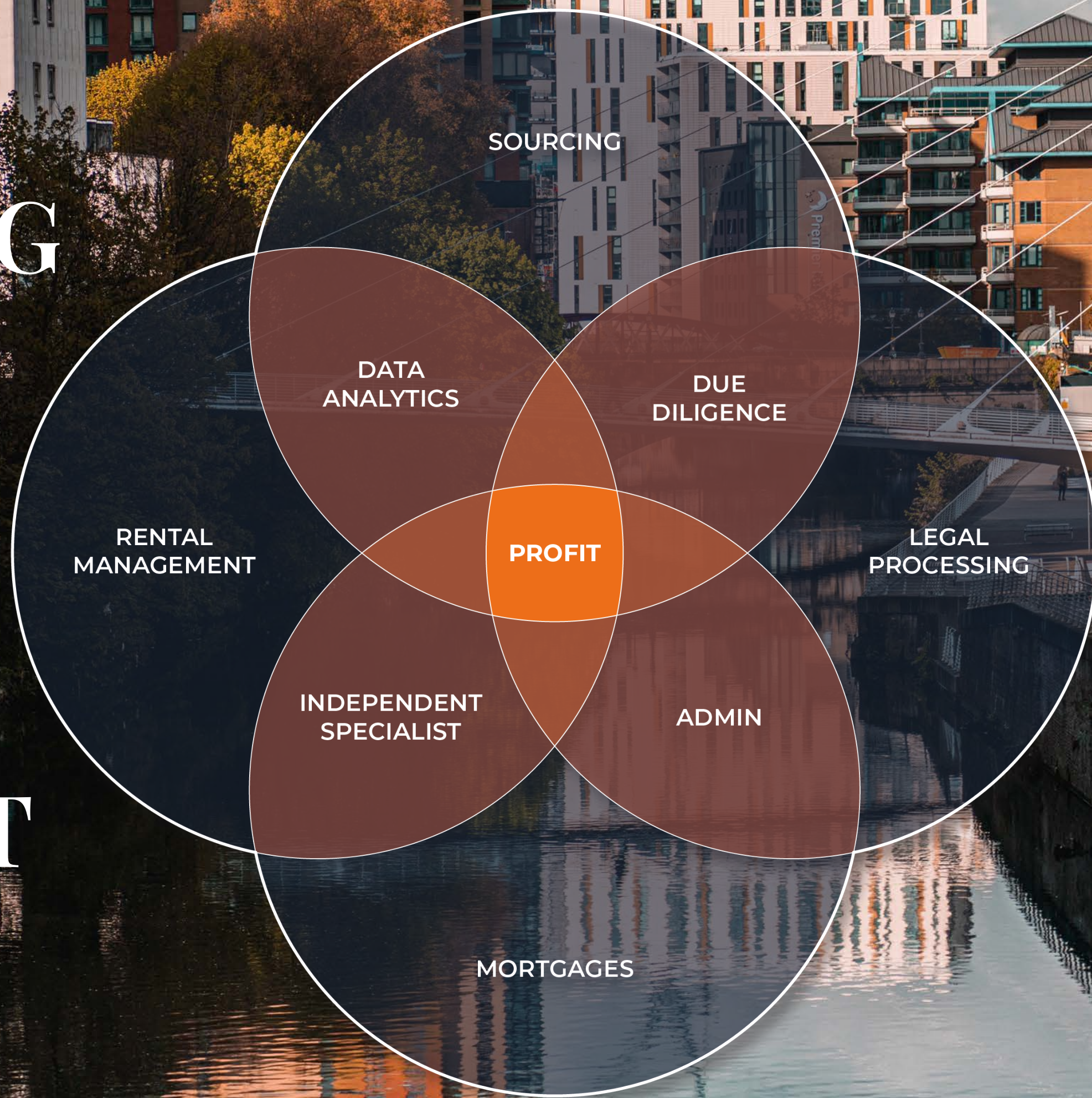
TO YOUR END RESULT



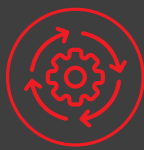
WORKING WITH A LARGE BUYER LIKE BARON & CABOT

Using us as an extension to your investment team you get the benefit of experience, ease of administration and profit from our discounts.

Trained surveyors conduct our 122 point due diligence checklist. Those that pass we will work with.



