**PEP 139 Edited\_Transcription**

[Daniel Hill] (0:06 - 1:44)

Welcome to the official property entrepreneur podcast. It is the first of the month ladies and gents, which means it's time to lift the bonnet on some of the UK's most creative, lucrative and award winning deals on our deals, deals, deals podcast with my good friend, Mr. Mark Barrett. Mark is an award winning entrepreneur.

He has a wealth of experience in property investing. He's done 25 years as a landlord, 10 years as a broker, and he's been sourcing property deals for other people for over a decade. Mark joined us on the property entrepreneur board in 2016, and has been a board member ever since, which is our highest level programme where I work directly with our property entrepreneur board members.

He's done over 50 option deals, as well as delayed completions, planning gains, commercial developments, and over 40 HMO conversions. As well as property, Mark was also the founder of the HMO agency. He now runs the property brokerage, which broker property deals for landlords and investors.

So he knows this stuff inside out. And during these podcasts, what he's going to do is share everything he can with his experience, his expertise, his wisdom and insight to give you all the information and inspiration you need to apply this in your own business. Each month on the first of the month, Mark's going to be interviewing some of the UK's market leading and award winning investors and developers to show various deals, structures and strategies to enable you to apply this in practice.

It's the first of the month. It's time for deals, deals, deals. So over to you, Mark.

[Mark Barrett] (1:47 - 1:55)

Hi, I'd like to give a warm welcome to my next guest, who is Chris Moss from Oversubscribed. How you doing, Chris?

[Chris Moss] (1:56 - 2:03)

Hey, Mark, I'm good. Thank you for having me. I'm a big fan of listening to the deals, deals, deals podcast.

So it's amazing to be on here. Thank you.

[Mark Barrett] (2:03 - 2:32)

Yeah, I've really been looking forward to this one, Chris, because I've seen you journey your portfolio builder that you've been doing for yourself. And I think it'd be great for anybody that's looking to do a similar thing. Those that are kind of like, I've got a full time job running their own business and they want to build their own portfolio on the side.

I think you've got like a great, great example of doing that. So I think it'd be great. Great listen for people.

[Chris Moss] (2:33 - 2:33)

Yeah, looking forward to share.

[Mark Barrett] (2:34 - 2:38)

Yeah. So for those that don't know you, Chris, would you like to give us a bit of background about yourself?

[Chris Moss] (2:39 - 3:07)

Yeah, sure. So I run a company called Oversubscribed and we help property entrepreneurs raise their profile online and build a brand. And the main aim of what we do is so that whenever anyone checks out our clients online, whether they're looking to work with them, invest with them, that they then represent themselves successfully and ideally get more deals or investment or client off the back of it.

So that's what I currently do now and have done for a number of years.

[Mark Barrett] (3:09 - 3:16)

Did you say a little story about one of your clients recently, given the example of what you've just said?

[Chris Moss] (3:16 - 3:42)

Yeah. So we had a client recently who we've been helping them raise their profile and build their brand, whether that be sort of brochures and various different marketing assets that we create for them and off the back of some of their social content and a couple of social posts recently, they raised and offered over a million pounds in funding for their portfolio and their deals, which was a huge win for them.

[Mark Barrett] (3:43 - 3:47)

Fantastic. Yeah. So that's a great example then.

Yeah. Oversubscribed, raise their profile.

[Chris Moss] (3:48 - 4:03)

Yeah, yeah, yeah, yeah. Yeah, absolutely. And we have this stuff like that all the time, but not to that level.

That's not normal, unfortunately. But yeah, sort of generating leads and creating a brand is, yeah, it's been hugely important for our clients.

[Mark Barrett] (4:04 - 4:10)

Yeah. So then before that, I believe you went to university. What did you, which one did you go to?

What did you study?

[Chris Moss] (4:11 - 4:33)

Yeah. So I studied, I went to Nottingham Trent University, the same as Dan Hill, a profit entrepreneur, which I, yeah, which is where I first came across Dan and met Dan. I rented an office next to where one of his companies at the time rented an office and just got to, got to see what he was doing then.

