



# APPLETREE PROPERTY HOLDINGS LTD

ANNUAL GENERAL MEETING  
20 October 2025



APPLETREE PROPERTY  
HOLDINGS LTD

## Purpose and Objectives

***To invest in residential property for rent to private market tenants within the District and to achieve a return to the Council in accordance with the Council's Residential Property Investment Strategy***

- Appletree Property Lettings Ltd commenced trading 1 October 2019
- An initial budget of £10m for investment
- Original aim was to acquire around 40 properties in the District for the portfolio, preference for easy to let 2 and 3 bedroom properties in good condition
- Preference to let properties to applicants with a local connection to the New Forest
- Strives to be the residential Landlord of choice in the New Forest

Please note – property addresses will be redacted in this published report, for the purposes of tenant confidentiality and Data Protection Regulations 2018.



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## Immediate - Medium Term Objectives 2024/25

Objective	Status
Monitor interest rates and restart acquisition programme if target investment returns can be achieved	Ongoing
Consider residential development opportunities in discussion with the Housing Development team	Ongoing
Consider Private Sector Leasing (PSL) opportunities in discussion with the Private Sector Housing Team	Ongoing
Continue to provide a high standard of property management to retain occupiers	Ongoing
Review rents in 2025 to maximise rental income and keep in line with market rent levels	Complete



## Immediate - Medium Term Objectives 2024/25

Objective	Status
Reduce void times for re-lets	Ongoing
Undertake tenant survey in spring / summer 2025	Complete
Review policies to respond to changes implemented in the Renters' Rights Bill	Ongoing
Review energy efficiency of portfolio and consider any improvement opportunities (Corporate Plan priority)	Complete

# Annual Review 2024/25



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## Acquisitions

- Acquisitions programme paused since June 2023 due to interest rate rises
- Total number in portfolio - 16 properties

## Lettings

- 4 new lettings in 24/25, providing good quality homes for 10 people with local connection
- Void times for re-lets 35 days (previous year's average 57 days).

## Finance

- Rental income increased by 3.76% (£9,456), from £251,628pa (as at 7/10/24) to £261,084pa (as at 1/10/25)
- Rental increases of 3.6% applied to 7 tenancies and 5% applied to 3 tenancies in 2025
- £5.1m total acquisition costs (£4.7m purchase, SDLT £184k, Legals / surveys £44k, Void costs £97k)
- £6m funding agreed by Property Investment Panel

## Property Management

- Tenant survey undertaken
- EPC ratings of portfolio reviewed; 1 x D, 6 x C, 9 x B (est. £95,000 to retrofit 7 properties and increase to B rating)
- Considered Private Sector Leasing scheme acquisition opportunities

