



Case Study – Jan and Neil

Income for Care Home Fees and Retirement

As we get older there may come a need to move from our house into sheltered accommodation, but the latter comes with ongoing management costs. If the house is sold, then the pot those costs are paid from gradually empties – but is there an alternative? Yes, Northwood's Guaranteed Rental Scheme. With this you still own your house, and the rental income can contribute to the management costs and maybe more besides. Jan & Neil describe how this worked for them.

"It was Neil's parent's house, and they were moving into sheltered accommodation. We already rented out a couple of properties through a different agency, however we wanted to take advantage of Northwood's Guaranteed Rent Scheme. The reason for this was that the monthly income from the rental covered the management fees for the sheltered accommodation – so we did not want any gaps in rental income."

"Mitch met us and Neil's parents and went through everything carefully over about a couple of hours. We did not have any concerns however his mother was worried with what would happen if Mitch's branch ceased trading. He kindly explained that as it was a franchise all the business would transfer to the nearest branch – Wokingham. Whilst he was with us at the house, Mitch also explained about the work we would need to do with the house, including getting a gas safety certificate."

The couple already let properties via another agent, so why did they not use them? "Our current agent was unable to offer a guaranteed rental scheme, and we were planning to use the rent to offset the management costs. If we did not have that it would have been problematic as we would not only have the management fee on the sheltered accommodation but also, we would be liable for council tax whilst it was unoccupied." Guaranteed Rent with other agents is usually just an insurance policy, but with Northwood it's backed by the business so there are no hassles, just a guaranteed payment every month.

There have also been changes with their property portfolio since they used Northwood for Neil's parent's property. "It was about 2012 when we put the house onto the guaranteed rental scheme. We have sold it now and Mitch handled that for us. We also rent out properties to provide us with a retirement income as we are self-employed. Our original two properties are now with Mitch and we have two more with him and one with Northwood in Wokingham."

Would they recommend Northwood to other people? "They will go that extra mile for you, and it is something they do very willingly. You have complete confidence that all the work they arrange is necessary and not spurious. Plus, they will work with the other Northwood branches – when it came to electrical checks, Sarah arranged for all our properties to be checked for very good deal, including the one looked after by the Wokingham branch."

"Their contractors are also so friendly Neil has actually worked alongside some of the workmen. But perhaps the best example was one of the last properties we bought. Northwood were so on the ball getting a tenant in that Sarah from Northwood's office, and one of their workmen, were hard at work with Neil building cupboards on the evening before the tenant was due to arrive. They also sorted out a short-term rental of our nephew's property when he went away for a year."

If you are a landlord and would like more information on Northwood's Fully Managed or Guaranteed Rental Schemes, please contact them on 0118 9520 810 or reading@northwooduk.com