



**WORKING WITH YOU
IN YOUR INTEREST.**

archerbassett
LETTINGS AND SALES



**UNDERSTANDING
THE NEEDS OF
LANDLORDS AND
VENDORS.**



We look after your investment with a personal and individual approach.

Established in 1998 from a small single office in Coventry, Archer Bassett is now one of the largest independent agents in the area with four offices covering a wide area from Rugby all the way through to south Birmingham.

After almost 20 years of being a dedicated letting agent we branched into the sales market in order to cater for demand from our landlords and to complement the thriving lettings division.

This now allows us to offer the complete package to new and existing investment landlords as we can sell a tenanted property from landlord to landlord meaning an immediate income with no void periods.

**LOOKING AFTER
YOUR INVESTMENT
THROUGH OUR
PERSONAL SERVICE.**



We are very proud of our team and would not be where we are today without them.

We have our own in-house training programme for all of our employees and we are proud that all of our senior team have been with us for many years and have studied for and achieved an industry renowned ARLA Propertymark Award in Residential Lettings & Property Management.

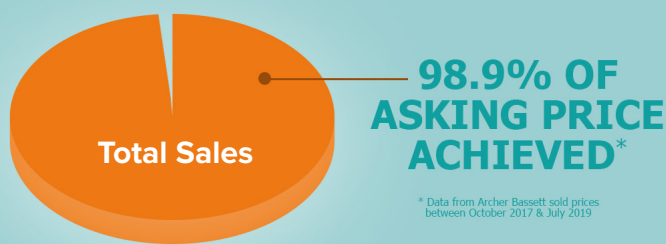
We believe this Award along with their many years of experience puts them ahead of the rest when it comes to advising landlords and managing your properties.





We all know selling a property is stressful so choosing the right agent is one of the most important steps you can take. We understand that agent's fees are an important factor however, we believe building trust with our clients is just as important in order to make the process as stress-free and smooth as possible.

Since starting our sales operation we have been delighted with how quickly it has taken off. We started out by specialising in selling tenanted properties from landlord to landlord which meant immediate returns on investment without any void periods. Word seemed to quickly spread and we were soon taking instructions from the open market for both low and high value properties which continues to expand. Unlike other agents we do not overvalue just to get instructions. We value to sell as the graphic below shows!



WHAT'S INCLUDED IN OUR SALES PACKAGE?

- ✓ Free valuation by one of our property experts
- ✓ Written valuation report
- ✓ No upfront fees
- ✓ Access to our online vendor portal
- ✓ Secure online document signing
- ✓ Free prominent For Sale board
- ✓ Full in-house and digital marketing
- ✓ Instant property matching with our database of buyers and investors
- ✓ Accompanied viewings
- ✓ Buyer identity verification
- ✓ Buyer qualification
- ✓ Instruction of solicitors
- ✓ Point of contact throughout the conveyancing process
- ✓ Keys released to new buyer upon completion

**WORKING WITH YOU
FOR A STRESS-FREE
SALES EXPERIENCE.**



LETTING MADE EASY WITH ARCHER BASSETT.

We believe that we have refined our services over the past 20+ years to offer landlords the benefits of our experiences but we can also offer a tailored service to best suit your requirements. We are experienced in dealing with single properties and large portfolios alike so no property is too big or small.

Landlords often make decisions based on cost particularly since the tenant fee ban in 2019 but it is important you ask your agent for details of the redress scheme they are regulated by and whether or not they are covered by a Client Money Protection (CMP) scheme as it is now against the law to be a letting agent without these. If your agent cannot provide you with these details the question you need to ask is why not?

As we are members of Safeagent and their CMP scheme we must maintain and operate separate designated client accounts where your money is held completely separate from the operating funds of the business and Safeagent monitor us annually to ensure we are fully compliant. Our membership of The Property Ombudsman (TPO) redress scheme means we must adhere to strict codes of conduct to ensure your interests are safeguarded.



GUIDING YOU THROUGH THE LETTING PROCESS.

WE CAN HELP YOU EACH STEP OF THE WAY TO LETTING YOUR PROPERTY.