# Property Portfolio



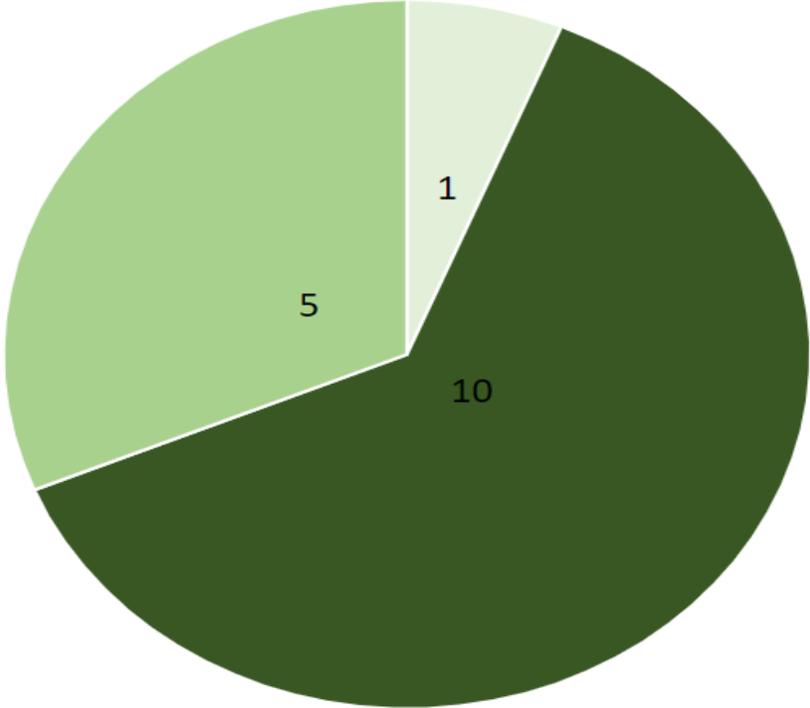
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Address Code	Beds	Purchase price	Total acquisition cost	Acquired	Rent pcm at 1/10/25	Rent pa at 1/10/25	Revenue return at 1/10/25	Debt / equity split
1	2	£245,000	£260,226	23/01/2020	£1,195	£14,340	5.51%	63/37
2	2	£233,000	£250,558	18/02/2020	£1,255	£15,060	6.01%	63/37
3	3	£270,000	£283,657	03/11/2020	£1,450	£17,400	6.13%	85/15
4	3	£309,796	£322,057	23/11/2020	£1,495	£17,940	5.57%	76/24
5	3	£300,408	£312,419	23/11/2020	£1,379	£16,548	5.30%	78/22
6	3	£320,000	£333,542	10/02/2021	£1,399	£16,788	5.03%	80/20
7	3	£295,000	£316,843	10/02/2021	£1,213	£14,556	4.59%	66/34
8	2	£270,000	£281,302	06/04/2021	£1,130	£13,560	4.82%	84/16
9	2	£250,000	£269,706	08/06/2021	£1,238	£14,856	5.51%	72/28
10	3	£318,000	£346,039	05/01/2022	£1,395	£16,740	4.84%	72/28
11	2	£257,500	£282,717	03/03/2022	£1,238	£14,856	5.25%	73/27
12	3	£330,000	£358,781	15/3/2022	£1,387	£16,644	4.64%	69/31
13	3	£326,000	£354,045	04/04/2022	£1,570	£18,840	5.32%	72/28
14	3	£340,000	£376,058	29/11/2022	£1,523	£18,276	4.86%	74/26
15	3	£355,000	£375,457	06/12/2022	£1,445	£17,340	4.62%	63/37
16	3	£355,000	£376,803	07/12/2022	£1,445	£17,340	4.60%	63/37
<b>Totals</b>		<b>£4,774,704</b>	<b>£5,100,210</b>		<b>£21,757</b>	<b>£261,084</b>	<b>Average 5.12%</b>	

# Property Portfolio



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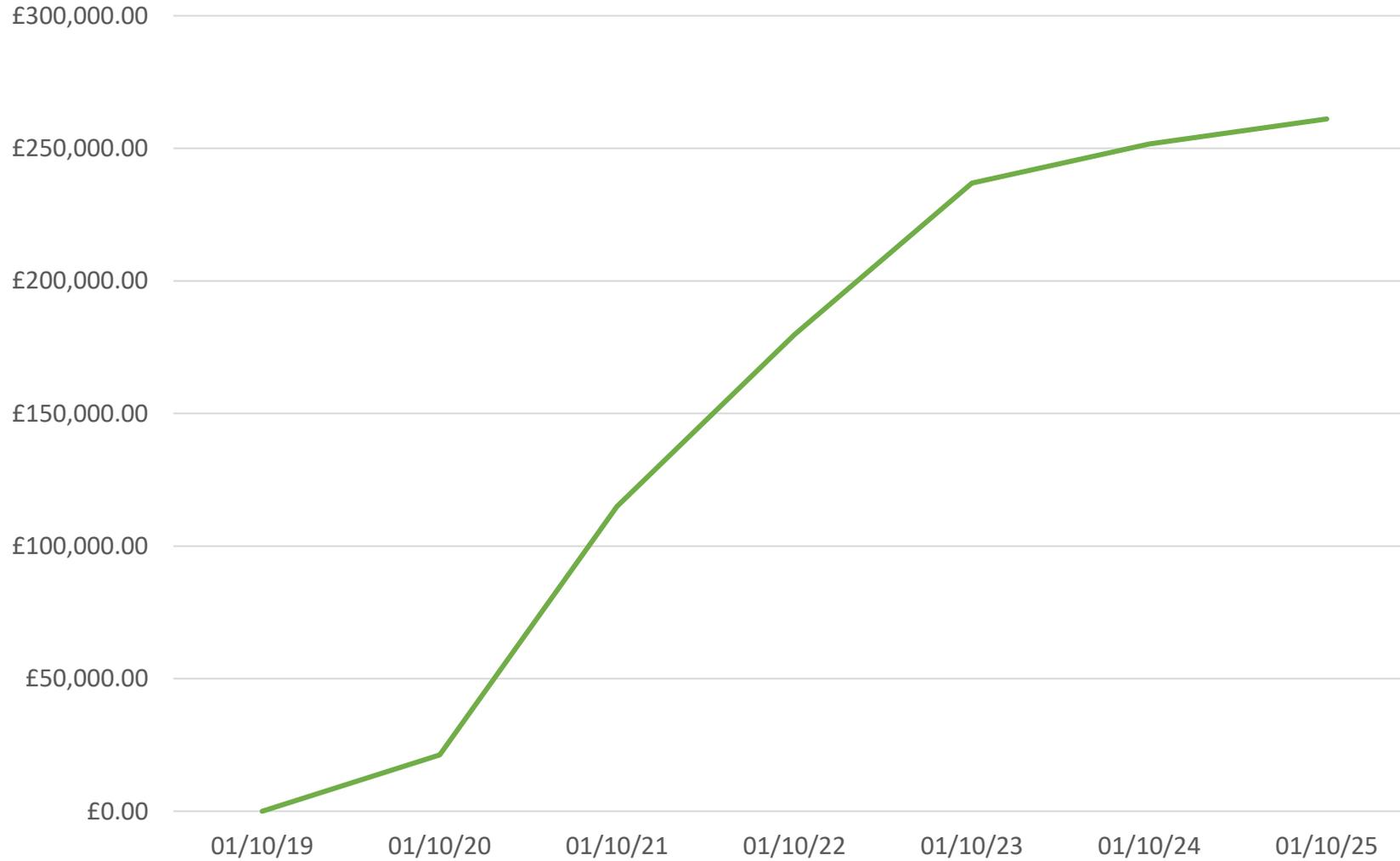
■ Lymington   ■ Totton / Calmore / Ashurst Bridge   ■ Blackfield

