



We Manage  
You Grow





# Welcome

## A guide to Guaranteed Rent and Property Management

### Introduction

Welcome to our essential guide that aims to provide a comprehensive understanding of the services offered by Nexi Property. We will walk you through the processes of Guaranteed Rent and property management, ensuring you are well-informed every step of the way.

This guide will introduce you to the various service and strategy options available when you choose Nexi Property, catering to your unique needs and preferences.

We will outline specific requirements and regulations to ensure a smooth and compliant experience. Feel free to explore the guide to discover how Nexi Property can be your trusted partner in managing and maximising the potential of your property.

### Who we are

Welcome to Nexi Property, a boutique agency operated by a dedicated family team. We take pride in offering efficient property management solutions that cater to corporate clients, allowing seamless portfolio expansion with a hands-off approach.

Our team's experience, knowledge, and unwavering commitment to exceptional customer service provide the utmost confidence and tranquillity for landlords and letting agents.

With Nexi Property, you can expect a distinctive alternative to traditional property lettings, providing certainty and peace of mind in every aspect of our collaboration.



### Our Core Values

As we continue to grow, our key values have contributed to our previous success, operational strategy and expansion plans. Given our industry experience, we know what the market offers and we aim to distinguish our offering through unrivalled service levels and expertise.

- Transparent and Ethical
- Client Centric
- Accountable
- Family First

### Meet the Directors

#### Bobin

Finance is my bread and butter. Having worked at one of the Big 4 accounting firms with construction and property clients, rest assured that we will make your money work hard, and not you.



#### Taaran

A trained software engineer from the world of IT means that all our operational woes are dealt with at the drop of a hat. Finding new innovations to keep us ahead of the market is what we do best.







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# Guaranteed Rent

## Explained

### Introduction

Our team of knowledgeable experts has meticulously crafted a guaranteed rent scheme to eliminate risk and alleviate worry for landlords and letting agents. With our commitment to maintaining high quality standards and our strong business foundation, we offer unbeatable service and ensure complete peace of mind throughout the entire process.

Our dedicated lettings and property management teams are here to support landlords of all types, whether you're a new landlord, accidental landlord, or an experienced landlord with a substantial portfolio. With our proven track record, extensive experience and deep local knowledge, we are here to help!



Free Cosmetic Refurbishments



Stress-free Experience



24/7 Maintenance



No Additional Fees



Dedicated Property Manager



No Void Periods



Rent upfront & Guaranteed



Purchase Options





# Guaranteed Rent

## Our process



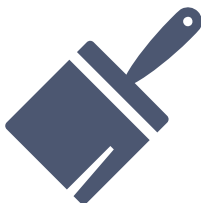
### Understand your requirements

- You no longer live in the UK
- You're time poor
- You want to be more 'hands-off' with your property
- You want more financial security
- Difficulty finding tenants



### Viewings & Contractual Agreements

- Nexi come and view your property to assess viability
- Come to a mutual agreement for length of tenure – which usually ranges from 3-7 years long
- Come to a mutual agreement on your guaranteed monthly payments from us – importantly, with NO VOID PERIODS



### Refurbs

- Whether it be just a fresh lick of paint throughout the property, or internal structural work; we want to ensure the property is of the highest possible standard
- It is our guarantee then when it comes to the end of the tenure, your property will be handed back in the same (if not better!) condition then when we acquired it
- We make it a priority to ensure all the safety regulations are adhered to and are set up appropriately



### Marketing & Advertising

- We ensure the property is marketing on all the major platforms to gain as much reach as possible
- We pride ourselves on our vetting process – making sure that we have the right tenants
- There is no additional cost to you with marketing and advertising! We deal with all M&A costs



### End of tenancy

- It is our promise that a thorough inspection is made of the property; cross checking against the inventory taken at the beginning of the tenancy, to make sure the property is left in the same, if not better condition than when the tenancy was taken out
- At the end of every contract (between Nexi and you) there is an opportunity for you to sell your property to us – should you want the ultimate hand-off life, to enjoy the funds from the sale



# Guaranteed Rent

## Cost benefits of Nexi Property vs letting agents

### How much will I receive?

The monthly amount quoted by high street estate agents is not what is received in your bank account at the end of each month and even more so at the end of the year, with various 'hidden' and 'unexpected' costs which creep into the mix!

They vary from set up costs to monthly deductions to yearly charges. If you breakdown that cost over a monthly basis the real revenue received will be significantly lower.

