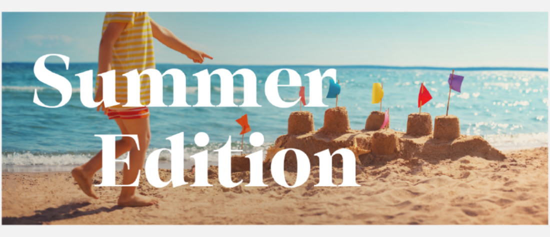
The SEASONED INVESTOR

Invest Smarter | Live Better

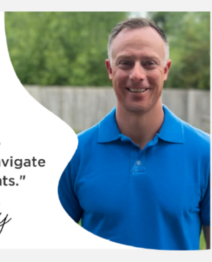


Introducing...

The Seasoned Investor

"As a seasoned landlord of successful buy-to-lets and a keen eye for the next opportunity, I'm delighted to write for The Robinson Jackson Group to help others navigate the ever-changing world of BTL investments."

Andy



Hello, fellow landlords,

Introducing the latest edition of The Seasoned Investor, a quarterly publication created specifically for private landlords.

In this edition, we look at the early impact of the Renters' Rights Act, explore why the buy-to-let market may be stronger than some headlines suggest, examine how technology is changing the way rental portfolios are managed, and share observations from across the lettings sector that could help you make better-informed decisions to *Invest Smarter – Live Better*.

A few weeks ago, while discussing the latest developments in the rental market, I caught up for a coffee with one of the lettings consultants from The Robinson Jackson Group.

Naturally, the conversation drifted towards the Renters' Rights Act. After all, it has dominated landlord discussions for the best part of two years. Yet what surprised me wasn't the legislation itself. It was how quickly the conversation moved on.

Six weeks after implementation, there simply aren't the horror stories some predicted. Most landlords seem to have adopted a practical mindset. They want clear advice, sensible guidance and confidence they're doing the right things at the right time.

What the consultant was far more interested in discussing was the investment taking place behind the scenes to accommodate growing demand for Fully Managed services, something many landlords are understandably considering as compliance becomes more detailed and the consequences of getting things wrong become more significant.

One example is the significant investment in Rainham, where new premises are being transformed into a dedicated property management centre serving landlords across Medway, Gravesham, Maidstone and Swale. This specialist hub will work alongside our established team in Lee, supporting landlords throughout South East London, Dartford, and the Bexley Boroughs, ensuring expert property management across the wider region.

Alongside the physical expansion, new technology is being introduced to create a more connected management ecosystem with suppliers, helping deliver an efficient and dependable experience for landlords and tenants alike.

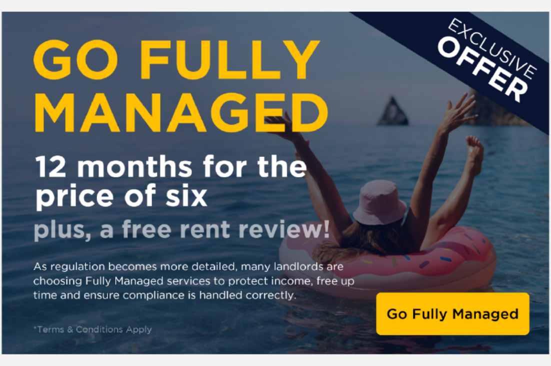
That conversation got me thinking.

Perhaps the biggest story in the private rented sector isn't Renters' Rights. Perhaps it's the way landlords, letting agents and technology are adapting to a market that continues to evolve.

In this Summer 2026 edition, I explore what we've learned since Renters' Rights arrived, why the buy-to-let market may be stronger than many headlines suggest, and how technology is quietly changing the way successful portfolios are managed.

As always, please read this as it's intended. One landlord sharing perspective with another to help you invest smarter and live better.

Andy – Your Seasoned Investor



Did You Know?

1. Six Weeks Into Renters' Rights: So Far, So Good

After years of debate, consultation and speculation, the first phase of the Renters' Rights Act arrived on 1 May.

So far, the reality appears far calmer than many predicted.

Despite extensive media coverage before implementation, there have been very few significant issues reported across the industry. Landlords have largely taken a practical approach, focusing on understanding the new requirements and ensuring their properties remain compliant.

One trend has become particularly noticeable. More landlords are moving towards Fully Managed services.

That's hardly surprising. The legislation introduces additional compliance obligations, new procedures and greater administrative responsibility. Many investors have concluded that their time is better spent enjoying their income while experienced professionals handle the day-to-day detail.

Feedback from landlords has also been overwhelmingly positive regarding the educational resources available. The Investor Community Guide to the Renters' Rights Act, together with the video series produced by The Robinson Jackson Group, has given landlords practical information they can watch, read, keep and refer back to whenever needed.

Several landlords have commented that they appreciate having information they can physically hold, read and file for future reference rather than relying solely on online articles and emails.

Copies of the guide are available through your local lettings office.

2. The Great Landlord Reshuffle

The conversation I mentioned in my introduction about growing demand for Fully Managed services reflects a wider shift taking place across the private rented sector.

For several years, headlines have focused on landlords leaving the private rented sector. Savills reports that the private rented sector has contracted for three consecutive years, with around 254,000 previously rented homes listed for sale in the 12 months to March 2026.

At first glance, that might sound concerning. However, what receives far less attention is who remains and how the market is changing as a result. The wider picture tells a more interesting story.

