

A Guide to Choosing a Buy-to-Let Property

- Don't let personal taste influence you. This is an investment, so you want to ensure that the property you buy will appeal to the tenants who rent in that market place.
- Budget carefully. You must ensure that the income is sufficient to cover your costs and allow for any void period when there is no tenant and no rental income. Ask us about how we can negate this issue through our Guaranteed Rent scheme. Your expected rental income must exceed your buy to let mortgage repayments.
- Decorate, fit out and furnish to high quality standards, especially kitchens and bathrooms, to attract the best tenants and let quickly every time. Avoid properties which may require lots of maintenance.
- Check to see if properties in the area you have selected are renting and for what price. If there are a lot of properties on the market in the immediate vicinity, ask yourself why?
- Local transport links and facilities are crucial as these are important factors for many tenants.
- Check to see if neighbouring properties are looked after as external appearance often reflects the occupants.
- Instead of imagining whether you would like to live in your investment property, put yourself in the shoes of your target tenant. Who are they and what do they want?
- Don't use off-the-shelf tenancy agreements, forget to issue the right notices or fail to have a proper inventory and condition report made before a tenant moves in. Leave all documentation to a professional agent.

Let Only / Tenant Find:

This is where the agent simply gets paid to introduce a tenant to you for which a commission is payable. Typically, this can be 12 - 15% (incl. VAT) plus the administration costs of drafting agreements. Once the tenancy has commenced, you are on your own and responsible for dealing with any problems such as arrears, deposit protection, maintenance, legal notices etc.

Management:

In addition to the services detailed above, the agent will look after day to day maintenance issues on your behalf. This will include inspections of the property, minor repairs, service of notices etc. Typically, this will cost 15% plus VAT of the rent received for the duration of the tenancy. Some agents offer insurance policies to 'Guarantee' your income, but be beware of excesses and limits.

Guaranteed Rent:

This is our speciality. We take away all the commissions and costs and pay you the rent every month regardless of whether there is a tenant or not. The rent we offer is the rent you receive. If things go wrong, we even pay the legal costs.