

GLENHAM

Innovators in Property



PROPERTY MANAGEMENT,
LETTINGS AND INVESTMENTS



A DEDICATED TEAM FOCUSED ON MAXIMISING YOUR RETURNS ON INVESTMENT



MILES GILHAM
Managing Director



AMANDA GILHAM
Director



CHARLIE INNESS
Investment & New Business Manager



ANDREW WILLIAMSON
Senior Property Manager



ASHLEY STOKES
Property Manager



KIRSTY MENGHAM
Property Manager



KIRSTY OGILVIE
Receptionist/Administrator



DEDICATED TO EXCELLENCE

Glenham have been bringing excellence to property investment and management here in Edinburgh for almost 10 years. We're based in Scotland's capital but our reach is international and we have clients from across the globe.

Our multi award-winning reputation is built on our in-depth knowledge and experience, proven track record, attention to detail and friendly, professional customer service. It all adds up to peace of mind and great returns, whatever your needs and budget.

We combine our expertise with the latest resources and technology to provide a comprehensive range of property services from investment and acquisition consultancy to property care, full management and lettings services.

Whether you're building an investment portfolio or renting out a single property, our team of dedicated experts is here to help you fulfil your ambitions.







MAXIMISING RETURNS FROM YOUR
PROPERTY INVESTMENT

PROPERTY IN EDINBURGH OFFERS
AN EXCELLENT INVESTMENT PROSPECT.

Scotland's capital is one of the fastest growing and most productive cities in the UK. It is a magnet for established businesses and new start-ups in fields as diverse as financial services, tech and software, creative, life sciences, tourism and retail.

We source property using our in depth knowledge of Edinburgh and its market – we have a range of investment services on offer, and our clients will also have exclusive access to off-market properties.



BUILDING YOUR INVESTMENT PORTFOLIO

Once we understand your objectives, your budget and how much support you need from us, we'll build the right portfolio for you. When we've ensured your investment has a viable rental yield, we'll determine the return on investment and calculate your capital appreciation over the longer term, to finish with a projected overall ROI.

Our team of experienced professionals can plan the acquisition and development of your property, providing you with a service you can rely on to maximise your investment.



SO, WHETHER YOU'RE LOOKING FOR YOUR FIRST BUY-TO-LET, OR WANT TO EXPAND YOUR PORTFOLIO, WE CAN TAKE YOU SEAMLESSLY FROM START TO FINISH – INCLUDING ANY OR ALL OF THE FOLLOWING:

- Advice on types of property and areas of the city
- Identify and research prospective properties
- Advice and support with purchasing
- Investment analysis & evaluation of rental values, capital returns and ROI
- Project Management service
- Refurbishment service
- Furnishing service
- Advice on regulations and licensing
- Access to exclusive off market properties
- Free access to our team of expert property finders with a wealth of industry experience
- Expert Investment analysis and commentary on the property market
- Updates on legislation and regulatory changes

GLENHAM PUT TOGETHER A COHERENT SEARCH STRATEGY THAT MET WITH MY INVESTMENT GOALS. THEY ALSO HELPED WITH RECOMMENDATIONS FOR FINANCE AND SOLICITORS. CHARLIE, THE INVESTMENT MANAGER, WAS VERY PROFESSIONAL AND SUPPORTIVE THROUGHOUT THE WHOLE PROCESS FROM SEARCH TO ACQUISITION.

BERYL PRUEUSCHMANN

GLENHAM PROPERTY ARE MY GO TO PEOPLE FOR ALL MY INVESTMENT REQUIREMENTS, THEY ARE PROFESSIONAL, KNOWLEDGEABLE AND I WOULDN'T BUY ANYTHING WITHOUT THEIR ADVICE.

STUART HEPBURN





STRESS-FREE PROPERTY MANAGEMENT

Whether you're a long-term investor or perhaps have a flat or house you need to rent out, or are looking for new tenants for an existing property, Glenham can take the hard work and stress out of being a landlord.

Our main objectives are to maximise your returns and mitigate your risk. We know the letting process and the local market inside out – so you can rest assured that your property will be in safe hands.

MULTI-AWARD WINNING GLENHAM OFFERS A COMPREHENSIVE RANGE OF PROPERTY MANAGEMENT SERVICES FROM LET-ONLY TO OUR FULL MANAGEMENT PACKAGE.