Redstone



END TO END SERVICE

Redstone are leading experts in global residential investment with efficient lettings and property management at the core of the business to ensure maximum gains and returns on residential investment asset.



INVESTOR CENTRIC

Each development is appointed a specific Property Manager, who will be the single point of contact for all leaseholders which provides consistency and ensures the Property Manager has a deep understanding of each development and its unique challenges and history.



PEACE OF MIND

Redstone quickly finds/allocates a suitable tenant to the property, for the best rental price.



SECURITY

Our procedures for tenant referencing, lettings and property management demonstrate the level of detail we deploy to vet potential tenants and manage the tenants.



LEARN MORE WITH OUR MORTGAGE ADVISORY TEAM

How can you **get me a mortgage** if I live a different country?

The truth is UK and global banks like UK property, so are happy to give the property lending so long as we can show that the rental income covers the costs. As UK property is pretty consistent and very transparent, highly regulated, the banks feel very safe lending to you.

The income therefore is based off the property income not just your personal income.

How much **can I borrow** against a property?

There really is no upper limit, so long as the income of the rent covers the outgoings. All you need to do is be able to cover the mortgage deposit which tends to be 25% up to 50% of the property value.

The lower limits can be more challenging. As lenders want to make money they prefer to lend more than less. Normally they dislike lending you less than £100,000 meaning the cheapest property tends to need to be over £150,000. This can go lower but interest rates can increase a lot.

What deposit and what **interest rate** will I get?

Rates change all the time, however most international investors will need 25% to 50% deposit and will get between 5.5% and 10% buy to let mortgage. UK based investors will tend to get slightly lower rates as do clients who work for international companies.

Why do people use lending and not just **buy in cash**?

In the UK lending rates can be very good. This means that you can contribute 25% or 30% of the property value and the bank pays the rest. While you do have to pay the bank interest you then get 4x or 3x the net profit of the property (as a percentage of invested money) and the same on capital growth.

Take for example a £300,000 property which has a 5% yield 5% growth and 5% mortgage rates.

If you bought cash you pay £300,000, each year you get £15,000 (which will increase each year as rents do) and your property will grow 5% per annum or by 5 years it will be worth £365,000. If your rent grows 3% per year your 5 years rent income will be £80,000 so a total return of £145,000 on your £300,000 invested = 148% return. Great work!

However with lending at 25% you would invest £75,000. Your property growth return would be the same as the above example as the bank doesn't share it. So we have made £65,000 on the property growth. Next rent is lower as we have to pay mortgage rates. Our income over the 5 years is therefore 'only' £23,387. However when we see the % return on investment we have invested £75,000 and received £88,387 meaning a 217% return over the same period.

These numbers don't include fee's stamp duty etc but are meant as an illustration of utilizing good lending.



FUNDAMENTALS

SUPPLY &
DEMAND

ACCESS TO
LENDING

INCREASING
AFFORDABILITY
& GDHI

MAKING MONEY FROM PROPERTY

NEW
COMPANIES/
POPULATION
INCREASE

GOVERNMENT
FISCAL POLICY

NEW
TRANSPORT

GROWTH

PREVIOUS DEVELOPMENTS & RENTAL RETURNS



START DATE
2021

VIADUX
MANCHESTER

21% INCREASE

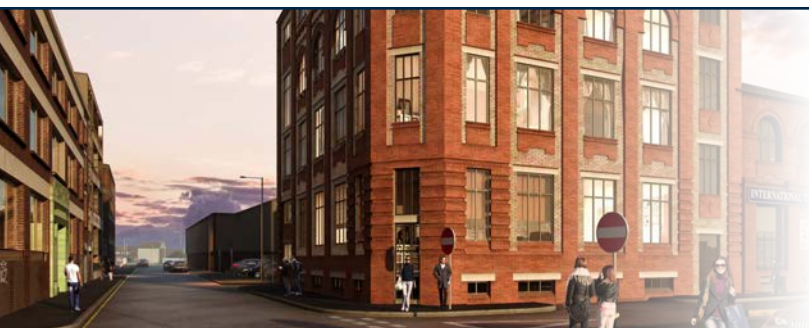
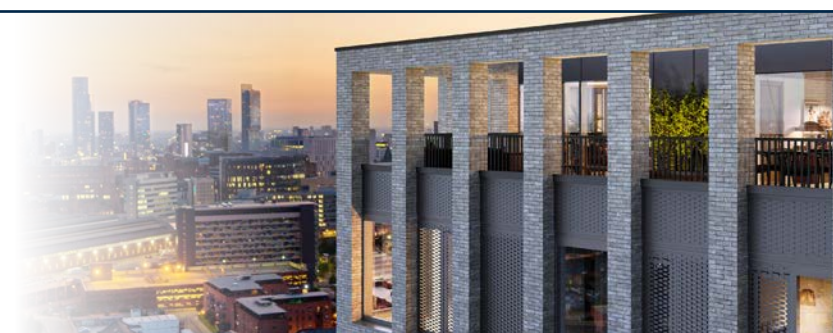
CURRENT VALUE OFF PLAN PRICE
£420,000 £347,000

