

Watts & Sons lettings department – a natural progression

As the demand for rental property reaches an eight year high*, Watts & Sons in Tiverton is delighted that its new lettings department is now fully established and already very successful.



The lack of mortgage lending has led to a shortage in the supply of rental properties while the pressure on potential homebuyers is creating a generation forced into renting. It was reported in London last week that rents are even going to sealed bids as tenants fight for the few properties available.

While Devon is a far cry from London, there is also a consistently high demand for rental properties – a demand which has increased since the lenders tightened their belts.

Watts & Sons, **team** estate agent in Tiverton, Devon, opened its lettings department on a 'low key' basis, starting with an empty property which had been on the market for a number of weeks with no serious interest. Lynn saw an opportunity and therefore proposed that the vendors let the property until a suitable buyer came along. The vendors were extremely happy with this arrangement, earning an income until a buyer was soon found.

Since then, business has gathered momentum for the lettings department, Lynn has been joined by Jodie Isaac as lettings manager and together, they successfully manage a small yet growing portfolio of rental properties - from two bedroom apartments to luxury homes in highly desirable areas of Tiverton and the surrounding areas.

Jodie is an enthusiastic and energetic young woman and brings plenty of experience and local knowledge, having previously worked for another independent family lettings business covering Devon and Somerset.

Watts & Sons is a family business that has been selling property since 1966. Lynn Watts, one of the partners, said: "The sales side of things had slowed down due to the uncertainty in the market and squeezed lending criteria, which meant there was going to be an increase in the demand for

rental properties. Having prominent High Street premises, people would often call in to ask if we offered a lettings service, so opening the lettings department was a natural progression for us really. We're delighted to have Jodie on board – she has a bank of knowledge and is extremely likeable, she helps my brothers, Robin and Michael when they need someone to step in to accompany viewings and we have every confidence that with her input, we can continue to attract new landlords and add properties to our portfolio to match to our growing list of applicants. “

Watts & Sons provides two levels of management – tenant find and fully managed – but unlike other lettings agencies, their service is not regimented. Recognising that landlords have very different service requirements, Watts & Sons is prepared to adapt and tailor-make management packages in line with their landlords' needs, and adjust the fees accordingly.

Watts & Sons provides residential estate agency and lettings as well as a raft of related services to make moving home easier. A member of the **team** network, Watts & Sons works alongside tens of fellow **team** estate agents in the area and hundreds nationwide to provide a multi-agency service for a sole agency fee.

For further information, to view a property for sale, for free advice or a free no-obligation market valuation for sales or rental, contact Watts & Sons, **team** estate agent in Tiverton on 01884 253484 (sales) or 01884 253309 (rentals) or visit www.teamprop.co.uk.

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* According to ARLA (The Association of Residential Letting Agents)

In the photograph (L-R): Jodie Isaac and Lynn Watts, Watts & Sons, Tiverton.

Digital images are available from bubblepr@mac.com

Notes to editors:

Westcountry **team** is part of **team** Association, the largest organisation for independent estate agents in the UK, with hundreds of members. Westcountry **team** covers Cornwall, Devon and West Dorset, and consists of 68 members at this time, all of which work together to sell property for clients, and are actively committed to their nominated charity, Macmillan Cancer Support. **team**'s 'blue sky' image, with transparent team logo on a blue sky background reflects the association's and each individual agent's commitment to providing a clear, transparent service to their clients and conducting business in a straightforward, honest and professional way.

For further information, please contact:

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