WE HAVE ENTERED THE ESTATE AGENT OF THE YEAR (ESTAS) AWARDS FOR THE LAST FOUR YEARS, WINNING SILVER IN THE LAST THREE. THE ESTAS ARE THE ONLY AWARDS WE ENTER AS THEY ARE THE ONLY ONES VOTED FOR PURELY BY OUR LANDLORD CLIENTS.





FINDING THE RIGHT TENANTS

Whatever level of service you choose, we'll market your property on the widest range of online platforms as well as our own website and our social media channels. We also have a database of prospective tenants and we'll let them know if your property matches their requirements. It goes without saying that we also use more traditional marketing methods such as 'to let' signs and printed literature since these continue to be very effective.





A PROFESSIONAL SERVICE

You can rest assured that we'll find you a tenant who respects your property. We'll screen and select them, secure references and run credit checks. For extra peace of mind, we'll arrange rent protection for your property so that you'll still receive your income and legal expenses even if your tenants default on payments.

And if you opt for our full management service we'll also take care of all ongoing day-to-day administration, and carry out all inspections and maintenance on your behalf.



“”
 HELPING CLIENTS
 MAXIMISE THEIR RETURNS
 ON THEIR RENTAL
 INVESTMENTS



Our aim is to make sure you can get on with the rest of your life, while enjoying a premium rental income each month – and peace of mind about your tenants and your property.

At Glenham we pride ourselves on following a professional code of conduct and providing the highest levels of service.

We're members of the Association of Residential Letting Agents (ARLA), the Landlord Accreditation Scotland Scheme and we're accountable to the Property Ombudsman.

To protect your interests, we also have a separate clients' account, client money protection and professional indemnity insurance.

THE FLAT WAS SPOTLESS AND IN THE SAME CONDITION IT WAS WHEN THE TENANTS MOVED IN. PARTICULARLY WELCOME WHEN THE FLAT IS MY OWN HOME.

PAMELA GIDNEY

GLENHAM IS A VERY WELL-RUN FAMILY BUSINESS. THEY MANAGE MY PROPERTY PORTFOLIO EFFICIENTLY AND PROVIDE AN ATTENTIVE AND PERSONAL SERVICE.

DUNCAN DURBIN

GLENHAM MANAGE A NUMBER OF PROPERTIES FOR ME AND THE SERVICE THEY PROVIDE IS FANTASTIC. WOULDN'T HESITATE TO RECOMMEND THEM.

ELIZABETH IRONS



DEDICATED SUPPORT

As our client, you'll be assigned a dedicated property manager who is only a phone call away if you need advice or have a question. Our web-based technology gives you access to your account at all times so you can see exactly what's happening with your property anytime of the day or night – and in any time zone!

Our tenants, who also have a dedicated property manager, get a welcome pack that sets out clearly their responsibilities, including care of your property and transfer of council tax, utility and other bills.

We collect and transfer deposits into the tenancy deposit custodial scheme on your behalf and the rent is paid monthly into your account, at which point you'll also get an updated financial statement (available online as well) so that you can see exactly how your investment is performing.

A SERVICE THAT MEETS YOUR PROPERTY MANAGEMENT NEEDS

Letting Your Property	Full Mgnt	Let Only
Advice on preparation of property for rent	*	*
Rental evaluation	*	*
Comprehensive marketing including internet, advertising, signage, printed particulars	*	*
Accompanied property viewings	*	*
Tenant referencing	*	*
Negotiation and preparation of tenancy agreement	*	*
Collection of security deposit	*	*
Transfer of security deposit into Tenancy Deposit Scheme	*	*
Managing & Maintaining Your Property		
Tenant Welcome Pack	*	*
Instructing inventory preparation	*	*
Rent and legal warranty	*	
Checking-in tenants at property	*	*
Transfer of utilities and council tax	*	*
Monthly rent collection, management and accounting	*	
Regular inspections	*	
Management of routine maintenance	*	
Dedicated account manager for tenant queries	*	
Key-holding service	*	
Negotiating tenancy renewals and rent review	*	
Managing the check-out process	*	
Administration of Deposit release and dilapidation report	*	
Keeping You Informed		
24 hour online account access	*	
Dedicated client liaison manager	*	
Monthly financial statements	*	



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