



SCOTTISH
LETTING
DAY

Scottish Letting Day 2024



SCOTTISH
LETTING
DAY

Welcome to Scottish Letting Day – Cap & Thistle

Conference and exhibition 19 November 2024

Conference partner:



Conference sponsors:

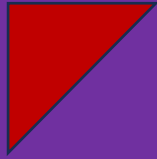


tc young

unihomes.



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Scottish Letting Day 2024



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Welcome and introduction

John Blackwood

Scottish Association of Landlords

Scottish Letting Day 2024



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Is black mould the bane of your life?

Jeanette Hamill

Hamill Decorating T/A Inducoat

Scottish Letting Day 2024



INDUCOAT[®]

Leader in **surface** hygiene

**Inducoat Fungi:
protecting your homes,
painting a healthier
future**

To:  Jeanette Hamill

Tue 14/05/2024 17:18

Dear Jeanette and Charlie,

I don't know if you remember me but in January 2021 you painted my flat in Baccluech Street with that new anti mould paint you had found. I wasn't very happy that the landlord was just trying to cover up the mould with paint as he had done this before and it had come right back. I didn't see the point cos we all knew the roof was leaking. My son suffers with asthma and was really really sick then and I was worried sick about him and I wasn't very nice to you.

I wanted to let you know that the leaky roof has only just been fixed because there was loads of bother but the mould still hasn't come back. I've told my sister to call you because she's got mould as well and my son isn't as sick any more either and uses his inhaler loads less.

I just wanted to say thanks you were right.

 Reply

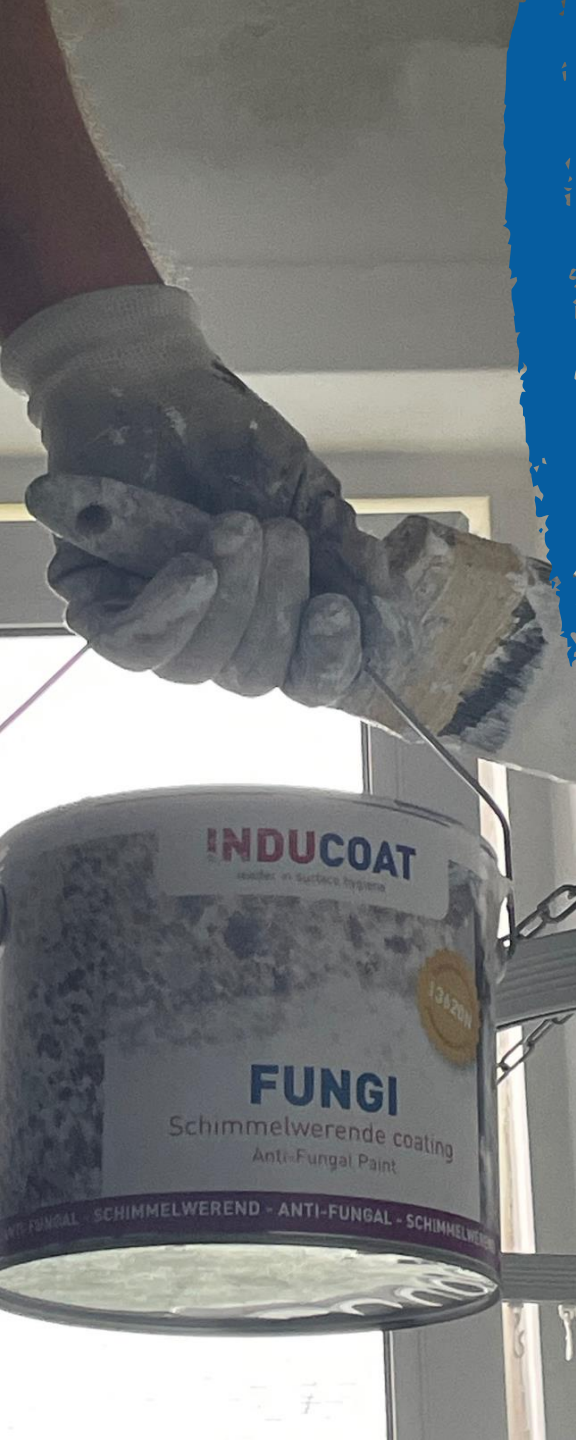
 Forward



INDUCOAT[®]
Leader in surface hygiene

Agenda

- Causes of mould
- Types of mould
- Slow-release technology
- Dutch Govt. verification
- Sustainability
- Time and budget friendly
- Case studies
- ****Special offer****



Sobering facts...

58% of rental properties in the UK suffer from mould (RSH)

In 2022-2023 the housing ombudsman dealt with 4000 complaints about mould. in 2023-2024, that figure increased 77%

The NHS believes it could save £38million a year if mould was treated before folk got sick



38

LITRES!!



Common causes of mould



- Ventilation



- Cold bridge

- Leaks



- Condensation

- Rising damp



Types of mould



Aspergillus



Types of mould



CLADOSPORIUM



Types of mould



Chaetomium



Types of mould



Aureobasidium



Sickness

Respiratory problems

Headaches

Skin infections

Cancer

Depression

Death



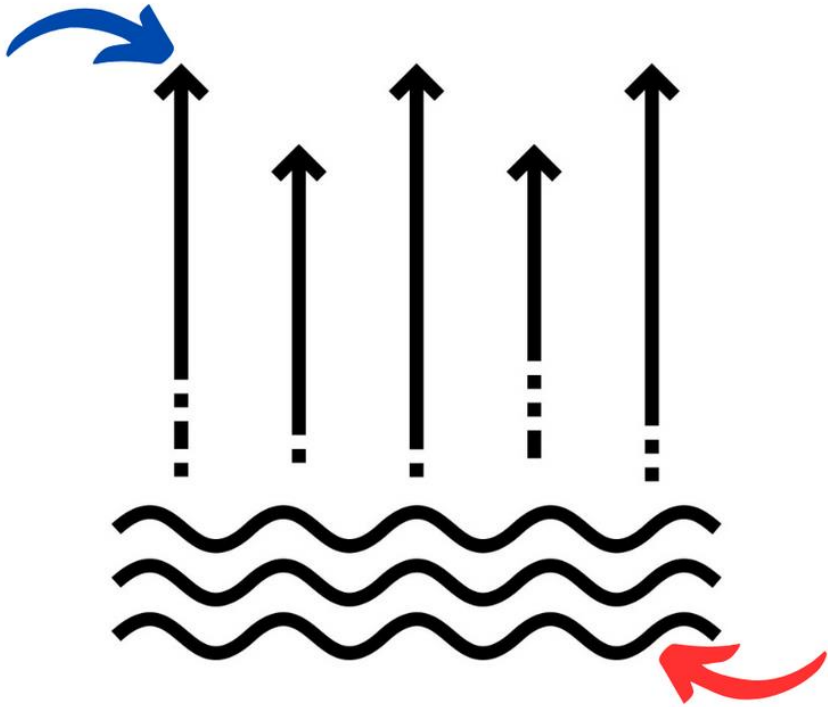


A leap forward

An imperfect leap forward



Biocide



Painted Surface

Don't mess with the mix



Leaching



Safety?



Effective?



**WHY
DOES MOULD
KEEP COMING
BACK?**





Dont mess with the mix



Leaching



Safety?



Effective?

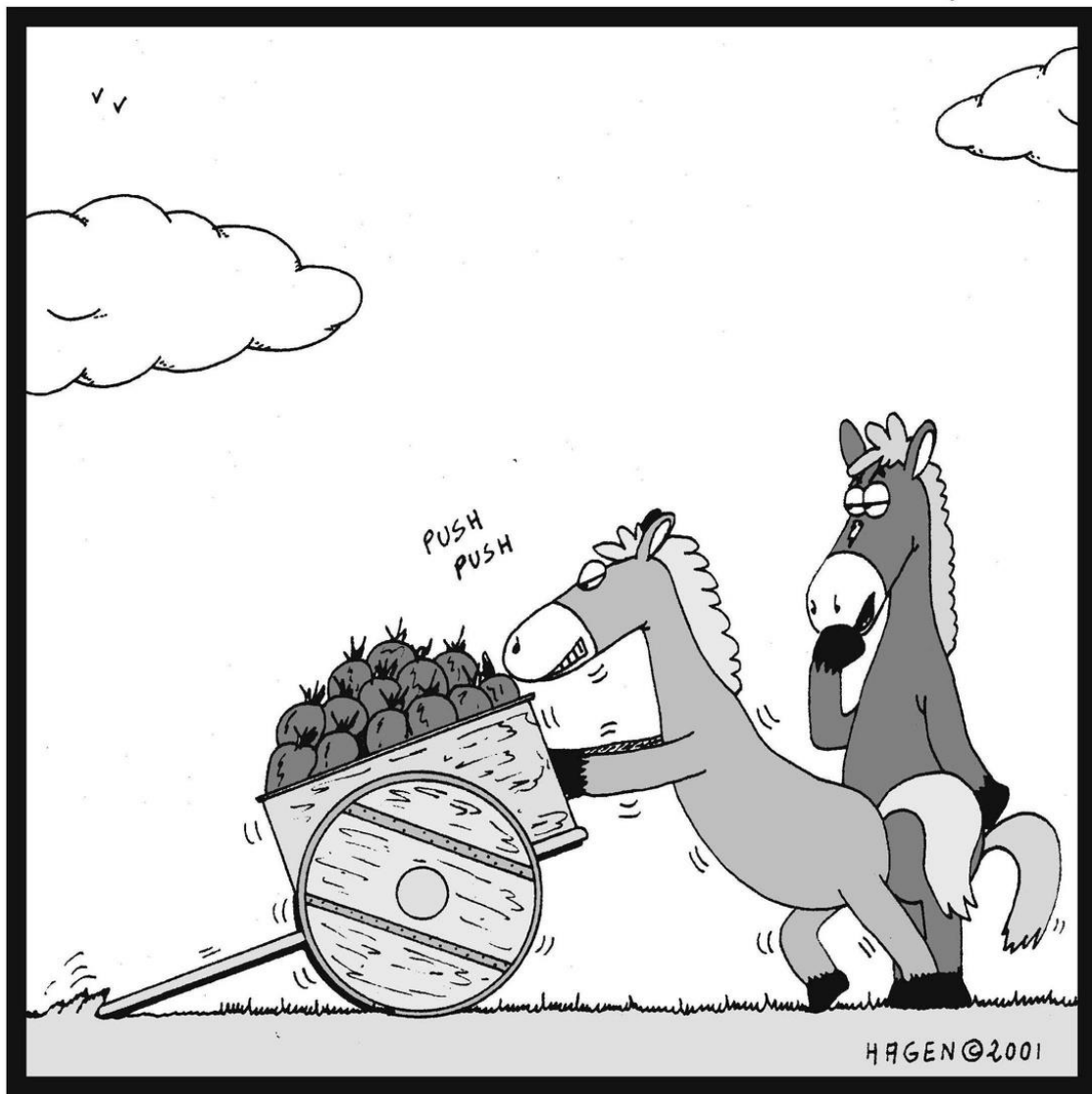


AUTHORIZED

Introduction of an authorisation system

- Independent governmental institute
- Only 100% compliant pass
- All proof by manufacture copied and verified
- All elements of paint formula assessed





Hang on... We must be doing something wrong...
How does the saying go again?

**Yes, we
can!!**





2 step process

Step 1.

Spray cleaner to kill mould





2 step process

Step 2.

Apply Inducoat Fungi to prevent mould regrowth





The finished product





Sustainability

-
- Low emissions
 - Bio-degradable cleaner
 - No chlorine or peroxide
 - Healthy for humans
 - Healthy for the environment

Adjustment
Company
Sales
Business
Process
Financial
Strategic
Operational
Focus
Reporting
Budget
Controlling
Target
Tax
Costs
Loan
Revenue
Planning
Advanced Budgeting Pro
Cash flow
Behavior
Plan
Expenses

Time saving and budget-friendly

Less product

Less time

Extended maintenance cycles



18-month maintenance cycle

TRADITIONAL ANTI-MOULD PAINT

JAN 2024	£450.00
JUNE 2025	£475.00
JAN 2027	£500.00
JUNE 2028	£525.00
JAN 2030	£550.00
TOTAL	£2500.00

Inducoat ANTI-MOULD PAINT

JAN 2024	£650.00
June 2025	£0.00
JAN 2027	£0.00
JUNE 2028	£0.00
JAN 2030	£795.00
TOTAL	£1445.00

Saving per property

£1005.00

500 properties

£291,450



Adjustment
Company
Sales
Business
Process
Fin
Str
Operational
Focus
Target
Tax
Costs
Loan
Reve
Planning
Advanced Budgeting Pro
Cash flow
Behavior
Expenses
Plan
Controlling
Reporting
Budget
Ba

