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Domus Nova Lettings Ltd, registered in England No. 07272365, trading as Domus Nova.

The Domus Nova Lettings Guide

We have created this guide to give you a comprehensive overview of everything you need to know about letting your property, from tax to furnishings.

1. The changing lettings market

The rentals market is thriving. Although home ownership is higher than ever, many people still rent. Over the years, finance for rental properties has become more accessible and greater legal protection for both landlords and tenants has been introduced.

Whatever your motives for letting your property, be it as a profitable business or a temporary lifestyle choice, it makes sense to get to grips with the market and to plan your strategy accordingly.

Although two-thirds of people now own their homes, a significant segment of society continues to rent. Today's thriving rental market has its origins in the changing economic and social environment of the past 20 years, including:

- The introduction of legislation that protects both landlords and tenants
- The wide availability of buy-to-let mortgages
- Organisations arranging rental accommodation for relocating employees
- Rising property prices delaying young people's entry into the property market
- An ever-increasing number of single-person households.

1.1. The right tenants

Success in property lettings starts with your ability to spot a good investment property and targeting your marketing to attract the right tenants.

Each sub-group in the lettings market has different needs, expectations and housing habits, but in general, the market consists of:

- Young people
- Corporate tenants
- Professionals
- Families
- Separated or divorced individuals
- Home-movers

1.2. Young people

This largest group is the easiest to attract, but is also the most diverse. Potentially, if you fail to take care in selecting the right tenant [or you're just unlucky], they can prove the most difficult.

The youth market consists of students [often the most profitable, as they tend to live in larger households], couples who have yet to move onto the property ladder, and individuals or friends in the life stage between leaving their family homes and getting married.

Affordability is a concern of most people in this group.

1.3. Professional sharers

Often made up of the young people group above, this is an increasingly popular way for new arrivals to London to afford accommodation. Many are in their first job after university and affordability is their main concern.

1.4. Corporate tenants

Letting your property through a corporate organisation provides a reliable flow of rental income. You also get the peace of mind that comes from a relationship with a business that will be eager to protect its reputation.

Businesses need properties on both a long and short-term basis. They may need to rotate tenants frequently, perhaps to accommodate employees who visit one of their sites to work on a short project. Or, on a longer-term basis, for staff that have relocated for perhaps a year or two [and for whom buying a new home makes little sense].

Although the corporate lettings market is sizeable and potentially very lucrative, considerable investment can be required to ensure the quality of the property matches the expectations of the executive.

1.5. Professionals

Professionals working at a location on a short-term basis will often look to rent somewhere comfortable and convenient close to their workplace. The flexibility of short-term lets of between one and six months are often preferred.

1.6. Families

The dramatic rise in house prices has left a sizeable proportion of people unable to afford to buy their own home. Other families actively choose to let, preferring to enjoy their money rather than tie it up in bricks and mortar. If you have a family home to let, there's a market waiting for you.

1.7. Separated individuals

Divorce and separation is a fact of modern life and has led to a rise in the number of single households. Many of these individuals will seek to rent property close to their families and social networks.

1.8. Home-movers

Many people choose to rent in order to test out an area before they commit to buying a property. Such short-term letting has become far more attractive to both landlords and tenants in recent years thanks to the new legislation around short-term tenancies.

2. Types of tenancy

2.1. Your motives for letting

Letting your property can be a profitable venture – if that's your intention. It provides a steady flow of income, contributes to mortgage repayments and pays for your ownership of a valuable long-term asset. It can be a business, or a temporary measure while you live somewhere else for a while.

Getting to grips with your own motives for letting determines the kind of tenancy you will offer: short-term or long-term. Fully furnished or not furnished at all.

Spend a moment to consider your reasons for entering the lettings business. Are you buying to let, or letting property that you already own? Is this a business proposition, or something to cover the bills for a while? Are you planning a long-term or short-term enterprise?

Be clear about the type of people who you want to live in your property. Naturally, your choice will be limited by its type and location. But your target market affects how your property should be furnished and presented – and the amount of income you can achieve.

2.2. Furnished or unfurnished?

Your choice will depend on the type of tenant you intend to attract [families, for example, tend to bring their own furnishings, corporate lets need everything laid on] and your own plans for the future.

Location may affect your decision too. A majority of Central London and smaller country properties are offered furnished, whereas larger country homes tend not to be.