And I studied business marketing management when I was there, when I was there.

[Mark Barrett] (4:34 - 4:37)

Okay. Is that when you started one of your first businesses?

[Chris Moss] (4:38 - 4:57)

Yeah. So the first business I started and continued to operate in the same space ever since it was a marketing company. So it was over 10 years ago now.

And yeah, I've continued to do that, that ever since I started it in my second year of university. So my course was a course that allowed you to do that. So yeah.

[Mark Barrett] (4:58 - 5:01)

And what was that doing then? What was that business?

[Chris Moss] (5:01 - 5:29)

Yeah. So it was a publishing company. So we basically created content for university students and we did that just at Nottingham Trent originally.

And then we scaled it across 16 cities around the UK and by the, yeah, we get around about half a million students a month, um, on that website for, yeah, to connect brands with students. And off the back of that is where my sort of insight into property first came about.

[Mark Barrett] (5:30 - 5:34)

Okay. Yeah. So just then, uh, when do you actually join Property Entrepreneur?

[Chris Moss] (5:35 - 5:45)

Yeah. So I joined Property Entrepreneur. This is my fourth year on Property Entrepreneur.

And so, yeah, what would that be? 2019, 18.

[Mark Barrett] (5:45 - 5:49)

Yeah. Okay, great. And what was the reason for that?

[Chris Moss] (5:50 - 6:16)

Yeah. So I wanted to, originally I wanted to come on to learn about property and realised it wasn't sort of a, it is property related, but it was more of the structure to be able to grow a portfolio. And that's where I really, um, yeah, that was the reason I came on is to understand that and try and grow the marketing company.

And off the back of it, obviously was able to meet some great people and create, uh, grow the portfolio.

[Mark Barrett] (6:17 - 6:27)

Okay. Yeah. Um, oh yeah.

One of the things, uh, people interested in is the wealth dynamics. So have you done yours? What's your profile?

[Speaker 4] (6:27 - 6:29)

Yeah. So what, what would you guess?

[Mark Barrett] (6:32 - 6:38)

Good question. Um, I don't know. I don't know.

Creator? Yeah. Spot on.

[Chris Moss] (6:38 - 6:40)

Yeah. Create a mechanic.

[Mark Barrett] (6:40 - 6:48)

Ah, right. Okay. So the mechanic, that's, that's a really good aspect to have into it within, within your business, doing all the systems.

[Chris Moss] (6:49 - 6:53)

Yeah, absolutely. Absolutely. I think without that I'd probably be in trouble.

[Mark Barrett] (6:54 - 6:57)

Okay. Cause Dan's also create a mechanic, isn't he?

[Chris Moss] (6:58 - 6:59)

Yes. Yeah.

[Mark Barrett] (6:59 - 7:07)

Yeah. Okay. Great profile to have.

So you've joined property entrepreneur, uh, at what, at that point, did you have any properties yourself?

[Chris Moss] (7:08 - 7:27)

No. So when I started property entrepreneur, I had no properties. Um, I hadn't bought my own property either at the, at the time.

So literally zero property experience from a purchasing perspective. I'd worked with property companies from helping the market themselves, but beyond that had no insight, uh, into, into property until I joined.

[Mark Barrett] (7:27 - 7:55)

Yeah. Okay. And then how did you then, because I think that there are quite a few people that actually join who I've got different businesses for the actual business side of things.

So even though it's called property entrepreneur, there's a lot of like value to be gained. I think people have kind of like had some really big successes in separate business, just being on it for the actual, uh, you know, the, the learnings and also the, uh, the group. Uh, yeah, the community.

[Chris Moss] (7:56 - 8:16)

Yeah, absolutely. And that's why I joined property entrepreneur and the value I've had from it has been incredible. Not from the property side of things, which we'll go into has been, been, uh, been good, but it's actually the value I've had.