Legislation within our industry has changed hugely over the years in an effort to improve the standard of properties and to drive out rogue landlord and agents alike. The local authorities are actively policing property standards and they can enforce landlords to improve any sub-standard properties. All tenants must now have the correct paperwork prior to moving into a property and proof of this must be obtained

and kept throughout the tenancy. Failure to do this properly will mean evicting the tenant will become extremely difficult and sometimes even impossible. Rest assured that we will ensure you are fully compliant whichever of our services you choose. We have also built up solid relationships with various trusted contractors over the years to allow us to assist you in arranging any of the necessary documentation or works required to let your property out.

We have access to a comprehensive and extremely competitive buildings insurance policy with a reputable insurer. For more information or to request a no obligation quote please contact us.

	LET ONLY	LET ONLY +	MANAGEMENT	MANAGEMENT +
All Marketing	✓	✓	✓	✓
Accompanied Viewings	✓	✓	✓	✓
Industry Leading Full Tenant Referencing	✓	✓	✓	✓
Drafted Tenancy Agreement	✓	✓	✓	✓
Fully Compliant Pre-Tenancy Checklist	✓	✓	✓	✓
Initial Right to Rent Check	✓	✓	✓	✓
Ongoing Right to Rent Checks			✓	✓
Custodial Deposit Registration	✓	✓		
Monthly Account Statement		✓	✓	✓
Rent Collection		✓	✓	✓
Guaranteed Rent Payment		✓		✓
Powerful Eviction Service with up to £100,000 of Legal Cover		✓		✓
Hassle-free No Tenant Contact			✓	✓
Full Digital Inventory			✓	✓
Check In & Check Out			✓	✓
Utility Company Management			✓	✓
Maintenance Management			✓	✓
Property Visit Programme			✓	✓
Experienced Account & Property Managers			✓	✓

MARKETING

As modern marketing is now almost all online, we advertise properties on our own website along with popular property portals such as Rightmove and Zoopla. Our very distinctively branded cars can also be seen across the area. Our state-of-the-art systems allow us to match prospective tenants to properties instantly and our pro-active teams conduct viewings into the evenings and weekends in order to secure a tenant as soon as possible.

REFERENCING

The referencing procedure is designed to remove the guesswork from choosing a tenant and we believe this is the most important step in the letting process.

We have our own in-house referencing team who, in conjunction with our referencing partner, help administer a wide range of checks, including right to rent, credit searches, undisclosed address search and a unique CIFAS fraud check, to ensure the right tenant is selected. We believe that this, along with our own understanding and knowledge, gives a far better picture of a prospective tenant. We can also arrange a meeting so you can meet the prospective tenants yourself to help you decide whether they are right for your property.

rightmove 
find your happy

archerbassett
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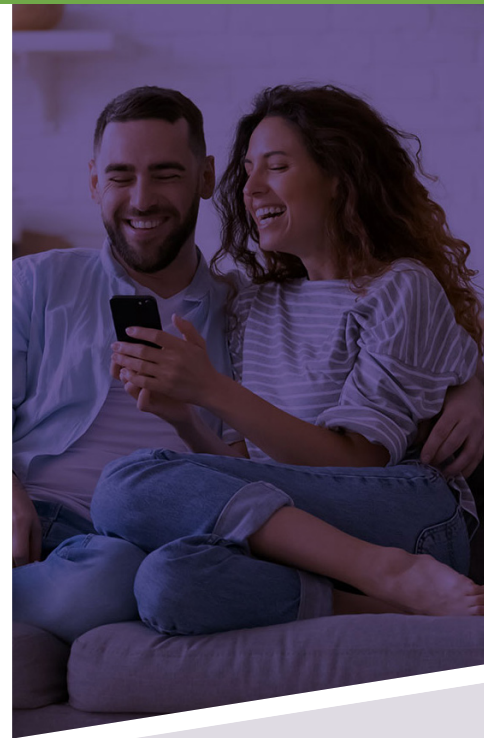
TENANT DEPOSIT

It is now commonly known that all tenancy deposits must be registered with an approved government tenancy deposit scheme for all assured shorthold tenancies with proof given to the tenant within 30 days.

However our own research has shown that some landlords are still not registering their tenant's deposit and are leaving themselves open to a fine of up to three months' rent and as a result of this, find that they may not be able to evict the tenant, should the need arise.

At Archer Bassett we now pledge to protect the deposit for all new tenants who choose to rent a property through us including for landlords that choose to manage their own properties. This way we can ensure all tenants money is safely protected and the landlord is fully compliant with the law.