2.3. Unfurnished – a definition

Obvious though it may sound, an unfurnished property is, broadly, an empty one. It does, however, come with bare essentials: carpets, curtains and white goods.

Interestingly, the rent one achieves for an unfurnished property may be similar to its fully furnished cousin. You should be aware that void periods, those times where it sits unoccupied, may be longer for unfurnished property. So the choice of whether to offer furnished or unfurnished accommodation is crucial.

The market: Larger family homes tend to be most suited for letting as unfurnished, or partly furnished.

2.4. Fully-furnished – a definition

A fully furnished property is presented ready for immediate occupation, and includes furniture, linen, kitchen utensils, even pictures on the walls.

The market: Clean, crisp and uncluttered properties are most suitable for the lettings market. In Central London, one and two bedroom properties are in greatest demand, with most tenants looking for fully-furnished accommodation.

2.5. Length of tenancy

Your choice is relatively simple: are you letting for a long time, or a short one? The period is a central part of your formal agreement with the tenant.

It is usual to agree a fixed period, perhaps six months for a short-term let, or a year [usually less one day] for a longer-term one, with the option to extend.

Legally, of course, there is nothing to prevent you and your tenant agreeing something more specific, perhaps if you are moving abroad for a certain period and returning on a certain date.

You may wish to include a notice period in the contract [sometimes referred to as a “break-clause”], which allows you, or the tenant, to terminate the agreement by notifying the other in writing, say, two months before the property is to be vacated. Your letting agency will be able to advise you about your obligations.

2.6. The ideal lettings property

With hard work, most properties can be let successfully, but some are more attractive than others. Here are a few of the characteristics of the ideal lettings property:

- Transport – the closer you are to transport links the easier it will be to attract a tenant.
- Demographics - what kinds of tenants live in the area already?

- Rent - you have to be realistic, but neither should you undersell your property. What is the going rate, and is the amount you need affordable by the kind of tenant you want?
- Amenities – what restaurants, bars, parks, children’s playgrounds and shops are nearby? If you’re looking to attract a family, then you need to be near to schools. If young professionals are your market, then bars and clubs are more desirable.
- Fixtures - tenants expect bright, clean accommodation with high-quality fixtures. Gone are the days of cast-off furniture and second-hand fittings.
- Décor - use neutral colours. Beware the hazards of decorating an investment property to your own taste.
- Extras - the higher the rent you expect, the better the quality must be. Corporate tenants, for example, demand a higher specification including power showers, dishwashers, perhaps even cable TV.

3. Yields and other money matters

Combining rental income and the potential for capital growth, investment property can pay dividends. But it is a medium- to long-term proposition, and it can’t be left to manage itself.

Many people who begin letting property often concern themselves only with the monthly rent they think they can get out of the property. This is a common oversight. Rental properties require continual care and attention, and these ongoing costs, together with the capital that you have tied up in the place, affect your true returns. The yield is the yardstick, not the rent.

Rental income also generates its own hazard, and one that can’t be avoided: the attentions of the taxman. Before you start to let property, take time to understand the tax implications. The Inland Revenue does allow you to offset some expenses against tax, but if you haven’t kept receipts [because you weren’t aware of the issue], then it’s an opportunity lost. There are three main areas of financial concern that landlords should take time to understand:

- The rent – how much you receive from your tenant on a weekly or monthly basis
- The yield – how much this rent is really worth to you
- Tax – one of life’s sad certainties. If you earn money, from whatever source, you are obliged to declare it on your tax return.

3.1. Rent

Your letting agent will recommend the appropriate rent for your property, depending on its location, size, quality and a knowledge of the local rental market.

It’s also worth spending a little time researching achievable rents for your location.

Unlike house prices, which follow a trend over a lengthy period, rental incomes tend to be more fluid. The fact that house prices may have risen in a particular area is no reason to believe that rents will have done the same.

You will want to achieve the highest rent possible. But be realistic. Overpriced properties will attract little interest. If similar accommodation achieves a lower rent nearby, it may set a ceiling on the amount you can expect.

3.2. Deposit

A deposit, usually equivalent to six weeks’ rent, will be held by your agent against loss, damage or unpaid rent. For short lets, owing to higher rents achieved, the deposit usually equates to four weeks’ rent.