It's been far greater from the company structure and the company growth and the lessons on that side of things as yeah. It's been a game changer for us.

[Mark Barrett] (8:17 - 8:23)

Okay, good. So let's just then go onto the property. What is it that you've, uh, you've focused on as your, uh, strategy?

[Chris Moss] (8:24 - 9:12)

Yeah. So what I was looking to achieve was to create a portfolio that generated cashflow. So Dan talks a lot about the sort of wealth hierarchy.

So sorting your cashflow out your profit and then the assets at the top. So the cashflow and the profit, the business, my, my sort of businesses do that. And so I really wanted to focus on creating the assets.

Um, and that's, that's what my sort of goal going into it was, but what I also wanted was some assets that generated cashflow, um, to try and achieve Dan's, uh, living off the steam. Um, I believe he did a podcast about that. Um, and that's what I was trying to try to achieve.

Um, yeah, I recommend anyone listening to that actually, because that really encompasses what I was trying to achieve with this. Yeah. Okay, good.

[Mark Barrett] (9:12 - 9:15)

And then how did you then put your strategy together?

[Chris Moss] (9:16 - 10:01)

Yeah. So I, I watched a load of YouTube videos, um, and created the, the sort of buy to let strategy. And I think the, uh, what it was referred to, um, presume it probably is, is the B B R R R, um, I rent by refurbish rent refinance and was the strategy and that I put together off watching videos.

But then what I did was take that strategy. And I spoke to five or six people on property entrepreneur that have been doing this type of thing for 10, 20 years, far more experienced than I am. And sort of said to them, look, is this a good strategy?

They picked a few holes in it, uh, tightened up some things that hadn't sort of encountered for, and then was able to, um, yeah, then lock a plan in and execute off the back of, off the back of that.

[Mark Barrett] (10:03 - 10:06)

Um, where is it that you started to invest then?

[Chris Moss] (10:07 - 10:21)

Yes. So it was, uh, we started in, um, the start of 2021 was when we first purchased our first, uh, single property and that all around Newcastle, well within Newcastle. And so they're very, very North.

[Mark Barrett] (10:21 - 10:25)

Yeah. You're not based around there. Are you, whereabouts are you based?

[Chris Moss] (10:25 - 10:32)

No. So I'm actually based in Hertfordshire. So I'm actually, it's about a four hour drive from here.

So yeah, it's, it's, yeah, it's pretty hands off.

[Mark Barrett] (10:33 - 10:37)

Okay. Why did you select that area? What was the thinking behind that?

[Chris Moss] (10:38 - 11:12)

Yeah. So I wanted a couple of things is one was that I wanted to generate cashflow off these properties so that they would generate cashflow and the, the areas that we go allowed to do that, the yields are a lot higher than, uh, certainly where I live here, um, or South. So that, that was one of the key reasons.

Um, and then the other one was on property entrepreneur, Dan spoke quite a lot of, uh, around if you can buy houses cheaper than what you can build them, then there's potentially long-term, uh, a good argument there for it. So that also played into the, played into the mix.

[Mark Barrett] (11:13 - 11:21)

Okay. Yeah. Good.

So, uh, and I think the other really good thing is you've actually documented each property that you bought, haven't you with on your, with on your blog?

[Chris Moss] (11:22 - 11:42)

Yeah, yeah, absolutely. So on Christopher-Moss.com, the, I've done nine so far that are on there and there's more still to be put on. So yeah, there's nine that, uh, that are on there where it's the before pictures, after pictures, the exact numbers, and then also challenges and stuff like that, which, uh, yeah, it's been, it's been good.

Okay.

[Mark Barrett] (11:42 - 11:52)

That's good. We also talk about like a 70, 20, 10, as far as allocating your time for the, for the week. And then what part of that was this strategy for you?

[Chris Moss] (11:53 - 12:19)

Yeah. So I'm full time in the marketing businesses and that's what sort of what I do. And also what I understand a lot more than property.

