Property Breakthrough Blueprint

The Shift Worker's First Deal Checklist

A practical, step-by-step guide to assessing your first property deal — the same process I use myself, built for people who don't have spare hours to waste.

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Before You Start

I'm Delielah — a practising nurse and founder of Teves Group Ltd. I started building my property business around shift work, because I refused to believe property investing was only for people with spare time and capital.

This checklist is the exact process I use myself when assessing a deal — the same one I'm using right now to secure my own next property. It's not theory. It's the practical, repeatable system that turns "I think this might be a good deal" into a confident, numbers-backed decision.

> *"In healthcare, a mistake can cost a life. In property, a mistake costs you a lesson. If you can handle the first, you can handle the second — you just needed a path built for people in our position. So I built one."*

Work through each section in order. By the end, you'll know exactly how to size up a property the way an experienced investor does — even if this is the first deal you've ever looked at.

1 Research Your Comparables

Never trust a listing price — trust the evidence.

- ☐ **Find at least 5 like-for-like comparables** — matching property type, bed/bath count, and approximate size.
- ☐ **Use recent sold or under-offer data only** — pull this from HM Land Registry Price Paid Data, plus current listings on Rightmove, Zoopla, and OnTheMarket.
- ☐ **Separate your sold comps from your DUV comps.** A sold price for a property in original, unmodernised condition is not the same as a Done-Up Value (DUV) sale of a fully renovated property — mixing them up is one of the most common beginner mistakes.
- ☐ **Pull rental comparables separately** — use current, active listings from local letting agencies covering the specific street or postcode, not a national average.

> **WHY THIS MATTERS**
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> A listing's asking price tells you what the seller wants. Comparables tell you what the market actually pays. Every number that follows in this checklist is only as good as the comparables you start with.

2 Estimate Your Refurb Cost

Classify the work before you price it.

- ☐ **Light refurb** — tidy-up, decoration, flooring. Lowest cost, fastest turnaround.
- ☐ **Medium refurb** — kitchen, bathroom, rewire, plastering.
- ☐ **Heavy refurb** — extensions, loft conversion, structural change.
- ☐ **Always add a 20% contingency** on top of your refurb total — no exceptions. Things go wrong; budget for it up front, not after.
- ☐ **Get eyes on the property in person (or via a trusted contact)** before finalising your figure — photos and listing descriptions hide problems.

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3 Run the Numbers

This is where "I like this property" becomes "this is a deal."

- ☐ **Work out your baseline offer price** — starting from your DUV and working backward through refurb cost and your target margin.
- ☐ **Benchmark against a 33.3% ROI target.** If a deal falls well short of this, either renegotiate your offer down or walk away — don't let enthusiasm override the numbers.
- ☐ **Check your money-out timeline** — aim to recycle your capital within 3 years on a BRRR strategy.
- ☐ **Include SDLT** at the correct company/additional-property rate — not the standard residential rate.
- ☐ **Add a realistic legal cost estimate** for conveyancing, on top of the purchase price.

4 Ask the Right Questions

What you ask the agent tells them how seriously to take you.

- ☐ Why is the vendor selling, and is there genuine time pressure?
- ☐ Are there any known structural issues, extensions, or alterations — and were they signed off with Building Regulations?
- ☐ If leasehold: what's the service charge, ground rent, and years remaining on the lease?
- ☐ If tenanted: what's the current rent, and how long is left on the tenancy agreement?
- ☐ What did the last comparable unit in this building or street actually complete at — not just list for?
- ☐ Is the asking price negotiable, and by how much, given a quick or cash completion?

5 Legal Pack Checks

Essential for auction or quick-sale properties.

- ☐ Special Conditions of Sale — read every clause, especially deposit timing and completion deadlines.
- ☐ Title register — confirm ownership and check for restrictions.
- ☐ CON29 search — local authority searches for planning, roads, and environmental issues.
- ☐ Restrictive covenants — check for anything that could limit your intended use or strategy.

> **RULE OF THUMB**
>
> If you can't get a straight answer to a direct question, that's information too. A good deal can survive scrutiny — a weak one can't.

Now Let's Put It Into Practice

Knowing the process is one thing. Applying it with confidence — on a real deal, with real numbers — is another. That's exactly what happens inside Property Breakthrough Blueprint.

A Skool community built specifically for shift workers and healthcare professionals ready to start learning how to invest in property without guesswork and overwhelm.

JOIN PROPERTY BREAKTHROUGH BLUEPRINT

Founding Offer available after 7 days of FREE TRIAL

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