



A full and comprehensive guide to [FOBEA](#)

A breakdown of the services, management styles and the company itself.



www.fobea.co



Welcome to FOBEA

FOBEA is a low cost alternative to high street rental agencies. Through the use of third party tech and the removal of fixed commercial costs we are able to provide a fully managed service, nationwide for the cost of 5% +VAT.

Founded with the purpose of improving investor yields we have positioned ourselves to capitalise on a stagnant 10%+ market without reducing the overall service level.

The company structure allows us to be adaptive to different markets across the country. Offering low cost management for both short and long term rentals we are a rounded product that can be utilised by landlords on their chosen strategy.

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Service - AST

Assured Shorthold Tenancy



FOBEA offers a **fully managed** service only

Below are the key services included in the Fully Managed service:

- ✓ Dedicated rental team
- ✓ In-depth valuation
- ✓ Photography
- ✓ Floorplans
- ✓ Property marketing
- ✓ Accompanied viewings
- ✓ Offer negotiation
- ✓ In-depth referencing
- ✓ Negotiate terms and draw up tenancy agreement
- ✓ Initial money handling & rent payment setup
- ✓ Deposit registration
- ✓ Underwrite rental income
- ✓ £100,000 legal protection
- ✓ Rent collection and handling arrears
- ✓ Complimentary annual maintenance budget
- ✓ Contractor arrangement
- ✓ Emergency work response
- ✓ Invoice payments
- ✓ Monthly financial statements
- ✓ Two Property Managers available 7 days a week
- ✓ Quarterly reporting
- ✓ Property visit with photos every 6 months

Cost of Service

5% + VAT 6% Including VAT

Further Breakdown



Complimentary annual
maintanance budget

Increasing each year we
manage your property.
Minimising your time you
spend on the property.



£100,000 legal cover

Our insurance partnership
covers legal costs should
something go wrong.



Underwritten rent

All our rentals are underwritten
through our exclusive
insurance partnership
securing your investment.



Two Property Managers
per property

You will always have a point of
contact to answer your queries
and manage the day to day.

Underwritten Rent

All FOBEA leases are underwritten. Therefore the lease is secure subject to a mis-payment or other circumstances against lease clauses.

The guarantee on rental income within the same calendar month is indefinite until the unit has been reclaimed. When the property is reclaimed and remarketed or sold the landlord receives 75.00% of the previous tenancy monthly rental for a period of two months, preventing loss during this period.

Included in the insurance is £100,000 legal cover, the insurance group representatives and manages any legal requirements during the tenancy, FOBEA nor the landlord is involved.

Service - SA

Short Term Rental Management 15%+VAT

This service is off^{the} hand similar to our AST Full Managed service. Short term rentals are a great way to further increase the unit performance and in recent years combat high interest rates.

Below is the **highlighted points** of our service

- ✓ Guest check-in services - 24hr, 7 days a week.
- ✓ Booking platform profile optimisation.
- ✓ Guest screening.
- ✓ Inbox management and guest communication.
- ✓ Booking and calendar management.
- ✓ Dynamic pricing.
- ✓ 2 night minimum rentals
- ✓ Key management.
- ✓ Luxury linens and towels.
- ✓ Cleaning.
- ✓ Premium toiletries in all bathrooms.
- ✓ Minimum age of 21 years.
- ✓ Identification check upon booking inquiry.
- ✓ Minut noise monitoring devices placed in each unit FOBEA manages.
- ✓ Short Let Insurance through insurance policy with Super Hog.



All short term rentals will be insured and secure in the event of guest issue. This is due our insurance policy that is required to be signed prior to arrival. Damage is covered up to £1,000,000.

Our guests require two previous stays on the account and ID to confirm the booking. The guest is monitored throughout the stay through a Minut device. It monitors; amount of people in the unit, smoking and noise levels.

Coverage

No area is off limits with our network of viewing and cleaning partners:



How We Work

FOBEA is able to offer a reduced rate compared to high street competitors due to structuring the company in a way that utilises third-party tech, therefore removing most traditional fixed costs associated with agency.

These main areas are:

VIEWINGS

REFERENCING

PROPERTY MANAGEMENT

Viewings

We have a network of agents across the UK who conduct all the viewings on us,

We receive an inbound enquiry on either Rightmove or Zoopla, we then hand this information across to our local agents who will conduct the full viewing for us.



Keys

If the property vacant or the tenant in-situ is not available during the viewing period we ask either the landlord or tenant for a copy of the key. This would be dropped off at a local key holding location.

This is a secure off-site key location, no more than 10 minutes walk away from the property. The local agent or maintenance representative will collect the key with a code, which is a unique 6 digit code. The key is released when they match the code behind the store. The key is dropped back at this location. This location is active throughout the marketing process and used adhoc during the management when maintenance issues arise.

How we work Continued

Referencing and Insurance

This process is done digitally meaning less time needed for the landlord and us. The applicant pays their holding deposit on the platform. Connects their bank account through referencing to see their monthly income to ensure afford ability. This reduces the referencing time to a maximum of 48 hours. The AST is then published and signed. We manage the legal updates in line with the government legislation. Tenant reminders and payment is taken via the platform.

This Insurance is at complete cost value to the investor, you can see the breakdown below:

Rent and Legal Protection Insurance		Monthly charge dependent on rent value.
£0.00 - £2,500.00		£20.00 per month (inc IPT)
£2,501.00 - £5,000.00		£29.17 per month (inc IPT)
£5,001.00 - £7,500.00		£35.50 per month (inc IPT)
£7,501.00 - £10,000.00		£54.10 per month (inc IPT)

Property Management

There are two teams within account/property management. Standard hours and out of hours, allowing us to have a representative online 24/7 for either the landlord or tenant. We have a tendering process for maintenance issues. The quotes are shared with the landlord directly through the platform, FOBEA does not make money on this. Preferred maintenance representatives can be added at the landlord request. Standard reporting is carried out by ourselves, they will visit the unit and take photos etc, every 6 months.

Included within the property management we include a complimentary annual maintenance budget of £50.00+VAT. Increasing up to a maximum of £250.00+VAT. Therefore should a small maintenance issue arise we can handle it without the landlord paying out and affecting their yield.



Case Study

AST



Financial Comparison

	High Street Agent	FOBE ⁿ
Purchase Price	£220,000	£220,000
Rent per Month	£1,420	£1,420
Fully Managed Fee inc VAT	15%	6%
Insurance	N/A	£20
Monthly NET Returns	£1,138.84	£1,314.80
Annual NET Yield	6.2%	7.2%

Case Study

Short Let



Short Let

Financial Breakdown

Purchase Price

£220,000

Nightly Rate

£110.00

Occupancy

88.00%

Total Revenue

£2,860.00

Management Fee inc VAT

18%

Channel Fee inc VAT

18%

Monthly NET Return

£1,830.40

Annual NET Yield

10%

FOBEA



We are making renting
transparent, easy
and quicker for both
landlords and tenants.



Contact Us

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