

Selling Tenanted Properties





Chris



Glen



John



Ross

Our team

Portfolio.co.uk



About Portfolio

We are 'The Estate Agent For Landlords' and we have been specialising in selling tenanted property since 2017.

We are all ex-letting agents and industry professionals and our business model fuses the skills required to be a top estate agent with our extensive knowledge of UK sales and lettings.

- Set up in 2017
- Specialist estate agent for landlords
- 100% focused on landlord to landlord sales
- NAEA qualified estate agent
- Over 120 tenanted properties sold in 2022
- 5 star Google Review rating
- NRLA business member

We are on a mission to ensure that the selling of tenanted property is an efficient, logical and hassle-free solution for all landlords and property investors.



Your Portolio agent **John Forth** BA(Hons), CIHM.

John is an accomplished property professional with 25 years of experience in residential, commercial, serviced & supported property sectors. He has been a senior representative for the National Residential Landlords Association since July 2018. John loves to help landlords achieve their property goals & will assist you every step of the way.



john@portolio.co.uk

The background image shows a person in a dark suit, seen from the chest down, holding a small white model of a house in their left hand and a set of keys in their right hand. In the foreground, there is a desk with a clipboard and a pen. The image is overlaid with a semi-transparent teal filter. A yellow triangular graphic element is on the right side. A teal square is positioned to the left of the main title.

Selling Tenanted Property

All the benefits of selling whilst maintaining your rental income.

Selling Tenanted Property

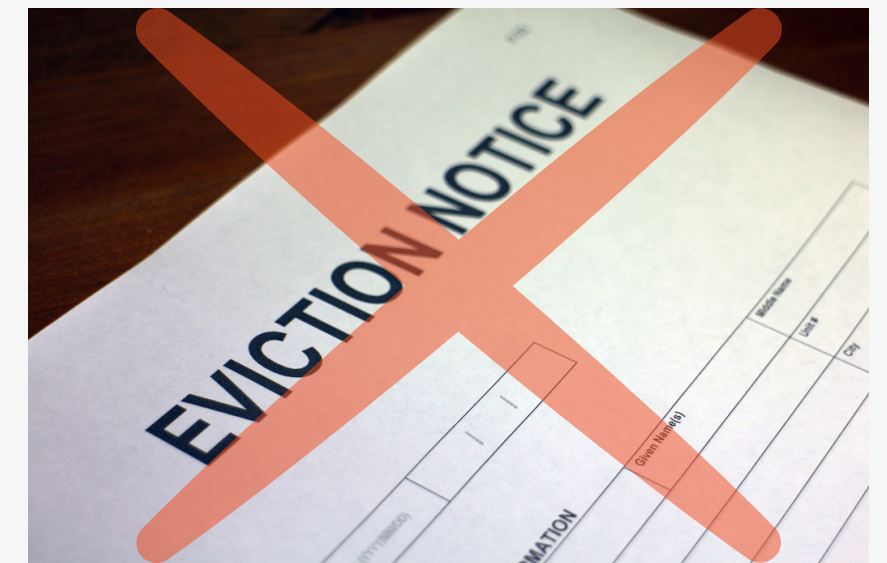
There are so many benefits of selling a tenanted property, which is partly why we decided to start Portfolio in 2017.

Selling tenanted property is an efficient solution that can eliminates risk, save a great deal of cost & stress and can give you the result you need quickly.

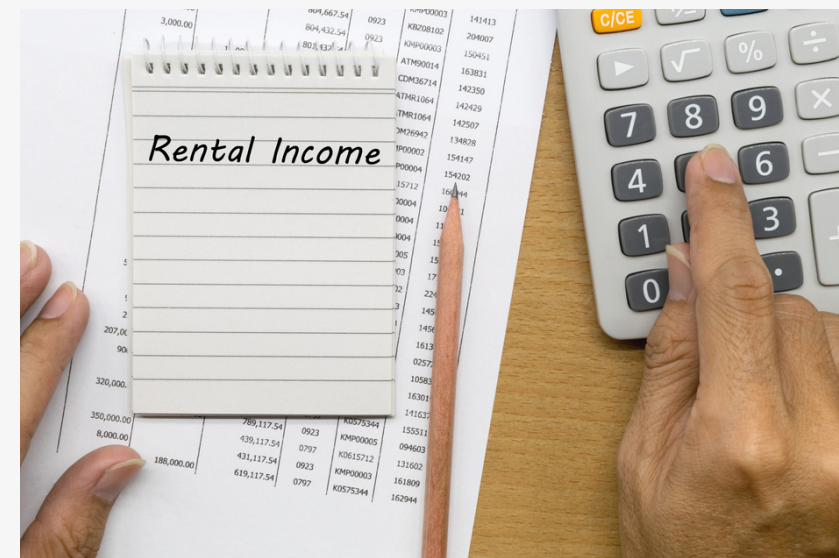
You can enjoy benefits such as:



Starting the process right away.



