



Scottish Letting Day 2025



Scottish Letting Day Moncrieff slides

Conference and exhibition 21 October 2025

Conference partner:



Conference sponsors:





Scottish Letting Day 2025



Welcome and introduction

John Blackwood

Scottish Association of Landlords

Scottish Letting Day 2025



Scottish Letting Day 2025



Getting the best start to your tenancy

Elspeth Boyle, *Landlord Accreditation Scotland*

Sarahjane McKeown, *SafeDeposits Scotland*

Scottish Letting Day 2025

Setting up for success

An in-conversation session with

Elspeth Boyle

Director



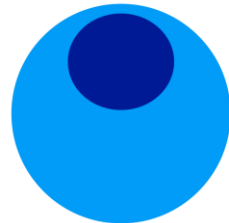
LAS

LANDLORD
ACCREDITATION
SCOTLAND

&

Sarahjane McKeown

Customer operations manager



**SAFE
DEPOSITS
SCOTLAND**



Why we are here

Getting the details
right at the start =
smoother endings

Reduce disputes,
protect
relationships, save
time

“What starts well,
ends well.”

Where it often goes wrong



LACK OF CLEAR
EVIDENCE (NO PHOTOS,
NO INVENTORY)



INCONSISTENT
DOCUMENTATION



AMBIGUITY AROUND
'CONDITION' AND
'CLEANLINESS'



TENANT/LANDLORD
MISUNDERSTANDINGS

Why the beginning matters

“If you don’t record it at the start, you can’t claim it at the end.” – SafeDeposits Scotland

The beginning sets the tone for fairness and clarity.

Attention to detail in practice



DO: TAKE DATED,
HIGH-QUALITY
PHOTOS



DO: RECORD
CONDITION, NOT
JUST CONTENTS



DO: GET TENANT
SIGN-OFF EARLY



DO: USE
STANDARD
TEMPLATES



DON'T: RELY ON
MEMORY OR
VAGUE TERMS
(**'CLEAN', 'GOOD'**)

Clarity = Confidence

Documentation
does not create
mistrust—it builds it
on solid ground.

Clear records create
trust and reduce
emotion at the end
of a tenancy.

The cost of missing detail



LOST DEDUCTIONS (NO
SUPPORTING EVIDENCE)



STRAINED LANDLORD–
TENANT RELATIONSHIPS



TIME-CONSUMING
DISPUTES



REPUTATIONAL DAMAGE

Pro tips for getting it right

Use a
professional
inventory clerk

Take clear,
dated photos

Get tenant
agreement
early

Communicate
expectations
clearly

Review your
process
regularly

Use digital
tools for
consistency

Would your process stand up to scrutiny?

If a dispute arose tomorrow, would your records tell the full story?

Reflect on your start-of-tenancy process and where detail could be improved.

