

Student Living
by James Douglas



Cardiff Landlord Forum

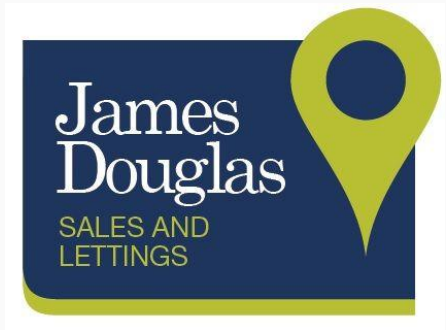
“The Fundamentals of Lettings”

James Douglas Sales and Lettings

Nathan Tobin & Reema Sabbuba

Areas of Discussion

- Current legislation
- Tenant Fee Ban
- Diversifying
- Future legislation
- Working together



“James Douglas are a leading agent in Cardiff and Pontypridd, with exclusive ties to University of South Wales, introducing a new ‘Student Living’ concept”

Current legislation Landlords are faced with

100 acts of parliament and 400 pieces of regulation- a lot to contend with!

Here are a few highlights of legislation

- The Housing (Wales) Act 2014- Rent Smart Wales
- Houses in Multiple Occupation (Management) (Wales) (2009)
- Energy Performance of Buildings (England and Wales) (Amendment) Regulations 2014
- Gas Safety (Installation and Use) Regulations 1998 (SI No. 2451)
- Certification and compliance (legionella checks)
- Housing (Tenancy Deposits) (Prescribed Information) Order 2007
- Water charges (2015)



The Tenant Fee Ban and Future Legislation

Enforcement in England on the 1st of June 2019 and Enforcement in Wales on the 1st of September 2019

The highlights impacting the whole industry

- **No fees charged to tenants**
- **Permitted payments only**
- **Prohibited payments**
- **Payments in default**
- **Risk of penalties including fines and no use of S21**

What's coming down the track?

- Renting Homes (Wales) Act 2016
- Deposit Cap
- Three-year tenancies
- The end of Section 21 evictions

With all these changes, how can James Douglas help?



Tackling Lettings in an ever-changing industry

At James Douglas, we recognised the need to diversify in a competitive and heavily criticised industry. Not just lettings, now it's about 'living'. Providing an all-encompassing lettings service.

- Bills Included options
- Referral partners - Virgin Media
- Alternative deposit options - Reposit
- Tenants Contents Insurance
- Exclusive partnerships (USW)
- Online - HelloSign, Automated viewing feedback etc
- 24/7 service - extended opening hours, whatsapp, live chat, social media, Video Viewings



How James Douglas can help?

Full Sales Service - Providing a streamline service with the **necessary** tools to achieve the right price and buyer for your property.

Full Lettings Service - Achieving the right rent and tenant for your property.

Seraph Property Management - Managing your property(s) so you don't have to.

*All of the above are conducted with knowledgeable, local and fully trained staff members to give our customers the most enjoyable experience possible - A one stop shop.



Packages to suit our Landlords

James
Douglas
SALES AND
LETTINGS

Landlord Fees

Completely Bespoke Package

Create your own package with us and choose a selection of our services to suit your needs. This package is priced on an individual basis.

Pro Package

- Enhanced photography
- floorplan
- featured property
- EPC
- gas safety certificate
- electric safety certificate
- tenant referencing
- deposit registration
- contracts

**60% +VAT
of one month rent
+ £300+VAT fixed fee**

Plus Package

- Enhanced photography
- advertising
- tenant referencing
- deposit registration
- contracts
- floorplan
- featured property

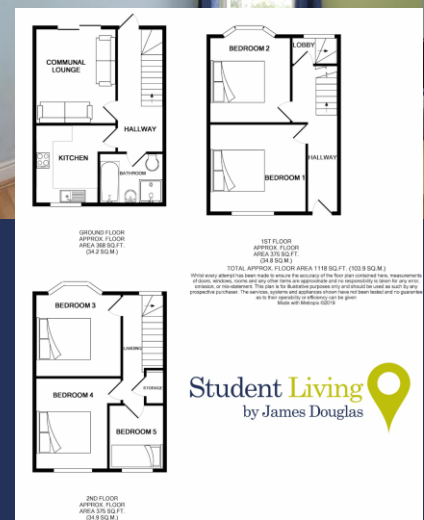
85% +VAT

Standard Package

- Enhanced photography
- advertising
- tenant referencing
- deposit registration
- contracts

**75% +VAT
(Minimum fee of £375 +VAT)**





According to research by Rightmove, when searching for a property, tenants have said that floorplans are the second most important factor when it comes to deciding whether or not they view a property. This comes in just behind photographs, so they can get a better feel for the property.

Summary



Cardiff | Pontypridd



Treforest | Cardiff

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