



MBM
MANAGEMENT LTD

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MBM Management Newsletter- Spring 2011

Welcome to the inaugural MBM newsletter. We will be producing a newsletter every quarter in the hope that the content is not only informative of the current lettings market but also of developments within MBM Management. Please feel free to contact us regarding any of the matters covered or with any other queries you may have.

Current state of the market

It's great to see the signs of Spring in the gardens and countryside, this coupled with the lengthened days gives everyone a boost. We at MBM have had a cracking start to the year with activity in all areas of our business ahead of last year.



The Royal Institution of Chartered Surveyors (RICS) report that whilst Landlords still face difficulty in securing buy to let mortgages due to lack of mortgage finance, the rental market still remains buoyant. As potential first time buyers also struggle to meet rising deposit requirements, demand for rental property continues to increase. A RICS spokesman states that "The demand for rental properties has increased throughout 2010, with few signs this will abate during 2011. The long term prediction is for the private rented sector to increase significantly over the next couple of years as the provision of social housing is reduced and the activity in the owner-occupier market is low" RICS also report that rental levels are rising at their fastest rate for three years. We have not noted any significant rise in rental levels in Derby, but we do continue to monitor all areas in this regard. However, with tenants increasingly becoming more selective and indeed more sophisticated in their requirements, we are seeing more and more instances where tenants are prepared to pay more for quality accommodation.

Tenant Demand

Following on from the previous paragraph our company need for quality properties to meet increased tenant requirements continues unabated and we are pleased to report that we have been appointed an approved agent to Team Relocations, who work exclusively in the relocation of company employees on behalf of many large companies including Rolls Royce Ltd.

Office move imminent

On Friday the 1st April we will move to a new office suite at 45 Friar Gate Derby. Over the course of the following weekend we will be moving into the whole of the ground floor of the new accommodation which will provide us with more space with of course opportunities for future expansion. The new offices are literally a stone's throw from our present location currently at 42 Friar Gate Derby, so much so that we are retaining our existing parking spaces at the rear of our present building. All other communication details relating to our company will remain the same.



Staff Changes

Long term employee, John Sims, retired at Christmas after giving our company 9 years of loyal service. Many of you will remember John as one of our external representatives and will join with us all in wishing him and his wife Christine a long and happy retirement.



John's replacement is a young man by the name of Tom Thorpe. Tom has been employed for the last 4 years as a Community Support Officer within Derby and joined our company on the 28th of February. We feel that he has the necessary personality and skills to make a significant contribution to our future plans. He is currently undergoing intensive company training and will be encouraged and funded to undertake further studies in the pursuit of the ARLA technical award qualification. Tom will be working in tandem with existing external representative, Adam Houlton, and we are confident that this new teaming will continue to represent our company and your properties in a professional manner.

Another addition to our administration team is Ashley Harrison. Ashley has joined us on a full time basis. He has 4 years experience within the lettings industry already and is proving to be a good acquisition for our company and, as with Tom, he will be encouraged and funded to further his education by studying for the technical award qualification

Jo Cornish, who joined us on a part time basis 2 years ago, has left us for her maternity leave and we

are pleased to announce that last week Jo gave birth to a healthy daughter called Lucy. Our congratulations go to Jo and her family. Jo has expressed a wish to return later in the year and of course we would be delighted to see her return.

Your Contact Information & Monthly Rent Statements

We have had a couple of instances recently in being unable to contact some landlords. It became apparent that the reason for this was due to us not having their up to date contact information on our records. Also, in a bid to become more efficient and to take away some of the unreliability of the current postal system, we would like to be able to provide your monthly statement to you via email. This will allow us to provide them to you a lot quicker, in an easy to read and universally recognised format such as PDF or JPEG. Computers and laptops now come with such software automatically installed and therefore shouldn't pose a problem in being able to read them. Please can you provide us with your most up to date contact information along with your preferred email address to allow us to maintain contact at all times on all matters relative to your property. The easiest way to do this is by emailing us from your preferred email address to info@mbmmanagement.com stating your name, rental property address and your contact information such as home telephone, work telephone (only if contactable at work), mobile number and email address. This will then ensure we have your most up to date contact details. If you still require your statement via the post, just let us know and we will be happy to oblige.



Free Home Move Box now provided to MBM Management Tenants!

MBM Management can now arrange for a free 'Home Move Box', full of essential items to be delivered on the date of moving, to all tenants who move into one of MBM's properties from March onwards. The box ensures that new tenants have all the move day essentials to hand, including tea, coffee, milk and sugar, along with cleaning products, toilet roll, kitchen roll and energy saving devices. There are also catalogues, special offers and discounts relevant to the home mover.



Michael Lee, Director of MBM Management, comments: 'It gives us a unique opportunity to thank tenants for their custom whilst adding that personal touch, in helping their move to go as smoothly as possible and reinforcing our belief in going that extra mile. In turn this will hopefully generate more tenants approaching MBM for a property to let and ultimately aid our ability to let your properties as soon as possible'.

New company branded cars

You will be seeing two white Ford Fiestas complete with our company livery being driven around Derby. These have been provided to, and will be driven by, our two external representatives. These cars with their signage are a further attempt on our behalf to further emphasise the company brand and presence.

New Landlords required!

An updated Landlord's guide to residential property management is now available and we would be delighted to send this to any potential new landlord. As ever we are constantly seeking additional business and continue to benefit from recommendations from all quarters.



We are happy to pay £100 to any landlord who introduces any new landlord to our company, or even £100 to any existing landlord who adds another property to be managed by MBM!

Best Wishes From all at MBM Management Ltd