Limiting the disruption to the tenant & reducing your costs and stress.



Continue to receive rental income until the day of sale - no lengthy rent free periods.



Deliver you a good sale price with minimal hassle & cost to you.

Selling Tenanted Property

The 5 most frequently asked questions landlords have



01

Will my sale price be less than market value?

We are highly experienced in achieving maximum sales value for tenanted properties. There are a number of important factors to consider when selling to investors; yield & growth potential being key. We will discuss these factors with you and decide upon a pricing strategy that meets your needs but will also attract investors. It is also important to bear in mind that the additional costs & risks associated with an open market sale will not usually apply when selling tenanted property.

02

How is this method less stressful & costly?

With a tenanted sale there is no need to evict your tenants which can be stressful for all parties. Not only is it less stressful but it can be a lot less costly. There are no lengthy rent free periods which you will face when you evict tenants for an open market sale (this can be 6 - 9 months without rent). If a sale falls through due to a chain/inexperienced buyer then the cost/ timeframe multiplies. With a tenanted sale you can sell quickly to an investor with no lost rent & far less chance of a sale falling through.

03

What is your marketing strategy?

We have a database of approximately 2,500 investors who we work with regularly and also a large social media reach. The majority of our sales are via direct marketing to investors who are experienced, investment-ready buyers. This can often be the quickest route to a sale but we will also widen the pool of potential buyers by advertising on the usual online property portals. We will develop a strategy with you to maximise sales potential & minimise cost.

04

Are you a 'buy your house for cash' type company?

Absolutely not! These companies buy your property themselves at as low a price as they can; that is their focus and their remit. Portolio are a specialist estate agent working for you, the landlord. You are our client, not the buyer, and our aim is to maximise the price you receive. We do this by analysing your property fully, pricing realistically in the current marketplace and ensuring that you know, understand and agree with the pricing strategy.

05

How do you ensure my tenants aren't too worried?

This is one of our key services. It is very important to be open and transparent with your tenants from the start. It is vital to explain the reasons for sale, that their tenancy is safe & we wish to keep them in their home, but can only do so with their co-operation for viewings etc. Once a tenant understands this, and that the sale is being undertaken by a professional, ethical company, there will usually be very few tenant issues.

Selling Tenanted Property

Here is a 5 step introduction to **The Portfolio Way**



01



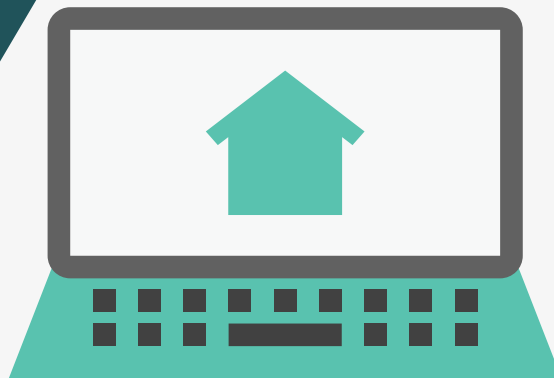
Work with you to establish if selling with a tenant in situ is the best solution. If it is, then we will send you our no sale, no fees agreement.

02



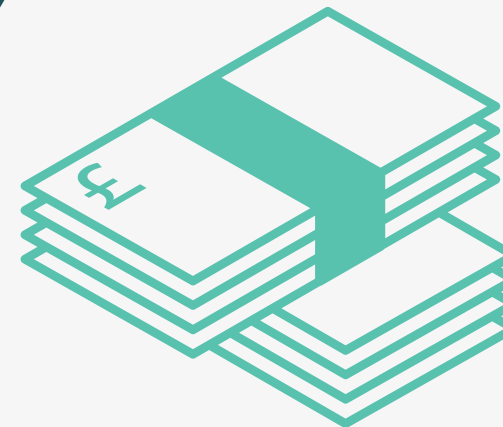
Communicate with your tenant and /or letting agent if applicable to make arrangements for marketing assets to be created.

03



Market your property to our extensive database of approx 2500 property investors, to our thousands of social media followers & on all the usual portals.

04



Deal with offers before agreeing a sale and then ensure the conveyancing starts with your chosen solicitor.

05



Continue to liaise with both yourself and the buyer until the sale concludes and you receive the funds.

A background image showing three people (two men and one woman) smiling and working together at a table. The image is overlaid with a semi-transparent blue filter. A yellow triangular graphic element is on the right side of the image.

Customer Feedback

We love helping landlords achieve their goals.

Reviews from landlords and tenants.

"I found the process to be smooth and trouble free! The guys are professional, easy to deal with and know their market well."

"Professional, efficient and competent. The whole process of selling our tenanted property was seamless."

