



*Cheffins*



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# residential lettings

By Jeremy Liming MARLA MNAEA

The past year and a half has been an exciting and busy time for Cheffins Lettings Department. The merger with Derek Catlin Property Management has expanded the Cambridge portfolio, and strengthened our Lettings team, enabling us to provide an enhanced level of service to our clients.

## Market Conditions

The well documented change in the residential sales market has had a noticeable effect on the rental sector. An increasing number of home owners have been unable to realise the sale price they had expected and have decided to let their property until confidence in the market is restored and prices improve.

For many people in this position, it will be the first time they have been a 'landlord', and Cheffins can advise on all aspects of lettings, helping to make the process as stress-free as possible. Our close relationship with our Residential Sales Department, means that, if a landlord wishes to

sell at a later date, we can assist in this area as well.

In Cambridge, a large number of newly constructed one and two bedroom apartments have come to the market, and whilst demand is still good, it is important for landlords to be realistic on the rents that may be achieved in what is a very competitive market. With good local knowledge we are able to offer sound advice.

Family homes in the City remain popular and, if in good order, are not expected to remain vacant for long. Property in the villages throughout the region continues to be sought after and Cheffins network of offices ensures we have good access to prospective tenants.

The internet continues to be the largest source of enquiries. Property details are advertised on Cheffins website and via Rightmove.

**Church Barn (left)** A newly converted barn offering stunning accommodation, retaining a wealth of character including many exposed timbers and large mezzanine study/sitting area. Four bedrooms, lounge/dining room, beautiful kitchen, family room, bathroom, two en-suites.

**Dale Farm (right)** Beautifully presented period farmhouse offering well proportioned and spacious accommodation, including 5 bedrooms, 3 reception rooms, kitchen/breakfast and utility, bathroom and en-suite. Extensive grounds with outbuildings and fully off-street parking.



Continued demand means that we are keen to talk to landlords of quality properties throughout the region to explain why we believe we are able to offer the most comprehensive and professional residential lettings and management service available.

## Marketing

The internet continues to be the largest source of enquiries. Property details are advertised on Cheffins' website and via Rightmove. Local advertising in newspapers and property publications is usually in colour, with a large number of homes gaining editorial coverage. Property lists are sent out on a regular basis to the larger employers in the region, as we know from experience that professionals moving into the area are keen to find the type of quality property for which Cheffins are known.

## Services

Various levels of service are offered, which are tailored to suit the needs of the

landlord, including full management, rent collection or tenant introduction only. Where possible, we like to develop a long term relationship with our clients, maximising their property returns and providing a professional service at all times.

## Insurance

We are able to offer what we consider to be one of the most comprehensive packages available at extremely competitive rates. Landlords can insure their buildings and contents with a rent guarantee included, providing peace of mind and enhanced security.

## Mortgages

Against the background of the credit squeeze, mortgage funding has become increasingly difficult. Cheffins have teamed up, therefore, with John Charcoal, the UK's leading independent mortgage adviser, to enable our clients to obtain sound advice on buy to let mortgages.



**Sherman House** A first floor furnished apartment with 2 bedroom accommodation, bathroom and en-suite plus large sitting room opening to generous balcony area. Undercroft parking. Convenient for the station and Addenbrookes.

## Network of Offices

Our network of offices in Cambridge, Saffron Walden, Newmarket, Haverhill and Ely enables us to offer a comprehensive service to both landlords and tenants based upon in-depth local knowledge. We provide a professional and personal service through our experienced team of lettings staff, who will be happy to discuss your specific requirements.



**Union Lane** Newly constructed 3 storey town house, offering versatile accommodation with the benefit of secure gated parking. Four bedrooms, study/bedroom 5, sitting/dining room, fitted kitchen.



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[cheffins.co.uk](http://cheffins.co.uk)

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