VICTORIA HOUSE
MANCHESTER

START DATE
2022

32% INCREASE

CURRENT VALUE OFF PLAN PRICE
£250,000 £190,000



START DATE
2019

WRIGHT TOWER
MANCHESTER

41% INCREASE

CURRENT VALUE OFF PLAN PRICE
£280,000 £198,000

ARDEN GATE
BIRMINGHAM

START DATE
2018

48% INCREASE

CURRENT VALUE OFF PLAN PRICE
£285,000 £192,950



START DATE
2020

FIFTYFIVE
MANCHESTER

47% INCREASE

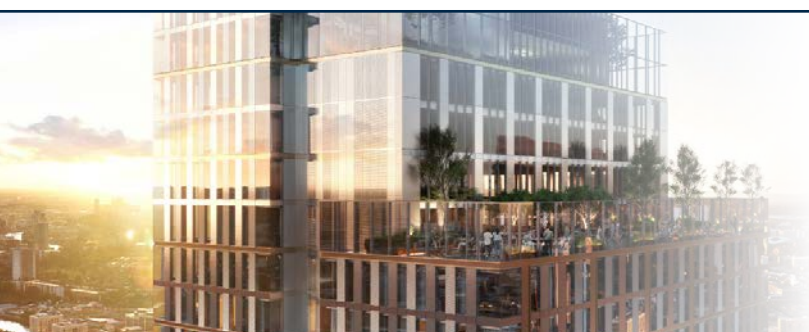
CURRENT VALUE OFF PLAN PRICE
£235,000 £160,000

WESTMINSTER
BIRMINGHAM

START DATE
2019

31% INCREASE

CURRENT VALUE OFF PLAN PRICE
£220,000 £167,477



START DATE
2019

ELIZABETH TOWER
MANCHESTER

36% INCREASE

CURRENT VALUE OFF PLAN PRICE
£330,000 £243,000

PARK GATE
BIRMINGHAM

START DATE
2019

30% INCREASE

CURRENT VALUE OFF PLAN PRICE
£180,000 £138,000



DISCOVER BARON & CABOT: **YOUR** **GLOBAL** PARTNERS IN SUCCESS

EXPERIENCE THE BARON & CABOT **DIFFERENCE**

Join hands with a company that transcends boundaries, unlocking opportunities and driving growth. Baron & Cabot is more than a name – it's a symbol of trust, expertise, and unwavering commitment to your success.

GLOBAL REACH VS **LOCAL IMPACT**

Our expansive reach is a testament to our commitment to excellence. From local communities to international forums, we have woven a tapestry of success stories. Invitations from prestigious television networks, radio stations, newspapers, and podcasts worldwide have recognized our expertise, allowing us to share our insights and shape conversations that matter.

EMPOWERING **EXCELLENCE** ACROSS CONTINENTS

At Baron & Cabot, our reputation precedes us. With a distinguished global presence, we have consistently delivered unparalleled support to clients spanning the diverse landscapes of Africa, Asia, Europe, and the Americas.

A RESOUNDING VOICE ON **THE WORLD STAGE**

The world listens when Baron & Cabot speaks. The esteemed platforms of CNBC and BBC have sought our perspectives, inviting us to be the voice of reason and innovation. This recognition reflects the enduring stature and respect our company commands on a global scale.



MUMMY'S STAR **CHARITY WORK**

Our charity work includes working with Mummy's Star to support expectant mothers who have cancer.

We are soon to start supporting charities, in housing those in need.



VIEW OF THE CURRENT MARKET

"The UK property market is loved because of its resilience. And yet, when rates increase on mortgages and prices slow down in their growth inexperienced buyers will often hold back. The logic being, I'll wait now and buy later when rates come down. Many not realising this can be a very expensive mistake."