# Progress Review – Rental Income



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## Annual Rental Income

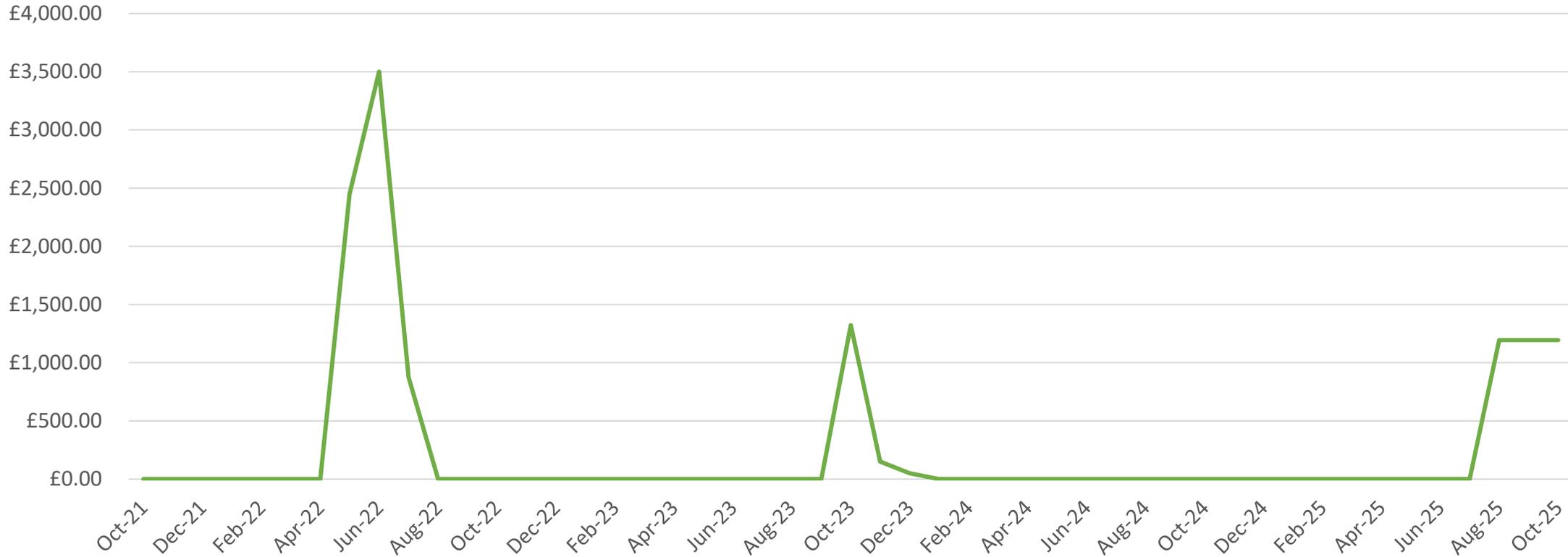




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# Key Performance Indicators