Um, so this plays a small part in that 70, 20, 10. So it is the 10%. Um, however, uh, it's probably, I, I time track everything and it's, it's about an hour and a half a week on average, some weeks it might be three, but an hour and a half on average.

Okay. Some weeks it's not.

[Mark Barrett] (12:20 - 12:34)

Yeah. Okay. That's good.

So I think that just shows it, even though people who, you know, might have like busy jobs, having like their own businesses that if you do set this up, right, it is only kind of like, you know, a small amount of time that you actually need to do it.

[Chris Moss] (12:35 - 13:06)

Yeah, absolutely. What it forced, because I only have so little time and going into it, I knew I only had so much, like I was already didn't think there was any time to do this. Um, I already thought I was as busy as it could get, but it was something that was important to me.

Um, so, so I wanted to find that time, but what it forced was to be creative and actually rather than if it was near where I lived, would I've got dragged into maybe doing stuff or being more hands-on quite possibly. Whereas because it's four hours away and I had such little time, that's just not an option.

[Daniel Hill] (13:09 - 14:47)

Jumping in with a quick opportunity that may be of interest to some listeners. So if you've not already listened to the living off the steam podcast, episode 96, and the 10 layers of wealth, episode one, two, five, I would highly recommend going and listen to them. They've been by far two of the highest download episodes we've ever done in there.

I talk about start to finish the model that you want to use. If you genuinely want to become not only financially independent, but build, maintain, and manage generational wealth off the back of those two podcasts, you had a number of inquiries from people who want to actually have that structure in place for themselves. So for the first time ever outside of the board, which is our top level training program, which costs 30,000 pounds a year, plus BAT for 12 people, I'm going to take them through this process over a six week period, whereby the end of it, you will have this in place set up, and you'll have clear, absolute clarity on your wealth strategy, your financial management, and how to take all of this to the next level. This absolutely isn't for everybody. I would recommend that it's only really suitable for high net worth individuals who are already making over 100,000 pounds a year.

The investment for is 5,000 pounds plus BAT, and it will take six weeks to complete starting from the end of March. If that's of interest to you and you meet those criteria, just drop me a message on private message through Instagram. My handle is property entrepreneur underscore, or call or email the office through the website at www.property-entrepreneur.co.uk and we can send you an application for. Back to the podcast.

[Mark Barrett] (14:50 - 14:56)

So when you started out, did you have any like funds to start investing?

[Chris Moss] (14:56 - 15:09)

Yes, yeah. So we did have, we sort of had an initial pot that was 300,000 pounds to be able to build the portfolio from. So yeah, we did have some money going into it.

[Mark Barrett] (15:10 - 15:14)

Did you say that was retained from another of your businesses, was it?

[Chris Moss] (15:14 - 15:34)

Yes, yeah, exactly. Yeah. So that was retained earnings from a previous business.

So what we'd historically been doing is investing a lot more outside of the property sector, but wanted to actually diversify and yeah, the nature of property was very appealing. Okay, great.

[Mark Barrett] (15:35 - 15:44)

So who did you actually have in your team then? Which was the kind of like the members of your team that you needed to execute this?

[Chris Moss] (15:45 - 16:46)

Yeah, so there was all the ones that you'd sort of expect. So our solicitor was obviously a key person in this. We then had a company that did all the refurbs on it, which was, so they took care of that whole process.

So we didn't have to sort of manage builders or anything like that. We used a deal sourcer as well to be able to find all these properties, because again, didn't have the time to be doing that. And also to be totally honest, didn't have the knowledge either to do that myself.

So they were the key ones. Obviously, we got a tax accountant, a property specialist, which we didn't have for, we have an accountant for our company, but not a property specialist. So we have a property tax specialist.

And then also my partner as well, Phoenix, she did a lot of the paperwork element to it, which, yeah, I hadn't anticipated there to be quite as much paperwork.

[Mark Barrett] (16:47 - 16:51)

Yeah. Okay. And then did you use like a local letting agency then?

[Chris Moss] (16:52 - 17:02)

Apologies. Yes. Yeah.