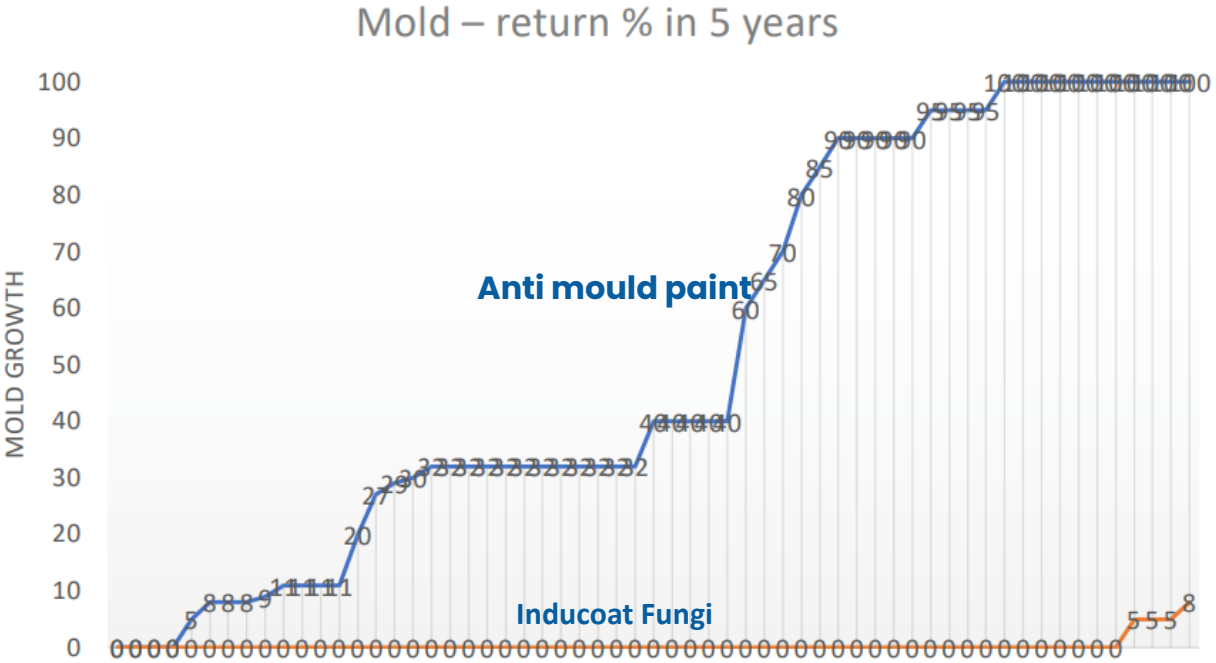


INDUCOAT[®]
Leader in surface hygiene

The proof is in the data

measured, tested, verified

SOCIAL HOUSING ASSOCIATION 5 YEAR PROJECT

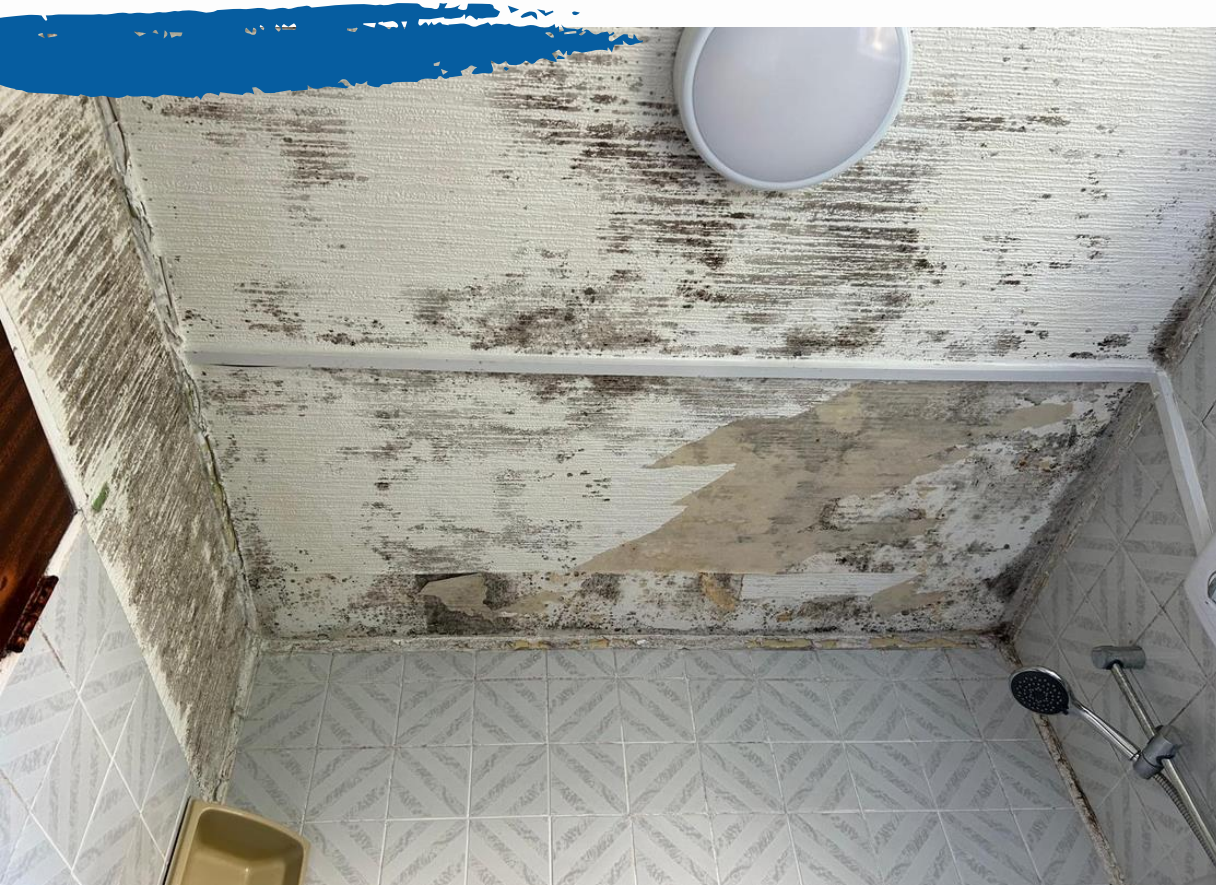
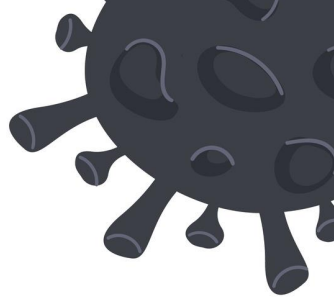


Case study



Case study

Edinburgh bathroom





Our retail price list

-
- Inducoat Cleaner 1L £14.40
 - Inducoat Cleaner 5L £71.50
 - Inducoat Fungi 2.5L £66.00
 - Inducoat Fungi 5L £126.50
 - Inducoat Fungi 10L £225.00
 - Inducoat Sealant MSP 2.0 £14.00

All prices are inclusive of vat

Existing customers



PROPERTY MANAGEMENT



Comhairle Cathrach
Bhaile Átha Cliath
Dublin City Council



Forth Residential

napier property

Special offer

- **Free** 1L of Inducoat CLEANER with every 5L of Inducoat Fungi.





Scottish Letting Day 2024



Is black mould the bane of your life?

Help us plan our future conferences by letting us know your thoughts on this session by scanning the QR code below



Scottish Letting Day 2024



Scottish Letting Day 2024



Sessions now available to attend

Presidents 2

Developing your business for an ageing population

Presidents 1

EPC – energy performance confusion

Moncrieff

Talking Deposits LIVE

Cap & Thistle (current room)

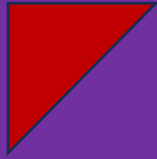
Maximise your student rental revenue with UniHomes

Centenary

Customer service circus – juggling property management with a smile



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Maximise your student rental revenue with UniHomes

Stephen McLean

UniHomes

Scottish Letting Day 2024



Maximise your student rental revenue

A presentation for



SAL
SCOTTISH
ASSOCIATION
OF LANDLORDS

PREMIUM
SUPPLIER 2024



Steven McLean

Business Development Manager

steven.mclean@unihomes.co.uk

07498 308154

The go-to website for all-inclusive student accommodation

At UniHomes, our mission is to transform the UK student and sharer property markets with leading technology that renders all-inclusive living provision easy.

We help students across the UK find their perfect home from home, all whilst filling our partners' student stock for free.



Agenda

01

Our Process

Filling your properties faster, for free.

02

Our Performance

Outperforming other platforms.

03

Our Portal

Upload and manage properties in just a few clicks.

04

Our Credentials

Recognised and recommended across the industry.

The background is a solid orange color with several overlapping, semi-transparent arches of varying shades of orange. In the upper right corner, the number '01' is displayed in a large, white, sans-serif font.

01

Our Process

Filling your properties faster, for free.

Why partner with UniHomes?

Making life easier for students, sharers and letting agents for almost 10 years.



Students love bills-included



Increased enquiries



Earn additional revenue

A website generating free enquiries



Data from October 1st 2024 - today.

Uncapped energy as standard



Happy tenants



Mould prevention



Peace of mind for landlords



Broadband
Included



Gas
Included



Electricity
Included



TV Licence
Included

Packages available from £14PPPW

The power of the UniHomes brand

Benefit from free enquiries through our wide-reaching marketing efforts, putting your properties in front of millions of house-hunting students.

Events & Partnerships

Brand Ambassadors

Email & Direct Mail

Social Media

Out-of-home

Paid digital advertising



Data from 24/25 letting season

The background is a solid orange color. It features several white, stylized arches of varying sizes and opacities, creating a sense of depth and architectural structure. The number '02' is prominently displayed in the upper right quadrant in a large, white, sans-serif font.

02

Our Performance

Outperforming other platforms.

UniHomes national performance

A snapshot of our results from this letting season so far.



47M+
Brand reach



402K+
Website users



89K+
Property enquiries



280+
TrustPilot reviews
 



3.1M+
On-site searches

What this means for Scotland

UniHomes officially launched in Scotland earlier this year.



5K+
Website users



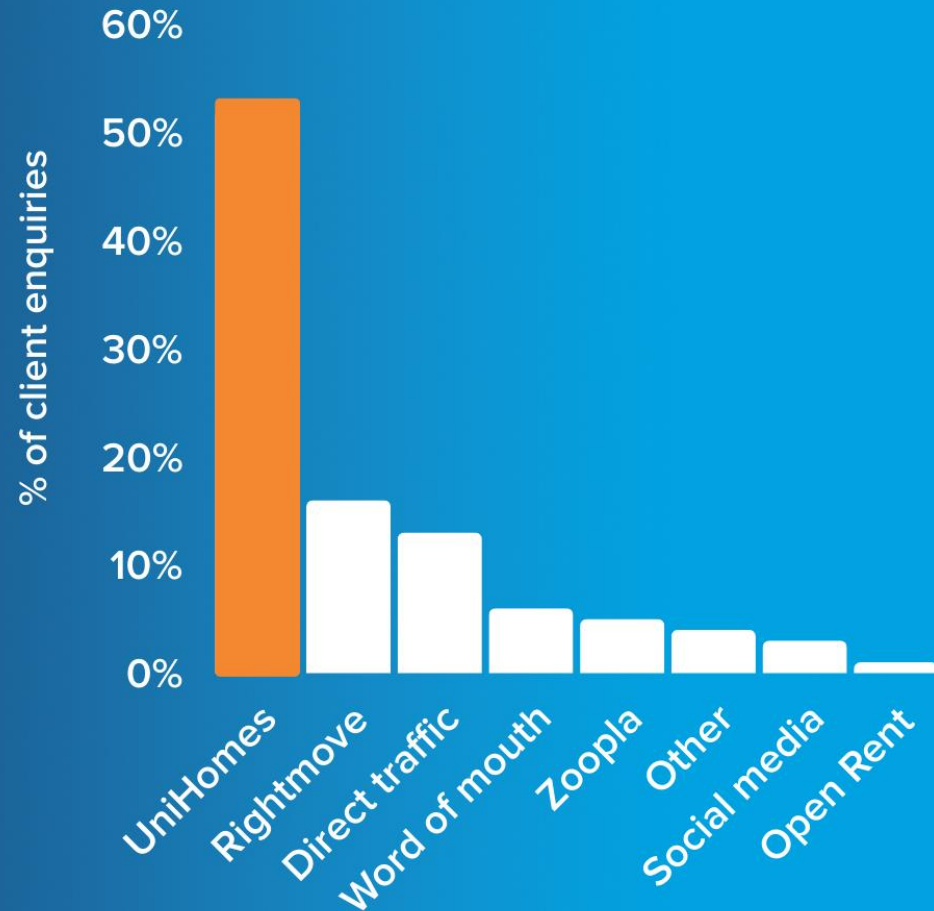
132K+
On-site searches



500+
Property enquiries

How do we compare?

Saving letting agents thousands in advertising spend.



UniHomes
generates an
average of
52%
of agents'
student enquiries

*Data from May 2023 UniHomes client survey

What it all means for you...

Become an early adopter of our product offering in Scotland and tap into a higher proportion of property enquiries.

- ▶ **Tap into the power of our marketing**
- ▶ **Access unlimited product support**
- ▶ **Unlock a largely untapped market**



The background features a solid orange color with several overlapping, semi-transparent arches of varying shades of orange. In the upper right quadrant, the number '03' is displayed in a large, bold, white sans-serif font.

03

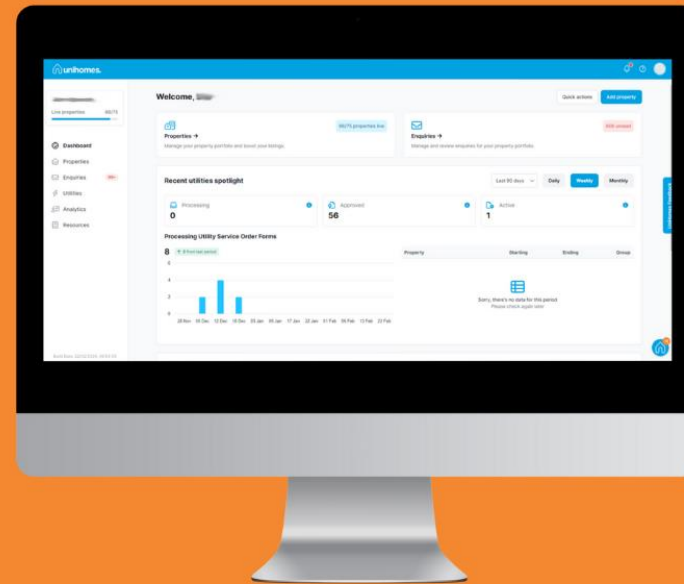
Our Portal

**Upload and manage properties in
just a few clicks.**

Portfolio dashboard

A snapshot into properties listed and enquiries generated.

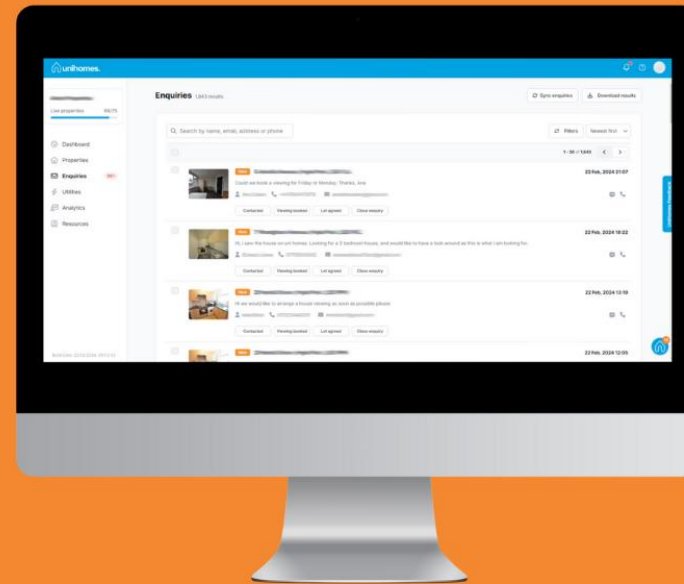
- ▶ **Seamlessly integrates with CRM systems**
- ▶ **Manual upload in just a few clicks**
- ▶ **Quickly and easily manage listed properties**



Enquiry overview

Enquiry management made easy.

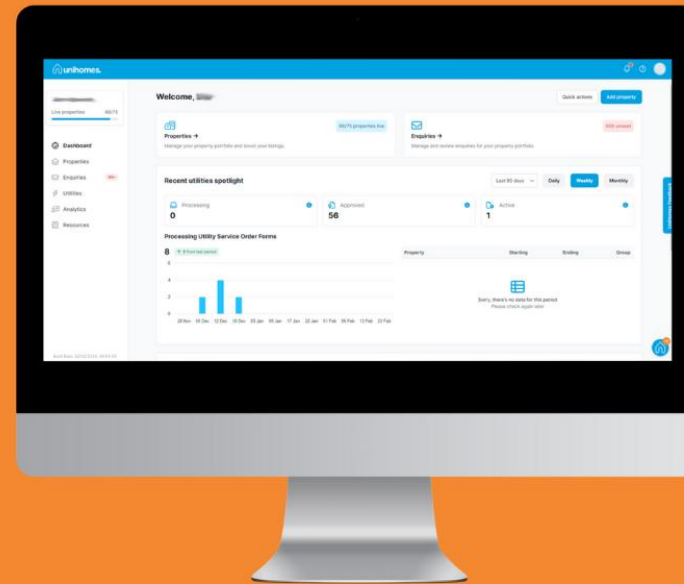
- ▶ **Property enquiries distributed via email and SMS.**
- ▶ **Enquiries are flagged as a portal notification.**
- ▶ **Enquiries easily managed within the portal**



Portal analytics

An extensive suite of dashboards providing in-depth analysis.

- ▶ **Insights into the total number of enquiries generated**
- ▶ **Analyse the property performance in terms of views and enquiries.**
- ▶ **Learn how your properties compare to others listed on the platform**

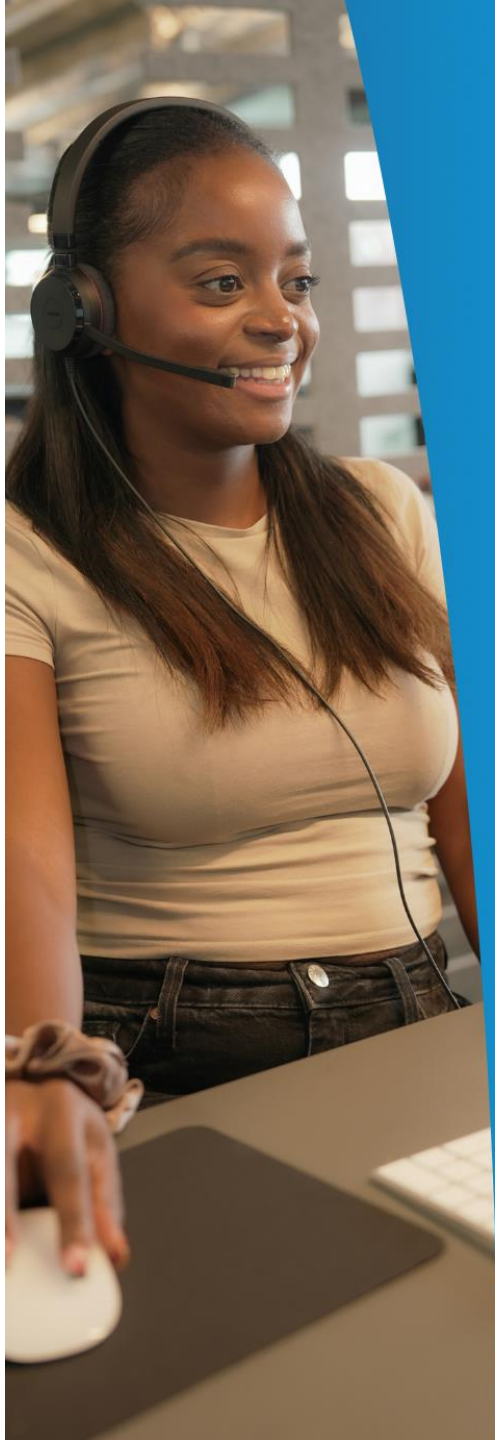


The background is a solid orange color with several overlapping, semi-transparent arches of varying shades of orange. In the upper right quadrant, the number '04' is displayed in a large, bold, white sans-serif font.