In the case of corporate tenants, the deposit may be replaced by a Letter of Guarantee.

3.3. Yield

Gross yield is the income generated as a percentage of the value of the property.

For example, on a £750,000 property, an annual rental income of £37,500 equates to a yield of 5%.
 $750,000 \div 37,500 \times 100 = 5\%$. For maximum gain, investors should seek high-yielding properties – that is, those where income is high, cost of purchase low.

As absolute values are relative, the yield figure is particularly useful. It shows how hard your investment is really working for you.

Yields vary depending on location, type and standard of property, but you should aim to achieve a gross yield between about five and eight per cent.

Net yield is the percentage achieved after expenses are considered.

3.4. Tax

The tax implications of property letting can be complex, so if in doubt, consult an accountant. In general, landlords face two taxes: Income Tax on an annual basis and, when you come to sell, Capital Gains Tax.

3.5 Income Tax

The amount you will be taxed on is calculated by deducting certain allowable expenses from the annual income you receive. This is your net income from letting the property.

Allowable expenses include a deduction for wear and tear of furniture, fixtures and fittings, mortgage interest payments and professional fees such as your letting agency and accountant. Wear and tear is only permitted for furnished properties where you don't claim for the cost of replacing existing furniture, fixtures and fittings. The allowance is currently 10% of the annual rent.

Carefully managed, and depending on your own circumstances, expenses can sometimes exceed your income, extinguishing any tax liability. It does mean, though, that you don't make a profit from your investment [which you may find acceptable if you are not running your lettings operation as a business, and need only to cover your costs].

One thing is clear. You must inform the Inland Revenue of your letting income. If you use an agent to handle your property, the Inland Revenue may require them to divulge your name and property details.

3.6. Capital Gains Tax

Capital Gains Tax can arise when you sell property that isn't your principle home. Your accountant will be able to advise you – because there are ways to limit this tax. Everyone has an annual capital gains allowance, but this is modest. If you have owned the asset for a number of years, you also qualify for a reduction in the tax, known as 'taper-relief'. If you have let your former home before selling it, provided this was for a limited time, a reduction may also apply.

3.7. Professional fees

You may need to pay:

- Mortgage consent to let [up to £300]
- A license to sublet from a freeholder [up to £200]
- Tenancy agreement legal fees [up to £300]
- Agent's fee: 11% of the rent for long-term lets; 20% for short-term, plus VAT
- Property management fees: 6% of the rent for the tenancy duration
- Accountant's fee: will depend on the complexity of your affair
- Inventory drafting [up to £300]

- Safety checks [a gas certificate can be up to £100]
- Portable Appliance Test for electrical items [about £100]

4. Preparing your property

Make your property attractive to prospective tenants, and you increase your chances of keeping it occupied throughout the year. High-quality properties and good landlords [or agents] are highly sought after. When you love your property, it shows and your tenants will want to look after it.

Get the property cleaned up and in good repair. Make sure the quality of the furnishings and appliances reflect the tenants you want to attract.

Consider the amount of investment you need to make, and the return you are likely to see. With everything in place, a good inventory will catalogue the state and condition of what you are entrusting to your tenants.

When people want to live in your property, you have the pick of the tenants [so you can choose those you think are going to stay longest and those who are going to look after your home as if it were their own]. You can also achieve a higher yield. But don't go overboard. Match the quality of the fixtures and fittings to the style of the property and the market you are in.

4.1. Furnishings

- Carpets and wall coverings should be in neutral colours. Whites and creams make a cleaner, fresher impression.
- Take note of the quality of your carpets and curtains. This is particularly important in unfurnished property, where they are much more noticeable when prospective tenants come to view.
- Paint is easier to maintain than wallpaper, although paper is sometimes expected in some rooms in higher value properties.
- Equip the kitchen well. A fridge/freezer, washing machine and microwave are expected and, in many markets, you will be expected to provide a dishwasher and tumble dryer.
- Bathrooms should have high quality fittings and be well lit. Power showers and tiled floors and walls are expected by corporate tenants.
- Corporate tenants may also expect higher standards throughout the property [reflected in the rent they pay]. Wooden floors, low voltage lighting, granite work surfaces are all popular.
- Provide ample wardrobe space in the bedrooms. Wardrobes themselves, of course, make rooms look smaller. Integrate them into the room if you can.
- If you provide a television, do you need to add a DVD player? Make sure you are clear who is responsible for paying the television licence.

