

Landlords Guide to Letting

Being a residential landlord is time-consuming and you need to be aware of the key points to address:

- The lettings market is highly regulated and includes a growing amount of rules, including Landlord Registration and the Tenant Deposit Scheme.
- Marketing your property on your own can be expensive.
- Selecting good tenants is essential but mistakes are easy to make.
- It is essential that the legal aspects of letting are properly in place, the correct notice and a robust lease.
- Maintaining your property can be expensive and time consuming.

Choosing a letting agent

When choosing a letting agent for your properties, you need to consider the key issues and check that your chosen agent addresses all of these effectively. You need answers to the following questions:

- How quickly are properties let? Void (empty) periods are expensive!
- How effective is the approach to promoting properties, both on the internet and on the street?
- How robust and understandable is the lease, and how thorough are the letting processes?
- How are properties maintained? Can significant improvements be carried out?
- How regular is client and tenant communication?

Our approach to lettings

Some of the reasons why Ogilvy Chalmers has many, long term letting clients are because we:

- Keep void periods between lettings (when you receive no rent!) to between 2 and 4 weeks (and often with no gap between tenants at all), wherever possible.
- Have a distinctive marketing strategy which makes your property stand out and matches tenants to properties quickly. Prospective tenants find your property via our search engine optimised website, leading property letting portals, distinctive To Let boards, our prominent High Street shop window displays or directly from our tenants' database. We supplement this with targeted, local press advertising.
- Have robust but fair letting processes. These protect your interests, through experienced tenant vetting, our own Ogilvy Chalmers lease and securing a deposit of 2 month's rent (this is more than most letting agents and a valuable 'insurance policy').
- Have annual rent reviews as part of our leases, unlike most other agents.
- Have annual internal and external property condition inspections with reports to you on suggested improvements. This service is also provided by few other letting agents.
- Have East Lothian's largest team of architects with lots of experience of improving and extending investment properties to increase [buy-to-let](#) returns.
- Have efficient accounting procedures with monthly client communication.

Property presentation

In the competitive rental market, the presentation of your property is critical to securing a good quality tenant. This means ensuring that the decoration, furnishings, cleanliness and gardens are all in order.

If your properties have gardens, tenants can be expected to cut the grass and keep the borders weed free. However, it may be worthwhile hiring a gardener to ensure that it is properly looked after, particularly if you have a large garden.

Professional accreditations

Ogilvy Chalmers are chartered surveyors which means we are member of the RICS and have to abide by their strict rules of professional conduct. We have:

- Substantial Professional Indemnity Insurance cover.
- A formal complaints process.

As professional letting agents and property managers, Chalmers & Co is a member of the Scottish Association of Landlords (SAL). SAL represents the interests of all landlords and letting agents, and works with various Holyrood and Westminster government departments.

When issues arise

From many years of experience, Ogilvy Chalmers has safe-guards in place. But property letting can be complicated, and maintenance issues sometimes arise; lettings occasionally do not work out and some tenants do not pay their rent.

Rest assured, we have processes in place to obtain vacant possession through the courts, if necessary, often without the need to employ a solicitor.

Please have a look at our [Letting Case Studies](#).

Please call us now on 01620 824000 or [email us](#) for a free valuation and advice on renting out your property.

