

LANDLORD GUIDE



A RENTAL PROPERTY WILL PROBABLY BE ONE OF YOUR BIGGEST INVESTMENTS, OUR OBJECTIVE IS TO HELP YOU PROTECT IT AND ENSURE YOU ACHIEVE THE MAXIMUM FINANCIAL RETURN

If you have not yet found the right property

We can offer advice on market demand, the most popular areas and more importantly which properties make the best investments. We also provide an option to join you on property viewings with bespoke advice. If you are considering renting your own home, we understand how sometimes this can be difficult; we can discuss your preferences on the length of tenancy, number of tenants and whether to allow pets.

Either way we can help you prepare your property

As long as the size and location is right, a tenant's priorities are really quite simple - clean, freshly decorated rooms in neutral colours, new carpets (or at least in very good condition), contemporary kitchen and bathroom(s) with shower and ideally more than one wc. In our experience, a property meeting this criteria will rent much quicker, internal presentation of rental properties is just as important as "kerb appeal" and how a property is presented sets the standard for how it should be returned.

Fully-furnished, part-furnished or unfurnished

We can advise on the best option for your property. Minimum expectations usually include blinds or curtains and kitchen appliances including cooker, fridge freezer, washing machine and dishwasher. It is generally advisable to be flexible on furnishing to attract 100% of the market. It may be worth buying a bed and sofa for a long term tenant; consider each situation individually.

Landlord obligations

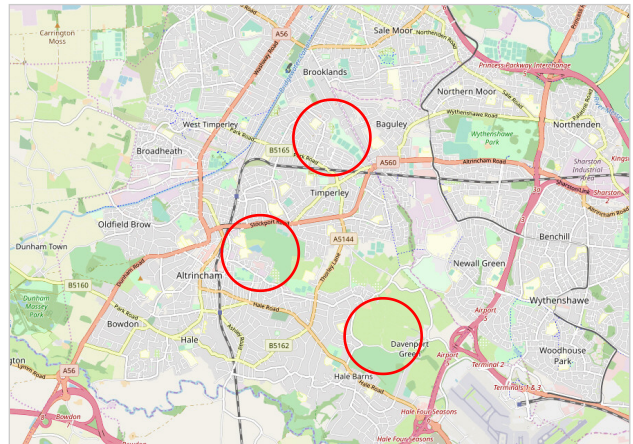
There are important considerations when renting a property; a landlord has legal obligations regarding safety, the tenant's deposit must be registered and a valid Energy Performance Certificate is required before a property can be offered to the market. We will explain all of your obligations and can arrange for necessary safety checks to be carried out. We can provide a thorough checklist to ensure nothing is overlooked.

WHY IAN MACKLIN LETTINGS?

- Ian Macklin & Company is a long established brand, widely recognised and respected throughout Cheshire. We are a family run business and take pride in offering a personal service where we can support our clients throughout the process.
- As licensed members of ARLA Propertymark, the UK's foremost professional body for letting agents, we are committed to following the highest standards of practice. Members must understand and comply with legislative changes, provide professional indemnity insurance and are backed by the CMP scheme, so client money is protected. If required, an independent redress is provided by The Property Ombudsman.



- For Residential Lettings we have a proactive approach, provide a realistic valuation service and remain in frequent client contact until a suitable tenant is found. Feedback is an essential element of letting a property, we listen carefully and act accordingly.
- We are thorough in our tenant vetting, obtaining credit checks, landlord and employer references and prefer to conduct all viewings to assess potential tenants. We only ever recommend tenants we would feel comfortable placing in our own property.
- Effective advertising is often key to letting a property quickly. Professional photography and videography makes all the difference and each property is advertised on the main portals: rightmove.co.uk, onthemarket.com and on our own website.
- Our strategically placed offices in Hale, Hale Barns and Timperley allow us to serve a vast market area.



- The software we use to control our portfolio of managed assets brings great benefits to our clients. We can keep track of maintenance spend, deposits, fees and every aspect of managing your property in one simple, intuitive interface. This is particularly useful in providing landlords with an overall summary from the beginning to end of each tenancy or each financial tax year.
- For landlords who will be living overseas, we are obliged to deduct 20% from all rental income unless the landlord obtains approval from HM Revenue and Customs. We can provide information in this respect and help with the process if required.

TERMS OF BUSINESS

We understand that people often have different needs and objectives so we offer three different service levels. Whatever your requirements, we offer flexibility and will be happy to discuss a bespoke service. Full details of what's included at each service level can be found in our Terms of Business but are summarised below. Our fees are based on the eventual rental price we achieve for you, deducted from the first months rent and are applied on a "No Let, No Fee" basis.