4.2. Furnishing from scratch

As a guide, the amount you should expect to spend on furnishings is about 5% of the purchase price of the property. The budget for furnishing a two-bedroom Central London flat would be in the region of £20,000. Although this is a substantial sum, the yield can be substantial too.

4.3. Keeping track – the inventory

To prevent disputes about damage or missing items, a full inventory report should be carried out at both the commencement and termination of the tenancy.

The inventory should identify the quality and state the property and everything in it. It's a crucial document. A lettings agency can organise for a qualified inventory clerk to carry out this process or if your property is managed, inventory drafting may be included in the contract.

In the event of damage, the tenant may be charged for replacement items. Occasionally this causes dispute, in which case the inventory should be the reference point for settling disagreements. Should agreement prove impossible, the landlord and tenant may appoint an independent arbitrator.

Deductions may not be made for general wear and tear.

5. The law

Today, landlords enjoy more protection than ever before. Trust between landlords and tenants has returned. Regardless of length, all tenancies are now Assured Shortholds, unless stated otherwise, which guarantees the landlord possession at the end of the tenancy.

Landlords must meet stringent obligations too. Health and safety regulations have tightened – you must take steps to protect tenants from avoidable hazards.

5.1. The Housing Act

The Housing Act 1988 was simplified in 1996 and since February 1997, all tenancies that meet the criteria are automatically Assured Shortholds.

In order to create an Assured Shorthold Tenancy, the following criteria must be met:

- The tenant, or in the case of joint tenants, at least one of them, must occupy the property as their main or principal home
- The rent must not exceed £100,000 per annum
- The Landlord must not enjoy Resident Landlord status
- The tenant must be an individual.

An Assured Shorthold can be for any length of time, a fixed term or for an ongoing period [i.e. it runs from month to month]. However, courts will not usually grant possession before six months. Some tenancies fall outside the Housing Act - such as corporate lets and properties let for more than £25,000 per annum.

In these cases, the agreement is a standard contract between two parties.

5.2. Money laundering

The Money Laundering Regulations 2003 require estate agents to formally verify the identity of their clients. They will need a copy of your photographic ID, such as a driving licence or passport, and proof of your address.

5.3. Health and safety

The law is tough: landlords must meet health and safety obligations. The consequences for neglect are serious. You can expect a substantial fine and even imprisonment if you put the safety of your tenants in danger.

Basic facts

Every item in the property must comply with the regulations, unless they are deemed to be exempt.

Items covered by the regulations:

- Furniture intended for private use in a dwelling
- Beds, headboards, mattresses and pillows
- Sofa beds, futons and other convertibles
- Nursery and children's furniture
- Garden furniture that is suitable for indoor use
- Cushions and seat pads
- Loose and stretch covers for furniture

Exempt items:

- Sleeping bags
- Bed linen, including duvets and pillowcases
- Loose covers for mattresses
- Carpets and curtains
- Furniture made before 1950 and re-upholstered furniture made before that date

5.4. Furniture

The relevant legislation is the Furniture and Furnishings [Fire] [Safety] Regulations 1988. You can go to jail for up to six months and face a fine of up to £5,000 if the furnishings you supply with the property don't meet proper safety standards [although furniture manufactured before 1 January 1950 automatically complies].

5.5. Gas

Gas appliances must be inspected annually by a registered CORGI engineer and tenants must be given a gas safety certificate. Non-compliance is a criminal offence which if proven could result in a fine or imprisonment.

5.6. Electrical equipment

Electrical equipment, including the wiring, must be safe. It is preferable to have a full electrical inspection carried out before you let your property and thereafter once every four or five years. A Portable Appliances Test should be carried out once a year. All electrical testing should be carried out by a registered NICEIC electrician.

5.7. Smoke Detectors Act 1991

Any property built after June 1992 must have smoke detectors. If your property was built after this date, mains operated smoke detectors must be fitted on each floor. It is good practice to install smoke detectors in all rental properties, regardless of age.

5.8. Tenancy Deposit Scheme [TDS]

The Housing Act 2004 introduced new legislation for the protection of tenancy deposits and the resolution of disputes for Assured Shorthold Tenancies [AST].