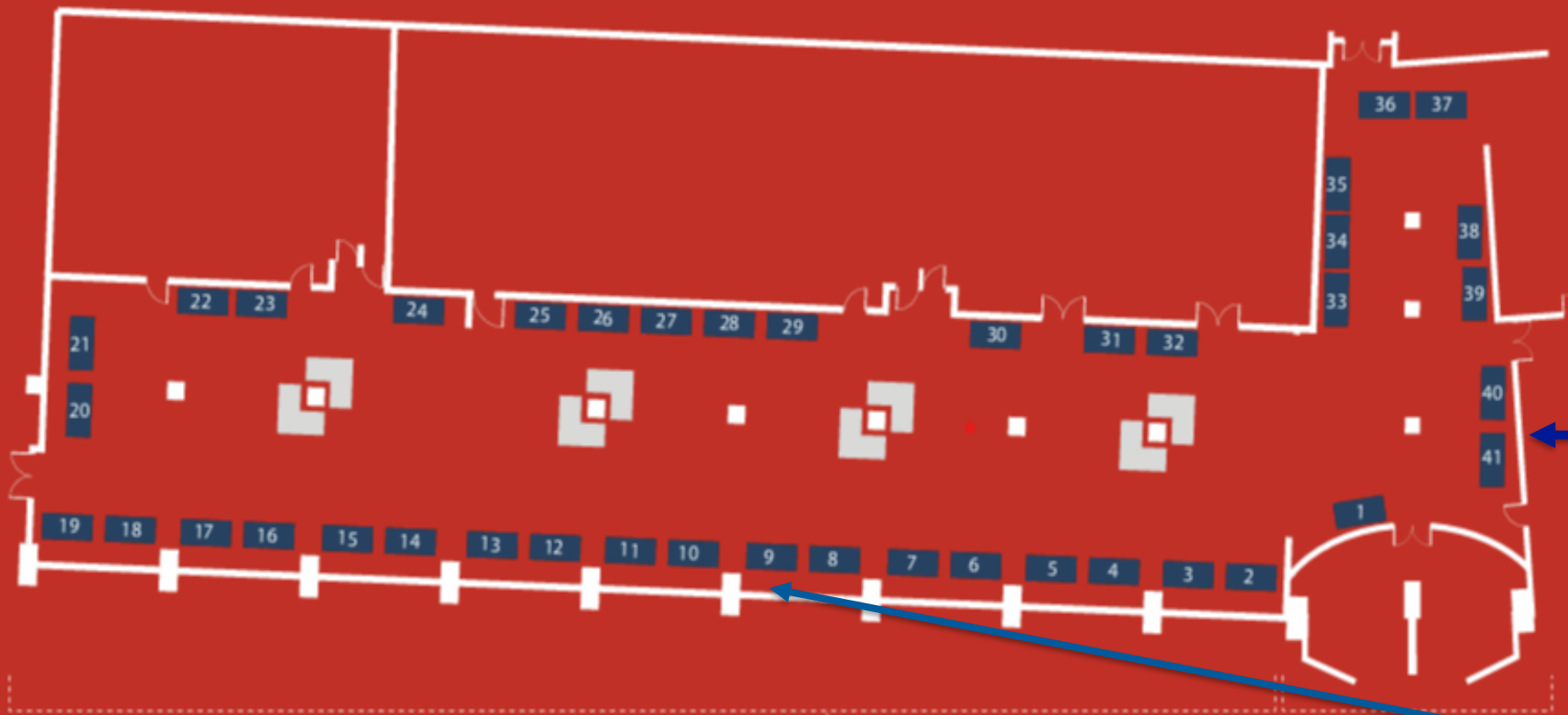
Get it right at the start

and.....
the end will take care of itself.

SPEAKER ROOMS:
Moncrieff, Cap & Thistle
Centenary



SPEAKER ROOMS:
PRESIDENT'S 1
PRESIDENT'S 2



Exhibitors buffet/coffee stations

**THISTLE
SUITE**

**CENTRE SECTION
ENTRANCE**

Happy
to chat





Scottish Letting Day 2025



Sessions now available to attend

Presidents 2

Making sense of Making Tax Digital

Presidents 1

Lettings landscape – unpacking the Scottish market in 2025

Moncrieff (current room)

Talking Deposits LIVE

Cap & Thistle

UniHomes in Scotland – 1 year on

Centenary

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

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Talking Deposits LIVE

Frankie Bishop

Sarahjane McKeown

David Morgan

SafeDeposits Scotland

Scottish Letting Day 2025



TALKING DEPOSITS

LIVE

with



SAFE
DEPOSITS &
SCOTLAND



SAL
SCOTTISH
ASSOCIATION
OF LANDLORDS



Scottish Letting Day 2025



Sessions now available to attend

Presidents 2

Passing the keys – future-proofing your property wealth

Presidents 1

PRS legal update – a round up of all the legislation due to be introduced in the private rented sector over the next few years

Moncrieff (current room)

Buy-to-let market panel discussion

Cap & Thistle

Rent arrears in Scotland (*PayProp*) - (11.30 – 11.50)
The future of renting in Scotland – tackling the supply crisis together (*Logan Property*) - (11.55 – 12.15)

Centenary

Paperwork matters – a First-tier Tribunal preparation guide for landlords and agents

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Buy-to-let market panel discussion

Doug Hall, *3mc*

Scott Callaghan, *The Mortgage Lender*

Louisa Sedgwick, *Paragon Bank*

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Buy-to-let market panel discussion

Doug Hall - director - 3mc

Scott Callaghan – lending operations director - The Mortgage Lender

Louisa Sedgwick – managing director mortgages - Paragon Bank





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Scottish Letting Day

Lunch is now served in the exhibition area

Speaker programme resumes at 13.25

Please visit our exhibitors' stands

Conference partner:



Conference sponsors:





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Tweet #LettingDay

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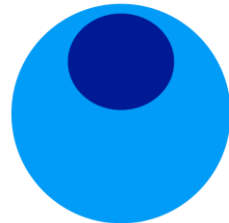


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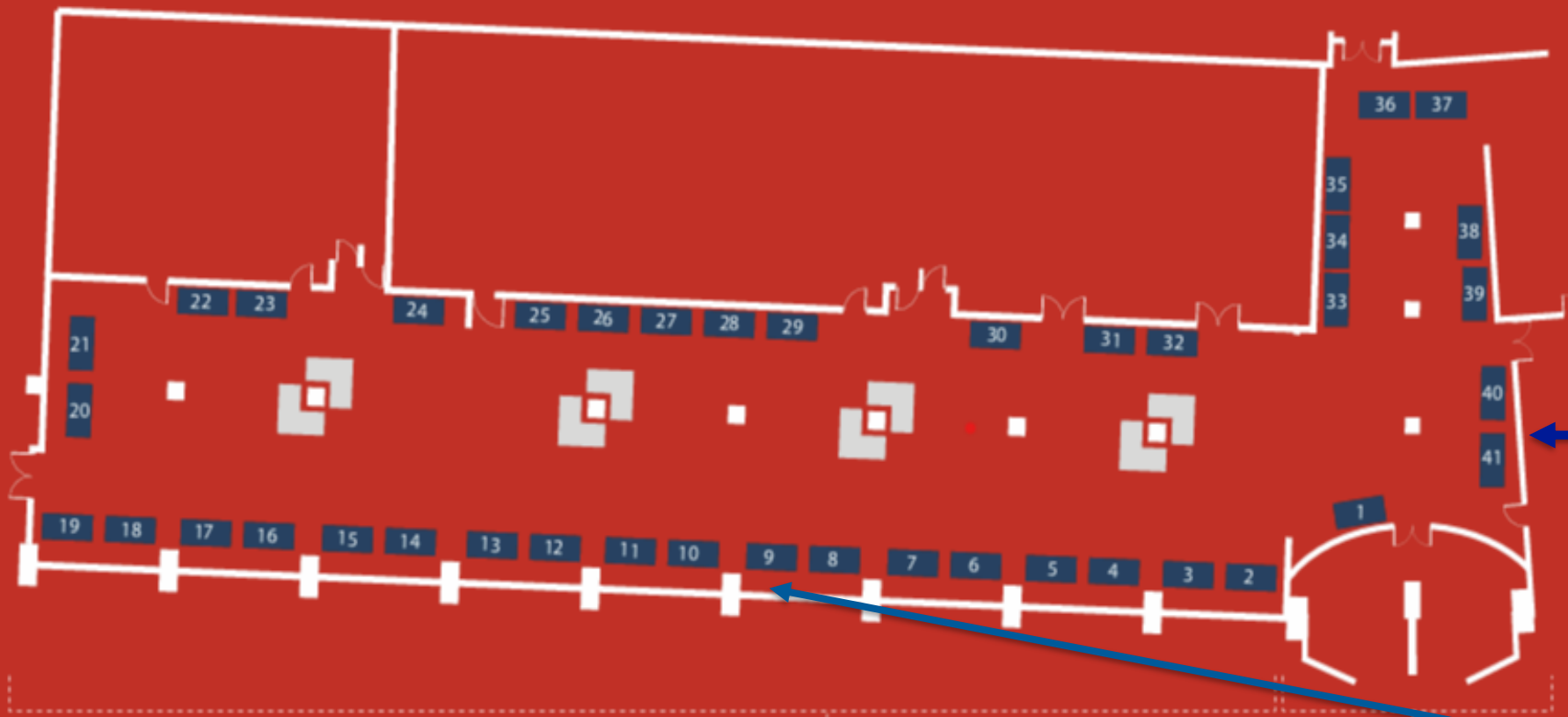
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Presidents 1

Making sense of Making Tax Digital

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Buy-to-let market panel discussion

Cap & Thistle

Lettings landscape – unpacking the Scottish market in 2025

Centenary

Step-by-step – issuing rent increase notices the right way



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Refreshments are served in the exhibition area

Speaker programme resumes at 15.20 in Presidents 1 and 2

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Conference sponsors:





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Final speaker session of the day in Presidents 1 and 2 – Conference
debate special

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