So once they were actually done and they were refurbished, it was then given to a letting agency, to a local letting agency to rent out.

[Mark Barrett] (17:02 - 17:06)

Okay. And how did you get the refurb company then? Was that a referral?

[Chris Moss] (17:07 - 17:48)

So no, I actually, yeah, which is part of actually where I saw the opportunity for oversubscribed is it was actually someone posted it in a group. So I was part of one of the property groups on Facebook and someone kept posting their refurbishments that they were doing. And it was at the point where I was starting to think about finding someone to support me with this journey that I wanted to go on.

So I saw their content, looked around, their website looked good, sort of vetted them. And yeah, and then ended up going on an investor day with them. And that worked out really well.

And then yeah, went from there. The companies, I'm happy to say the company, the company is actually a company called Emergence that we used.

[Mark Barrett] (17:49 - 17:53)

And what were they, were they sourcing and refurbs or did they do both?

[Chris Moss] (17:54 - 18:00)

So they did both. Yeah. So they had two separate parts to what they did, but they were my main point of contact.

[Mark Barrett] (18:00 - 18:06)

Okay. Very good. And then how many properties then have you, have you bought on that strategy?

[Chris Moss] (18:07 - 18:24)

Yeah. So, so there's 10 in total that we've purchased since then. So that was, it was just over an 18 month period in which we, we purchased those.

So we, so we, yeah, the last one was a few, just before Christmas.

[Mark Barrett] (18:25 - 18:25)

Okay. Brilliant.

[Chris Moss] (18:26 - 18:27)

Back, back end of the summer. Yeah.

[Mark Barrett] (18:28 - 18:33)

Yeah. Okay. So you was probably what doing one every, every other month or something like that?

[Chris Moss] (18:34 - 18:59)

Yeah, exactly. Yeah. So it was one every other month that we had to agree to it.

But then in terms of when they actually started it, there was sometimes three on the go. We had our second property that we agreed to actually became our seventh, I think, because it was such a delayed process actually purchasing it. So they didn't, didn't all fall as one every other month, but that's, we had to find a deal every other month to make it happen.

[Mark Barrett] (19:00 - 19:07)

And what was that the target that you'd set the, was it to get to 10 or what was the actual, what was you working towards?

[Chris Moss] (19:08 - 19:25)

Yeah. So the initial target was to cover our monthly outgoings from yeah, as a, like personally to, to sort of try and cover the outgoings with the cash flow off those properties, which we were able to, able to achieve with those 10, just about.

[Mark Barrett] (19:25 - 19:29)

Okay. Yeah. So what was the target then the initial target?

[Chris Moss] (19:29 - 19:56)

Yeah. So, so the initial target was, it was actually three and a half thousand pounds. And we didn't, we didn't quite get that in cash flow.

It's, it's less than that, but that was the sort of, that was the initial aim, which would be what we, where we got to, to this point covers our outgoings, but it would be, if that's all we had to live off, it would be tight. Whereas yeah, that's, that's yeah, where we got to.

[Mark Barrett] (19:57 - 20:58)

Okay. That's good. Cause I think that's like one of the, when I speak to clients that are looking to, you know, something similar where they're building a portfolio either so that they can leave the job or so that just for like long term investment, this tends to be like, you know, they want to 3,000, most people can kind of like live off 3,000 or, you know, if they've got more overheads, it might be say 5,000, 10,000, different things like that. But I think 3,000 is probably one of the, one of the common ones.

And it's great. You've been able to kind of like get to that, you know, within 10, but obviously I think we can go on to later as to your, you know, your different strategy that you're working in now. So is there like a particular property that we can just run through so that people can kind of like see what the numbers might be, what the purchase price was and refurb costs and then the how you refinance that?

[Chris Moss] (21:00 - 22:29)

Yeah, sure. So they, we initially bought them with cash. So it's bought with cash for, I'll give you a sort of an average here.

