



Anne Woodward

About Me



- ▶ Owner of Student Properties in Worcester

- ▶ Run Property Management Agency (specialising in HMOs)

Guildford
Bracknell
Reading
Redhill
Plymouth
Swindon



- ▶ Co-ordinate Maintenance for Property Eagle (online letting agent with properties nationwide)

Some Initial Considerations

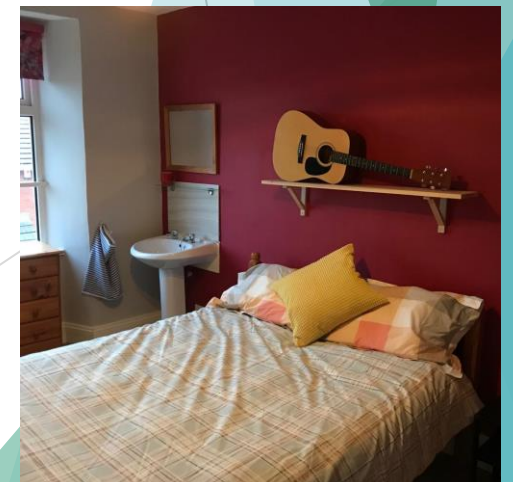
▶ Different Tenant Type

- ▶ Student
- ▶ Professional
- ▶ Contractor
- ▶ Charity



▶ Different Sizes

- ▶ Mini-MO
- ▶ 5 and 6 Bed
- ▶ Sui Generis sized (7 Bed Plus)



Disclaimer

Some of the following presentation will involve sweeping statements which, whilst applicable to a lot of individuals in certain categories, are not applicable to all.

Generalisation is required for the purpose of this presentation but is not intended to cause offence to any particular category of people or tenant type.

Students



- ▶ Usually Article 4 Area
- ▶ Annual Intake
- ▶ Sometimes existing friendship groups
- ▶ Contract choices - group or individual ASTs
- ▶ Guarantors
- ▶ Termly or monthly payments
- ▶ Not lived away from home
- ▶ Parties!
- ▶ Less likely to flag maintenance issues
- ▶ Desk space
- ▶ Higher wear and tear
- ▶ Council tax exempt

Professionals

- ▶ Any area
- ▶ All year round viewings and tenancy changes
- ▶ Individual ASTs
- ▶ For young professionals circumstances can change
- ▶ Potential for long term room occupancy



- ▶ Higher expectations in quality
- ▶ Higher expectations in repairs and maintenance
- ▶ Fast broadband
- ▶ Parking
- ▶ Cleaners and gardeners
- ▶ Less wear and tear (?)

Contractors



- ▶ Close to a certain type of industrial venue eg docks, warehouse
- ▶ Different contract type as not main home
- ▶ Notice period can be as little as 1 week
- ▶ Often people working in same industry / location
- ▶ Often practical people
- ▶ May be staying Monday - Friday
- ▶ Not a true 'home', more of a base
- ▶ If business shuts can lose all tenants in one go

Charities

- ▶ More like a rent to rent model
- ▶ Guaranteed rent
- ▶ Commercial contract rather than AST
- ▶ Usually longer agreement
- ▶ Charity responsible for Right to Rent
- ▶ Charity will often take on maintenance
- ▶ Support structure in place for tenants
- ▶ Charity deals with tenant issues
- ▶ One point of contact



Other Potential Tenant Types

- ▶ Blue collar workers
- ▶ Benefit tenants
- ▶ Homeless
- ▶ Over 55s
- ▶ Young Adults
- ▶ Mature Students

Mini-MOs

- ▶ No licence (unless in selective licencing area)
- ▶ Smaller properties, less conversion
- ▶ Safety features all required
- ▶ Tenant relationships can be easier to manage
- ▶ Easier to keep clean

HMO

- ▶ Licence required
- ▶ More bathrooms
- ▶ Greater kitchen space and requirements
- ▶ More personalities involved
- ▶ Can be more difficult to keep tidy, have rotas etc

Sui Generis (7+ Bed)

- ▶ Different planning category
- ▶ More bathrooms
- ▶ Greater kitchen space or multiple kitchens
- ▶ More personalities involved
- ▶ Can feel less like a home
- ▶ Parking
- ▶ Waste management



Any
Questions?