04

Our Credentials

**Recognised and recommended
across the industry.**



Why agents choose UniHomes

We partner with 600+ businesses across the country.

- ▶ **Free advertising**
- ▶ **Generate enquiries 24/7**
- ▶ **No involvement in utilities**
- ▶ **Attract more students with all-inclusive**
- ▶ **Earn revenue on every all-inclusive let**
- ▶ **Trusted by thousands of students**

Why we're the go-to for students

- ▶ **30K+ properties to choose from***
- ▶ **Easy to search, share and book viewings**
- ▶ **60+ university locations nationwide**
- ▶ **Utilities split between housemates**
- ▶ **Uncapped energy = peace of mind**



Rated Excellent on Trustpilot (4.8 stars)

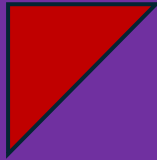
*Data from 2024/25 season



**Ready to fill your
properties for free and
access additional revenue
with no risk or investment?**

Find us at stand 2 for further information
and to submit your details.





Scottish Letting Day 2024



Maximise your student rental revenue with UniHomes

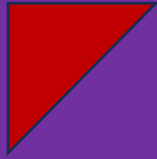
Help us plan our future conferences by letting us know your thoughts on this session by scanning the QR code below



Scottish Letting Day 2024



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Scottish Letting Day 2024



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Sessions now available to attend

Presidents 2

Member insights – survive and thrive

Presidents 1

Your tax return – key insights and top tips

Moncrieff

Buy-to-let market panel discussion

Cap & Thistle (current room)

Selling tenanted property (11.30 – 11.50)
Organising common repairs in flats (11.55 – 12.15)

Centenary

SafeDeposits Scotland drop-in clinic (11.30 – 12.30)

Scottish Letting Day 2024



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Selling tenanted property

Chris Wood

Portfolio

Scottish Letting Day 2024



Portfolio

the estate agent for landlords

Buying and selling tenanted properties





AGENDA

What we will talk about today.....

01

About Portfolio

02

Selling tenanted property

03

Buying tenanted property

04

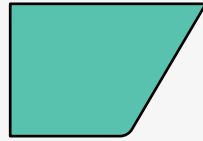
Property portfolios

05

Feedback from landlords and tenants

06

Q & A



About Portolio

We are two ex-letting agents and feel our business model fuses the skills required to be a top estate agent with our deep knowledge of property investment and management.

- **Set up in 2017**
- **Specialist estate agent for UK landlords**
- **100% focussed on landlord-to-landlord sales**
- **NAEA qualified estate agent**
- **+115 five-star Google reviews**
- **Gold customer service award All Agents 2023**
- **Shortlisted for Best Estate Agent in Scotland, The Negotiator Awards 2023 & 2024**
- **SAL recognised supplier 2024**

We are on a mission to ensure that the selling of tenanted property is a well known, logical solution for all landlords and property investors.



[Portolio.co.uk](https://portolio.co.uk)



Meet the team

Experience counts for everything in the property industry. Thankfully we have decades of it here at Portolio!



Chris Wood

Co-founder, and managing director



Ross MacDonald

Co-founder, and director of sales



John Forth

Property consultant (England & Wales)



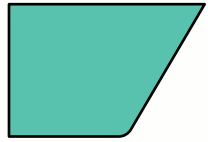
Glen Lorimer

Property sales support



Moni Tagore

Portfolio sales



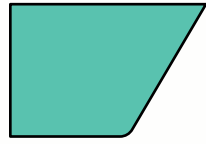
I'm **Chris Wood**, co-founder, and managing director.



Chris is proud of the work he did for landlords and tenants in the nine years at the helm of the small letting agency he owned. When he left property for two years (2013 to 2015) he certainly realised how much he missed it. He loves property and, in particular, the people in it.



chris@portolio.co.uk



I'm **Ross MacDonald**, co-founder and director of sales



Ross graduated as a building surveyor in 2000, and went on to build a successful letting agency, be part of the steering group that set up the Council of Letting Agents (CLA) and also be involved with the Inside Letting magazine. His passion for the private rented sector is evident in everything he does as a co-founder of Portolio.

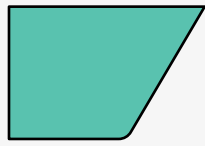


ross@portolio.co.uk



Selling tenanted property

All the benefits of selling whilst maintaining your rental income.

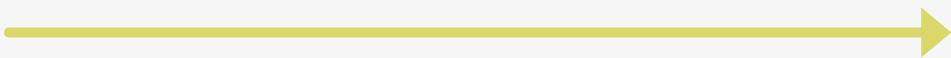


Selling tenanted property

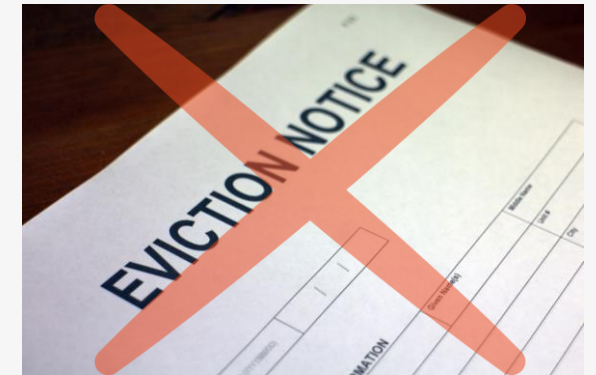
There are so many benefits of selling a tenanted property, which is partly why we decided to start Portfolio.

Selling tenanted property is an efficient solution that eliminates the risks, giving you the result you need.

You can enjoy benefits such as:



Starting the process right away.



Limiting the disruption to the tenant.



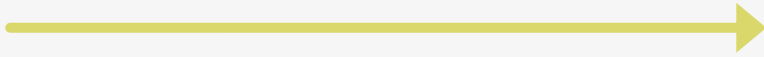
Continuing to receive rental income.



Delivering you a good sale price.

Selling tenanted property

Here is a 5 step introduction to The Portfolio way

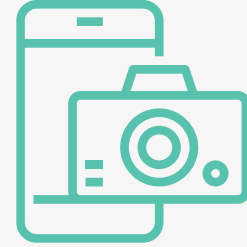


01



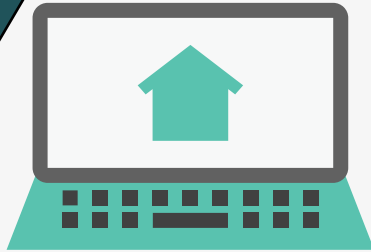
Work with you to establish if selling with a tenant in situ is the best solution. If it is, then you will send us the completed T&Cs.

02



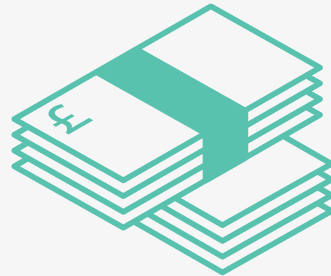
Communicate with your tenant and make access arrangements for the Home Report survey to be carried out and marketing assets to be created.

03



Market your property at a **FIXED PRICE** online, to our 2000+ followers on social media and through our extensive list of property investors (2300+).

04



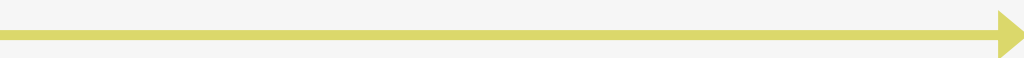
Deal with offers before agreeing a sale and then ensure the missives start with your chosen solicitor.

05



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

No-obligation property appraisal

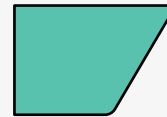


We have helped thousands of landlords with honest guidance.

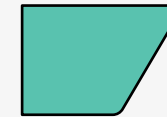
It is never an easy task, as we have to be both optimistic AND realistic at the same time.

Our goal is always to get landlords the best price we can, and to keep the tenant in their home!

We are here to help - even if it is just to aid in the decision making.



Full address



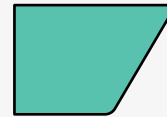
Number of beds



Current rental



Market rental



PRT start date



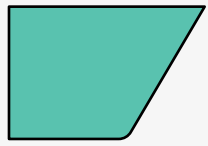
48 hours

Within 48 hours, we will confirm the expected Home Report value and the **likely sales price**.



Buying tenanted property

Receive instant rental income – with zero fuss.



Buying tenanted property

Buying a tenanted property can be the ideal solution for anyone looking to invest – and essentially means that all the hard work has been done for you.

Instead of having to worry about ensuring the property is compliant, furnishing the property, advertising to potential tenants and then waiting for them to move in, you can relax and enjoy instant rental income.



Instant rental income



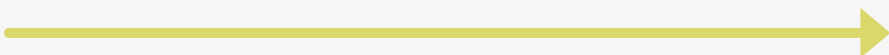
A fully furnished, fully compliant and ready-to-go property



Zero buyers' fees

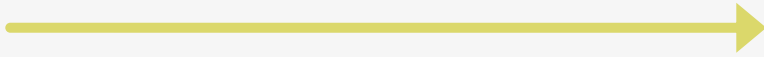


A smooth, hassle-free process with our experienced team



Buying tenanted property

Here is a 5 step introduction to The Portolio promise



01



We will discuss your search criteria - preferred location, budget, etc. We will also chat about your buy-to-let strategy and sign you up for our property alerts.

02



You will then take our online interactive property viewings. We will supply you with the Home Report, tenancy information, and all the safety certification.

03



After you have found the right property, you will arrange for a solicitor to make a formal offer. We will also discuss options around management of the property once the sale completes.

04



In the conveyancing stage we will keep in touch with you, whilst both your solicitor, and the seller's solicitor complete the missives and get the deal done.

05



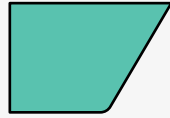
You are now the landlord, and you will receive rental income on day 1! We will stay in touch and when the time is right, we will help you increase your portfolio.



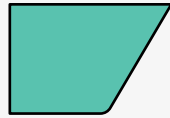
Portfolio community property alerts



Be first to receive our latest fixed-priced properties and portfolios.



Tailored to your preferred area of Scotland and budget.



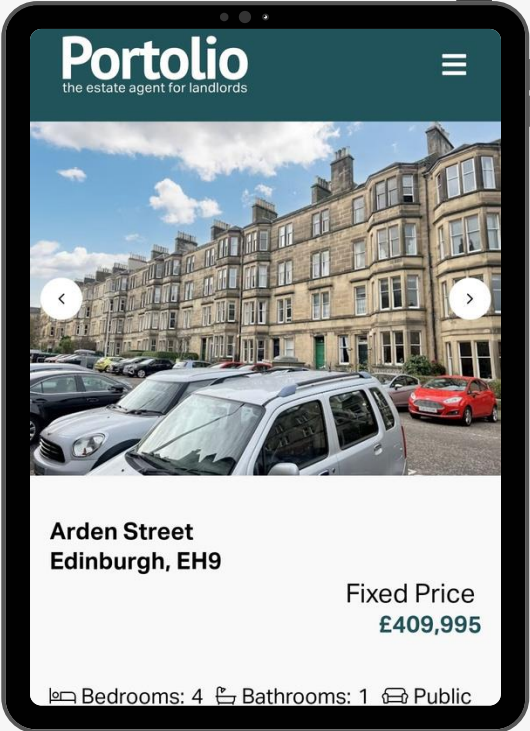
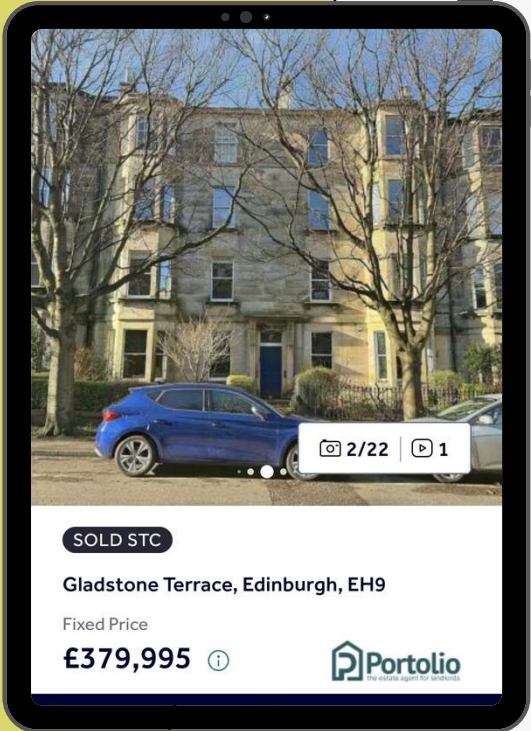
Tenancy information, yield, Home Report, virtual tour, floor plan, professional marketing photos.



7 days before they appear on Rightmove and Zoopla.



Buying tenanted property

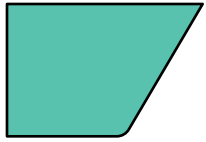


Our **fixed-priced** investment opportunities can be found on our website, Rightmove and across our social media channels.



Property portfolios

Accelerate your goals whether buying or selling.



Property portfolios

Selling tenanted property portfolios is a large part of our business and is a great way for investors to increase their portfolios (and income) fast.



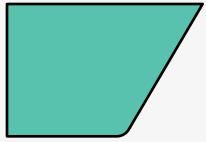
A portfolio is typically more than six properties, so buying one is a great way to take a giant step forward in your property journey. Portfolio sales will be conducted off-market.



It is common for property portfolios to be sold at a discount. However, it has to be a discount that reflects quality, yield and location – the level of discount you can expect will very much depend on these factors.





When you purchase a property portfolio of six or more separate dwellings in one transaction, you not only skip paying ADS, you can also take advantage of multiple dwellings relief, which is a form of partial relief from LBTT.





Marketing a property portfolio

Selling or buying a property portfolio could not be easier with our expertise

 Deal spreadsheet

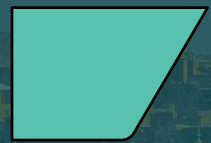
 Individual valuations

 Discount available

 Current and market yields

 Safety certificates

Street	Postcode	Type	No. of beds	EPC Band	Market Rental PA	Current Rental PA	Desktop Valuation	Gross Yield Current PA	Gross Yield Market PA	Offer Price
9A Castle Street, Forfar	DD8 3AE	Flat	1	E	£4,800	£3,708	50,000	8.19%	10.61%	45,250
9B Castle Street, Forfar	DD8 3AE	Flat	1	D	£4,200	£3,708	55,000	7.45%	8.44%	49,775
9C Castle Street, Forfar	DD8 3AE	Flat	2	E	£5,400	£5,400	90,000	6.63%	6.63%	81,450
9D Castle Street, Forfar	DD8 3AE	Flat	2	E	£7,200	£6,551	100,000	7.24%	7.96%	90,500
9E Castle Street, Forfar	DD8 3AE	Flat	2	D	£7,200	£6,180	90,000	7.59%	8.84%	81,450
9F Castle Street, Forfar	DD8 3AE	Flat	2	C	£7,200	£5,871	90,000	7.21%	8.84%	81,450
9G Castle Street, Forfar	DD8 3AE	Flat	3	C	£7,200	£7,200	100,000	7.96%	7.96%	90,500
					£43,200	£38,618	£575,000	7.4%	8.3%	£520,375



Customer feedback

We love helping landlords achieve their goals.