We have created an example below of what this could mean for you based on a typical £4,000 a month rental quote.

Nexi Property on the other hand offers a fixed and guaranteed monthly price so you can forecast your exact cashflow.



Description	Letting Agent (PCM)	Nexi Property (PCM)
Quoted Total	£4,000	£3,750
Management Fees (12%)	(£480)	£0
Contract Renewals	(£20)	£0
General Repairs (7.5%)	(£200)	£0
Inventory Check In / Out	(£25)	£0
Void Period (3 weeks)	(£250)	£0
Professional cleaning fees	(£22)	£0
Actual Amount Received	£3,003	£3,750



# Refurbishment Options

Getting your property up to and above the industry standards

## Introduction

The good old saying of don't judge a book by its cover, unfortunately doesn't work here. The appearance of your property will be one of the first key drivers for gaining tenant interest.

We strive to get all our properties up to or above the industry standard of letting, this will allow us to maximise potential monthly rental yield.

As part of our service offering, we provide three levels of refurbishment options for all properties, catering to all potential monetary investments.



Service/appliance inclusion	No Contribution Required	50% Contribution Required	100% Contribution Required
Marketing & Advertising	X		
Accompanied Viewings	X		
Tenant Referencing	X		
Tenancy Agreement	X		
Security Deposit	X		
Inventory Check	X		
Interior Paint	X		
Soft Furnishings (lamps, coffee tables etc)	X		
White Goods (fridge, washing machine etc)		X	
Flooring – Carpet, wood etc		X	
Plumbing & electrical issues			X
Interior & structural alterations			X
External works (structural, repair etc)			X



# Management Service

Offering dynamic & collaborative solutions to our landlords

## Tailored for you

At Nexi Property we understand that not one shoe fits all, that is why we have created an alternative service that allows us to offer our highly engaged landlords a maximum upside by choosing us as their management agent.

## Serviced Accommodation Full Management

With our management service we charge a 20% management fee based on the profit per month\*. This service allows the landlord to maximise profitability without the hassle of overseeing everyday operations.

Nexi Property will:

- Provide Guest Amenities - We'll prepare your home in advance to create a premium experience for guests, providing hotel-style linen, towels and toiletries during their stay.
- Offer Guest services - Our Guest Services team will manage all guest requirements during their stay, promptly handling any enquiries so the Landlord can enjoy their time in peace.
- Dedicated in-house property management - Our team is on hand to assist guests with queries during their stay. To ensure the utmost care of your home, we employ our own in-house team of maintenance staff, housekeeping supervisors and property managers.
- Multi-channel Marketing - A professional photoshoot will be arranged to capture your home in the best possible light. Once you've approved your listing, we'll market your property to global audiences via various channels and use the relationships we have with corporate companies. Our team will also keep you informed of potential media opportunities to further showcase your home.
- Expert pricing and revenue management – With our tailor-made revenue management approach, our team can provide expert pricing advice and insight on how to maximise your annual rental income throughout the year.

In this scenario the landlord is obliged to cover all operational & maintenance costs. However, Nexi Property will ensure it all gets executed on time and to perfection so that maximum revenue is achieved.

\* Profit per month is calculated based on Revenue less operational costs.

Based on 90% occupancy rate

Profit	Landlord	Nexi
Op Cost	(£3,600)	(£0)
Revenue	£9,500	£0
Profit	£4,720	£1,180

Guaranteed Rent offers £3,750 per month. This option returns £970 more.

Based on 60% occupancy rate

Loss	Landlord	Nexi
Op Cost	(£2,300)	(£0)
Revenue	£6,500	£0
Profit	£3,360	£840

Guaranteed Rent offers £3,750 per month. This option returns £390 less.





# Property Management

Ensuring your property is kept to the highest standard

## Introduction

At Nexi, we have a dedicated team ready to address maintenance matters, supervise essential repairs, and manage contractor payments. Our paramount objective is to uphold the property's condition on your behalf, akin to its initial letting state, accounting for natural wear and tear. When suitable, we'll offer suggestions for potential enhancements to draw high calibre and suitable tenants.

Unless you specify preferred contractors, we will revert to our little black book of tried, tested and dependable contractors renowned for their credibility, skilled craftsmanship, and competitive rates. We like to refer to these as our Power Team.



