



Welcome to our property network forum, open to anyone and everyone interested in property, to share knowledge and information, gain new ideas and motivation and to offer advice.

An open, interactive networking environment can only help to create a **WIN:WIN** result for all of us!

TONIGHT'S MAIN SPEAKER  
**DAVE HARTNETT**

For our main presentation this evening we're pleased to welcome **Dave Hartnett** of **Mountbatten Estates**, a company renowned for transforming underutilised land, airspace, and commercial properties into valuable residential assets.

Drawing on local case studies, Dave will share his expertise in finding and securing off-market development sites, unlocking value through the planning system,

Monday 13 January 2025  
Holiday Inn, Guildford  
Doors open 6:00pm



structuring joint ventures with landowners, and employing creative funding strategies such as vendor finance.

Whether you're an experienced developer or just starting out, this promises to be an engaging session packed with actionable insights.

# SURREY PROPERTY EXCHANGE





**Lisa Oliver**

**Good evening, and a very happy New Year to you all!**

- With a new year upon us and the property market back in full swing after the Christmas break, we trust 2025 has started well for you and your business. While there's uncertainty ahead and changes in the industry, staying informed and ready to act is key to success. Tonight, we kick off the year with a property development theme to help you grasp opportunities and thrive.
- Our headline speaker, Dave Hartnett, will deliver an insightful talk on finding and securing off-market development sites, unlocking value through the planning system, structuring joint ventures, and employing creative funding strategies like vendor finance.
- On the planning side, James Hutchison, from Corbil Estates, will provide an overview of the recent changes to the National Planning Policy Framework (NPPF) announced in December. These reforms, following the government consultation period, will have a significant impact on planning policy and present both challenges and opportunities.
- John Cox will also be delivering a new year's update on the mortgage market, giving you the latest insights into lending trends and strategies for 2025.
- Our Surrey Property Exchange club membership programme, now in its third year, continues to grow from strength to strength. If you've not joined yet, you are very welcome! A summary of membership benefits can be found on page 11 and on our website.
- Networking is key to building your property success, and consistency is everything. Make this meeting a firm fixture in your monthly calendar to connect with like-minded individuals, gain new insights, and stay ahead in your property journey.
- Thank you for joining us this evening! We hope it's enjoyable, insightful, and valuable for your property goals. Don't forget to join us at our next event on Monday, 10th February 2025, where we have two fantastic speakers lined up that you won't want to miss.



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## Meet the Organising Team Members



Lisa Oliver



Claire Williams



Ruth Gazzelloni



Graham Faulkner



Mithila Rollings



Paul Watson



Carol Watson



Ophelia Ashitey



Pilar Walteros

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Graham Faulkner  
Branch Director



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# MEMBER OFFERS OF HELP AND CONTACT DETAILS

Claire Williams  
07533 818415  
[claire@apollopropertyprojects.com](mailto:claire@apollopropertyprojects.com)

My strategies are Commercial to Residential Conversions, Commercial Lettings. I have also done Serviced Accommodation and Rent2Rent. I'm very happy to chat over coffee and share knowledge and experience. Always interested in new opportunities.

John Cox  
07973 309125  
[john@ideastorunwith.com](mailto:john@ideastorunwith.com)

Focusing direct to vendor and securing planning permission for sites from £250k - £20m gross development value. Experienced in low value high yielding properties in Scotland, flips, and other creative methods. I can also help individuals or companies through my finance and insurance brokerage.

Ophelia Ashitey  
07838 381665  
[ophelia@otkpropertyolutions.com](mailto:ophelia@otkpropertyolutions.com)

I can help with electrical building services designs. Happy to share information and experiences on R2R in Guildford and to learn about HMOs and funding.

Graham Faulkner  
07921 255815/01306 406506  
[graham.faulkner@ewemove.com](mailto:graham.faulkner@ewemove.com)

It's easy to fall foul of the mire of constantly changing legislation. I am well placed to help guide landlords in being a Sales and Letting agent within a large franchise network, as well as a property portfolio landlord myself.

Lisa Oliver  
07592 434498  
[lisa@weareideal.co.uk](mailto:lisa@weareideal.co.uk)

Together with my business partner, Mithila, we help landlords with the complex and ever-changing world of HMO lettings and management and also offer consultancy services through our specialist agency. We also invest in high cash flowing HMO properties in the south of England working with private investors to create win-win outcomes.

Pilar Walteros  
07956 501082  
[info@mintspaces.co.uk](mailto:info@mintspaces.co.uk)

I can help you design/style your properties to rent, and I have R2R experience. I am a certified Wealth Dynamics Flow consultant. A WD debrief can help you understand your natural flow, and clarity on how to achieve it in your entrepreneurial journey.

# SURREY PROPERTY EXCHANGE



Non-Members  
£32 per event  
£192 - 6 months

Members  
£24 per event  
£144 - 6 Months

Pay per event



Ticket price savings every month



Access to previous main speaker slide presentations



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Rory O'Mara  
07747 616661  
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## USEFUL PROPERTY WEBSITES

[www.spareroom.co.uk](http://www.spareroom.co.uk) - best source for room rent info and tenants

[www.gov.uk/stamp-duty-land-tax](http://www.gov.uk/stamp-duty-land-tax) - Check the costs and rules governing stamp duty and tax.

[www.gov.uk/search-property-information-land-registry](http://www.gov.uk/search-property-information-land-registry) - Check on ownership/titles/plans/restrictions etc at Land Registry.

[www.propertychecklists.co.uk](http://www.propertychecklists.co.uk) - Good site for what's happening on UK property scene.

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**Joint Ventures:** Please do your own due diligence before embarking on any kind of joint venture with anyone. Apart from your own personal efforts, references to the following websites may be of help in understanding the current FCA legislation on Joint Ventures and also provide lots of valuable advice.

[www.fca.org.uk](http://www.fca.org.uk)

[www.propertytribes.com](http://www.propertytribes.com)

[www.propertyfortress.com](http://www.propertyfortress.com)



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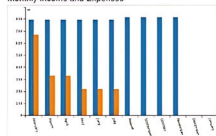
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Average monthly expenses: £800.00

Portfolio Value



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