As per the Tenant Fee Act 2019 all deposits are now capped at a maximum of five weeks' rent.



OFFERING A SOLUTION THAT'S RIGHT FOR YOU.

INVENTORY

The introduction of the tenancy deposit schemes have further reinforced the importance of a comprehensive inventory and schedule of condition. It is essential to have an inventory regardless of whether your property is furnished or unfurnished as without proof of the condition of your property prior to the tenancy commencing you will have no grounds to make a claim against a tenant's deposit once they have vacated.

Like our referencing our inventories are also done in-house to a very high level of detail. We use a bespoke iPad based system to log and photograph each item and room along with any defects. We will then ensure that the tenant signs a copy of the inventory before any keys are handed over. This inventory then forms the basis of monitoring how the property is looked after both during and at the end of the tenancy.

An inventory is included at no extra cost with our managed services and is a popular low-cost add on to our let only service.



HAVE YOU THOUGHT ABOUT WHAT YOU WOULD DO IF THE TENANT DIDN'T PAY THE RENT?

The example below can show how long it can take to evict a tenant but more importantly just how much money can be at stake for landlords from a non-paying tenant.

RENT ARREARS EXAMPLE

BASED ON A RENT OF £650. PROCESS OVER A 5 MONTH PERIOD

Tenant must be 2 months in arrears before eviction proceedings can begin	£1300
Court fee to evict tenant	£355
Solicitors fees for serving court paperwork and attending hearing	£700
Judge grants 28 day possession order in court, still no rent paid	£650
Possession order expires and tenant still hasn't moved out so bailiff required	£650
Bailiff court fee	£121
Solicitors fees for serving court papers	£200
Countrywide shortage of bailiffs means 6-10 week wait for an appointment with still no rent being paid	£1300
POTENTIAL LOSS TO LANDLORD (not including any damage to property, lock changes etc.)	£5276

Whilst our rigorous referencing process can remove some of the risk of a non-paying tenant it can never remove all of it as sometimes tenants can face unexpected circumstances leaving them unable to pay their rent. The recent COVID-19 pandemic has only reinforced the need for extra protection. We have worked hard over the years with our referencing partner Goodlord to help create a robust product that actually works as we have seen plenty of so called "rent guarantee" products that are not really worth the paper they are written on.

What's best is that all this cover costs less than one day's rent per month. The question we ask landlords is; would you sacrifice one day's rent per month to guarantee you will still get that rent? We know we would and such is the demand for this service this is fast becoming our standard service.

With our product you will be covered for the following if you have a non-paying tenant:

- Rent paid until vacant possession
- No excess to pay
- We will take care of all legal proceedings
- Up to £100,000 of legal expenses covered
- 75% of rent paid after vacant possession for up to two months
- Property damage cover, for civil dispute expenses on damages over £1,000
- Current average eviction time in England is 17.8 months*

* MoJ December 2021



Our online portal is FREE to all vendors, is accessible from any device and is designed to keep you up to date throughout the sales process and give you greater control. Benefits include:

VIEWING FEEDBACK

You can login at any time to see all viewings that have been booked in along with any feedback given. This will help identify any areas that may need improving in order to achieve a quicker sale.

PROPERTY MARKETING

All property marketing activity is visible including Rightmove viewing statistics so you can see how your property is performing.

MANAGE OFFERS

You will also have access to all offers made on your property along with who made the offer and any revised offers so you'll be able to make an informed decision on which you want to accept.

ONLINE VENDOR PORTAL.



TENANT INSIGHTS



49% of tenants have been in their property over two years¹

Could your current tenant be a future buyer?
We asked people, saying they're currently renting, about their home moving ambitions.



25 months - the average time tenants expect to stay in a rented property



1/2 of tenants would like to buy but can't afford to¹



1/3 of tenants have previously owned a property¹



49% of tenants think rents are going up in the next year¹ (37% in London)²



2/3 of tenants would consider renting in an area before they buy¹ (28% for buyers³)

Source: Rightmove consumer survey June 2019.¹ 2049 respondents renting privately across the UK.
²305 respondents renting privately in London. ³5514 respondents planning to buy in the next 12 months.

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**OPERATING A
PROFESSIONAL,
FRIENDLY SERVICE
LOCAL TO YOU.**



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