



National Property Group

*Created for Landlords,
by Landlords.*

www.NationalPropertyGroup.co.uk



National Property Group Directors
(from L to R)
Richard Watters
Glenn Ackroyd
David Laycock
Jeremy Bullock
Angela Hunter

National Property Group was set up by a group of landlords who own over 400 residential properties. We manage properties across the UK, including Scotland and Northern Ireland.

Between us we'd experienced just about everything to do with owning and managing these properties. We've used Letting Agents, and managed them ourselves. We've outsourced maintenance and we've employed our own people. We've let to private tenants and to tenants claiming Housing Benefit.

We know what's important to Landlords. Most Letting Agents concentrate on what works for them and not what matters most to the Landlord. We focus on the things that we know are important to you. The key benefits of using National Property Group are that we:

- Manage your property business, not just your properties
- Look at long term sustainability to ensure your portfolio will perform in the future as well as now
- Cover the whole of the UK with no geographical limitations

- Maximise your overall cash return using a range of techniques to maximise and increase rents, adopt a low tolerance approach to arrears, and heavyweight marketing of vacant properties to minimise void periods
- Understand the importance of cashflow, hence a reduced fee introductory period (on Silver Service), and weekly payments to you
- Provide full maintenance cover including 24 hour emergency call out service
- Give advice on long term strategy, including - if appropriate - your exit

"As owners of a buy-to-let portfolio we don't have the time or expertise to manage our own properties. NPG have not only found very good tenants (even on a tough to let property that we have) but they have worked imaginatively and professionally to collect rents on time, increase rental income and keep repairs and maintenance low. Excellent value for money."
Mrs O'Connor, Wellingborough



National Property Group make it easy for you ...

We've set up a bespoke software system to manage everything efficiently. As a landlord you have access to your own secure section of this so you can check on rent receipts and the progress of maintenance issues.

We see absolutely no need in this day and age to have branches across the UK, all in effect operating locally, with their own staff. We've successfully managed our own properties without the need for this expensive bit of advertising. It's an unnecessary expense and we believe it is better to invest in setting up a system, using sophisticated software, to manage properties efficiently.

Tenants find us through our press adverts, To Let boards, or online. Our lines are open 24 hours a day, 7 days a week.

Our field-based Property Managers manage the viewings and complete all paperwork in the property.

All this enables us to offer you a premium quality service at a very competitive rate.

Before taking on any new properties we conduct a free, no obligation portfolio review with you, so that we can discuss with you what we can expect to achieve in terms of your portfolio profitability.

We think it's important for you that you know what this is before you ask us to manage your properties.

"As a landlord of multiple properties I have had experience of using many different Letting Agents across the country. I can honestly say that the professionalism, attention to detail and communication that NPG provide put them right at the top of the list. I would recommend them to anyone."

J Brown, South London

We give you the type of service that meets your requirements

BRONZE SERVICE

Rent collection and management

We set up direct debits to collect rent payments. Because we only accept direct debit payments, we are able to identify any missed payments or shortfalls on the day they occur.

If a direct debit is cancelled by a tenant, we are informed of this, in most cases even before the payment is due.

We inform you of any missed, late or partial payments so that you can take these up with the tenant.

You also have access to your own online statement so that you can track exactly what's happening, and download this when required, for example for your annual tax return.

We charge just 5% commission of rent collected for our Rent Collection and Management service.

SILVER SERVICE

Full management

Comprehensive property management consisting of:

- Rent collection by direct debit
- Arrears management and recovery - including arrears accrued prior to NPG involvement
- Advertising for and referencing tenants
- Obtaining Guarantors
- Handling all maintenance requests and statutory requirements such as Gas Safety checks and EPC's.
- Option of signing up to NPG maintenance service
- Alternatively we can quote for any repairs as they occur, and you can then choose to use either us or your own tradesmen.
- 24 hour Emergency call out service
- Charge is 15% of monies collected
- Maximum of one Tenant Find fee per 18 months, charged at just 50% of the first month's rent



"NPG manage our portfolio and are unlike any other property management company I've used. My properties are let to Housing Benefit tenants and I'd always assumed that the occupational hazard that went with this was high maintenance costs and missed rent payments. I now know different!

