

Press comment from Lewis Property Consultants – 20<sup>th</sup> February 2012

## ‘The Accidental Landlord’

*Mark Lewis and Simon Tonkin are partners of Lewis Property Consultants in St Austell. With a combined 50 years of experience in the trade and as partners of one of the biggest sales and lettings agencies in town, they have an on-going, in-depth understanding of the local property market from both angles. Mark and Simon tell us about a strongly rising trend in today’s marketplace – one they refer to as ‘The Accidental Landlord’...*



Mark says: “We have noticed a marked change in the demographic of landlords over the last year or so. There are still of course long term investors and homeowners who are landlords of purpose, but there is more recently a rising trend in ‘The Accidental Landlord’ – homeowners who have saved up and want to trade up to a bigger property but can’t sell, or can’t sell for enough money, in order to buy something bigger.”

Simon, lettings manager, adds: “To achieve their goals, some of these homeowners are now opting to let their current homes and rent a larger one. For many, this method of moving is very efficient – it’s fast; it’s relatively cheap as it doesn’t involve agents or solicitors fees and it leaves them very ‘portable’. They also achieve an ongoing income from their own property, which they then use towards the rent for their new, bigger home.”



“There are many reasons for moving” continues Mark. “For some, delaying putting their home up for sale or waiting to find a buyer at the right price in this market just isn’t an option due to family circumstances or work commitments and so becoming an ‘Accidental Landlord’ is a clear option – they get to move into the home they want sooner rather than later whilst also getting an income for theirs; their property isn’t left empty and in cases where the move is a necessity, they don’t have to put themselves in the almost impossible position of having to pay for two homes.”

And Simon concludes: “St Austell is the largest town in Cornwall and as such there has always been a huge demand for rental properties. Its rapid growth and development over recent years has

increased both supply and demand and our property management portfolio is one of the biggest, if not the biggest in the area. With both sales and lettings departments, we are able to provide well-educated advice and the services that best suit our clients, each of which has a different set of circumstances and requirements. The state of the property market in the last few years has led to us thinking further 'out of the box' and the 'Accidental Landlord' solution suits so many, we would encourage those thinking of a move to consider it as an option."

Those who would like free expert advice on any aspect of buying, selling, letting or renting their property should pop into the Lewis Property Consultants, **team** estate agency and property management offices at 9-10 Market Street in St Austell, call the sales department on 01726 66442 or contact the property management team on 01726 75944.

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Digital images are available from [bubblepr@mac.com](mailto:bubblepr@mac.com)

**Notes to editors:**

Westcountry **team** is part of **team** Association, the largest organisation for independent estate agents in the UK. Over 100 **team** offices in the Westcountry and hundreds nationwide work together to sell property for clients. **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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