

Hub Partner

Management Guide for Landlords

CONTENTS PAGE

3	About Us
5	Why MILHUB?
7	How We Work
13	HUB Partner Options
17	Testimonials
19	Landlord Fees
24	Contact Us



ABOUT MILHUB

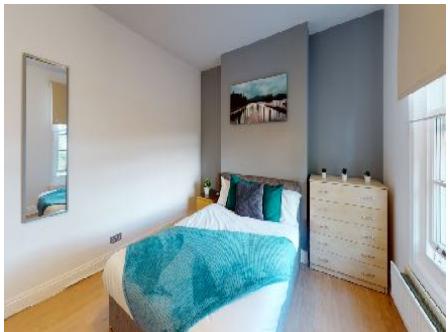
MILHUB is a provider of premium management services for discerning landlords in Manchester, Berkshire & London.

Our unwavering focus since 2018 has been to ensure consistent and reliable income for our clients, achieved through the delivery of exceptional services to both clients and tenants.

Our in-house data and strategic partnerships have enabled us to possess an astute understanding of the rental market, which we leverage to match tenants with their ideal home.

As a co-living platform, we offer tenants who are professional, reliable, and take good care of the property, all made possible through our innovative incentives.

At MILHUB, our ultimate aim is to introduce a highly efficient product and service that adds significant value to all our clients within the rental market.



OUR FOUNDERS

MILHUB was founded by childhood friends **Andrew Okun and Ross Agbaje**, driven by a shared desire to revolutionise the rental experience.

Drawing on their wealth of experience working at esteemed high street estate agencies in London, they harboured an unwavering determination to challenge the ongoing issues that plague the housing market.

From the skyrocketing cost of housing to the substandard performance of agents, Andrew and Ross set out to catalyse change and propel the industry into a new era of innovation.

Their collective vision for MILHUB was rooted in a commitment to transforming the rental experience, unlocking new possibilities for landlords and tenants alike. Today, their passion and dedication continue to drive the evolution of MILHUB, bringing greater transparency, efficiency, and value to the rental marketplace.



Andrew Okun

Co-founder & CEO



Ross Agbaje

Co-founder & Head of Partnerships



WHY
MILHUB?

WHY MILHUB?

We Understand Our Clients

At MILHUB, we are acutely attuned to the diverse and nuanced needs of landlords. Recognising that your property represents a significant investment, we remain steadfast in our commitment to delivering consistent returns and high-end rental rates. Our approach is tailored to specific areas, ensuring that your investment portfolio is optimised to achieve the best possible returns.

Community First = Great Tenants

At the heart of our ethos lies a deep-seated emphasis on community. Rather than simply renting out spaces and leaving tenants to fend for themselves, we create a sense of belonging by integrating them with other tenants from different properties. By placing the needs of our tenants at the forefront, we are able to deliver exceptional occupancy rates that surpass expectations.

Transparency & Data

Transparency and data are the cornerstones of our business. We operate with integrity and put the interests of our clients and tenants first, keeping them fully informed and engaged throughout. Our decision-making process is underpinned by robust data and technology, ensuring that your property yields the maximum return on investment.

In-house Management

Our in-house management team has been carefully curated to ensure the highest levels of quality and professionalism. We foster positive relationships with our landlords and tenants alike, keeping lines of communication open and responding promptly to any issues that may arise. Our dedicated team is on hand 24/7 to provide complete peace of mind and assurance that your property is in safe and capable hands.



HOW WE WORK

APPRAISAL

To ensure that you are able to achieve market rental rates, we will **schedule an initial consultation call** with our partnerships team to discuss your property and see whether it's suitable.

Once we have qualified your property, we will set up a site appraisal to assess whether any work is required prior to marketing on our portals.

Landlords are able to choose from the following options listed below:



Management Only

Guaranteed Rent



VIEWING PROCESS

Once we have successfully qualified your property, we will set up a physical viewing of the site to assess whether any additional work or staging is required.