What we Offer	How It Works
Inventories	We will arrange and inventory of everything within your property when tenants arrive and when they leave. We will always ensure photographs are taken to protect you and the tenant alike.
Utility Bills & Council Tax	We will ensure there is a smooth transition and transfer of utilities and payment of all utility bills.
Day-to-day Management	We take care of any necessary repairs and maintenance to be carried out by our Power Team, ensuring the best quality at the most competitive rate.
24/7	24 hour emergency repairs and services to keep peace of mind for you and tenants.
Legislation	The legal world can be a scary and overwhelming, so we can offer advice on legislation and legal compliance.
Refurb & interior design	First impressions count! If your property is presented well, it will not only achieve a higher rent but will also attract a better tenant. We pride ourselves on having the best interior decorating team in the business, with no budget too small.



# Safety Regulations

The handy check-list of legal requirement within your property

## Introduction

At Nexi, we believe we have a duty of care to ensure that we have supplied details to all the recommended regulations required for letting out your property.

Whilst there may seem as though there are a lot certificates and regulations to abide by, we have to remember that they are there for a reason; to not only keep your property safe, but you and the tenants safe!

## Safety Checklist



The Furniture & Furnishings (Fire Safety) Regulations



Electrical Equipment (Safety) Regulations 1994



Gas Safety (Installation and Use) Regulations 1998



The Plugs and Sockets etc (Safety) Regulations 1994



Buildings and contents insurance



Carbon Monoxide and Smoke Detectors



Part P of Building Regulations January 2005



# Safety Regulations

The handy check-list of legal requirement within your property



## Energy Performance Certificate\*

Landlords are legally required to provide tenants with an Energy Performance Certificate, which should be obtained before marketing commences. We can arrange for this to be carried out. We also often meet landlords who are unaware of the Landlord's Energy Savings Allowance (LESA). This allows landlords to offset the cost of installing energy saving measures, including loft, cavity wall and floor insulation, against income tax up to a value of £1,500.

## Gas Safety (Installation and Use) Regulations 1998\*

A landlord must ensure that all gas appliances and installations at the property remain safe at all times and are checked for safety at least once every 12 months by a Gas Safe engineer, and a Gas Safety certificate issued. If a certificate is not issued, or the property fails the safety check, a tenant cannot move into or remain in the property until the problem has been rectified and the certificate issued.

## The Furniture & Furnishings (Fire Safety) Regulations

These apply to all upholstery and upholstered furniture supplied by a landlord and all relevant items must carry the appropriate safety label. Any non-compliant furniture must be removed from the property.

## Electrical Equipment (Safety) Regulations 1994

These regulations apply to all landlords who let accommodation which contains electrical equipment. The requirement is for all electrical equipment to be safe. Although there is no mandatory requirement for equipment to be checked by a qualified electrician, we do recommend annual safety checks of all electrical appliances by a suitably qualified professional as well as providing instruction books for the user where appropriate.





# Safety Regulations

The handy check-list of legal requirement within your property



## The Plugs and Sockets (Safety) Regulations 1994

These regulations require any plug, socket or adapter which is intended for domestic use to comply with the appropriate current standard (BS1363) or approved alternatives, and that plugs are fitted with a fuse that conforms to the appropriate current standard (BS1362).

## Buildings and Contents Insurance

Your property must have adequate buildings insurance and your insurers must be notified that the property is to be rented out. We recommend that landlord's contents insurance is in place to cover your own fixtures, fittings and any white goods and furniture.

## Carbon Monoxide and Smoke Detectors

Landlords are required by law to install a working smoke detector on each floor of their property and a carbon monoxide monitor in any room with a solid fuel burning appliance, such as wood burner, open fire or Aga.

## Part P of Building Regulations January 2005

Any electrical work carried out in homes and gardens should follow the rules set out in Part P of the building regulations to ensure compliance with the law. These rules are designed to ensure that electrical work is safe. Work that is subject to the provisions of Part P will need to be carried out and approved by an appropriately qualified electrician, or notified to the local authority and inspected by the local authority building control service.





# Attracting Tenants

## Our effective marketing techniques

### Introduction

We understand that in order to achieve the highest rental income possible for our landlords, we must ensure exceptional marketing and presentation of all our properties are achieved.

With this objective in mind, we have a dedicated team who will build a unique and fully comprehensive marketing strategy to ensure optimal exposure of our landlords properties. This strategy will encompass a strong online presence via our website and other major platforms like Rightmove.

