



Asset Scenario 1

Pinpoint your lowest earning stock

In this first of three scenarios, your challenge is to find out why your lowest earning properties are under-performing and then decide what you need to do with them.

The chart sorts **Area A** properties by NPV and identifies that all have above average investment costs, six in particular being considerably higher than average. All bar one property has below average rent, with 14 a long way from the norm.

Area A

Number of properties	1794
Average NPV	£44,679
Average Rents	£94,849
Average Investment	£18,726



UPRN	Beds	Rents	Voids	Investment	Repairs	Management	NPV
8018005600	1	£79,704	-£364	-£45,563	-£20,067	-£10,943	£2,767
8692001000	1	£83,493	-£381	-£41,482	-£20,067	-£10,943	£10,619
8260008A00	1	£79,704	-£364	-£35,523	-£20,067	-£10,943	£12,807
8018016A00	2	£85,167	-£389	-£40,958	-£20,067	-£10,943	£12,810
8018002000	2	£85,167	-£389	-£39,327	-£20,067	-£10,943	£14,442
8726011A00	0	£71,688	-£327	-£25,083	-£20,067	-£10,943	£15,268
8726000900	0	£71,688	-£327	-£24,993	-£20,067	-£10,943	£15,357
8726006A00	0	£71,688	-£327	-£24,878	-£20,067	-£10,943	£15,472
8486011A00	0	£68,205	-£311	-£20,230	-£20,067	-£10,943	£16,654
8625000600	0	£71,688	-£327	-£23,539	-£20,067	-£10,943	£16,811
8172000900	0	£71,688	-£327	-£23,144	-£20,067	-£10,943	£17,207
8625006A00	0	£71,688	-£327	-£23,003	-£20,067	-£10,943	£17,348
8625007A00	0	£71,688	-£327	-£22,997	-£20,067	-£10,943	£17,354
8486000600	0	£71,688	-£327	-£22,980	-£20,067	-£10,943	£17,370
8172000600	0	£71,688	-£327	-£22,963	-£20,067	-£10,943	£17,387
8136050A00	3	£98,249	-£449	-£49,375	-£20,067	-£10,943	£17,416
8486000400	0	£71,688	-£327	-£22,727	-£20,067	-£10,943	£17,623
8486000700	0	£71,688	-£327	-£22,682	-£20,067	-£10,943	£17,669
8683002300	1	£74,629	-£341	-£25,607	-£20,067	-£10,943	£17,671
8727018A00	1	£79,704	-£364	-£30,523	-£20,067	-£10,943	£17,808

Your next steps are to investigate the investment detail and be reassured that the excessive spend is realistic. You also need to identify the target rent potential against the current rent. **Want to know more? Please call Alison on 01483 278444.**