According to UK Finance, buy-to-let lending strengthened considerably during 2025. In the final quarter alone, 59,489 new buy-to-let loans were advanced, an increase of 18.2% compared with the same period a year earlier. Lending values rose by 21.3% while average gross rental yields improved from 6.99% to 7.18%.

That's a welcome reminder that while regulation continues to dominate headlines, the fundamentals of property investment remain attractive.

That creates an interesting dynamic.

Tenant demand remains strong across much of London and the South East. Rental supply remains constrained. Fewer landlords often means less competition for available tenants and stronger long-term rental growth.

Rather than signalling decline, many commentators now view the market as entering a period of consolidation. Some investors are stepping away, while others are taking the opportunity to strengthen their position.

This helps explain why letting agents are investing heavily in property management infrastructure, technology and compliance support. As the sector becomes more regulated, landlords increasingly recognise the value of professional support that helps them navigate an ever-changing landscape.

Importantly, this isn't becoming a market reserved for large portfolio landlords.

Many successful investors own just one or two properties. Some are building an additional income stream alongside their career. Others are planning for retirement or retaining a former home as a long-term investment.

The difference today is that the sector increasingly rewards a professional mindset.

The market is becoming less forgiving for landlords who treat letting as an occasional side project. At the same time, it continues to reward investors who approach their properties with professional standards, good advice and a long-term outlook, regardless of whether they own one property or twenty.

In many ways, the great landlord reshuffle isn't about landlords disappearing. It's about the sector becoming more professional, more structured and better supported than ever before.

For landlords prepared to adapt, the opportunities remain compelling.

3. How Technology Is Helping Professional Landlords Stay Ahead

Artificial Intelligence is rarely out of the headlines, but some of the most important changes are happening quietly behind the scenes.

Today's technology is doing far more than writing descriptions to market properties.

Modern property management systems increasingly help with maintenance reporting, compliance monitoring, contractor management, tenant communication and portfolio performance tracking.

The biggest benefit isn't replacing people. It's reducing administration.

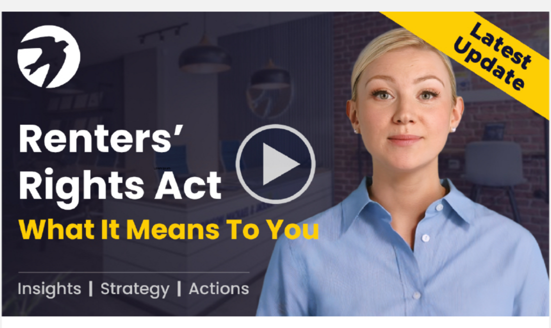
As compliance requirements continue to increase, property managers spend considerable time tracking certificates, coordinating contractors, updating landlords and responding to routine enquiries. Technology is increasingly helping to automate these repetitive tasks, allowing experienced professionals time to focus on customer service and problem solving.

For landlords, the goal isn't technology for technology's sake. It's fewer void periods, faster maintenance resolution, stronger compliance and ultimately a more profitable portfolio.

The benefits are straightforward: faster communication, better visibility of maintenance issues, stronger compliance monitoring, an improved tenant experience, and more time to focus on growing a portfolio rather than managing paperwork.

Technology will never replace professional judgement. Landlords still need experienced people who understand legislation, local markets and tenant relationships.

What technology can do is provide those people with better tools to deliver a faster, more efficient service.



When The Robinson Jackson Group launched its original Renters' Rights Myth Buster video, the legislation was still making its way through Parliament while much of the industry was debating what the final legislation might look like.

Now that the final details of phase 1 have been confirmed, a second video has been produced to complete the picture.

Together, the original Myth Buster and the new follow-up guide provide landlords with a practical overview of the legislation and the key actions investors should consider. The latest video rounds off the final details and answers many of the questions landlords have raised since the Act came into force.

If you've already watched the Myth Buster, this latest video is the perfect companion piece.

Looking Ahead

Before I sign off, there's one final thing worth mentioning.

Since The Seasoned Investor first launched in Spring 2024, what started as an idea has grown into a community of almost 20,000 buy-to-let investors. Whether you're managing one property or a substantial portfolio, we all share a common goal: ***Investing Smarter to Live Better.***

Behind the scenes, The Robinson Jackson Group is making a significant investment in its database management and communication technology. The introduction of new systems will help create an even better experience for landlords and help keep you better informed.

Technology is a wonderful thing, but even the brightest minds in Silicon Valley haven't quite managed to eliminate the occasional teething issue. With that in mind, there is a chance The Seasoned Investor may pause publication for an edition while the team focuses on implementing and testing these changes properly.

If that happens, I'll be back before you know it with more buy-to-let insights, practical landlord guidance and, hopefully, the occasional witty observation or two.

Until then, thank you for being part of The Seasoned Investor community. Your continued support, readership and engagement are genuinely appreciated, and I look forward to catching up again soon.

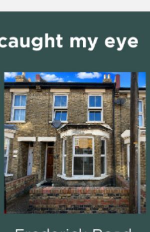
Warm regards,

Andy.
The Editor, Seasoned Investor.

Three investment opportunities that caught my eye

Sidcup Hill, Sidcup
£269,500
Potential Rental Income - £1,700 pcm
Yield - 7.6%

Waterhouse Av, Maidstone
£230,000
Potential Rental Income - £1,500 pcm
Yield - 7.8%



Frederick Road, Gillingham
£240,000
Potential Rental Income - £1,350 pcm
Yield - 6.6%

Contact for more details