NPG really do take the management of my properties seriously, and I can see exactly what's happening at any time by logging on to my personal page on their website."

T & M Winterburn, York

We give you the type of service that meets your requirements

PLATINUM SERVICE

a guaranteed monthly payment with no deductions – even for maintenance

Our unique Platinum Rent Guarantee scheme gives you a totally hands-off option with complete peace of mind. It's the same principle as taking out a fixed rate mortgage – you know exactly where you stand for a fixed period of time. We lease the property from you – in effect, we are your tenant. We agree a lease with you for a fixed term – a minimum of three years. This obligates us to maintain the property and keep it in the condition it was in when we signed the lease. It will normally cover everything except structural issues, which are covered by your buildings insurance.

At the end of the term the property is returned to you in the condition it was when we started the lease (subject to normal wear and tear) and you can agree a further lease with us if you wish, or manage the property yourself. We pay you a fixed monthly sum on the last working day of each month. The amount we pay will depend on the market rent, tenant demand and the condition of the property, but will usually be between 60% and 70% of the market rent.

Industry average costs for a managed property are £980 p.a. for maintenance, plus 12% for voids and 7% for unpaid rents. Add management fees of between 10% and 15% and as you can see, the net receipts for you will be about the same. The difference though is that this way it's completely hands off for you, and it's guaranteed!





Free portfolio review

As you might expect, our process for taking on additional properties is also different. The first thing we need to do is to discuss your properties with you, and ascertain the current status in terms of rent roll, rent achieved, arrears, voids and condition. We'll collate the information and then run it through our Portfolio Analyser process.

We'll then produce a report that shows us both how your portfolio is performing. More importantly though, we'll show you what we expect to achieve for you after 12, 24 and 36 months.

This report is produced free of charge. When you ask us to manage your properties, we will use this information to agree with you what we both expect to achieve.

Should you decide not to use us after receiving the portfolio review, there is of course no obligation to do so.

We're very comfortable being accountable to you, because we know that we've achieved our targets with other Landlords using tried and tested methods.

**For more information call
NPG on 0845 539 1203
support@NationalPropertyGroup.co.uk**

"I didn't realise it could be this easy after previous experiences. They take care of everything and unlike other Letting Agents they pay me weekly, without fail."

M Tysoe, Selby



Do you want to build your portfolio?

The founders of National Property Group have sourced thousands of properties for themselves and investors in recent years. We have discounted properties available across the UK. As well as finding the properties for your portfolio we can then manage them for you as well.

We can help to assess the suitability of each property based on your criteria. Whether you're looking for high yielding properties, possibly with Housing Benefit claimants, or properties with lower yields where capital growth is likely to be strong - or even a combination of these - we're more than happy to share our experience and expertise with you. If we're managing the property it is in our interests to find properties that work for you as well as us.

We can also help you to achieve additional ongoing cashflow and an exit sale through our Rent To Buy scheme which offers properties through our specialist Rent To Buy arm, The Property People – see www.PropertyPeopleHomes.co.uk

There are numerous benefits to offering Rent To Buy on some or all of your properties:

- ✓ **Significant increase in monthly cashflow**
- ✓ **Minimal voids and arrears**
- ✓ **Minimal maintenance costs**
- ✓ **Long term exit strategy**

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Share in our success! Introduce business to us and earn commission - for life.

We're the only national property management company who manages property portfolios as if they're our own. We're proud of what we offer and want to tell other Landlords how we can help them to maximise their rental profits.

We're looking for people who can introduce us to Landlords. This could be you if:

- ✓ *You're already a landlord yourself*
- ✓ *You know any Landlords*
- ✓ *You are (or want to be) involved in property and mix in the right circles – landlord forums, property networking events, Landlord Associations.*

Also ...

- ✓ *introduce Landlords to us and we'll pay you an ongoing commission for as long as we manage the properties!*



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Tel 0845 539 1203 www.NationalPropertyGroup.co.uk

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