The legislation came into effect on the 6 April 2007 and affects all AST tenancy deposits taken for new tenancies and renewals after this date.

Domus Nova has opted to use The Dispute Service who have been awarded a contract by the Government to run their scheme. All AST deposits taken by Domus Nova are registered and protected under their scheme and a Deposit Certificate will be issued post move in.

For more information about their scheme, visit www.thedisputeservice.co.uk

5.9. EPC

The client will provide an Energy Performance Certificate [EPC] prior to marketing to show any prospective tenant. If the Landlord already has the EPC, it must be made available to Domus Nova as soon as possible, prior to the first viewing of a property with a prospective tenant.

Domus Nova will not be able to commence the marketing of a property until the EPC is in place. The penalty for not having a valid EPC includes a fine of £200 per day up to a maximum of £5,000.

6. Everything in place?

Your agent has found a tenant who is prepared to pay the rent you are asking. You like the tenant and are happy to have them. Your property is furnished [or unfurnished, if that's best], a contract signed, and you have satisfied yourself that all appropriate regulations have been met.

It looks like you're ready to go.

Take a pause and spend a few moments completing our Lettings Checklist. It's a summary of all the points that need addressing before the tenancy begins.

Your agent will ensure that the tenant's move is as trouble-free as possible, but the checklist will help clarify that everything that must be done has been done, and is a reference point for all three parties: landlord, agent and tenant.

6.1. The Domus Nova Lettings Checklist

- Consent - ensure you have consent from your mortgage provider and, if necessary, the freeholder of your property.
- Insurance - does your insurance cover buildings, contents and any public liability you may need in case of a claim by the tenant?
- Terms - agree with your agent the terms on which the tenancy is based: what the rent is and how frequently it will be paid. What deposit will your agent hold?
- References - are you satisfied with the type of references that the tenant is providing? If in doubt ask for references from the tenant's bank, employer and previous landlord. Some agents may also use a credit card reference company.
- Contract - prepare the tenancy agreement, including any notice period.
- Inventory and schedule of condition - these must be agreed before the tenant moves in and should be signed by both landlord and tenant.
- Furnishing regulations - do all soft furnishings left in the property meet the latest regulations?
- Property file - your tenant will find it useful to have a file with all the instructions and guarantees for any appliances left in the property. It's nice to have a microwave, but difficult if you don't know how to use it.
- Keys - provide several sets of keys, and keep a set for you and one for the agent.
- Money - make sure you get the first month's rent and a deposit before the tenancy starts.
- Gas safety check - organise a Landlord's Gas Safety inspection and ensure that a valid record is issued to the tenant. This is the law.
- Electrical check - appliances should undergo an electrical safety check and you should make sure all wiring is safe.
- Cleaning - organise professional cleaning of the property prior to tenants moving in.
- Gardening - organise a gardener before the tenancy starts. If gardening is to be done during the letting period, make sure it's clear how frequently it will be done and whether you or the tenant pays.
- Smoke alarms - test smoke alarms and make sure they comply with legislation, if appropriate.
- Council Tax and utilities - arrange for the transfer of Council Tax and utilities, including the phone bill, into the name of the tenants. Pay any outstanding amounts.

6.2. Property Management

As you can see, there's a lot to think about, and meticulous attention to detail is key. Having your property fully managed by professionals can save much angst, help maximise returns and help you fulfil your legal obligations - whether the property is tenanted or vacant.

Professional management can include personal visits during the tenancy, being available to tenants in the event of an emergency, and checking inventory at handover periods.

If you decide to appoint Domus Nova to manage your property, we will assign you a property manager from our staff, who will maintain ongoing relationships with you and the tenant. This arrangement will ensure everything runs smoothly throughout the period of the tenancy.

7. A happy tenancy

The relationship between a landlord and a tenant can be delicate. Tenants want a safe, secure and comfortable place to live and landlords want their property properly looked after whilst receiving a healthy return on their investment. The two parties' objectives don't always fit comfortably together.

7.1. Get organised

In order to safeguard your property and the income you expect to derive from it, your property must be actively managed. This means:

- Compiling a full inventory
- Visiting the property regularly
- Rectifying problems promptly and efficiently
- Servicing appliances regularly
- Ensuring outgoings, such as insurance premiums and service charges, are paid promptly
- Making sure the tenant pays the rent, preferably by standing order.

