

# The SEASONED INVESTOR

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## 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 again, fellow landlords,

When I was first asked, two years ago, to put my name to *The Seasoned Investor*, I'll be honest, I wasn't sure where it would land. A publication written by an investor for investors sounds good on paper, but you only really find out once it's out there.

Fast forward to today and here we are. Two years on, readership has doubled, very few people have wandered off, and more than 18,000 buy-to-let investors and landlords in our growing investor community now receive each quarterly edition. Even better, I regularly hear from landlords who say they actually find it useful. In this game, that's about as high praise as it gets.

What's struck me most is how many of you have engaged with our coverage of the Renters' Rights Bill. Not just the headlines, but the practical advice, the written pieces and the videos. It's a topic that's been rumbling on for years, and we've tried to treat it the way landlords actually experience it. Calmly, honestly, and without scaremongering.

Yes, the legislation matters. It's significant. But it's also the final chapter of a long process, not the start of something unknown. If experience has taught me anything, it's that with a bit of planning and the right professional guidance, these moments tend to pass quicker than the noise around them suggests.

Six months from now, we'll know what really changed, what didn't, and we'll be getting on with business as usual.

In this Winter 2026 edition, I've shared predictions from Joe Mullan, Lettings Area Partner at [The Robinson Jackson Group](#), alongside insights from senior lettings managers who are dealing with the buy-to-let market day in, day out. It's a grounded, practical perspective from people who see what works and what doesn't.

So, pour yourself something warm, take what's useful, and as always, read this as it's intended. One landlord sharing perspective with another.

## 2026 Letting Predictions

- The Renters' Rights Bill will separate preparation from complacency**  
Joe Mullan is clear on this point. The end of Section 21 doesn't remove landlords' rights, but it does remove any margin for being unprepared. Possession will rely on correct evidence, proper timelines and robust processes. In short, organisation matters more than ever. This isn't about panic. It's about running your investment like a business.
- This isn't anti-landlord legislation – it's pro-professional**  
Compliance will cost more and enforcement will tighten, but this market will increasingly favour landlords who already manage their portfolios properly. The days of being slapdash are fading. Those who understand the rules, or have the right professional support in place, will find the next phase more stable and predictable.
- Demand hasn't softened – it's sharpened**  
Across Kent and South East London, tenant demand remains strong. What's changed is selectivity. Well-presented homes, marketed properly, continue to attract competition and longer tenancies. First impressions now count more than ever, which is why professional marketing and clear pricing are proving decisive.
- As some landlords exit, committed investors strengthen their position**  
The market is consolidating, not collapsing. As less committed landlords sell up, those who remain benefit from stronger rents and better tenant quality. History suggests this is often when well-prepared investors quietly improve their position.
- Change brings opportunity, not just challenge**  
While some see the new landscape as a reason to step back, others are stepping in. A new generation of buy-to-let investors is emerging, acquiring stock and treating property as a long-term business rather than a side project.

**GO FULLY!**  
**12 Months for the price of Six plus, a free rent review!**

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**Go Fully Managed**

With legislation tightening and compliance demands increasing, more landlords are choosing fully managed services for peace of mind. If protecting income, freeing up time and removing hassle are priorities for you this year, this Winter offer is well worth a look.

## Winter Tips - Getting Ahead of the Renters' Rights Bill

Rather than waiting for the detail to land and reacting later, here are three practical things landlords can do now to stay ahead.

- 1 Get your paperwork and processes in order**  
With greater scrutiny on possession and compliance, documentation matters. Safety certificates, tenancy agreements and records need to be accurate and accessible. Many landlords are choosing to lean on fully managed services to make sure nothing is missed.
- 2 Protect income, not just headline yield**  
With affordability stretched for many tenants, rent insurance and proactive arrears management are no longer optional extras. Guaranteed income and fewer worries are increasingly part of the decision-making for landlords who value certainty.
- 3 Be honest about how hands-on you want to be**  
As regulation becomes more detailed, many landlords are reassessing how much time they want to spend managing day-to-day issues themselves. Fully managed services are being sought not because landlords can't manage, but because they'd rather spend their time elsewhere.

## Looking Ahead - Letting with Certainty

If there's one thing experience has taught me, it's that property investment rewards those who keep perspective. This market isn't disappearing. It's maturing.

Landlords who plan ahead, work with professionals and focus on standards tend to come through periods of change in better shape than those who react late. The noise will always be louder than the reality.

Lettings with certainty isn't about avoiding change. It's about understanding it, preparing for it and carrying on with confidence. Strong homes, well looked after, let to good tenants, still form the backbone of a solid long-term investment.

As ever, I'll keep sharing what I'm seeing and hearing to help our investor community invest smarter and live better.

In the meantime, most of us do this for the same reasons. Property remains tangible, understandable and, when it's run properly, quietly rewarding. It offers control in an uncertain world, steady income alongside long-term value, and the satisfaction of building something that lasts. Stay disciplined, stay professional and remember why you invested in the first place.

Warm regards,

**Andy.**

## Three investment opportunities that caught my eye

<p>Little Brights Road, Belvedere £200,000 Potential Rental Income - £1,250 pcm Yield - 7.5%</p>	<p>Solomon Road, Rainham £250,000 Potential Rental Income - £1,250 pcm Yield - 6%</p>	<p>St George Square, Maidstone £150,000 Potential Rental Income - £1,200 pcm Yield - 9.6%</p>
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**Contact for more details**

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**Let with Certainty**

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