



ANDREW GRANGER & CO
RESIDENTIAL LETTINGS

Buy to Let Guide



www.andrewgranger.co.uk



ANDREW GRANGER & CO.

YOUR LEADING LOCAL INDEPENDENT LETTING AGENT

At Andrew Granger & Co. we know how confusing it can be to work your way through all the information giving guidance on becoming a landlord.

Many investors are choosing property as an alternative investment for their pension or to assist their children in getting onto the property market when the time comes, as more traditional forms of investment are often not showing the same returns as property investment.

We are still seeing record high rents and increasing long term capital values even though there have been many recent changes in the market which have resulted in making the start-up costs more expensive for buy-to-let landlords.

We have produced this guide to help you make the decision on whether this is the right investment for you. Most of us have an interest in bricks and mortar and would feel comfortable in purchasing a local property which should provide income and capital appreciation over the longer term. Property is relatively easy to understand, and it is an investment that has had a good track record over the years.

In this guide we will detail the legislation you need to be aware of and an indication of the charges you will be likely to incur. We will also give you information on how we can help you to achieve your financial goals.

Jill Griffiths MARLA, MNAEA
Lettings Director

► WHAT OUR LANDLORDS SAY...

"Can I say a massive thank you to you personally Jill for the way you and your team have managed our properties over the years. I have been given the most professional and caring service by everyone concerned and it is important that you know this. You have created a first-class team, the best I have ever dealt with."

– Mr K

WHAT SORT OF PROPERTY SHOULD I PURCHASE?

We are here to help you to find the best property, our teams are familiar with the local area and we provide a search service free of charge. We are happy to suggest properties being sold by any agent as long as they meet the landlord's requirements. We often negotiate landlord to landlord sales of investment property where the tenant remains at the property.

Generally, the demand is stronger for two/three-bedroom modern properties, in a central position with good local amenities, close to railway/road links, and with off-road parking. There is also a good demand for larger properties but the yield is less (that is the rents achieved versus the value of the property). Families need larger properties and the priority for families will be local amenities, especially primary schools, and GP surgeries etc.

We recommend offering your property unfurnished, we have very little local demand for furnished properties. And we suggest that you do not let personal choice cloud your judgement - the village 'chocolate box' cottage may not suit prospective tenants or produce the best yield.

► WHAT OUR LANDLORDS SAY...

"Andrew Granger & Co have managed my property portfolio for over 15 years. The dedicated lettings team ensure that I have had a steady stream of quality tenants and very few void periods in all that time. The service is always delivered with a smile. I feel very confident to leave my properties in their capable, experienced hands."

– Mr D

CAN I AFFORD THIS INVESTMENT?

Like any investment, you will need to look at the following points and ensure that you have sufficient additional funds available for your property:

- Void periods between lets when council tax will also be payable
- Repairs and maintenance, buildings insurance, and any service charges/ground rents for leasehold properties
- Possible refurbishment costs when tenants leave
- Costs for acquisition of the property (stamp duty is set at a higher level for buy-to-let properties). Legal fees and any mortgage costs all need to be factored into your budget. You may also incur costs for accountancy advice and help.
- There will be the costs for carrying out the necessary legal safety checks along with the agent charges for managing the property.
- Please be aware that should you decide to sell your investment property in the future, the proceeds from the sale may be subject to capital gains tax. See www.hmrc.gov.uk for more information.
- Finally, the tax man will expect his share of your income too.

► WHAT OUR LANDLORDS SAY...

"It is clear to see that Andrew Granger & Co are the guys to be with! Thank you for your professional assistance with my property and I hope to be able to extend my portfolio under your excellent guidance."

– Mr G

WHAT CHECKS WILL I NEED TO ENSURE MY PROPERTY MEETS THE NECESSARY LEGAL REQUIREMENTS?

- Energy Performance Certificates (Every 10 years)
- Gas Certificates (Annual)
- Electrical Installation Condition Report (EICR) (Every 5 years)
- Legionella Risk Assessments (Periodic)
- Smoke/Carbon Monoxide Alarms – required for gas appliances and solid fuel appliances (Generally need replacing every 10 years)
- Fire safety for any furnishings (we highly recommend offering your property on an unfurnished basis)
- Electrical PAT testing annually if applicable.

The consequences of non-compliance are very severe and as such Andrew Granger & Co. will ensure that your property satisfies all legal requirements.

Working in partnership with a leading industry specialist, Andrew Granger & Co. can supply you with all the necessary certification and a much more competitive price than other agents.

► WHAT OUR TENANTS SAY...

"After having so many bad experiences with other rental agencies when trying to rent a house, finding Andrew Granger & Co has been like a dream. I have already recommended them to everyone I know. Nicole and Jasmine have been just wonderful. They are extremely professional, friendly and helpful. Always answering my emails or my calls immediately and going above and beyond to provide the best service. A huge thank you."

– Ms I

WHAT WILL ANDREW GRANGER & CO. CHARGE?

- Agreed Management Charge (Depending on management level agreed, i.e., full or part management)
- Set Up Costs (Tenants referencing, inventory costs via our independent inventory company, credit scoring, Right to Rent checks, anti-money laundering checks etc)
- Deposit Protection Fee
- Renewal Fees

Andrew Granger & Co. provide a detailed landlord pack on request which will address any queries you have regarding our charges, or you may decide to arrange a meeting to discuss your investment in more detail.