Let's not forget the importance on offline advertising too. We will curate ads that will appear in various mediums such as direct mail, leafleting and local newspapers to further ensure maximum exposure.

### Selecting the right tenant

The success of the Nexi Lettings Team is based on our ability to make the correct judgement, knowing when to refuse or accept an applicant.

A significant number of applicants are unsuitable either because of their financial situation or an adverse credit history.

Our Lettings Team will take a deep dive to understand all your expectations and requirements and will strive to find you the most suitable tenant(s) accordingly. We typically exclude the following types of tenants:

- Smokers
- Unemployed
- Poor credit score
- Pet owners





# Setting up the tenancy

## Contracts and certificates for short & long-term stays

### Introduction

Here at Nexi, we are able to advise on the safety regulations and requirements which apply to rented properties and ensure that landlords are protected and complying with all relevant regulations. It goes without saying that it would always be our recommendation to ensure you are a fully compliant landlord!

#### 1 The Tenancy Agreement

Following the valuing and marketing of the property, someone from the Nexi team will accompany potential tenants to all viewings. We will then organise references through an independent referencing agency, including an employment reference and a credit status check. Following a satisfactory outcome we will prepare a suitable Tenancy Agreement (depending on the management service chosen).

#### 2 Energy Performance Certificate (EPC)

It is law to provide all new tenancies with an energy performance certificate. The certificate addresses the full energy efficiency of the property including environmental impact. The certificate is valid for 10 years from inspection and Nexi will arrange for this to be carried out on behalf of the landlord.

#### 3 Mortgage Company requirements

Unless you have a buy to let mortgage, consent will need to be obtained from your mortgage company. They will require information on the type of tenancy agreement, length of tenancy and insist on the correct documentation for re-occupation. In some cases, the mortgage company will levy an administration charge for giving consent.

#### 4 Inventory/Schedule of Condition

Prior to tenancy, Nexi will arrange for the preparation of an Inventory. This document is an accurate and detailed description of the interior of the property, a record of furniture, fittings and decorative order. At the end of the tenancy, the property is inspected again and any damage or deterioration noted. The tenants are responsible for the cost of rectifying any damage caused to the property and this cost is deducted from the tenant's deposit. The Inventory will be used to prevent or resolve disputes between the landlord and tenants.

#### 5 Rental Payments and Deposits

Once the tenant signs the agreement, Nexi will take one month's rent and the deposit. The amount of deposit varies, but usually is equivalent to one to two months rent. Nexi will ensure all funds are cleared prior to moving in the tenant and will manage the Standing Order process in respect to future rental payments.

#### 6 Tenancy Deposit Protection Scheme

Nexi Property are members of The Tenancy Deposit Scheme ([www.thedisputeservice.co.uk](http://www.thedisputeservice.co.uk)). All Landlords and Agents are required to join either an insurance based Tenancy Scheme or enter into a Government Custodial Scheme in order to hold the tenants deposit.



# Our Acquisitions

A snapshot of our portfolio



Chigwell, IG7

Full refurb, 5 yrs Guaranteed Rent

2 beds 2 bath



Woodford, IG8

Full refurb, 7 yrs Guaranteed Rent

2 beds 2 bath



Southwark, SE1

Light-touch, 7 yrs Guaranteed Rent

3 beds 3 bath



Southwark, SE1

Full build, 7 yrs Guaranteed Rent

3 beds 3 bath



Canary Wharf, E14

Light-touch, 5 yrs Guaranteed Rent

2 bed 2 bath



Kennington, SE17

Full refurb, 5 yrs Guaranteed Rent

4 beds 3 bath



# Market Insights

A snippet from our market experts

## Introduction

We make it our mission to get to know our landlords as well as we can. But in order for us to serve our landlords to the best of our abilities, we must get to know London and everything it has to offer, as well as the future opportunities that will soon become available.

### Education & Industry

- o World-class reputation for education, research, knowledge-based industries, hi-tech, biotech and its historic environment
- o Ranked #1 for Gross Value Added (Contribution made to the economy by a specific region)
- o Ranked #1 for the most business startups
- o Ranked number #2 for private knowledge and private services jobs
- o Ranked #3 for new economy firms
- o Highest average weekly earnings in the UK (£875)
- o Increase of 29% in jobs in the period from 2010 to 2022 (1,431,680 jobs)
- o Productivity of London increased by 0.3% per year, for a comparison the national productivity increased by 1.5%
- o Disposable income grew by 1.3% between 2010 and 2021
- o Home to world class universities and educational institutions
- o The city is home to over 1,000 tech startups, particularly in areas like Shoreditch and the Silicon Roundabout.