A member of our team will conduct a valuation report, within 24 hours, that will cover the following:

- Estimated Rental Price for the Property
- Renovation Report
- Guaranteed Rent Offer



MARKETING YOUR PROPERTY

At MILHUB, we employ a carefully curated selection of portals to expand our reach to prospective tenants. These portals encompass a diverse range of platforms, including mainstream portals, independent portals, and social media platforms, enabling us to maximise visibility and exposure.

To keep pace with the ever-evolving market landscape, we have harnessed the power of cutting-edge **Matterport technology**.

This allows us to conduct immersive virtual tours of properties, leveraging state-of-the-art cameras to create lifelike 3D representations of each space. As a result of this innovative approach, we have experienced a remarkable 50% surge in tenant interest and bookings.

We ensure our technology works for you.



MARKETING YOUR PROPERTY

At MILHUB, we are constantly challenging ourselves to stay ahead of the curb by thinking outside of the box.

We now work with HR teams of organisations and recruitment specialists to get your property seen first by new employees.

Our credible track-record with professionals, has enabled us to partner with recruiting firms to showcase properties to new employees relocating to Manchester or Berkshire.

Some of the partner companies our tenants come from are:



GRENKE



Deloitte.



Google

wood.



LOWE

macmillan

OUR STATISTICS



TENANT SATISFACTION

94%



ROOM OCCUPANCY RATE

97%



LANDLORD SATISFACTION

100%

Book a **FREE 15-MINUTE CONSULTATION**

Call on **0208 820 1456** or via www.milhub.co.uk/enquiry-page

A close-up photograph of a man and a woman smiling. The man, on the left, has dark hair and is wearing a blue and white checkered shirt. The woman, on the right, has dark hair pulled back and is wearing a dark top. They are standing in front of a brick wall.

HUB PARTNER OPTIONS

Guaranteed Rent

Our Guaranteed Rent Option is the most popular amongst clients looking for **stable long-term income, no void periods and no fees.**

Your rent will be a **cash guarantee and NOT an insurance product.**

Our partnerships team conducts an in-house appraisal of your property to assess whether it would qualify for our guaranteed rent scheme.

Qualification criteria:

- Minimum of 1 Communal Room
- Minimum of 2 Bedrooms
- Furnished or Part Furnished

Should your property qualify, we will make a formal offer within **24 hours** of the viewing.



Guaranteed Rent

THE 5 STEP PROCESS

Phone Consultation

Qualification call to understand your needs, property and how MILHUB works.

1



Viewing

A member of our team will arrange a viewing to assess any work that is required prior to an agreement

2



Offer

After we have viewed your property, our partnerships team will make a formal offer within 24 hours.

3



Agreement

Once terms & conditions have been agreed by both parties, we will send out an agreement for you to sign.

4



Partners!

Congratulations! You are now a HUB Partner and your rent payments will start.

5



Management Only

One of the main causes of short-lived tenancies is **poor property management**. This is why we have focused on quality communications and putting community first.

Our aim is to create positive relationships that are highly appreciated by tenants, making them wish to stay even longer.

We are available 24 hours a day to action any issues, so you can rest easy knowing that we have general issues covered.



A photograph of a middle-aged couple. A woman with blonde hair and a man with grey hair and a beard are smiling and embracing. The woman's hand is resting on the man's shoulder. They are both wearing casual clothing. The background is slightly blurred.

TESTIMONIALS



"I have been dealing with MILHUB since February last year, but due to COVID-19 our partnership was delayed. They recently took on my HMO property and outlined the type of tenant demographic they would be targeting."

Ross and Andrew oversaw a light refurbishment of the HMO and marketed the property via a virtual tour. The place looks amazing now and it's great to see they had already tenanted the property with 5 working professionals and rent paid on time. It's been hassle-free working with them so far"

Miss Nathwani, RG1, Reading Landlord



Excellent service! I've been using MILHUB for nearly two years and I must say as a landlord they make life so much easier.