► WHAT OUR TENANTS SAY...

"Brilliant service from start to finish.... Lindsay from Loughborough was amazing and everything was so smooth from viewing to moving in."

– Ms S

WHY CHOOSE ANDREW GRANGER & CO.



Our Market Harborough Office

Established in 1989, our network of offices in Leicestershire allows us to build local expertise with experienced ARLA (Association of Residential Letting Agents) trained staff, who are all familiar with the areas and dedicated to lettings. We also have access to independent financial advisors and buy-to-let lenders.

Our property search service allows both us and the landlord to benefit from providing a property which is suited for its purpose and thereby helps to achieve all the goals expected from an investment property.

Andrew Granger & Co. invest heavily in both Rightmove and On The Market which allows us to reach our target audience via premium listings and featured properties etc. We also employ a member of staff to ensure we maximise our social media presence. As a result of our investment in marketing along with our service levels, our Loughborough and Market Harborough offices have been awarded a 'gold' award by the British Property Awards for the best local letting agent. Our Market Harborough office are also the number one letting agent in every category on Rightmove. The staff are all trained to ARLA standards, and we are open six days a week to ensure we can provide the best possible service for both our landlords and tenants.

MEET THE TEAMS – Market Harborough



Jill Griffiths

MARLA MNAEA - Director

jill.griffiths@andrewgranger.co.uk

Jill is our Lettings Director, responsible for overseeing the lettings portfolio. Jill also values the rental properties and advises landlords on all aspects of buy to let.



Dimple Johal

MARLA - Senior Negotiator

dimple.johal@andrewgranger.co.uk

Dimple leads our Property Management team, organising inspections and ensuring our properties are kept in the best possible condition for our landlords and tenants.



Jilly Sneath

MARLA - Manager

jilly.sneath@andrewgranger.co.uk

Jilly is our Lettings Manager and manages the day to day activities in the front office. Jilly is also in charge of managing lettings compliance for all of our properties.



Alison Orton

Senior Negotiator

alison.orton@andrewgranger.co.uk

Alison leads our New Tenancies team, ensuring all of our properties are let in an efficient and diligent manner. Alison oversees our property marketing processes and tenant referencing.



Jade Kerrison

Lettings Negotiator

jade.kerrison@andrewgranger.co.uk

Jade works with Alison in our New Tenancies team, processing applications, marketing properties through our online portals and handling viewing enquiries.



Louise Begley

Lettings Negotiator

louise.begley@andrewgranger.co.uk

Louise works with Dimple in our Property Management Team, carrying out regular inspections of all our properties and handling property maintenance.



Hayley Dalby

Viewings Assistant

hayley.dalby@andrewgranger.co.uk

Hayley works part-time, principally Fridays and Saturdays, carrying out property viewings. Hayley also supports Dimple and Louise with interim inspections.



Andrew Peacock

MARLA - Senior Administrator

andrew.peacock@andrewgranger.co.uk

Andrew assists everyone in the team and oversees all of our legal documentation. Andrew is our resident expert on our property management software systems.



Carol Allsopp

Accounting Administrator

carol.allsopp@andrewgranger.co.uk

Carol deals with all the financial aspects of the lettings process and makes sure that all of our landlords get their rent on time.

MEET THE TEAMS – Leicester & Loughborough

LEICESTER OFFICE



Mark Sandall

MRICS MScSurv MARLA MNAEA -
Director

mark.sandall@andrewgranger.co.uk

Mark is our Sales and Lettings Director and is responsible for both the letting and sales teams in Leicester.



Jasmine Ferguson

Senior Lettings Negotiator

jasmine.ferguson@andrewgranger.co.uk

Jasmine works as a Lettings Negotiator and assists with managing Leicester's rental portfolio, dealing with marketing properties, setting up new tenancies and managing general enquires, along with carrying out routine inspections.



Nicole Davies

Lettings Negotiator

nicole.davies@andrewgranger.co.uk

Nicole works with Jasmine as a Negotiator at our Leicester office. Nicole is involved in property marketing, assisting with enquiries and carrying out property inspections.

LOUGHBOROUGH OFFICE



Lindsey Wardle

Lettings Manager

lindsey.wardle@andrewgranger.co.uk

Lindsey is our Manager and is responsible for managing Loughborough's Residential Lettings portfolio, overseeing the department dealing with various tasks such as valuations, compliance and general property management.



Ellen Gulson

Lettings Negotiator

ellen.gulson@andrewgranger.co.uk

Ellen assists in day-to-day maintenance requests and tenancy related issues, routine inspections, arranging and conducting viewings, preparing new tenancies, and various other general duties.



Georgiana Peers

Lettings Negotiator

georgiana.peers@andrewgranger.co.uk

Georgiana assists in the day-to-day management of the Loughborough portfolio, ensuring all the valid certification is in place, managing maintenance requests and dealing with tenancy issues, setting up new tenancies, preparing and updating inventories and schedules of conditions, inspections, and end of tenancies.