Feedback from landlords, investors 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."



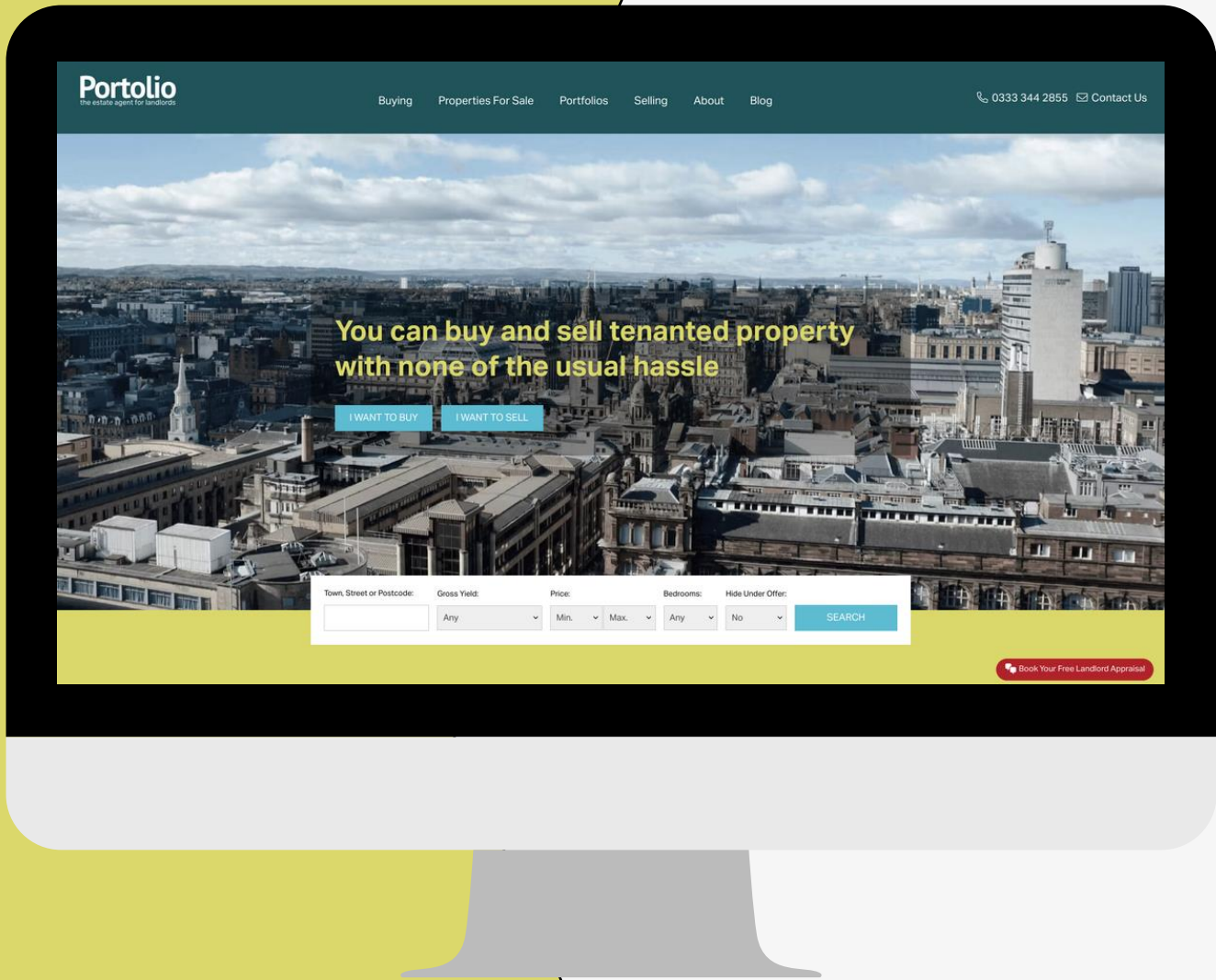
"For Landlords looking to sell or buy at the moment this is the firm you need. With the uncertainty around being able to sell without any void or buy without any void is such a huge advantage."

"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!"



Get in touch with us

Let's talk

Chris Wood 07812 164 842
Ross MacDonald 07388 361 564

Email us

Chris@portolio.co.uk
Ross@portolio.co.uk

Visit our website

www.portolio.co.uk





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Selling tenanted property

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Organising common repairs in flats – an overview

Mike Heffron

Under One Roof

Scottish Letting Day 2024



Under One Roof

Scotland's only charity providing free, impartial information on repairs, maintenance, and retrofit for tenement flat owner-occupiers, landlords, and housing professionals in Scotland

underoneroof.scot

What is a tenement?

- Defined in Section 26 of Tenements (Scotland) Act 2004 as:
 - ...a building or part of a building which comprises two or more related flats, at least two of which: are designed to be in separate ownership; and are divided from each other horizontally...
 - Cottage flat or 4 in a block
 - Converted villa
 - High-rise multi-storey flats

It does not cover detached, semi-detached, terraced or townhouse properties



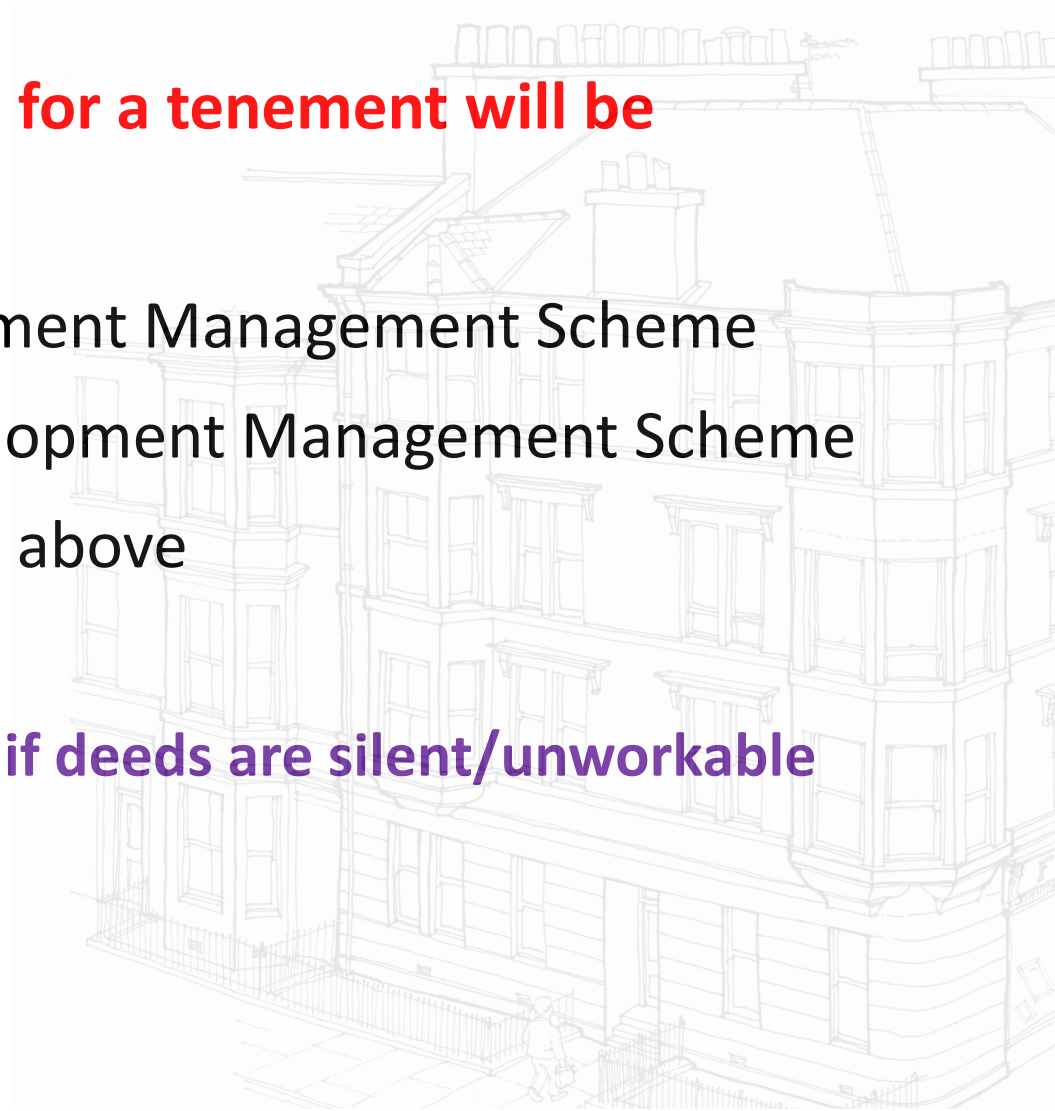
Legal management position

The relevant management scheme for a tenement will be

1. operate to the rules set out in the titles
2. operate to the rules set out in the Tenement Management Scheme
3. operate to the rules set out in the Development Management Scheme
4. operate under a combination of 1 and 2 above

The Tenement Management Scheme can be used if deeds are silent/unworkable

OR all owners agree it as an alternative

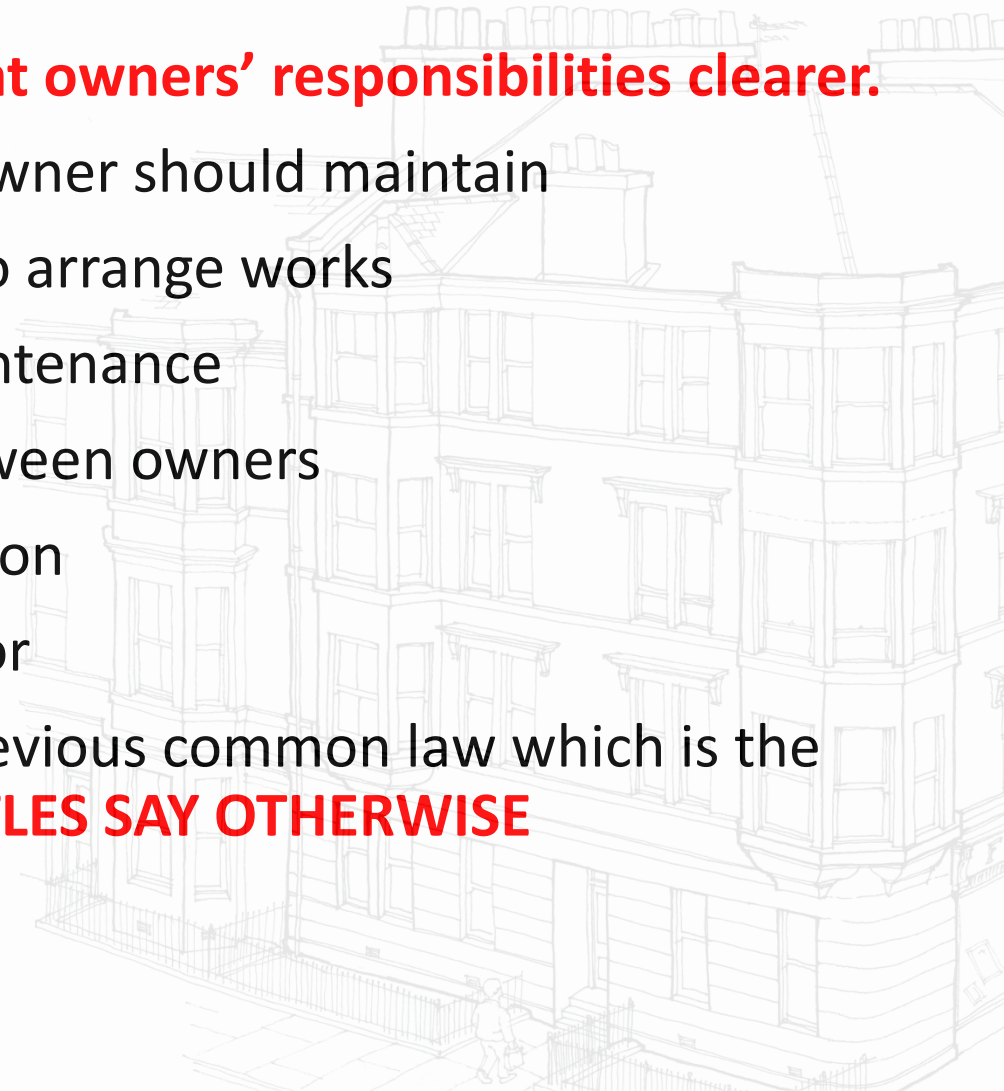


Tenement Management Scheme

The Tenement Management Scheme helps make flat owners' responsibilities clearer.

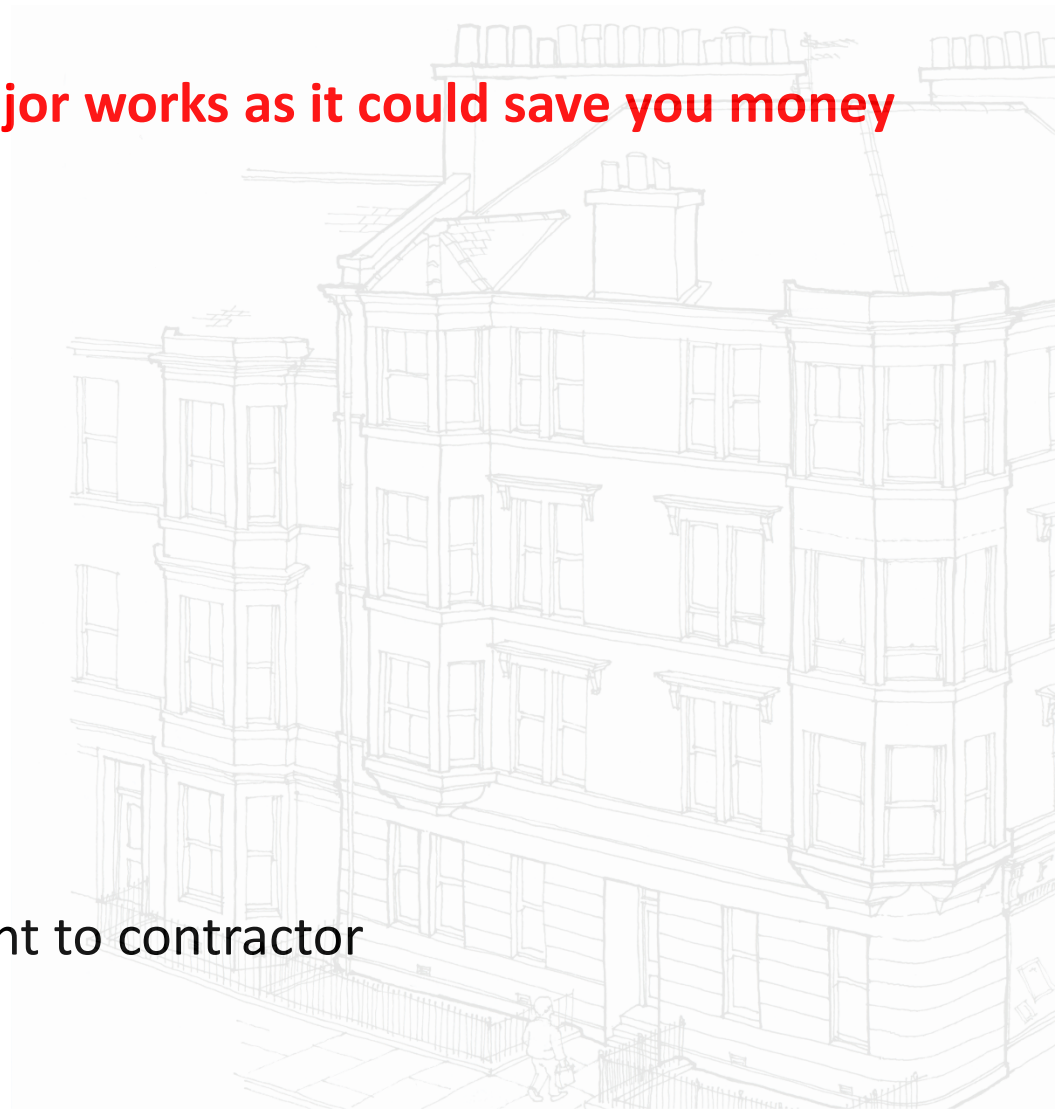
- Lists the common parts of the tenement every owner should maintain
- Explains what counts as maintenance and how to arrange works
- Tells you how to come to agreements about maintenance
- Tells you how maintenance costs are shared between owners
- Can make amends to any previous scheme decision
- Can appoint or dismiss a property manager/factor