So around about 70,000 pounds and some of them went up to 100 or 110, but I think the average was around about 70,000. Once we'd done a full refurb on it, so a lot of these properties weren't sort of in good shape. So they needed a full refurb.

And so they were full, a full refurbishment that was costing between 20 and 25,000. So with legal fees and everything, it was like around 110,000 that we would spend on it. And then it would get refinanced for 115, maybe 120, if we were lucky, but most of them, there wasn't much of an uplift in, yeah, there wasn't much uplift at that point.

And then we refinanced a 75% loan to value. And that would then give us the cash flow on a monthly basis after taking everything account. And if you, if anyone checks out my blog, like it's literally line item, like photocopies from the bank is taken into account, like everything, if it left the bank, it went towards it.

So roughly it generates 250 pounds a month in cash flow to 300 cash flow per month.

[Mark Barrett] (22:30 - 22:59)

Yeah. I think those are kind of, you know, good approximate figures, 250 a month. Typically HMOs like a thousand pounds a month, but need an awful lot more cash.

But yeah. So for somebody looking to get to, you know, 30,000 pounds, 10 buy to let at 250 would kind of like, you know, get to that figure so that people have like an idea. What type of properties were there that you were buying, Chris?

[Chris Moss] (23:00 - 23:29)

Yeah. So they were normally two, three bedrooms houses. Well, they were either two or three bedroom houses, ideally sort of end of terraced house and family house, nice garden or a garden parking.

And yeah, basically like a place that I would want to live in was the, was sort of the criteria for them. And then the, the tenants that we will attract is sort of families and people that want to make their home.

[Mark Barrett] (23:29 - 24:26)

Yeah. Okay. That's great.

I think one of the good things with, well, I think two main things for buy to lets as a, as an investment is the tenants stay, tend to stay long-term. So if it's in like a good area, close to schools, then your tenants can, I mean, I've had some that over 10 years, but it can stay long-term, which is obviously different to HMO. We say maybe, you know, 12 months as an average.

And I think the other good thing with buy to lets is that once you get to like capital growth of about 40%, so like, you know, having a property of a hundred thousand that then goes up to 140, you can refinance and get all your capital out. So then you then hold in a property that's got none of your cash in and you've got, you know, cashflow and then the, obviously the capital growth going forward. So I think it's a great strategy for that.

[Chris Moss] (24:27 - 25:15)

Yeah. Yeah. I've been, I've not had them long enough to know the capital growth side of it.

I'm hoping they're seeing forward 10 years and that will, that will be the case. And in terms of the tenant, we've really experienced that so far. So I think out of all 10, we've only had one person move, move out after 12 months, everyone else has continued to continue to stay.

And the first house that we bought and rented out, they actually redid. So we left the garden in a good shape. It wasn't bad by any means, but they actually fully landscaped it themselves and like made it into this incredible garden.

And when the letting agent sent me a picture of it, I was like, I couldn't believe it. I actually posted it into a property group and I, it got like 300 comments or something, but everyone was like, why would you fake this? What's the point of this?

And I didn't, it was like, it was genuine.

[Speaker 4] (25:15 - 25:21)

I had nothing to gain by posting that. And I got some serious abuse because it was so good. Yeah.

[Mark Barrett] (25:23 - 25:29)

Very good. So for anybody looking to do the same, have you got like three top tips?

[Chris Moss] (25:30 - 26:16)

Yeah. So I think if you're in a position where I was, where I'm very much known for marketing, but I knew there might be a time that I might want to raise finance or do something. So raising your profile, um, is, is probably the first top tip.

The amount of sort of people that reach out to me or say, look, I've got this deal and I go and check their social channels out. And it's like, they've got, they're down the pub with their mate and like drinking a can of Carlin in their photo, um, instantly puts me off. So yeah, raising your profile is probably my first top tip and just cleaning up your online profile.

Cause if you're asking the investor for money or even just trying to engage with deal sources and like credible people, um, it doesn't, you don't put yourself in good light, uh, in a lot of cases.