So why when we have just had covid, rates at highest they have been in some time, are investors still investing heavily into UK property. We all know the UK has been voted the 'number 1 most transparent real estate market in the world', but what else is happening meaning investors are buying now and holding?

The answer is complex, and too long for the short space I have been given. However I will try and give some basics."

UNDER SUPPLY, OVER (& GROWING) DEMAND

"The UK has a chronic shortage in supply. So much so that since the 1980's every government of the UK has tried to fix the problem. The UK is strict with build standards and planning applications, as well as protecting the green land. This means that we are several hundred thousand properties per year below target needed."

As people need somewhere to live, this means there is either competition to buy a property (when mortgage rates are low) or competition to rent property (like now) when mortgage rates are higher. In the last 12 months as finance has increased it has meant more competition on rental, meaning some cities have seen a 15% increase in rental prices."

"This means that our management company is currently seeing 99% occupancy rates and 7-10 days time between tenants. This naturally maximizes our investors returns and lowers risk, something we are immensely proud of."

SO WHY BUY NOW, WHY NOT WAIT?

"It's not just that your property will be tenanted and your rent will grow, it is that inflation is currently dropping, meaning mortgage rates are coming down."

And we still have a lot of people waiting for these to drop before they move house, move up the property ladder to a bigger property, or buy their first property. People have savings, with savings portfolios in the UK doubling this year as people hold cash for investment as rates ease up. With this pent up demand being predicted there is a wait for mortgage rates to drop, at which time (due to the decrease in building this year) we don't have enough properties in the UK for everyone to buy."

As such there are predictions that when rates drop we could see a giant surge in property prices as competition moves heavily onto purchasing property. In this situation rents could slow growing down to around 3% per annum, however some predictions are showing capital growth (property price growth) to hit over 10%."

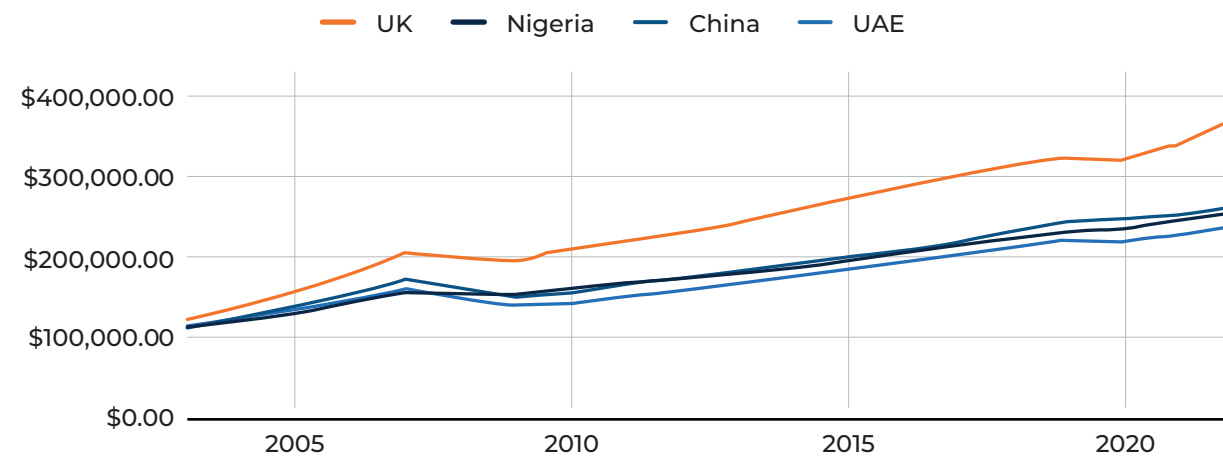
"The best time to invest in property was 10 years ago, however the second best time is today. While investors must work with caution always, investing now could be one of the biggest opportunities we have had in many years to reach double digit growth on an investment within a short period of time."