The 2004 Act did change one major aspect of the previous common law which is the roof is now a shared responsibility – **UNLESS THE TITLES SAY OTHERWISE**



Organising works

- Identify repairs - **consider professional advice for major works as it could save you money**
- Inform owners and reach decisions
- Get competitive quotes
- Final agreement from owners to proceed
- Advance payments made
- Sign contract with contractor
- Deal with any on-site issues during work progress
- Sign off completed works
- Owners pay required balances and make final payment to contractor



Proper procedures

Procedures

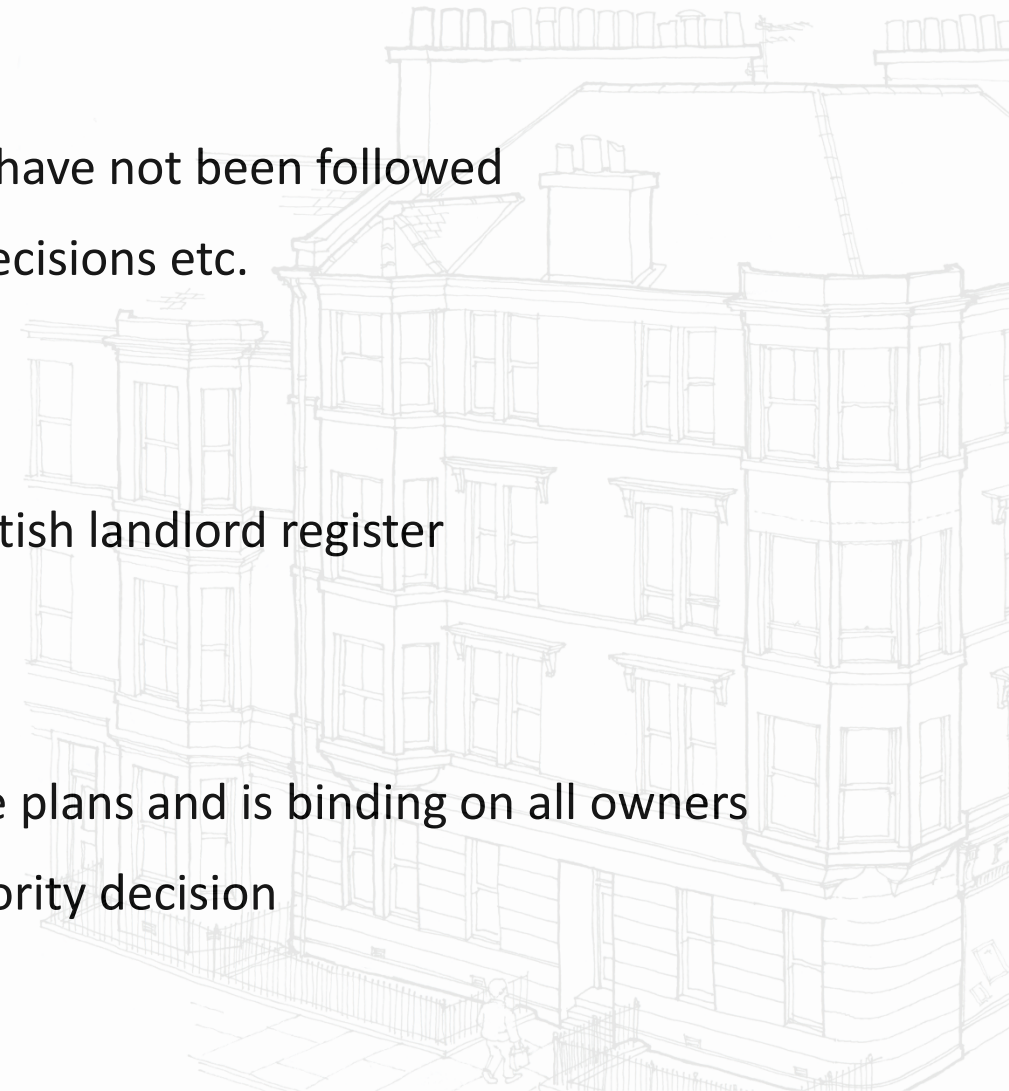
- An owner can appeal against decisions if proper procedures have not been followed
- Everything must be recorded in writing - agenda, minutes, decisions etc.

Tracing owners and landlords

- Owners - Registers of Scotland
- Landlords - local authority landlord registration team or Scottish landlord register

Voting

- There is one vote per flat (including jointly-owned flats)
- A majority decision is required to progress with maintenance plans and is binding on all owners
- A tied decision (e.g. 4 out of 8 owners agreeing) is not a majority decision



Enforcing repairs

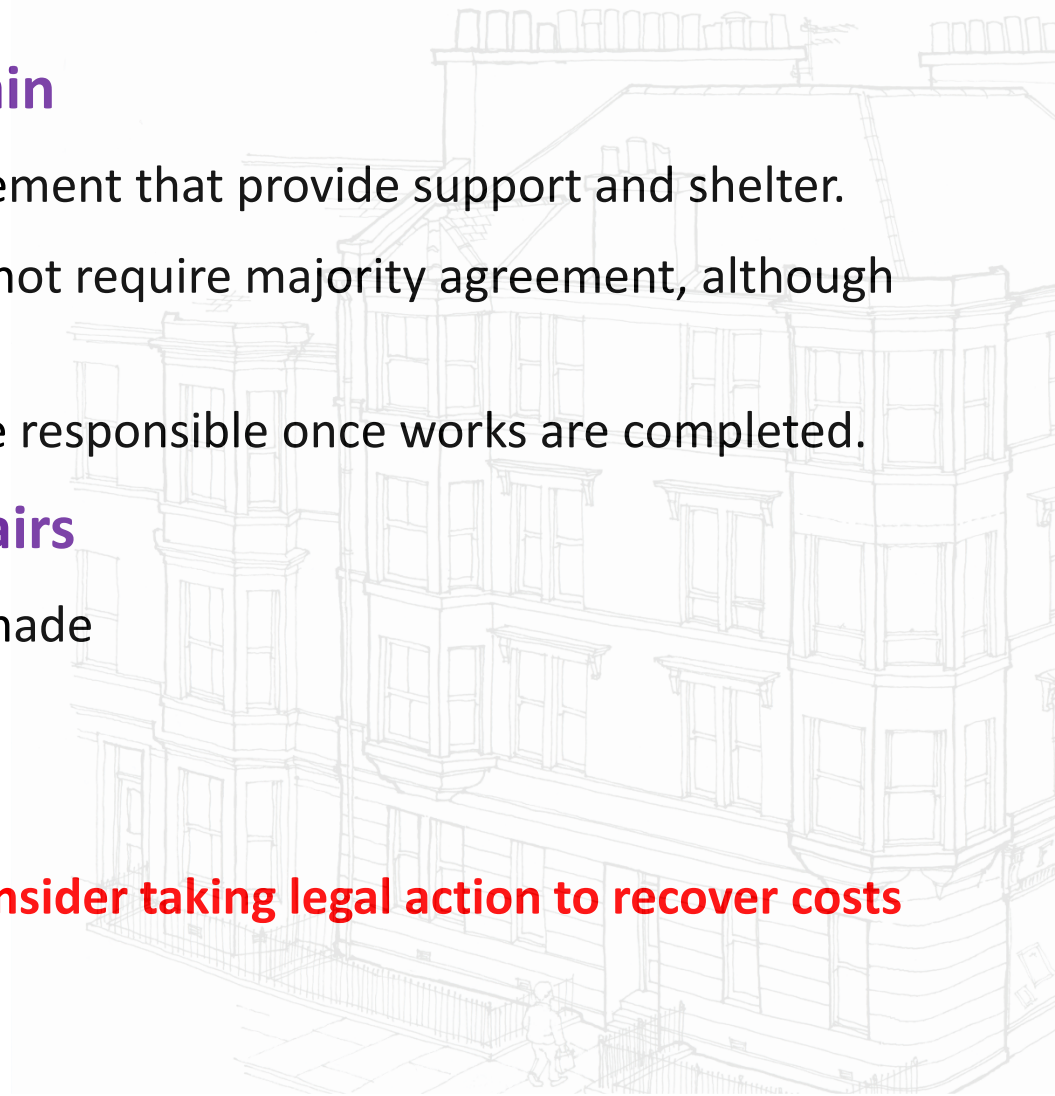
Duty to maintain

- Every owner has a duty to maintain the parts of the tenement that provide support and shelter.
- This duty can be enforced by affected owners and does not require majority agreement, although this should be sought wherever possible.
- No obligation on other owners to pay upfront but can be responsible once works are completed.

Emergency repairs

- Repairs which cannot wait for a scheme decision to be made
- Are required to prevent damage to building
- Are in interests of health and safety

If fellow owners do not pay their share, then you can consider taking legal action to recover costs



Non-payers

If an owner is unable to pay, they should contact Citizens Advice and/or Money Advice Centres for financial advice and support

Where an owner refuses to pay, the options are:

- Contact your council who may use 'Missing Shares' but there are rules attached
- Proceed to instruct the repair, settle the bill and then invoice the owner
- Consider sending owner a 'Letter of intent to sue'
- Raise a payment action in the Sheriff Court to recover payment from the owner – Simple Procedure (if share is less than £5000)
- Split the bill between the owners willing to pay – divide by 7 rather than 8

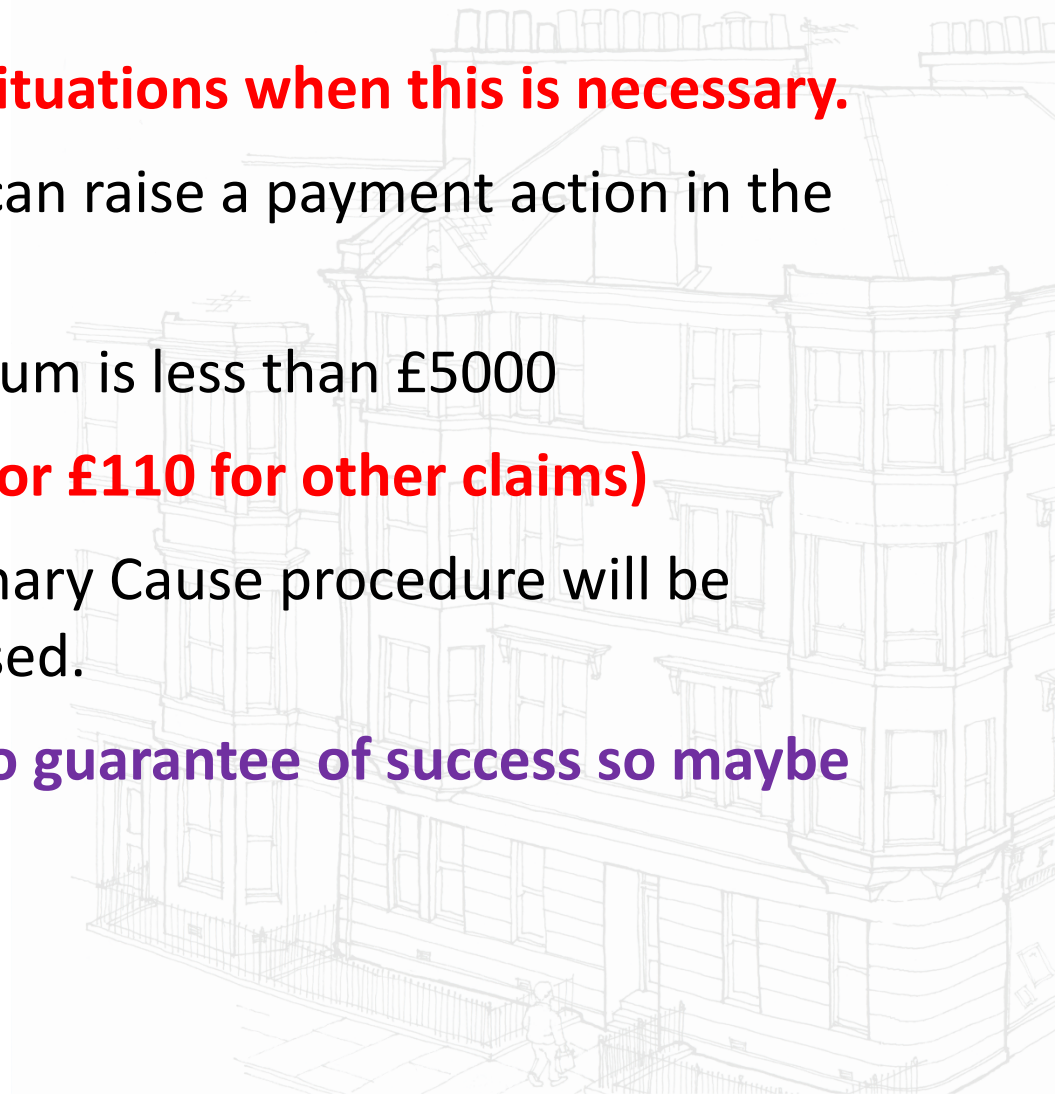
Legal action

No one likes to take legal action but there are situations when this is necessary.

For example, where an owner refuses to pay, you can raise a payment action in the Sheriff Court to recover payment from the owner

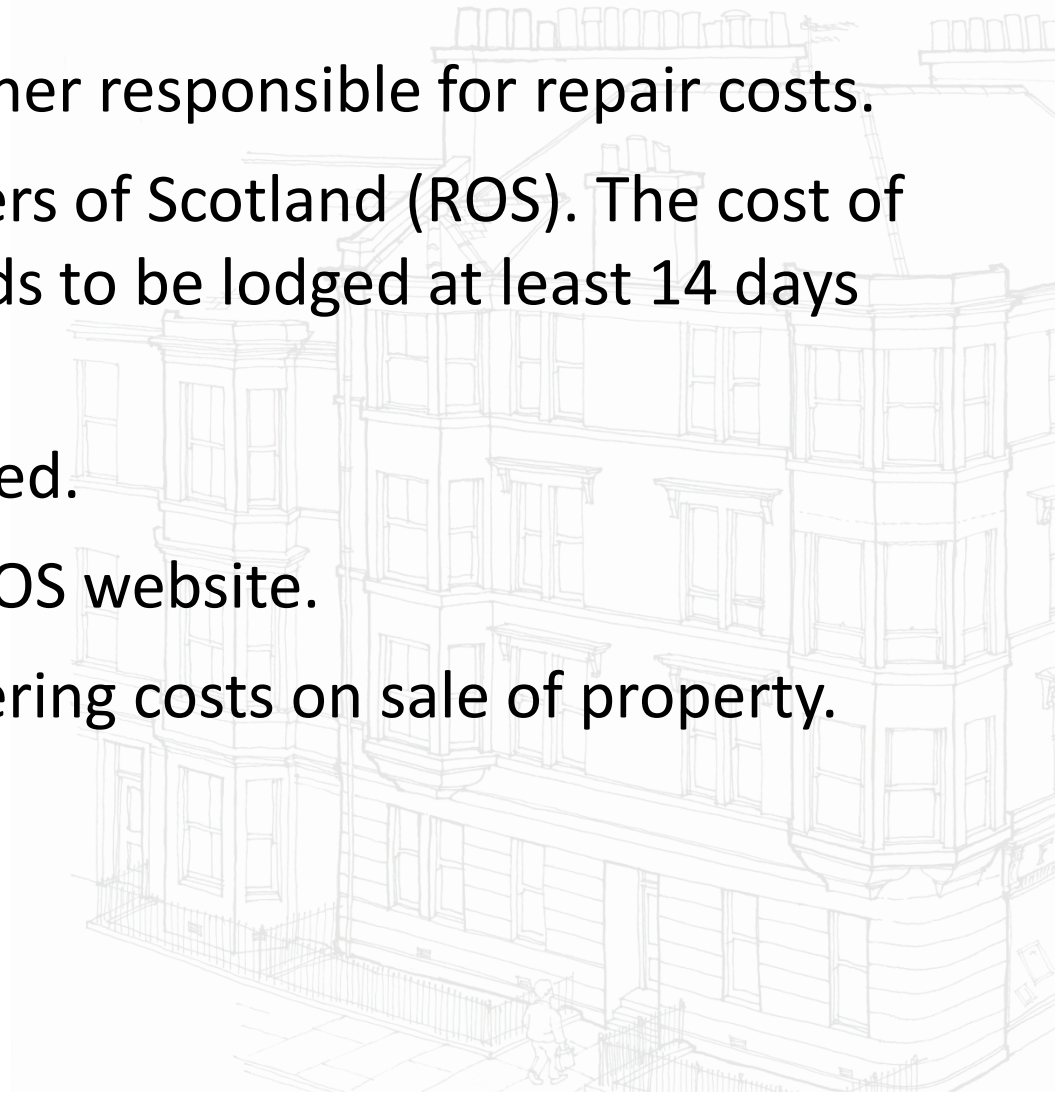
- Simple Procedure - if the outstanding sum is less than £5000
(costs £20 if claim is less than £300 or £110 for other claims)
- If the sum is over £5000, then the Ordinary Cause procedure will be raised, and the use of a solicitor is advised.