[Mark Barrett] (26:16 - 26:20)

Did you actually raise any funds yourself from, from your posts?

[Chris Moss] (26:20 - 26:50)

Yes. Yeah. So I got to, so I had that initial pot of money that I started to buy the properties with, but because we were buying them all cash after three, we had that money fully tied up in the properties.

So we needed to then, if I wanted to do it quicker, which I did, then I had to raise money. So for some of them, we raised 50% of the money, um, for the, for the properties, which was, uh, about just under 200,000 pounds we raised in, in total and then repaid. Great.

[Mark Barrett] (26:51 - 26:51)

Yeah.

[Chris Moss] (26:51 - 27:47)

Yeah. Um, so that's the first top tip raising profile. The second one is to, and Dan actually says this on property entrepreneurs.

So, uh, delegate, do nothing, delegate everything. Um, with the property strategy for us that had to be the case because I had no other choice. Um, whereas if you've got the choice, you might be tempted to do more stuff yourself.

Um, and obviously there are advantages in some cases, uh, for, for that, but yeah, that would be my second top tip is delegate and just be super organized. Like, yeah. And then final top tip is, which really helped me is just surrounding yourself with good people that if you're like I was where you don't have the level of experience in property to that, that, that I wanted, certainly then being on property entrepreneur allowed me to tap into people that were like yourself that have been doing this for a very long time.

[Mark Barrett] (27:48 - 27:59)

Yeah. I think it's a great community. And, uh, I think there's, there's always somebody that you can go to within there if you're looking for any information.

So yeah, I think it's, uh, I think that's been really good.

[Chris Moss] (28:00 - 28:17)

Yeah, no, I was really, I was really, um, it was amazing because obviously when you reach out to someone and ask for some help or something, you never know whether they're going to give it. And I think everyone that I reached out to on the property entrepreneur community came back to me and gave me some of that time, uh, to, to help at no cost.

[Mark Barrett] (28:17 - 28:18)

Yeah. Fantastic.

[Chris Moss] (28:18 - 28:19)

And I would have paid.

[Mark Barrett] (28:21 - 28:26)

Okay, good. So anybody that's looking to contact you, uh, what's the best contact details, Chris?

[Chris Moss] (28:27 - 28:48)

Yeah. So if it's for me and wanting to look at property stuff, christopher-moss.com, uh, is a good place and they can see some of the properties as well on there. And then if anyone wants to work with oversubscribed or wants more information about what we do, then it's oversubscribed.co.uk. Uh, and there's a way to contact me on there as well as all social channels as well, as you'd, uh, as you'd imagine.

[Mark Barrett] (28:49 - 28:58)

Great. So just to recap then in the 18 months on, on your, uh, your buy to let, what was the total value of the properties that you managed to acquire?

[Chris Moss] (28:59 - 29:11)

Yeah. So, um, just in the 18 months, it was, it was, uh, a million, just over a million pounds. Uh, and in total one and a half million pounds, uh, after that period, which is where we're at to today.

[Mark Barrett] (29:11 - 29:16)

Fantastic. And you, you've already moved on to your next strategy as well, haven't you?

[Chris Moss] (29:17 - 29:37)

Yes. Yeah. So I've got a secret joint venture partner who's, uh, who I'm doing some work with that I'm excited to share on my social channels, uh, in the, in the coming months, but yeah, the, the deals and the different things are super exciting.

And yeah, if anyone wants more information about those, then I'm more than happy to, to share. And if they drop me a message, but yeah, it's, I'm excited to share that.

[Mark Barrett] (29:38 - 29:41)

Great. I'll stay tuned for that. And, uh, thanks for your time, Chris.

Good to see you.

[Chris Moss] (29:42 - 29:43)

Amazing. Thanks, Mark. Thank you.

[Daniel Hill] (29:46 - 30:15)

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And if you're not already in the official property entrepreneur community on Facebook, there's over eight and a half thousand of us in there. Now, success and failure are both very predictable. I will see you on the next episode.