Many tenants, especially corporate ones, expect the property to be professionally managed.

7.2. The tenant's obligations

Tenants have the right to treat the property as if it was their own home. However, they must take good care of it and clearly they should take care not to damage or affect the structure, fittings or furnishings. Tenants also have a responsibility to be good citizens and neighbours. They must abide by their tenancy agreement – which means that rent and other bills must be paid in full and on time.

7.3. The landlord's obligations

Although landlords have the right to enter a property after giving 24-hours' notice, you cannot just turn up and expect to be let in, unless there is an emergency.

You will maintain better relations if you give your tenants more than 24-hours' notice.

In most circumstances, the landlord arranges for repairs to be carried out as they become necessary (so it's useful to have a list of reliable workmen to hand).

Sometimes disagreements arise about who is responsible for certain repairs. Who changes light bulbs, for example? This simple issue, which most people would say is the responsibility of the tenant, has been known to lead to significant conflicts. The tenancy agreements should make all responsibilities clear.

7.4. Responsibility for costs

Here is a typical split of costs between the landlord and the tenant:

Landlord

- Telephone installation
- Maintenance and repairs
- Key cutting
- Maintenance of garden
- Legal fees
- Agents fees, including contribution to tenancy agreement
- Safety checks – gas, electricity, and portable appliances

- Insurance
- Service charge
- Inventory preparation
- Professional cleaning

Tenant

- Rent
- Utility bills – gas, electricity and water
- Telephone reconnection and ongoing bills
- TV licence
- Inventory fee
- Council tax
- Contribution to fee for tenancy agreement

8. The end of the tenancy

Even if the tenancy has been a happy one for both parties, all good things come to an end.

You – or your agent – now has to deal with two lots of tenants: the ones leaving and the new ones coming in (once you have found someone, checked their references and received the first month's rent, of course). The departing tenant will want their deposit back. You will want to check that your property is left in good order.

8.1. Avoid a void

All tenancy agreements have an end date, or a notice period. Your priority should be act quickly to avoid a lengthy period where your property generates no income – the void period.

However, just because the end date of the agreement is looming, it is no reason to assume you will need to find a new tenant immediately. Take the opportunity to ask the tenant about their intentions. You may find they want to stay.

In fact, a quarter of all short-let tenancies extend beyond their original agreement. It is quite standard for a renewal clause to be included in the contract.

Whatever the agreement says, it is worth keeping channels of communication open through your agent. The longer your tenant stays, the less time you will have to spend finding new people, the lower your costs and the increased chances of continuity of tenancy will be.

Once the tenant does move on, it's worth considering sprucing up the place. The positive impact of refurbishment at the end of long tenancies is indisputable.

8.2. Returning the deposit

Tenants will be anxious for the return of their deposit in full. You will be anxious that your property is handed over in the condition you expect.

The inventory that you provided at the beginning of the tenancy is the guiding document in any dispute.

In the event of any charges that you, or your agent, feel the need to make, act fairly at all times. Provide more than one quote for the replacement or repair of damaged items. Give the tenant the opportunity to put things right.

The government has launched a tenancy deposit scheme in which disputes about deposits can be referred to an independent ombudsman. To qualify for the scheme, you or your agent must register

with the ombudsman. You should also draw the attention of your tenant to the scheme in your tenancy agreement.

8.3. Starting again

Marketing for new tenants should begin immediately you are aware that the old tenants are moving out. You will need their permission to enter what is, after all, their current home, to show prospective tenants round.

8.4. The benefits of an agent

Lettings agents really come into their own during the busy period between tenancies: when they manage the transition and using their extensive contacts to find new tenants.

Choose well. Select an agent that is knowledgeable about your local area and which has a list of people actively seeking accommodation.

Agents that are regulated by the Association of Residential Letting Agents (ARLA) or the National Approved Lettings Scheme (NALS), the two recognised governing bodies, will only charge commission if they are successful in letting the property.

Ask them:

- Are they members of ARLA?
- Can they provide a NALS audit report on their client account?
- What is their staff training policy?
- Can they provide a set of service standards?
- Do they have a client questionnaire feedback system?
- Can they offer choice of short or long lets?
- What management services do they offer?

Remember: a good lettings agent or property manager not only makes sure the property is continually let, but also checks that only responsible tenants are placed in your property.