It can be a lengthy process and expensive, with no guarantee of success so maybe consider community mediation schemes



Notice of potential liability

- This notice makes the selling owner/new owner responsible for repair costs.
- You need to serve this notice through Registers of Scotland (ROS). The cost of registering the notice is £80 per flat and needs to be lodged at least 14 days before the sale takes place.
- The notice lasts for 3 years but can be renewed.
- You can check if notice has been served on ROS website.
- Factors can use this notice as a way of recovering costs on sale of property.



How can Under One Roof help?

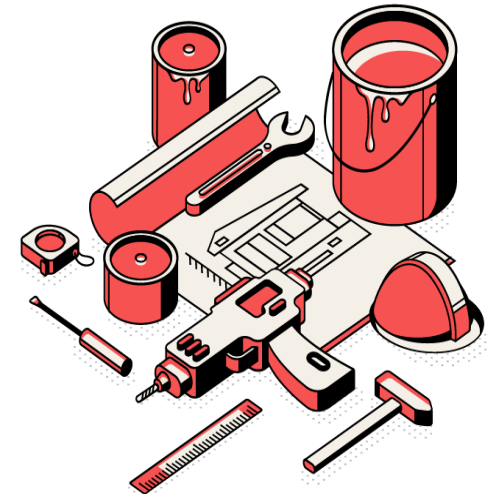


Informative articles on our website

Enquiry service - 'Ask the Expert'

Upcoming events calendar

www.underoneroof.scot



Feedback





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Organising common repairs in flats – an overview

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Scottish Letting Day

Lunch is now served in the exhibition area

Speaker programme resumes at 13.20

Please visit our exhibitors' stands

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Novoville Shared Repairs – a technology solution for landlords’ and agencies’ common repairs duties

Louis Dailencourt

Novoville Shared Repairs

Scottish Letting Day 2024

Revolutionising communal repairs

Welcome to a groundbreaking initiative in property management. We are building local ecosystems for repair, maintenance, and retrofit. Our innovative approach empowers landlords and property managers to efficiently manage communal areas in privately owned tenements.





novoville

shared repairs

global
Fair & Comfort
We can change the story of climate change.

TK-MAXX

SPORTS DIRECT.COM

Card Factory
One Below.

HMV

Argyle Street
ST ENOCH

- BLAIRHOLM CROSS
- WILKIE STREET
- Argyle Street Station
- MERCHANT CITY
- Eastside of Museum Ave
- George Square
- City Chambers
- Queen Street Station



ESPRESSO BAR

TOPSHOP



The challenge: “How can we use **technology** to manage the property condition of **communal areas** in privately owned **tenements**?”

Partnering for success

Strategic alliances

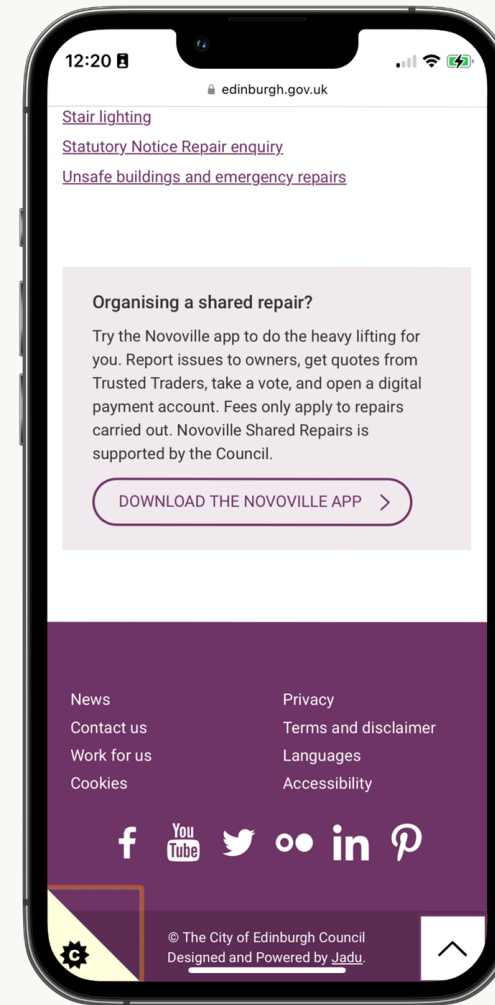
We have partnered with key local councils across Scotland

Scotland-wide reach

Making the app available to all of Scotland, bringing innovation to every corner.

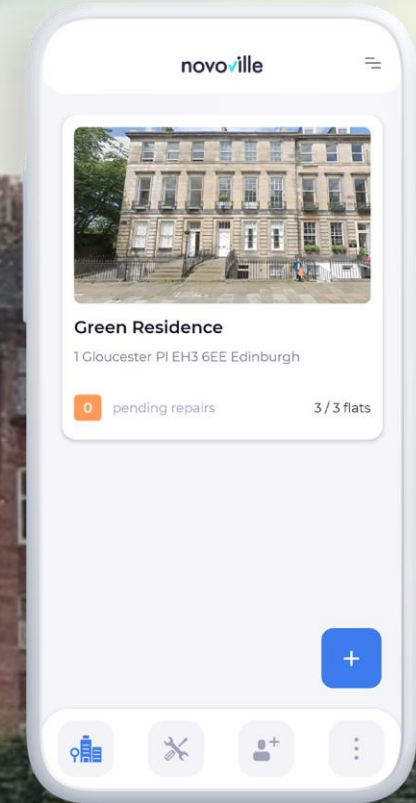
Tenement focus

Solving the unique challenges of tenement owners in repair and maintaining their properties



Introducing the Novoville Shared Repairs app

The app that helps you **organise** and **implement** a **shared repair/maintenance** within your **tenement**



What can the app do for you?

1

Payment account creation

directly in the app, **dedicated** to the repairs and maintenance of the tenement block.

2

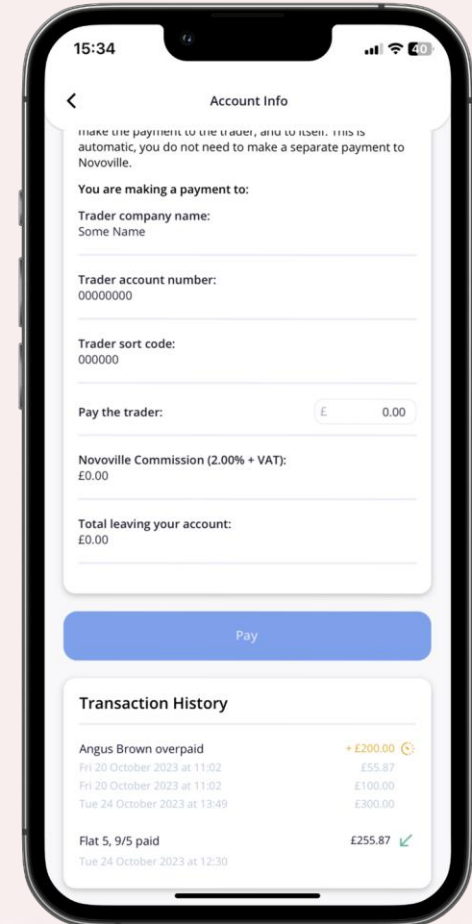
Easy financial tracking and transparency

See all transactions related to the repairs of your tenement and provide full transparency for all owners/landlords

3

Trader invitations

Seamlessly invite council vetted traders to provide quotes directly through the app.



What can the app do for you?

4

Invite fellow owner/landlords

to have the same visibility and to lead on different repairs.

5

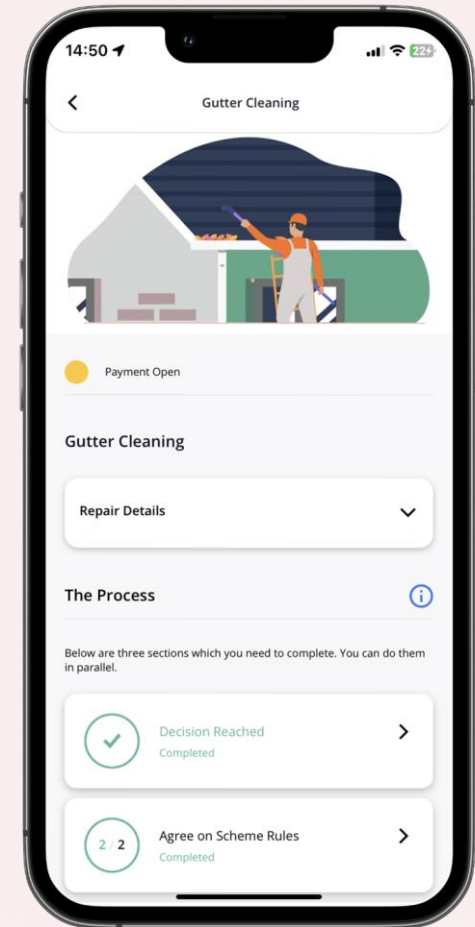
Dedicated space to discuss

Use the discussion board to discuss any building related matters with fellow owners.

6

Save time

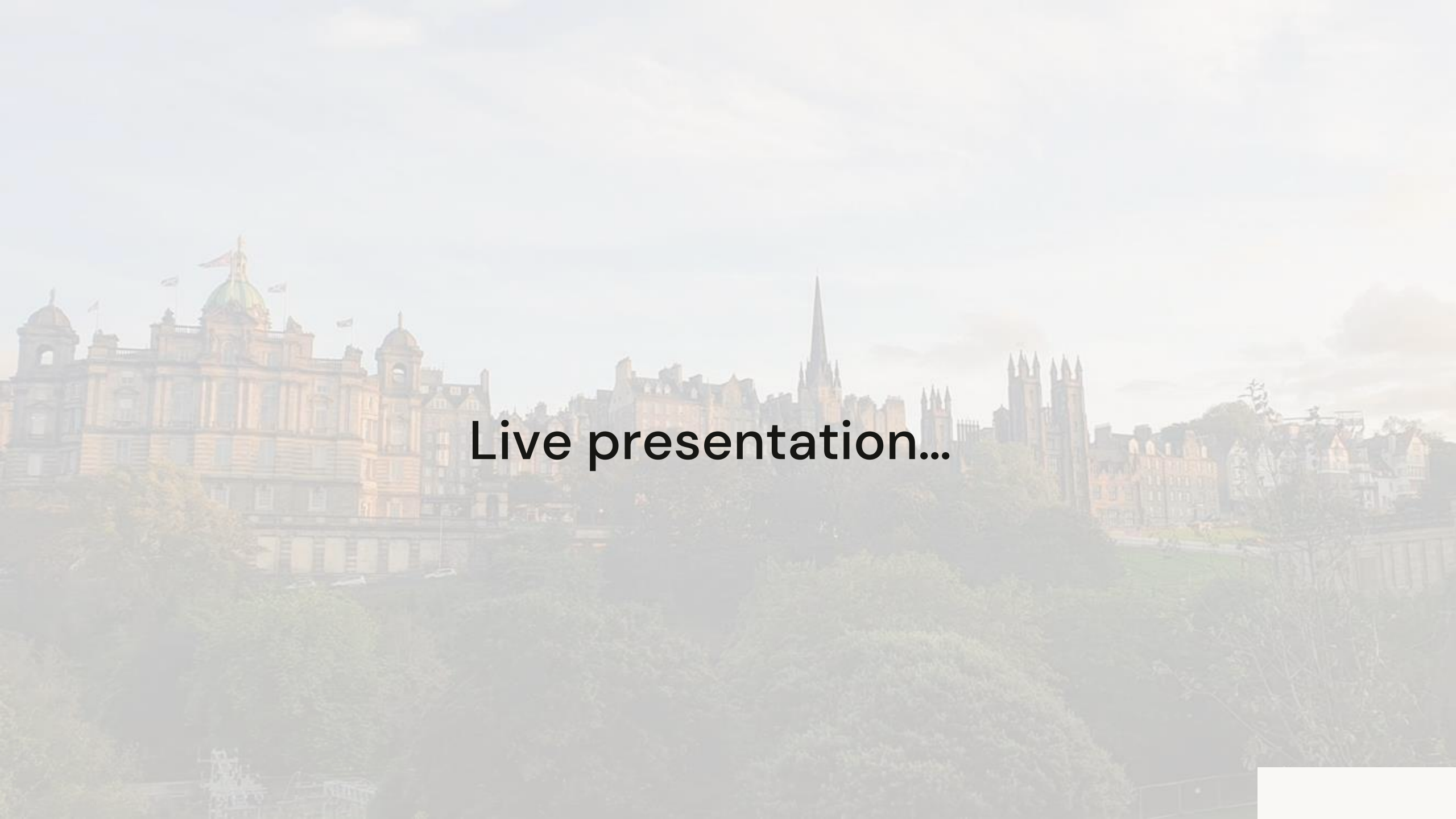
As the app streamlines the entire process, it will save you loads of time to focus on things other than shared repairs



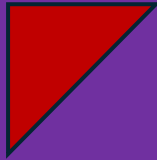


Common questions

- Not everybody in my block uses smartphones, can I use the app?
Yes, you can use it.
- Can we use our own trades?
Yes, you can use any trade you like.
- Is there a fee to use the service? How is it paid?
Yes, there is a fee that is paid automatically.
- Can we use the payment account as a sinking fund?
Yes, you can.
- Can my agent do things on my behalf?
Yes, they can.



Live presentation...