INVESTMENT COMPARISON

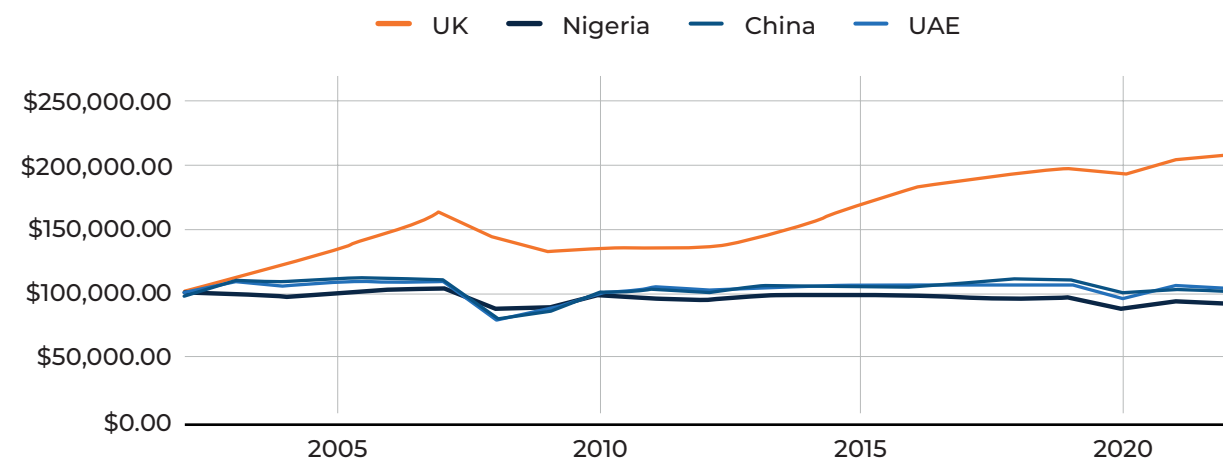
The example below is investment returns on \$100,000 invested in 4 different countries, with very different political systems.

In the UK we have been able to super charge our investment with a mortgage, meaning growth is significantly higher than anywhere else.

Investment Returns
(Before Inflation)



Investment Returns
(After Inflation)



But we also need to take into account inflation.

In the opposite table we see that after inflation, over 20 years even if you invested in a property in Nigeria you would have negative growth, UAE and China some profit even after losses

with inflation showing they were good investments. The UK however is significantly higher as we can use lending, plus the market is much less volatile.

They say the best way to predict future markets is to look at the past and

that works well for your UK investment. Yet the quality gap in these returns look to be growing with UK and next 20 years could outperform these markets even more.

SOME OF OUR PARTNERS

API
GLOBAL

Redstone

PUBLIC UNDERGROUND



access

CitiHaus



Visionary Finance

HOW MUCH SHOULD I EXPECT TO PUT DOWN ON A BTL MORTGAGE?

Please request advice on the loan to value on a buy to let mortgage. While most would say 25% or 30% total deposit for a mortgage each situation can be unique.

DO YOU HELP ME FIND A MORTGAGE?

Yes we do!

No matter where you live in the world, no matter what currency you earn in, and even if you are retired we can help you!

Speak to our specialists who will get you an actual rate and get you in contact with the lender.

Rates are between 1.5% and 6% with up to 30 year terms. Rates depend on the country you live in, and your own financial circumstances.

WHO CAN INVEST IN UK PROPERTY?

Anyone can invest in UK property and have the same legal frameworks and same protections as someone who is from and who lives in the UK.

The United Kingdom is welcoming to investors from around the world. Foreign investors get the same lease terms as British clients, paperwork is the same and international investors even get mortgages with UK banks!

HOW DO I KNOW MY MONEY IS PROTECTED?

One of the great questions is protection on your investment. While no investment (in anything) is completely without risk, there are many ways we help protect you.

Speak to our staff about the due diligence conducted on each development and developer, all is available for you when needed.

In addition it's likely that part or all of your money is protected with insurance and other additional protection.

Each project is different so please feel free to request this information.

DO I NEED TO HAVE A VISA TO INVEST?

No, anyone can invest in the UK even without a UK bank account, UK VISA etc. You don't have to have any connection to the country to take advantage of the investments there.

IS PROPERTY THE BEST INVESTMENT IN THE UK?

Property has historically provided solid returns through rental income and capital appreciation. It's a tangible asset that can generate a steady income stream, making it an appealing choice for many investors.

Investing in buy-to-let properties with Baron & Cabot can make this venture even more rewarding. With our deep understanding of the UK property market and commitment to customer service, we can confidently help you navigate the buy-to-let landscape, turning a complex process into a straightforward and profitable journey.



Baron &
Cabot



EUROPE
LONDON
MANCHESTER



MIDDLE EAST
DUBAI



AFRICA
CAPE TOWN
NAIROBI



ASIA
HONG KONG

baroncabot.com