

Edinburgh Letting Agent Celebrates Strongest Year to Date



EDINBURGH, United Kingdom, 2020-Jan-30 — /EPR Network/ — A LEADING Edinburgh letting agent has added a record number of properties to its portfolio in the last year – thanks in part to stronger legislation impacting the sector.

[Clan Gordon](#), which focuses on high quality homes in or near the city centre, has seen its properties under management now exceed 500, growing by three per week on average – with 152 additional homes on its books in the latest 12 months to December.

The surging growth has largely been the result of switches from other letting agents where landlords were either unhappy with the level of service they were receiving or sensed a lax approach to the new regulations governing the sector.

Growth has also been driven by properties taken over from letting agents which have been forced to exit the sector as they were unable to meet the requirements of the new Letting Agent Code of Practice or, in one case, had been forced into liquidation.

Jonathan, who founded the business alongside his brother, Andrew, in 2008, believes it is a clear sign that the industry must continue to drive up standards – and that by protecting and respecting tenants, landlords can enjoy an improved and more profitable outcome.

He said: “It’s nothing less than a pivotal time for the sector – and with the approach Clan Gordon has taken we can only see our market share continue to expand.

“Edinburgh continues to see demand for long-term rental increasing while supply simply can’t keep up.

“While some landlords and agents may look to maximise short-term gain, a healthy relationship with the tenants, which we strive for at Clan Gordon, can produce a far better outcome for all parties. It creates fewer issues, cuts unnecessary turnover and typically results in a greater long-term financial return for the landlord.”

The latest Letting Agent Code of Practice and Letting Agent Registration introduced by the Scottish Government is seeking to increase professionalism in the sector.

It means that both landlords and tenants can challenge poor practice – and enforce it through a tribunal if necessary. Agents must now ensure all owners and managers are trained and have a qualification at (or at the equivalent of) Scottish Credit and Qualifications Framework (SCQF) level 6 or above.

As a Firm of Surveyors which has been regulated by the RICS (Royal Institution of Surveyors) since they started almost 12 years ago, Clan Gordon already met all of the requirements of the new Code of Practice and goes above and beyond this by ensuring all employees – not just managers – are qualified to this level.

Across the new properties, the letting agent took over 12 properties from CMC – after it went into liquidation. A further 20 properties switched from an English agent unwilling to join the new Letting Agent Register. A total of 50 transferred from an Edinburgh agent also unable to meet the new requirements.

A further 70 new properties are the result of switches from other agents, or from new landlords altogether.

Jonathan added: “We’re driven to provide the best letting experience in Edinburgh for both tenants and landlords.

“That means we already go the extra mile. We believe that the vast majority of landlords are looking for an honest, open and efficient service and are pleased to see these efforts to try to drive up standards across the board in the sector.

“We are super proud of the growth in our portfolio of managed properties and with our fantastic team and the philosophy we have put in place we aim to see our success – and reputation in the sector – continue to soar.”

Clan Gordon is one of Edinburgh’s leading letting agents, is RICS and ARLA accredited – and is dedicated to raising standards in the private rented sector for landlords and tenants.

For more information on Clan Gordon, visit <https://www.clangordon.co.uk/>

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