

A young man and woman are sitting on a white drop cloth on the floor of a room under renovation. They are facing each other and smiling. The man is wearing a striped long-sleeve shirt and blue jeans, and the woman is wearing a light blue button-down shirt over a striped tank top and blue jeans. In the background, there is a blue outline of a house with a chimney. To the left, there are paint cans and a paintbrush.

# 7 YEARS GUARANTEED RENT



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*“ WOW!! Did I just hear you correctly? 7 Years **guaranteed** rent? What do I have to do? Where do I sign? “*

Meet Abi

Abi's House was a small £50,000 2 bed house in Rotherham. It was in a fairly nice area yet was still providing tenant problems! Lack of rent was what caused Abi to be at her wit's end and she'd even considered if she wanted to be a landlord any more. - Sound familiar?

**Abi secured 7 years Guaranteed rent AND a sale price of £79,000 at the end of that 7 years.**

Fast forward two years and Abi now has 100% rent every single month, in that time she has never needed to pay for any maintenance and not only that, her house is now the best looked after house on that street. Why..?

She put in a tenant buyer in place.

Tenant buyers are not like normal tenants, these people want to own their own home, they just don't have the means to buy right now. This strategy offers them a wonderful opportunity to live in the home they will go on to purchase whilst helping them to save each month.

We are talking about **Rent 2 Buy**, this wonderful strategy is a huge win-win for both property owners and tenants.

It works for small and large houses, houses that have sat stagnant on the market for a long time or houses that have been mistreated in the past by tenants.

This could be the perfect solution for you if you are fed up of problem tenants or you are tired of your house not selling.



*So how does it work and how can you help me?*

We would take the details of your property and work out it's correct market value. Using our

formula's we then work out what it will be worth at the end of the contract. You, the property owner agree the term of the Rent 2 Buy contract, these can be as short as 2 years or as long as 10 years.

Before the contract begins with the tenant, we agree the market value rent with the property owner and also a 'top up' the tenant buyer will need to pay each month.

This monthly top-up will accumulate to become their deposit when the time comes to purchase the house. An added benefit of this top up is that it acts as a "safety net" for the property owner, or you in this case. If the tenant buyer falls into arrears, or has any specific maintenance they cannot afford, then money can be drawn out of this amount to cover it ... Don't worry there is a very slim chance of this happening as tenant buyers want both the house and the deposit they are saving up for it, so it simply acts as that extra level of safety.

Once everything is agreed, we get started to find your tenant buyer. This process usually takes between 2-4 weeks as we hold multiple viewings and interview applicants to ensure they have the tenant buyer mentality we're looking for.

The chosen tenant buyer will then move into your property and you can relax knowing your property is looked after, your rent is paid and your house will sell for the price you are happy with.

Easy Peasy lemon Squeezy!



## MEET ANGELA

her lovely property that you can see here, this was on the market for 2 years without selling and she too had become quite fed up.

This gorgeous property is worth £475,000 and has some beautiful features and a wood burner too!

Angela came through our Rent 2 Buy process and now has a tenant buyer who pays her £1500 per month and has a top up on-top of this too. These tenants have great careers, just never saved for a deposit, so this solution suited them perfectly!

With this option, the tenants get to live in this beautiful home and save up to buy it with no added stress!

# FAQ

Q Can I increase the rent during the contract period?

A Yes we can build this in a part of the agreement with the tenant.

Q How are the tenants responsible for maintenance? Am I, as legally I'm the landlord?

A In a tenancy agreement the landlord is legally responsible, however in a Rent 2 Buy agreement, if the tenant wishes to buy the house, they have to agree to be responsible for all maintenance costs.

Q What happens if the tenant doesn't want to buy the house at the end of the contract term?

There are a number of options at the end of the contract. If the tenant no longer decides to buy the property, they can walk away. However, this means that their top up money saved would be granted to you as the property owner.

The tenant can re-negotiate to ask for some more time to buy or they could sell the home on to someone else for a higher price. All these options mean you have the good deal as the property owner.

Q How do you value what my home will be worth at the end of the contract term?

A We use a number of methods and include a % increase year or year. In some circumstances a RICS surveyor would give the value.

Q Can I evict my tenant during the contract term?

A Yes you can evict the tenant if they are not fulfilling their side of the contract. This includes not paying the rent & top up, or causing damage to the property etc.

Q What percentage of tenant buyers actually go through and buy the property in the end?

A 98% of tenant buyers will purchase the property at the end of the term .





## SO YOU'RE READY TO GET STARTED?

We hope you've found our guide helpful and we hope you're now as excited as we are about Rent 2 Buy!!

Here at uLivin Lets, we want to help as many landlords and tenants benefit from this awesome strategy, so the best way for you to get started on your Rent 2 Buy strategy is to get in touch with us!

With this download you're entitled to a complimentary consultation with our expert team who will take you through the steps, answer any questions and get you on your way to getting your first Rent 2 Buy up and ready.

We look forward to hearing from you soon!

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