"They set out a clear strategy for the sale and at every stage did what they said they were going to. They delivered a quick sale at above my expectations. I would not hesitate to recommend Portolio."

"Would happily recommend Portolio to Vendors and Investors - they take the hassle out of all aspects of buying and selling."

"For Landlords looking to sell or buy at the moment this is the firm you need. With the uncertainty around being able to sell without any void or buy without any void is such a huge advantage."

"I would definitely use these guys again and recommend them to any investor that is considering selling or buying an investment property."

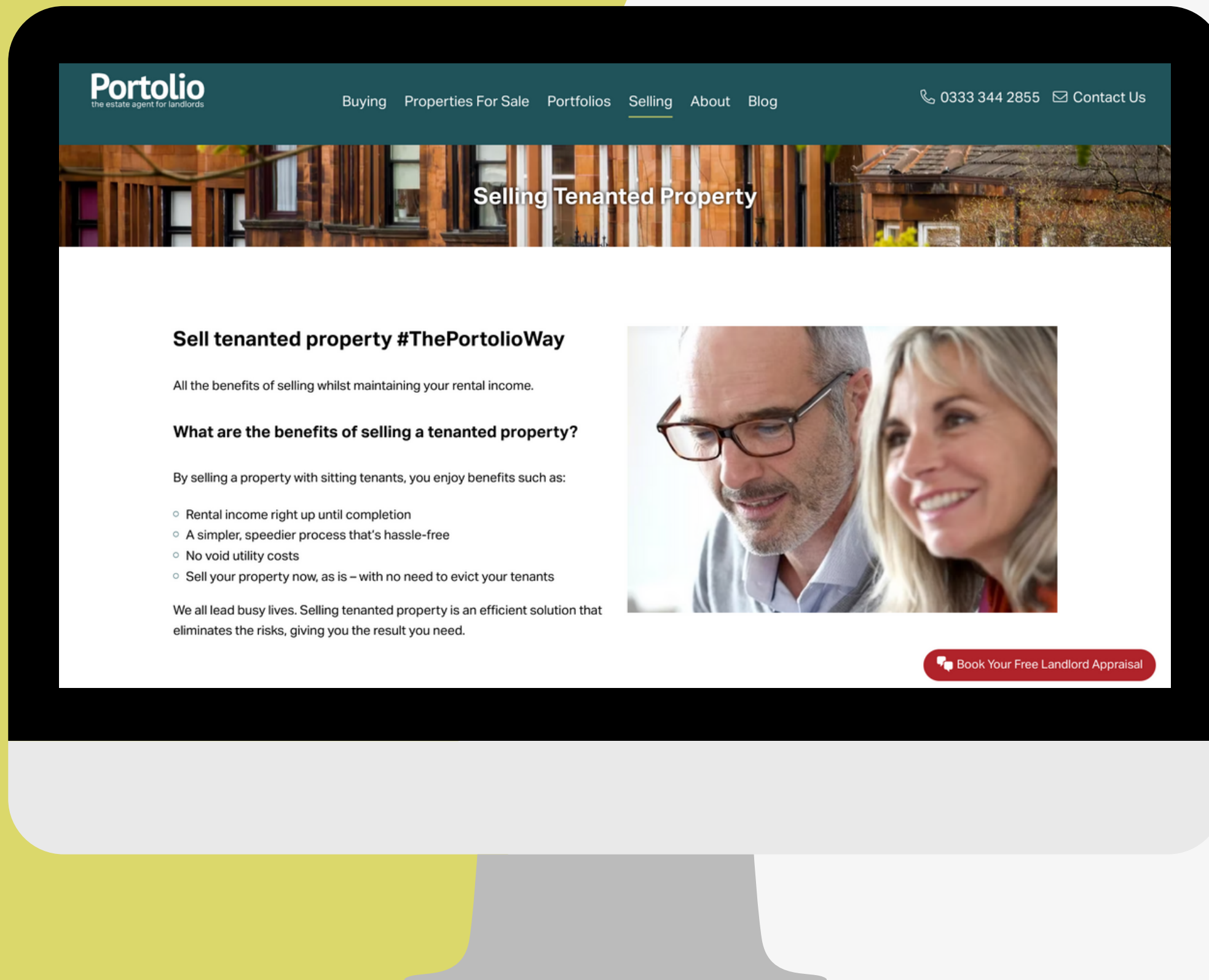
"I have now sold 2 buy to let properties using the services of the team at Portolio and I can't recommend them highly enough."

"The sale of the flat where I'm living was, handled seamlessly and with no disruption to me day to day life as Portolio did all the work so well, that I did not notice!! Well done."

"They are so professional, friendly and my property was sold within two weeks. Thank you for all your hard work guys!"

Google
Reviews ★★★★★

 **allAgents**
the UK's largest estate & letting agents review site **.co.uk**



Get in touch with us

Let's talk

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Visit our website

www.portolio.co.uk