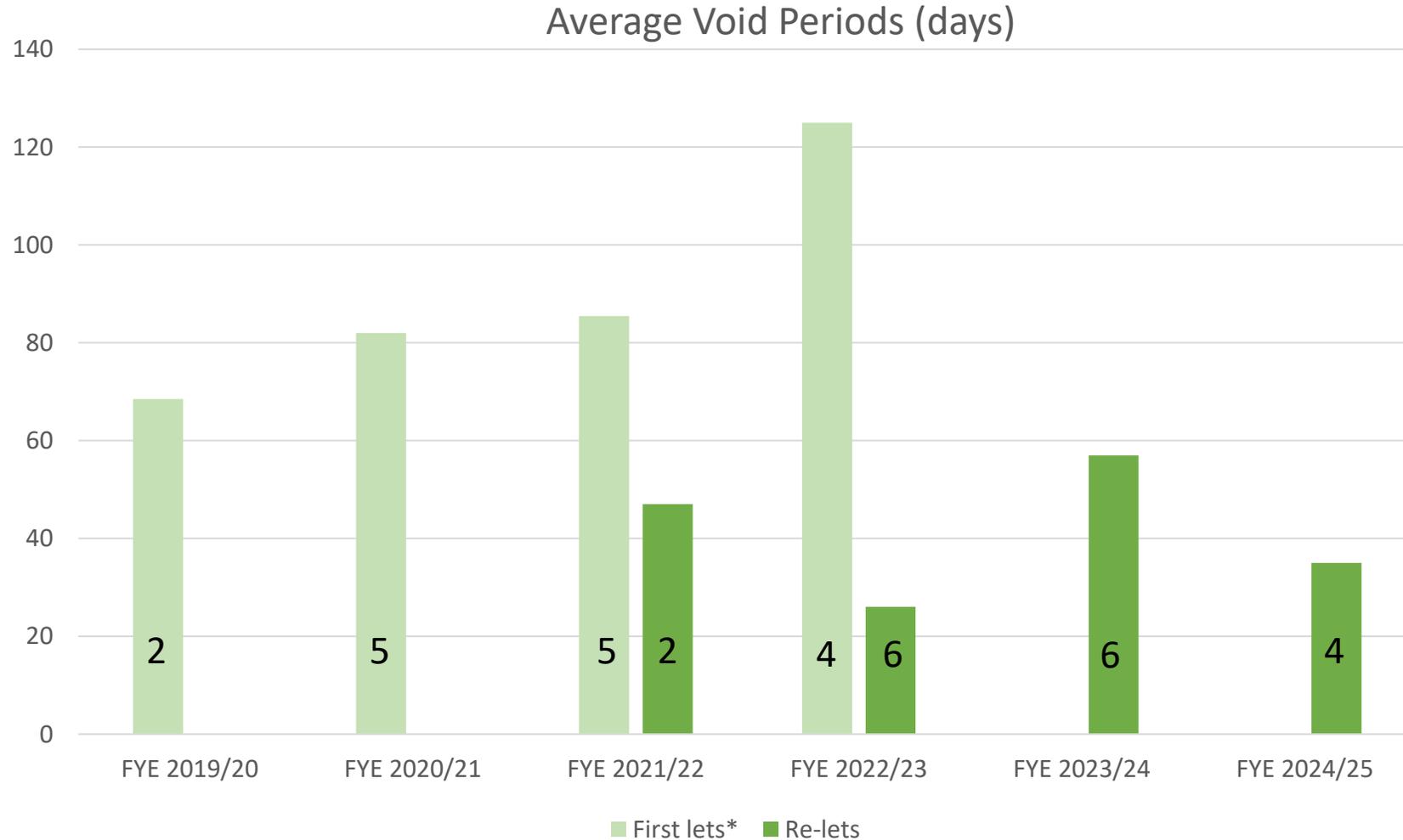
## Rent Arrears



# Key Performance Indicators



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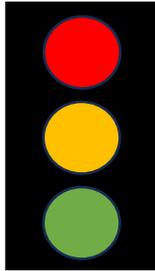
\*First lets = first letting after acquisition, void period includes refurbishment works required.