### Population & Environment

- o The City with the largest population in the UK (10,148,784)
- o Diverse Population: London is one of the most ethnically diverse cities in the world. Over 300 languages are spoken in London, and it is home to communities from almost every country in the world.
- o Young Demographic: London has a relatively young population. The median age in London is lower than the UK average, with a significant proportion of the population being between the ages of 20-40. This youthful demographic contributes to a vibrant and dynamic city atmosphere.
- o London has over 3,000 parks and green spaces, covering nearly 18% of the city (Greenspace Information for Greater London).
- o The city aims to become zero-carbon by 2050, with initiatives such as the Ultra Low Emission Zone (ULEZ) reducing vehicle emissions – albeit controversial

### Travel & Tourism

- o Unrivalled transport links, one of the best in the world – (Underground, buses, taxis, cycles)
- o London is ranked as the top city in Europe for innovation (Innovation Cities Index, 2021)
- o London hosts over 250 festivals each year, including the famous Notting Hill Carnival, one of the largest street festivals in the world.
- o The city has more than 170 museums and 857 art galleries (Visit London, 2021).
- o London received around 21.7 million international visitors in 2019, making it one of the most visited cities in the world (VisitBritain, 2019).
- o Domestic tourists add significantly to this number, with millions visiting from other parts of the UK each year.
- o Total visitor spending in London was estimated at £16.1 billion in 2019, including spending on accommodation, dining, entertainment, and shopping (London & Partners, 2019).





# Market Insights

A snippet from our market experts

## Property Opportunities

- 35,773 new homes built/to be built in the period from 2011 to 2031
- £23 billion worth of planning applications submitted over the past three years (2021-2024)
- London property values have shown long-term growth, with average house prices increasing by approximately 70% over the past decade (Land Registry, 2021).
- In 2023, the average house price in London was around £520,000, significantly higher than the UK average (ONS, 2023).
- London remains a highly desirable place to live, with demand for property consistently outstripping supply. This demand is driven by the city's economic opportunities, cultural attractions, and educational institutions.
- Prime central London areas, such as Kensington, Chelsea, and Westminster, continue to attract both domestic and international buyers, maintaining robust market activity.
- The rental market in London is strong, with average rental yields around 3-5%, depending on the location (HomeLet Rental Index, 2023).
- The city's extensive population of students, young professionals, and expatriates ensures a steady demand for rental properties.
- London remains a top destination for foreign property investors, attracted by the city's stability, transparent legal system, and potential for capital growth. In 2022, around 30% of property purchases in central London were by international buyers (Knight Frank, 2023).
- Major urban regeneration projects, like those in King's Cross, Canary Wharf, and Elephant and Castle, have transformed former industrial or underdeveloped areas into vibrant residential and commercial hubs, thus increasing trade demand also.





# FAQs

The questions you have, answered.

## What are the benefits of Guaranteed Rent for landlords?

- No void periods
- No rent arrears
- No commission
- No renewal fees or any other hidden costs
- Totally hands-off approach for you
- We can be flexible with payment dates, contract lengths, and start dates.

## How long is the Guaranteed Rent contract for?

We are super flexible on contract length! We offer a wide range of contract lengths from a minimum on 3 to 7 years.

## How long is the process of letting my property?

We have the capabilities of turning round the whole letting process in 24 hours! The longest it will take is 10 days.

## Who is responsible for utility and council tax bills?

We will ensure there is a smooth transition and transfer of utilities and payment of all utility bills.

## Do you charge a monthly fee for management?

We absolutely DON'T! Unlike your typical estate agencies, the rent agreed will be the rent that you receive from Nexi every month.

## Do I have to inform my mortgage company?

Yes. You will need to check with your mortgage lender whether your mortgage terms allow you to let your property.

## What documents will I require to let my property?

You will require the following documents to lease your property. Please use the following landlord check-list:

- Copy of Council Tax Bill
- Copy of valid NICEIC Certificate
- Copy of valid Gas Safety record
- Copy of valid Energy Performance Certificate
- Copy of Building/House Insurance
- Copy of a recent Mortgage Statement
- Copy of utility bills
- 3 FULL sets of keys



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