Let Only: Initial single fee of 80% of rent plus VAT (96% including VAT)

This suits landlords who are comfortable with all aspects of managing their property so just need our help to find the right tenant. In brief, services include:

- Market appraisal, advice on appropriate property condition, advertising, viewings, offer negotiations, tenant referencing, preparation of required documentation to ensure landlord legal obligations are met, deposit and first months rent collection and deposit registration.

Let Plus: Initial single fee of 65% of rent plus VAT plus monthly fee of 5% of rent plus VAT for the tenancy duration (78% including VAT, plus 6% including VAT)

Let Plus is for those who wish to be partially involved by perhaps doing maintenance jobs themselves or appointing their own contractors but would prefer to keep a professional distance from rent and deposit discussions. In brief services include:

- All the above (Let Only) and in addition subsequent monthly rent collection, monthly statement of account, inventory/checkout report at the beginning/end of tenancy and end of tenancy deposit handling, including dispute handling if applicable.

Fully Managed: Initial single fee of 65% of rent plus VAT plus monthly fee of 10% of rent plus VAT for the tenancy duration (78% including VAT, plus 12% including VAT).

Fully Managed is for landlords who do not wish to have any direct involvement in servicing the tenancy. In brief services include:

- All the above (Let Only and Let Plus) and in addition 100% agency handling of tenants and contractors regarding the maintenance, regular property visits followed up by report to landlord, arranging statutory certificates and tenancy renewals or notices to vacate.

WHERE DO WE GO FROM HERE . . .

We would be delighted to meet at your property when it's convenient to discuss your requirements. The process of going to market is simple. Once we have agreed a rental price and checked that your property is ready for viewings. Photographs can be arranged immediately and within 48 hours or sooner, the property can be seen on the websites. Most applicants viewing rental properties intend to be moving within four to six weeks, so do keep this timescale in mind when making your decision to go to market.

If you would like any further information or clarification please do not hesitate to make contact:

T: 0161 979 0193 / E: lettings@ianmacklinlettings.com



CLIENT FEEDBACK

"Thanks so much for all your help with both managing and letting the house. You've done an absolutely phenomenal job and saved me a lot of stress with being so far away. I honestly couldn't be more happy and impressed with everything you've done so thank you again." (Longacres Road, Hale Barns)

"I just wanted to drop you a quick line to say how impressed I've been with the lettings department. Initially within a week or so of advertising they had sourced tenants for my apartment of the right calibre, at the asking price and since then the team has been outstanding at taking me through the process, taking care of all the details and making my life in this process as easy as possible. I've rented my place out through other agents before, and can assure you that my experience with Ian Macklin Lettings has been several orders of magnitude better than any others I've experienced." (Park Road, Timperley)

"Ian Macklin Lettings have been a great partner in letting my property, I have been impressed with the service and support from their team." (Riddings Road, Hale)

"Thanks again for all your time and help with everything it was a pleasure to do business with you due to your professionalism and making me feel like my lovely home was in safe hands. You are a real credit to Ian Macklin Lettings! I would be very happy to use your services again in the future due to my experience this time, so thank you!" (Maryport Drive, Timperley)

"Just a quick word of thanks for your efforts on the letting of our property. It has been a pleasure to work with you during the process, it's obvious you are very interested in your job and very thorough in the way you manage everything." (Hart Street, Altrincham)

"I just wanted to drop you a line to say, how fantastic the lettings team were in handling the letting of our property. I was very impressed with their professionalism and personal touch!" (Tithebarn Road, Hale Barns)

"I just wanted to send a quick message to thank you all for your hard work over the last four years looking after my property, I couldn't have managed without you all you are a great team and I would recommend you to anyone." (Barns Place, Hale Barns)

"The way the property was advertised helped to achieve a tenant within days of my property going on the market, the lettings team kept me upto date with everything even outside office hours and they were always knowledgeable and professional a first class agent with a first class service. Highly recommended." (Acresfield Road, Timperley)

AND FROM OUR TENANTS . . .

"I'd like to express my gratitude to you as you were AMAZING throughout this whole experience, you helped us in every way and made the whole process very easy, thank you." (Prospect Drive, Hale Barns)

"Thanks a lot for your wonderful assistance. As I have always mentioned, you are great and I will definitely come back to you for any future dealings and business." (Barns Place, Hale Barns)

"Thank you all for being so fantastic. You gave me a life line when I was desperate to find somewhere and I am forever grateful. You were so efficient and friendly and excellent communicators. You are a credit to the company." (Cartmel Drive, Timperley)

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