They take all the pressure off my shoulders and long may that continue.

Mr Santana, London Landlord

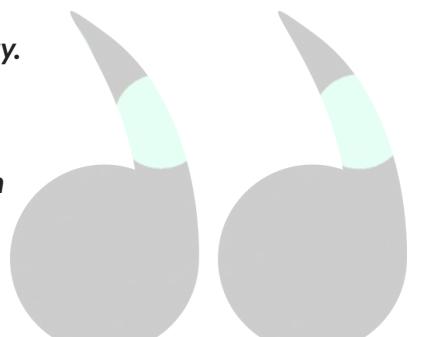


"MILHUB contacted me in 2020 regarding renting my property. At the time, I was struggling with occupancy rates and they consulted me on what steps I needed to take to solve this."

I was impressed by their approach to help create a sense of community within a property, which was a different approach to the traditional agent.

They really understood the needs of their tenant base and consulted me on how to modernise my property accordingly"

Varsity Director, Reading Landlord



"I received a letter from MILHUB enquiring about my properties. At first I was hesitant about the arrangement as the concept was foreign to me and I've never heard of them before. After speaking with Ross and their parent company, we began with one property.

Currently, MILHUB oversee two of my multi-let properties in Manchester (M8 and M9) and it has been pretty much hands-off"

Mr Cham, M8 & M9 Manchester Landlord



LANDLORD FEES

Lettings & Management

STANDARD FEES

DESCRIPTION	FEES
Property Management	
Management Only - includes: <ul style="list-style-type: none">• rent collection• regular arrears checks• chasing rent arrears• processing statements for the Landlord• negotiating tenancy renewals• main contact for tenants & landlord• In-house maintenance: repairs & replacements, arranging annual gas safety checks, deposit holding, serving tenant notice	10% of Monthly Income
Guaranteed Rent	
Guaranteed Rent Scheme - includes: <ul style="list-style-type: none">• Tenant Find• Rent Collection• Fixed Monthly Rent Payment (Vacant or Occupied)• Full Management• 3-5 Year Lease Agreement	0%

HMO (Room Only) FEES

DESCRIPTION	FEES
Property Management Management Only - includes: <ul style="list-style-type: none">• rent collection• regular arrears checks• chasing rent arrears• processing statements for the Landlord• negotiating tenancy renewals• main contact for tenants & landlord• In-house maintenance: repairs & replacements, arranging annual gas safety checks, deposit holding, serving tenant notice	10% of Monthly Income
Guaranteed Rent (HMO) Guaranteed Rent Scheme - includes: <ul style="list-style-type: none">• Tenant Find• Rent Collection• Fixed Monthly Rent Payment (Vacant or Occupied)• Full Management• 3-5 Year Lease Agreement	0%

ADDITIONAL FEES

DESCRIPTION	FEES
Property Check-in Inventory report	On Request
Key Cutting	Reimbursement of Costs Paid
Domestic Electrical Installation Condition Report	On Request
PAT (Portable Appliance Test);	£75
Emergency Lighting Periodic Inspection and Testing Certificate;	£75
Gas Safety Certificate	£75
Energy Performance Certificate (EPC)	£75

A photograph of a modern office interior. In the foreground, there's a dark grey sofa with several pillows and a small, round wooden coffee table on a black metal frame. The floor is a polished dark wood. In the background, there are large windows looking out onto a city skyline at sunset. The ceiling is exposed, showing pipes and ductwork. The overall aesthetic is industrial-chic.

GET IN TOUCH

CONTACT INFO

TELEPHONE: 0208 820 1456

WEBSITE: www.milhub.co.uk

EMAIL: hello@milhub.co.uk

REGISTERED OFFICE

20-22 Wedlock Road

London

N1 7GU

FOLLOW US



CONTACT
US HERE