

# Home Smart Services

Achieve the maximum  
return on your property

85 Great Portland Street  
London W1W 7LT  
02071674370

  
Home Smart

## Home Smart Services

How can Home Smart Services help me sell my empty home?



Sometimes life circumstances dictate that we have to leave a residential property while it is on the market or going through planning permission. Whatever the reason e.g. relocation or probate, having empty property can be an expensive headache and a source of anxiety.

## What are the issues of empty property?

Under normal circumstances, it takes an average of 9 months to sell a property in the UK.

With the current economic uncertainty and increased stamp duty and conveyancing costs, the time to sell a property is only expected to take longer.

In addition to the costs of moving and conveyancing, trying to sell an empty property presents its own challenges:



## Home Smart Services

- Empty property can be the target of lower bids by buyers as they can be used as an opportunity to negotiate a lower sales price with the owner.
- An empty property looks naked and unattractive to a buyer who may not be able to visualise it as a home. As a result it can take longer to sell and may achieve a much lower price, costing you tens of thousands of pounds.
- In addition to the costs you have already incurred for moving and conveyancing, utility costs and council tax for your property may still need to be paid on a monthly basis. (Council tax amounts to an average of £140pm).
- If the property is not being used it is susceptible to frozen pipes in the winter which can lead to risks of flooding and water damage which depreciate the condition and value of the property.
- Empty properties can slowly become reclaimed by nature e.g. overgrown gardens, nesting birds, slugs, rodents, and damp which all cost money and time to remedy.

## Home Smart Services

- Empty properties can attract unwanted attention from vandals and thieves (asset strippers) potentially leading to higher expenses and property value depreciation.
- Empty properties can attract attention from squatters which at a minimum cost around £4000 in legal costs and many months in lost time and money going through the courts.



# Home Smart Services

## How can Home Smart Services help me?

Home Smart Services help reduce the on-going running costs to property owners of an empty property by:

Paying the property owner a monthly contribution towards their costs typically between £300 -£500pm depending upon the size of the property.

Paying all utility bills and council tax.

Covering the cost of any maintenance to the property during the period of our guardianship.



# Home Smart Services

We help your property sell faster by:

- Staging your empty property with an attractive new furniture pack and accessories.
- undertaking any necessary cosmetic decorative touches to help portray the property in its best light.

This can help secure you a much higher sales price due to its increased perceived value and a much faster sale - saving you thousands of pounds.

We help secure your empty property from vandals, thieves (asset strippers) and squatters. We do this by:

- Placing Property Guardians in the property as 'Live-in' Caretakers during the period your property is empty.
- Property Guardians are carefully vetted professionals who stay at the property on a non-exclusive licence agreement and who are covered by our insurance.

## Home Smart Services

- The responsibility of the guardians is to ensure that the property is safe, secure, clean and maintained. They will report any risks to the property to us and we will send the appropriate member of our team to deal with the issue e.g. a leaking tap or broken window.
- Property Guardians will ensure that the property is always well presented and available at all times for viewings.
- Home Smart Services will also undertake regular property inspections while the property is in our care.



## What are the legal implications?



- Our licence agreements are written by prominent legal professionals specialising in real estate and are legally secure.

## Home Smart Services

- No tenancy rights are granted to Home Smart Services or to the property guardians that protect the property.
- When the property owner grants Home Smart Services a Lease Agreement to manage the property while it is empty, we will in turn grant a Licence Agreement to the guardian(s) to occupy a room within the property.
- This is not the same as a tenancy agreement as we are supplying a service and the property guardians are fulfilling this service. As a result, no tenancy rights are granted to either Home Smart Services or to the property guardians.
- Vacant possession must be provided to the property owner within 1 month of the termination of the Lease Agreement with Home Smart Services.
- The Lease Agreement granted to Home Smart Services does not conflict in any way with contracts you may have already signed with other parties e.g. Estate Agents.

### How do I get my property back?



Property owners will need to provide Home Smart services with 1 month's notice. (If the property is being sold, there needs to be a minimum of 1 month between exchange of contracts and completion).

## Home Smart Services

Once we receive this communication from the property owner, we will terminate the Licence Agreement with our guardians issuing them with a statutory 28 days notice to quit.

This will provide time for our property guardians to relocate to alternative accommodation and enable Home Smart Services to remove furniture and accessories and return the property to the owner in a better condition than when we received it with vacant possession.

# Home Smart Services

## What is the process?



- Step 1:  
Get in touch with us – either give us a call , email us  
or complete the application form.

# Home Smart Services

- Step 2:  
One of our Business Development Managers will talk with you to learn more about the property, location and your needs.
- Step 3:  
We will arrange to visit the property and take pictures. This is to assess the amount of cosmetic work required and the type of furniture pack that would be appropriate.
- Step 4:  
The property is furnished and staged cosmetically.
- Step 5:  
The property is safety checked and electrical, gas and PAT test certification requirements are completed.
- Step 6:  
Home Smart Services assume the responsibility for the ongoing costs of utilities and council tax.
- Step 7:  
House guardians begin protecting the property.
- Step 8:  
When the contract is terminated the property is handed back clean, tidy and with vacant possession.



# Home Smart Services

## About Us



Home Smart Services exist to bring innovative solutions to property owners and those looking for flexible, short-term accommodation. We help reduce the on-going costs to property owners by paying for the ongoing utility and council tax bills, staging their empty property by decorating and furnishing it to give it maximum selling appeal, while providing very cost effective, flexible, short-term living arrangements for Home Guardians who provide a caretaking service to the home-owner in return. A win-win situation.



# Home Smart Services

*Home Smart Services are first class. Their flexible and friendly service makes communicating so easy. Our property was well taken care of. It has been a pleasure to work with them.*

— Daniella White

*I have received a high-level of service from Home Smart Services in relation to the property they manage for me in Hastings which is currently on the market. I have another property in the pipeline which I will also offer to Home Smart Services to dress and secure for me. I have been very happy with their professionalism and dedication to the protection of my property. A very cost effective service.*

— Jonathan Peters

*Home Smart Services gave us a cost-effective solution to protecting a building while we negotiated its future use. Their Property Guardian services enabled us to focus on the long-term future of the building, without needing to be concerned about the costs of security or about leaving the building unused and at risk of vandalism.*

— Robert Hines

## Get in Touch

### Home Smart Services

85 Great Portland Street,  
First Floor, London. W1W 7LT  
02071674370

