

LETTINGS

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Finders Keepers hosted Property Intelligence, with the motto: "Under the skin of the market", which was its 10th annual seminar on trends and issues in the industry



Intelligent debate on understanding rental businesses

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FINDERS Keepers has hosted Property Intelligence, its 10th annual property seminar, to educate and inform its clients about the latest trends and issues facing the property industry.

Oxfordshire landlords and investors attended the event at the Mathematical Institute in Oxford earlier this month.

The keynote speaker was top UK property analyst Kate Faulkner, who said that, with buy-to-let investment, it is important to understand the local economy of where you plan to purchase, and what might happen in the future.

She compared Oxfordshire with other areas of the UK, highlighting its strong economy, and reviewed the property market since 1995, showing that tracking the impact of highs and lows on the

housing market allows for an element of predictability for future planning.

Henry Brown, manager of Finders Keepers' Abingdon office, took a look at legislative changes, including the introduction of the Tenant Fees Act 2019, and reviewed changes that are still on the horizon.

Douglas Lloyd, an associate director at Finders Keepers, looked at tenant attitudes to renting, presenting the findings of its recent survey on tenants' attitudes to renting. There were more than 1,250 respondents and key points were that the quality and condition of a property was the most important factor, and that tenants wanted flexibility.

The survey revealed that 'the landlord investing to keep the property in good order' (45.15 per cent) and 'being able to personalise the home' (50.72 per cent) would help keep tenants in the rental sector.

Maxine Allington, who heads

Inspired Investment, the sales and acquisitions division of Finders Keepers, presented examples of successful purchases, where the company had helped investors to acquire properties, often negotiating a discount. She also showed the audience a range of upcoming opportunities, many not yet available on the open market.

The main conclusion of the seminar was that property could still deliver and the county market could still perform well. There were a lot of sectors supporting a strong local economy which would help the private rented sector to continue to be successful.

Other points included taking advice from an agent to ensure a property is legally and safely let, and the necessity to keep a rental property in good condition, with tenants prepared to pay for quality.

For advice on your rental property, call Finders Keepers on 01865 302302.