



# WESTBURY

PROPERTY

Property Management

Asset Performance

Capital Markets

PRS Management

[westburyproperty.net](http://westburyproperty.net)



# Westbury Property

**Our landlords trust us to look after their interests; we save them money on fees and we make them money through intelligent management of their properties.**

Through decades of experience in the property industry we know that close management of properties is essential.

This means, for example that when your property reaches renewal, we get a fast decision from your tenant, or get it to market well before the current tenant moves out. We pitch estate agents against each other to ensure that only the best available tenants who pay the best available rents occupy your property.

We deliver on after-care promises, for instance carrying out regular reconciliations of fees, regular property inspections and challenge all unnecessary charges. We also have a highly effective arrears management system.

“

**We offer landlords more effective management, saving money and improving performance.**

”

## Central London

100%  
↑  
30%

One London portfolio arrived with a 30% vacancy rate. The portfolio is now well maintained and fully compliant, and 100% occupied by great tenants paying great rents!

## CASE STUDY

# Our services

## Property management

**Accountable, structured, tested and highly efficient property management solutions.**

Property management is our core business which when combined with an asset management approach and close management explains the success of our systems and the great returns we achieve on behalf of our clients. With a regular occupancy rate of above 98.5% our systems and staff speak for themselves. Our finance and back office teams sit under an FCMA qualified finance director who with his team oversees all finance matters both corporate and client side.

- Contractor liaison
- In depth tenant referencing and set up
- Detailed check in and check out inventories
- Regular property inspections
- Challenging any unnecessary charges
- Full Lettings service
- Liaising with utility suppliers and council tax department
- 24-hour emergency contact
- Great financial management including payments of bills such as service charges and ground rent

## PRS Management

**Close management of this ever growing asset class is essential to maximise returns and minimise risk**

We currently operate several PRS buildings in London and Essex. This management practice falls well within our skill sets and we are involved in set up of buildings as well as their on-going operation. Rents, reconciliations, arrears management and rent distribution are overseen by our FMCA qualified Finance Director.

- Full property appraisals
- Health & Safety reviews
- Full tenant liaison with 24 hour emergency service
- Regular reporting on occupancy, rent levels, contractor involvement, compliance issues and more
- Full Lettings service
- Regular inspections and maintenance of properties, common parts and facilities in order to minimise risk and provide a safe and clean environment
- Health & Safety reviews

## Asset performance

**Whatever the challenge, we will find a solution.**

Asset performance is at the core of everything we do. In some cases, we are employed specifically to look at various types of assets and to advise and then deploy strategies to increase or create regular stream of income and to increase capital values. In addition to Property Management services we provide:

- Full property appraisals & evaluations
- Refurbishment reconfiguration and build programmes where appropriate
- Rent and Tenant evaluations
- Regular progress reports in terms of progress on builds and income streams, compliance etc.

## Capital markets

**Effective search and select service through our exceptional connections.**

Our Capital Markets Team is well connected in the market place and provides a search and select service for various types of investors

- Full search to satisfy requirement
- Monthly or quarterly progress reports in terms of progress on builds and income streams
- Refurbishment reconfiguration and build programmes where necessary
- Individual reports on all properties
- Purchase process management

# Why our service is the best

## Effective management

We represent landlords with one, a few or many properties with the same professionalism. Our vested interest is to make your portfolio perform beyond expectation. We advise on management and performance, but also the growth of your portfolio through intelligent investment.

## Professionalism

Our staff at Westbury are our biggest asset. Our systems run like clockwork because of the people we employ; they are seasoned professionals with a wide ranging and unparalleled knowledge of property management and asset performance.

## Results

Put simply, we get better results. We do it better than high street agents and self-managers. With our tools, processes and access to the tenant market, it doesn't make professional or economic sense to manage your own properties. It's what we do all day every day - our returns speak for themselves. For more information please call us.

“ Westbury have done wonders for our portfolio, firstly looking at income, then making some excellent strategic recommendations which resulted in a much improved return over a relatively short period of time. Our flats are compliant and are let virtually all the time and tenants' needs are dealt with in a sensible and efficient manner. Financial management is excellent & reporting clear and timely. We're delighted with the level of personal service we receive.

Client P



## Crouch End

- 21 one, two and three bedroom properties
- Initial research showed apartments were heavily under-let with many in poor condition
- A swift exercise was undertaken to approach tenants independently about their rents
- After 2 years annual rental income achieved since April 2014 which has now increased by 33.7%

CASE STUDY



Increase on income over a 3 year period since initial instruction

## Get in touch

Call or email Rob Maxwell now.

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