# Key Performance Indicators



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## Compliance



Expired – risk of danger / harm. Not in compliance with legislation
Difficulty in arranging access. Risk of expiry
In date

Compliance check	RAG status	Notes
Asbestos survey		4 surveys due in October / November. Requests made for surveys to be booked
Gas Safety Certificate		3 checks due in October / November. Requests made for access to be booked
Electrical Installation Condition Report		All EICs up to date, no further checks due in 2025
Fire Safety Risk Assessment		All FRA and reviews up to date (undertaken at annual property inspections)
Legionella Risk Assessment		All risk assessment and reviews up to date (undertaken at annual property inspections)
Annual property inspection		All property inspections up to date
Energy Performance Certificate		All EPCs in date (B rating – 9 properties, C rating – 6 properties, D rating – 1 property)
Right to Rent		No current tenancies with further Right to Rent check requirements after tenancy commencement



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# Key Performance Indicators

## Maintenance Orders

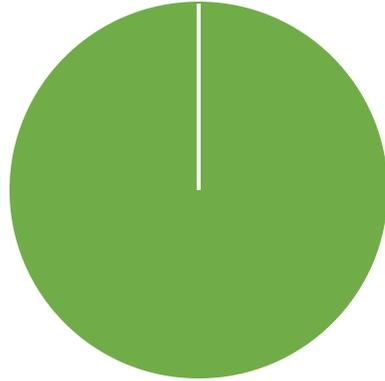


# Tenant survey (4 responses)



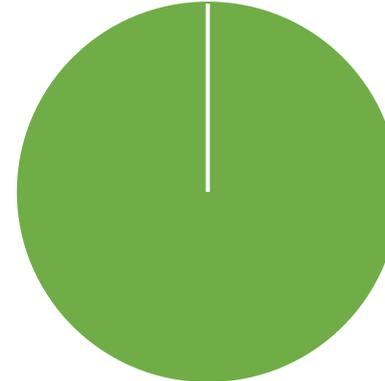
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### Application process



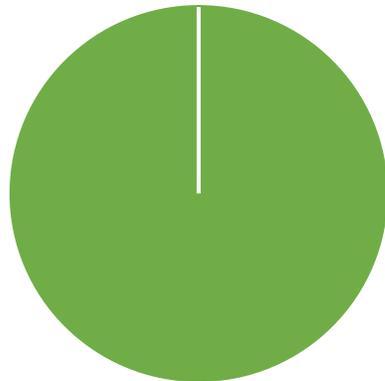
Very satisfied    Could be improved

### Sign up process



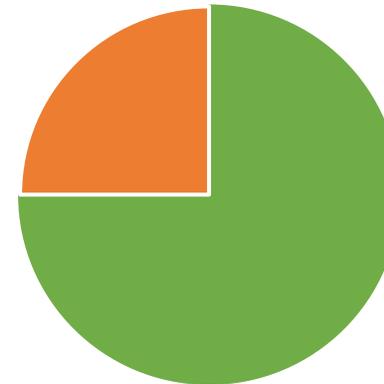
Very satisfied    Could be improved

### Maintenance service



Very satisfied    Could be improved

### Condition of property



Very satisfied    Could be improved

# Tenant survey



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### Comments

*Everything was well managed, communication was really quick and clear. The process was very clear from the start, all staff we encountered in person and via email were friendly and professional. A good experience overall.*

*All the information was user friendly. We also weren't overloaded with unnecessary information. The sign up meeting was really beneficial and allowed all our questions to be answered. We were provided with all the information we needed so felt confident on what to do once we moved in.*

*The two repairs we have reported have been dealt with really well. Our bathroom leak took a few times / visits to repair but each time our repair was dealt with quickly. The process of reporting a repair is also easy and communication is quick.*

*We are extremely happy with the service provided by Appletree Property Lettings Ltd. All the staff are friendly and approachable and we feel really comfortable in our home.*

*The entire house was spotless and freshly decorated all in white.*

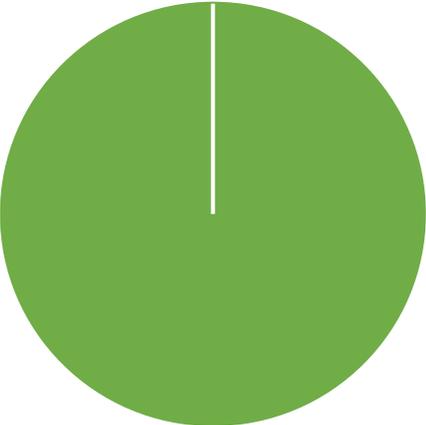
*Service was amazing, saw the property on a Friday morning and not long after that we were offered the property.*

*Appletree Lettings has always been on the end of a call or email if we need to discuss anything.*

*There were a couple of areas we raised, and these were dealt with very quickly and efficiently*