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Novoville Shared Repairs – a technology solution for landlords' and agencies' common repairs duties

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Sessions now available to attend

Presidents 2

Buy-to-let market panel discussion

Presidents 1

EPC - energy performance confusion

Moncrieff

Talking Deposits LIVE

Cap & Thistle (current room)

Private renting - then and now

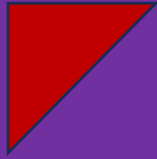
Centenary

Customer service circus – juggling property management with a smile

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Private renting - then and now

John Boyle

Rettie

Scottish Letting Day 2024

Private Renting in Scotland

Then and now

Scottish Letting Day
19th November 2024

Dr John Boyle
Rettie



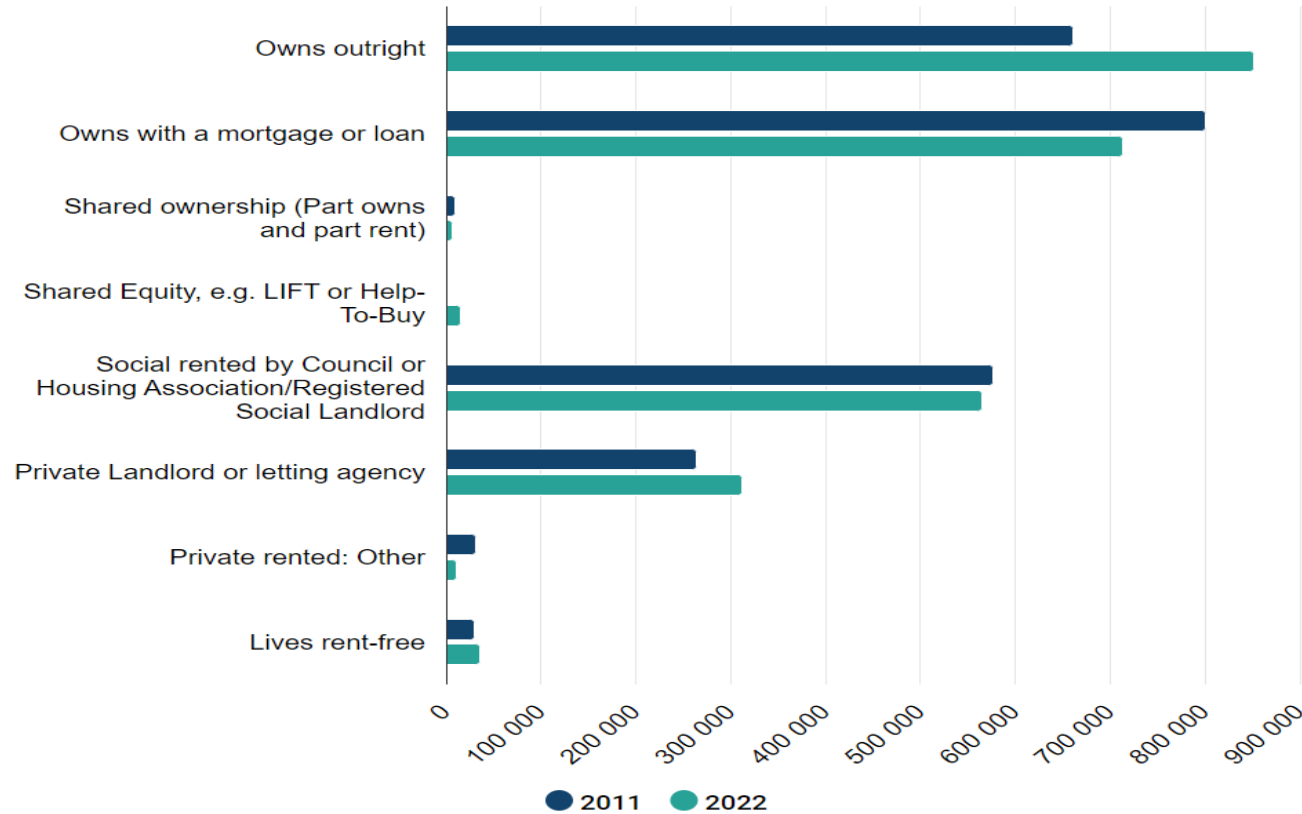
Census year changes



A rising PRS between census years

Figure 1: The number of households that own outright increased compared to the previous census

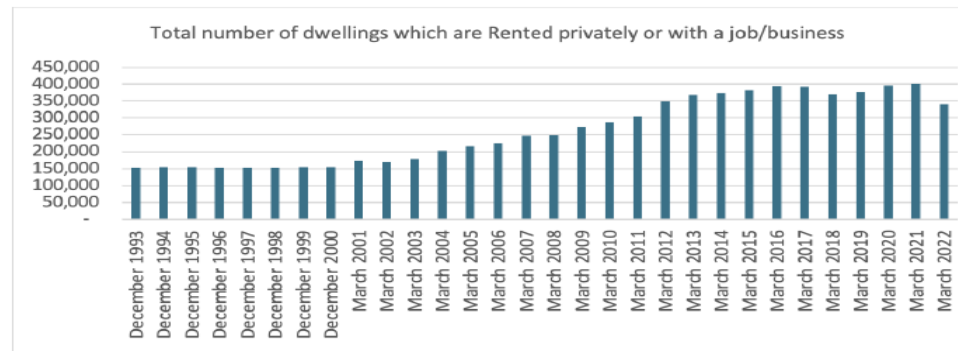
Number of households by household tenure, 2011 - 2022, Scotland



Source: Scottish Government

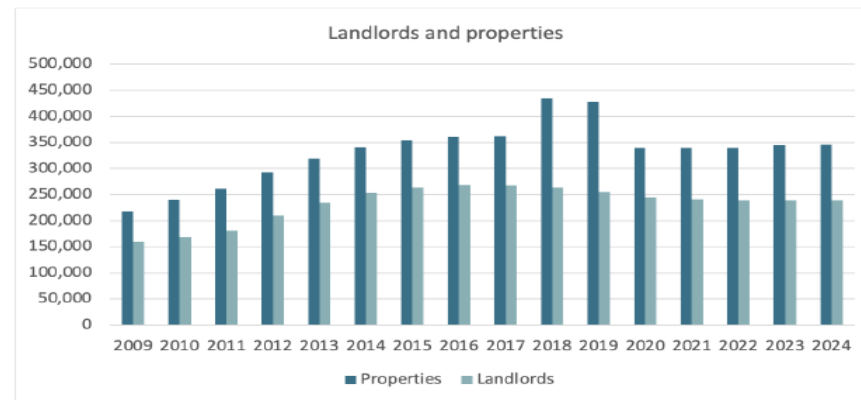
But also change within this period

Figure 1: Stock by tenure over time (Scottish Government estimates)



Source: <https://www.gov.scot/publications/housing-statistics-stock-by-tenure/>

Figure 2: Trends in landlords and properties from the LRD

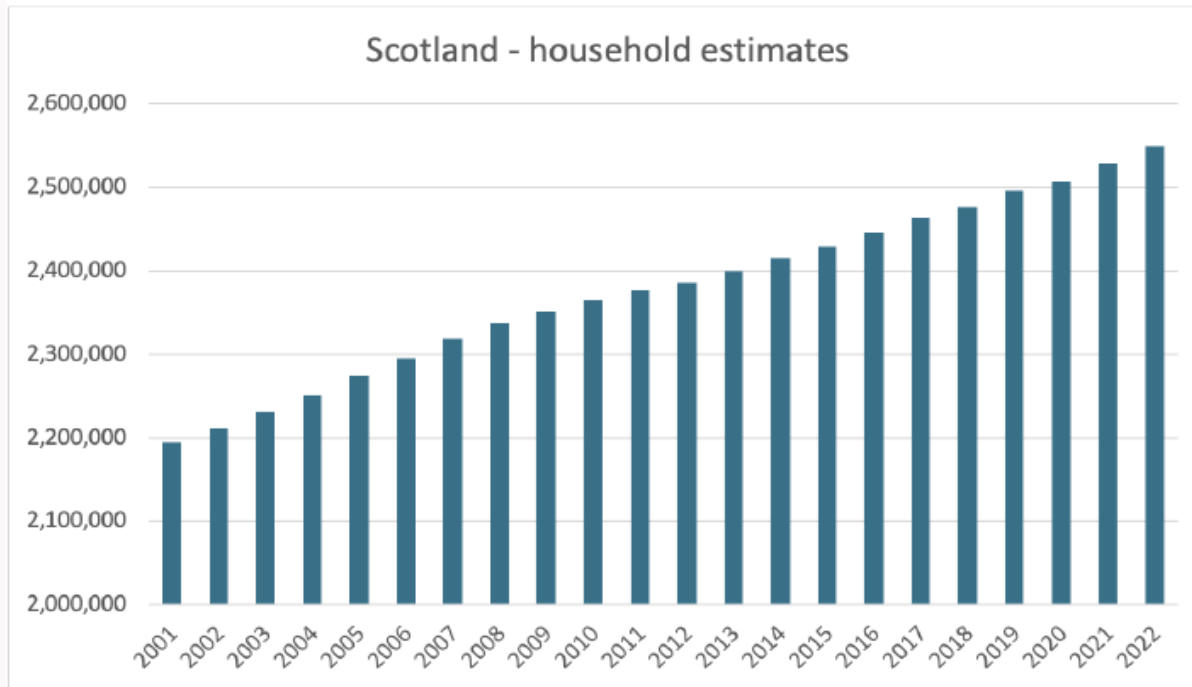


Source: <https://www.parliament.scot/chamber-and-committees/questions-and-answers/question?ref=S6W-11061>

Source: Scottish Government

At a time of rising demand

Figure 7: Household estimates over time



Source: <https://www.nrscotland.gov.uk/statistics-and-data/statistics/statistics-by-theme/households/household-estimates/2022>.

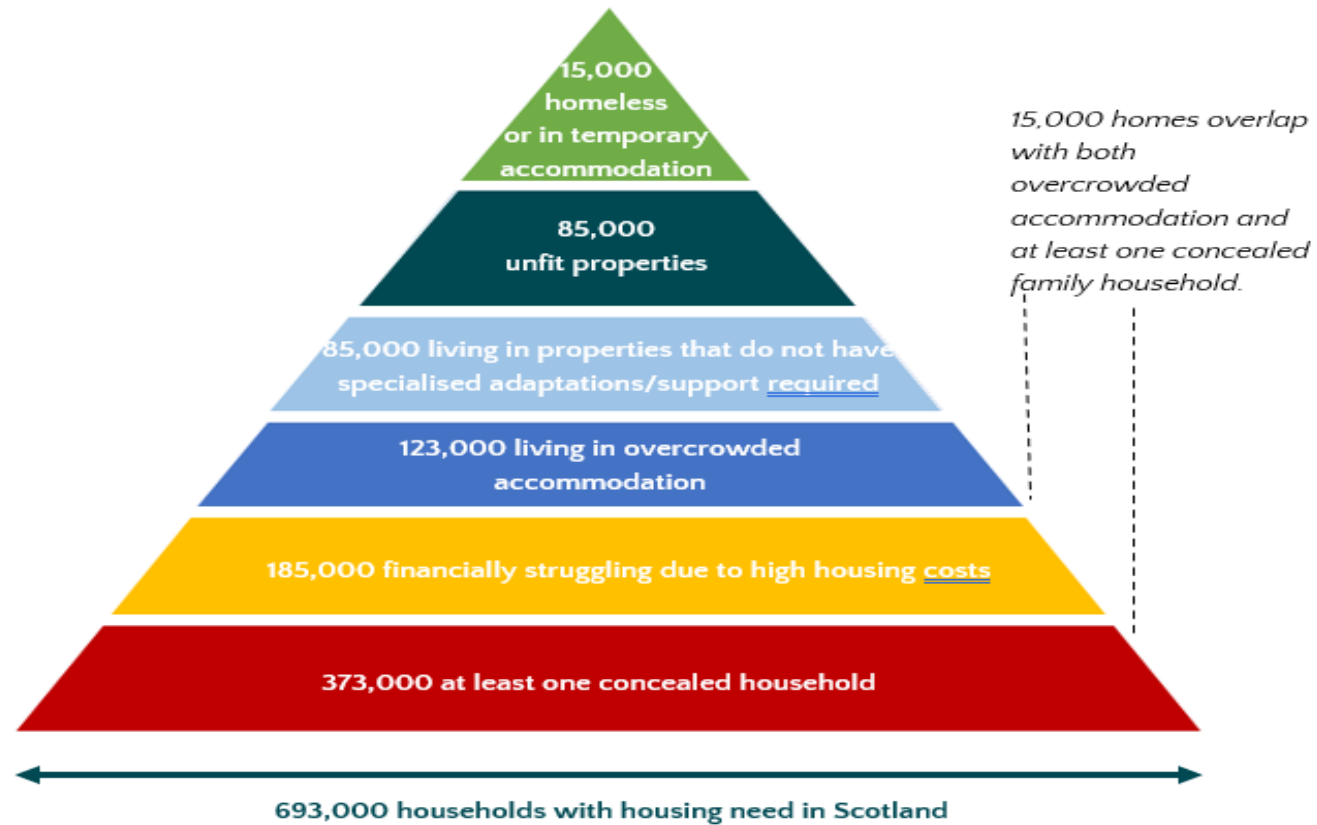
Source: NRS

A crisis of availability and affordability



Scotland's housing needs crisis

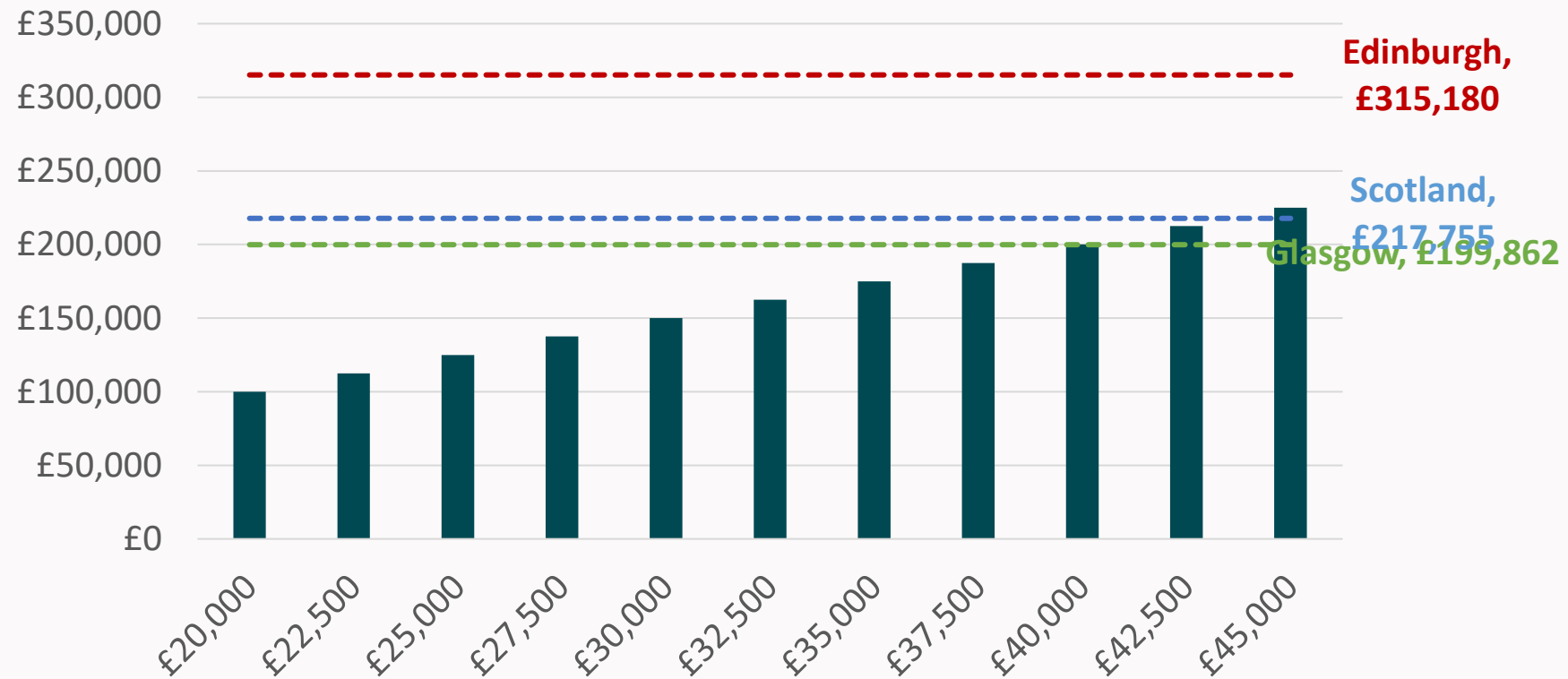
Figure 1: Summary of estimates of existing housing need in Scotland



Source: Diffley Partnership/Rettie & Co

Home ownership is becoming out of reach for many

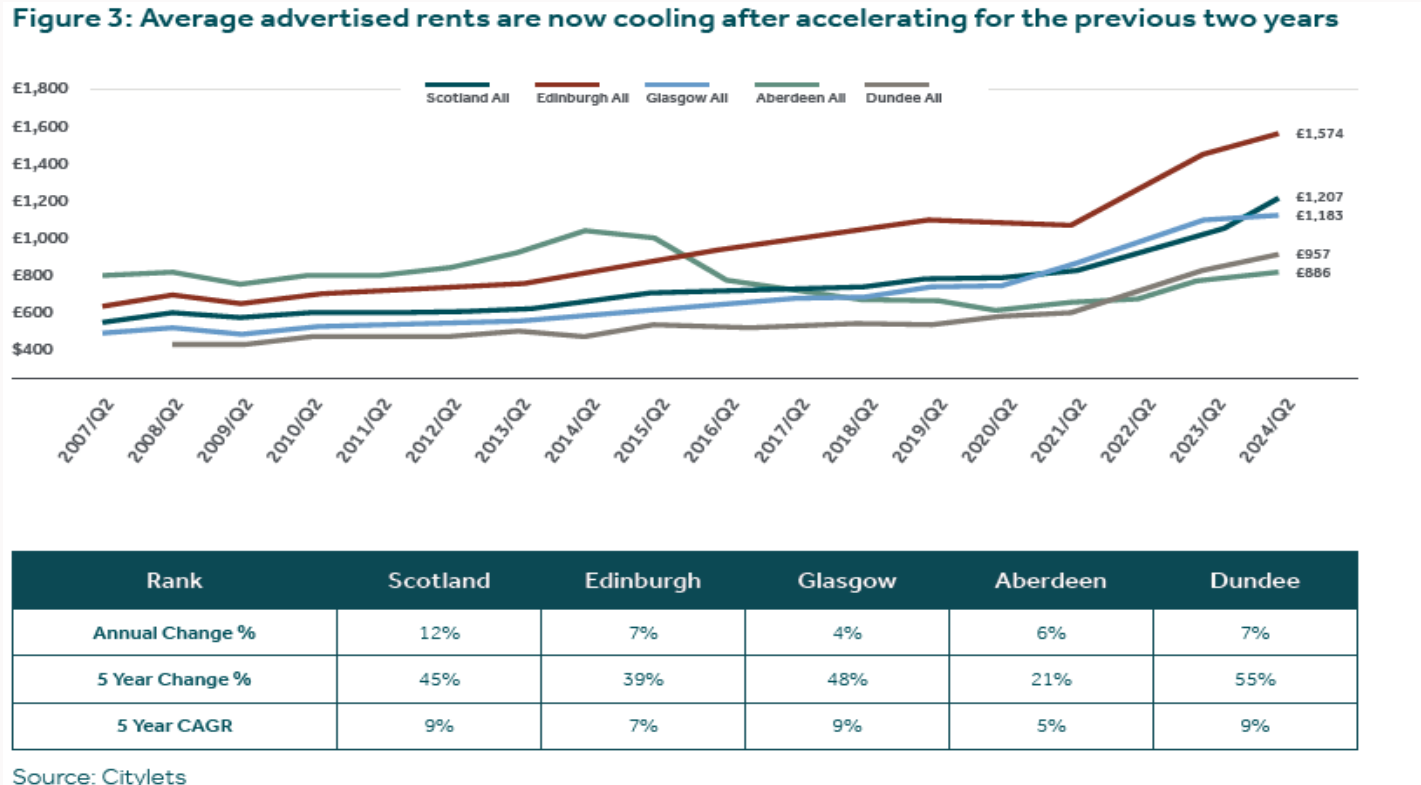
Estimated buying power by salary assuming 4.5 times income and 90% LTV



Source: Rettie & Co, Registers of Scotland

Average advertised rents have soared across Scotland

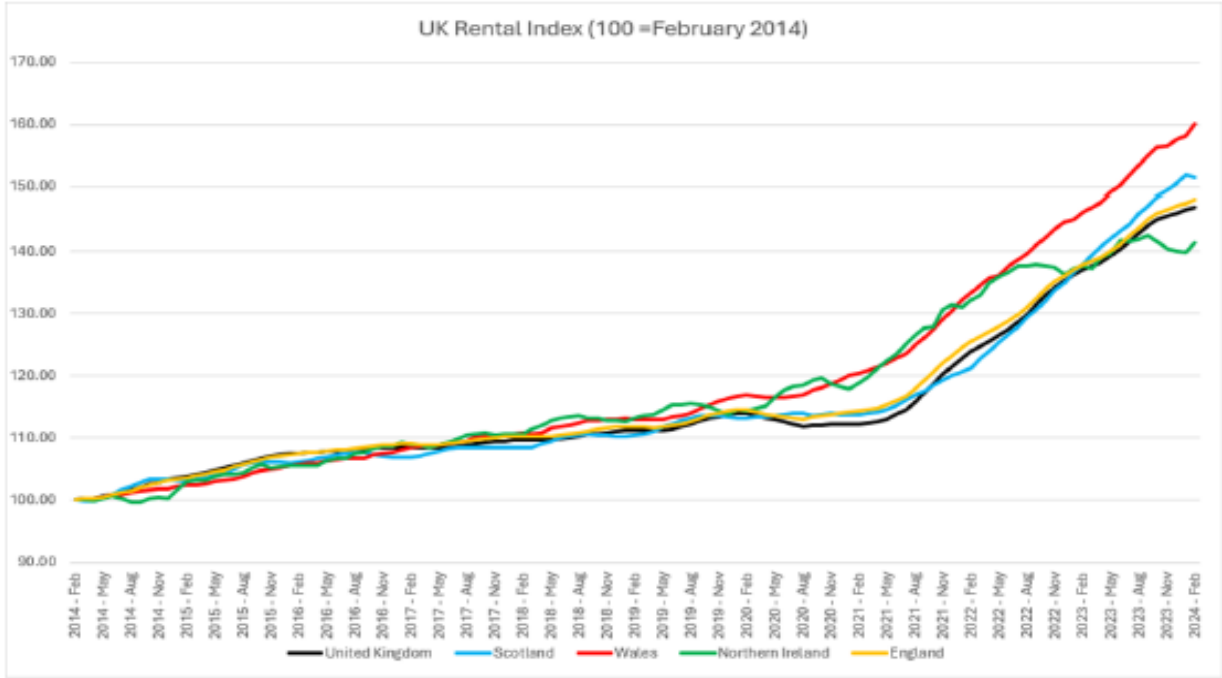
Average Advertised Rents in Scotland and Main Cities, 2007-24



This is higher than in the UK generally

Index of Zoopla Rents in UK Countries, 2014-24

Figure 15: Zoopla data on rent increases by country

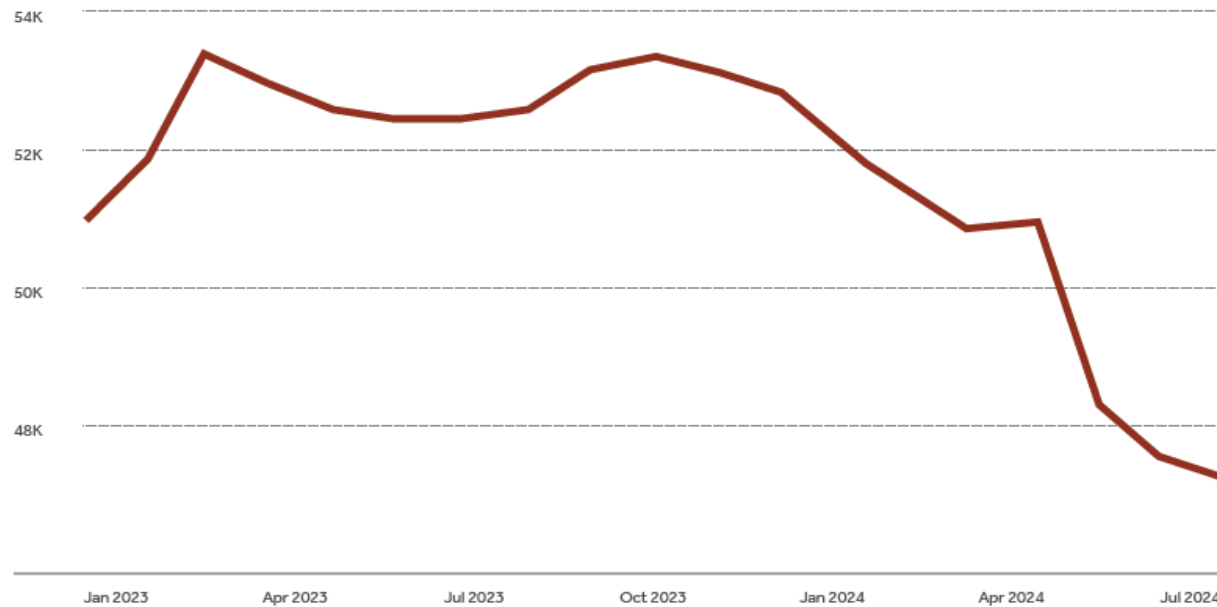


Source: Zoopla

New listings have slumped

12-Month Rolling Count of Listings in Scotland, 2023-24

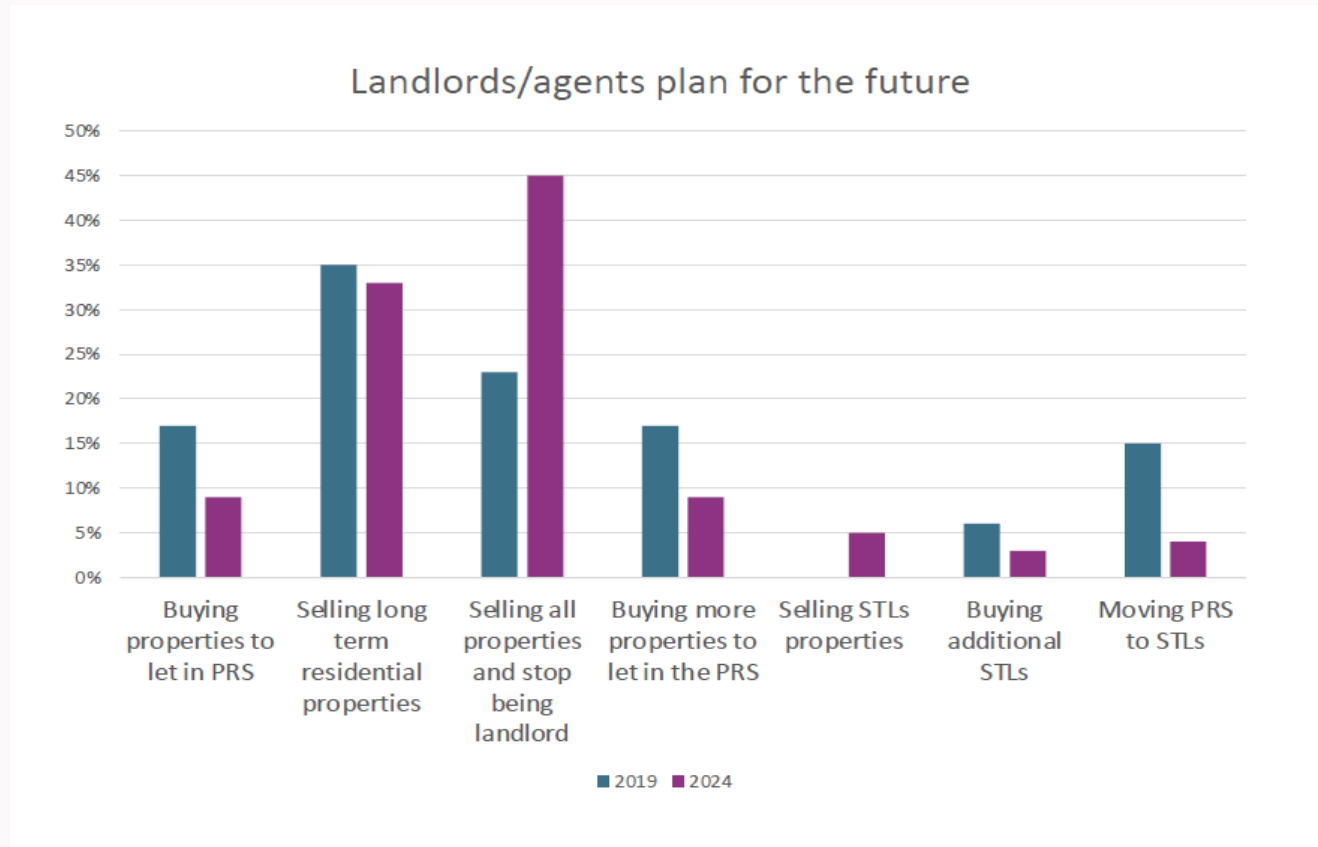
Figure 4: The 12-month rolling count of listings in Scotland continues to track down



Source: Rightmove

Landlord confidence is in decline

Landlord Future Plans, 2029 vs 2024



Source: Nationwide Foundation

Can institutional investment be part of the solution?



Build to rent (BTR) pipeline and operating locations

BTR National Pipeline



Source: Rettie & Co



Fundamentals are strong



Recent Colliers report on top locations for residential investment in UK has Edinburgh and Glasgow in first and second positions

Source: Colliers

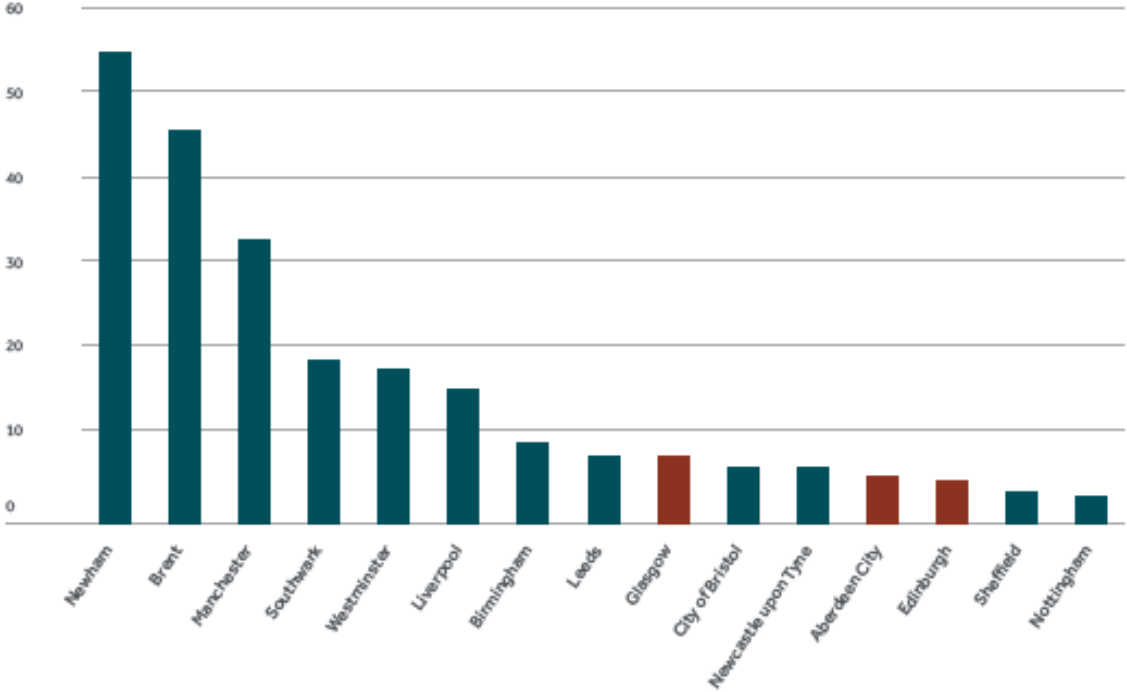
But performance is weak



Figure 1: BTR delivery is lagging in Scotland's main cities

Completed BTR Units Per 1,000 Households

Source: Rettie



Source: Rettie & Co

Conclusion



**WE NEED TO DO STUFF TO
BOOST SUPPLY AND NOT DO
STUFF TO REDUCE SUPPLY!**

Contact john.boyle@rettie.co.uk

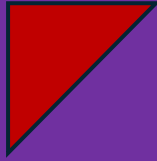


Dr John Boyle MRICS
Director, research and strategy

John leads the Rettie & Co Research Team, providing a cutting-edge research and consultancy function that informs clients on sales, lettings, investment and development opportunities and their viability, as well as providing analysis of where property markets are at and likely to be going. John has built up a wealth of experience from involvement at all stages of property projects, from small-scale developments through to major master-planned schemes of new towns and suburbs. John works for all major house builders in Scotland, the Scottish Government, many local authorities, RSLs and investors. John sits on the Homes for Scotland's Policy Advisory Group and is a member of the Royal Institution of Chartered Surveyors and the Society of Property Researchers.



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Private renting – then and now

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Refreshments are served in the exhibition area

Speaker programme resumes at 15.30 in Presidents 1 and 2

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Conference and exhibition 19 November 2024

Final speaker session of the day in Presidents 1 and 2 – SAL podcast LIVE

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