*On every occasion we were contacted directly to arrange a time to suit and was always carried out promptly*

Service provided by  
Appletree Property Lettings  
Ltd



■ Very satisfied ■ Could be improved

# Draft Statement of Financial Position as at 31 March



**APPLETREE PROPERTY  
HOLDINGS LTD**

	2023/24	2023/24	2024/25	2024/25
	£	£	£	£
<b>FIXED ASSETS</b>				
Investment Property		5,004,464		5,004,464
<b>CURRENT ASSETS</b>				
Debtors	0		0	
Cash at bank	17,030		10,681	
	17,030		10,681	
<b>CREDITORS</b>				
Amounts falling due within one year	215,346		233,802	
<b>NET CURRENT ASSETS</b>		-198,316		-223,121
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		4,806,148		4,781,343
<b>LONG TERM LIABILITIES</b>				
Long term borrowing		3,713,212		3,713,212
<b>NET ASSETS</b>		<b>1,092,936</b>		<b>1,068,131</b>
<b>CAPITAL AND RESERVES</b>				
Called up share capital		1,373,657		1,373,657
Profit/(Loss) brought forward		-244,703		-276,820
Profit/(Loss) in year		-36,018		-28,706
<b>SHAREHOLDERS' FUNDS</b>		<b>1,092,936</b>		<b>1,068,131</b>

## Note

Assets are held at historic cost, so do not include revaluations to market value, cumulatively to 31/3/2025 of £470,000.

# Draft Profit and Loss Account for the year ending 31 March



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	2023/24	2023/24	2024/25	2024/25
	£	£	£	£
<b>TURNOVER</b>				
Rent received	-220,753		-242,918	
Other Income	-2,049	-220,802	-369	-243,287
<b>COST OF SALES</b>				
<u>Property Costs</u>				
Acquisition Costs	0		0	
Void Works and Costs	16,595		11,617	
Maintenance	16,149		18,815	
Other Property Costs	3,416	36,160	4,958	35,390
<u>Tenancy Costs</u>				
Credit checks	876		216	
Tenant finding	3,300	4,176	2,880	3,096
<u>Overheads</u>				
Accountancy	1,889		6,370	
Administrative Costs and Bank Charges	383		517	
Equipment	0		0	
Insurance (Property and Directors' Indemnity)	6,553		6,579	
ICT	180		803	
Loan Interest	194,920		194,951	
NFDC Management Fee	14,067		23,752	
Subscriptions	492	218,484	535	233,507
		<b>36,018</b>		<b>28,706</b>

## Note

Following the Company's performance as seen in the profit and loss account there are no surplus funds available for distribution as a dividend.



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# Financial summary

## New Forest District Council impact for the years ending 31 March 2020 to 2025

<b>NEW FOREST DISTRICT COUNCIL</b>							
	2019/20	2020/21	2021/22	2022/23	2023/24	2024/25	TOTAL
	£	£	£	£	£	£	£
Capital Funds Utilised	505,975	1,566,354	1,521,885	1,481,655	0	0	5,075,869
<b>Balance Sheet</b>							
Long Term Investment	201,700	342,600	376,600	441,800	0	0	1,362,700
Long Term Debtors	304,275	1,223,754	1,145,285	1,039,855	0	0	3,713,169
<b>Income and Expenditure Statement</b>							
Management Fee Received	1,274	2,412	7,033	11,583	14,198	14,966	36,500
Insurance Recharge Received	600	509	2,748	4,190	4,800	4,800	12,847
Loan Arrangement Fees Received	300	750	750	600	0	0	2,400
Loan Interest Received	2,828	34,339	100,236	163,786	194,920	194,951	496,109
Treasury Management Interest Foregone	<u>-646</u>	<u>-8,687</u>	<u>-20,140</u>	<u>-95,278</u>	<u>-242,428</u>	<u>-248,718</u>	<u>-367,179</u>
Net Income Received	4,356	29,323	90,627	84,881	-28,640	-34,001	146,676

# Immediate - Medium Term Objectives 2025/26



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- Consider implications of Local Government Reorganisation
- Monitor interest rates and restart acquisition programme if target investment returns can be achieved
- Consider residential development opportunities in discussion with the Housing Development team
- Consider Private Sector Leasing (PSL) opportunities in discussion with the Private Sector Housing Team
- Continue to provide a high standard of property management to retain occupiers
- Review rents in 2026 to maximise rental income and keep in line with market rent levels
- Continue to reduce void times for re-lets
- Review policies to respond to changes implemented in the Renters' Rights Bill