

The **Landlord's** Guide to

Reposit

A new way to rent property without the hassle of a deposit:
helping you fill your properties quickly and securely.



Reposit has provided my tenants with a more
affordable option than the traditional deposit scheme
and at no cost to me, the Landlord.

Alex Myers
Private Landlord

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What is Reposit and how is it different from a standard tenancy deposit?



Step one

Tenant finds their dream rental property



Step two

Agent refers the tenant to Reposit via our platform



Step three

Tenant pays a non-refundable fee of one week's rent



Step four

Landlord covered by insurance for up to 8 weeks' rent

A Reposit is an alternative to the traditional tenancy deposit. With a traditional deposit, the tenant pays a large sum (four to five weeks' rent) which the landlord or letting agent is legally obliged to register with a deposit scheme (see The Housing Act 2004).

With Reposit, the tenant pays us a non-refundable service charge, equal to just one week's rent. The tenant is still liable for any damages and we will always try to recover any fair end of tenancy claims directly from the tenant ourselves and then pass the collected funds to the agent/landlord directly. However, our insurance policy, underwritten by Canopus, allows us to cover the Landlord for up to eight weeks' of damages or rent arrears if a tenant defaults on fair payment.

Why do we need a deposit alternative?



Paying a deposit doesn't demonstrate a tenant's ability to pay rent

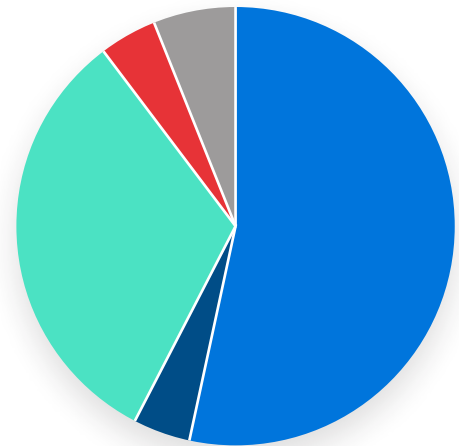
With rent prices and the cost of living rising, tenant's disposable income has become considerably smaller. Tenants are now spending an average of half of their earnings on rent alone.

When moving home, your tenant usually pays the first month's rent upfront on top of moving costs and a deposit from the previous property. When you add on a deposit to the value of four to five weeks', this can be a challenge even for tenants with an income suited to monthly rental payments.

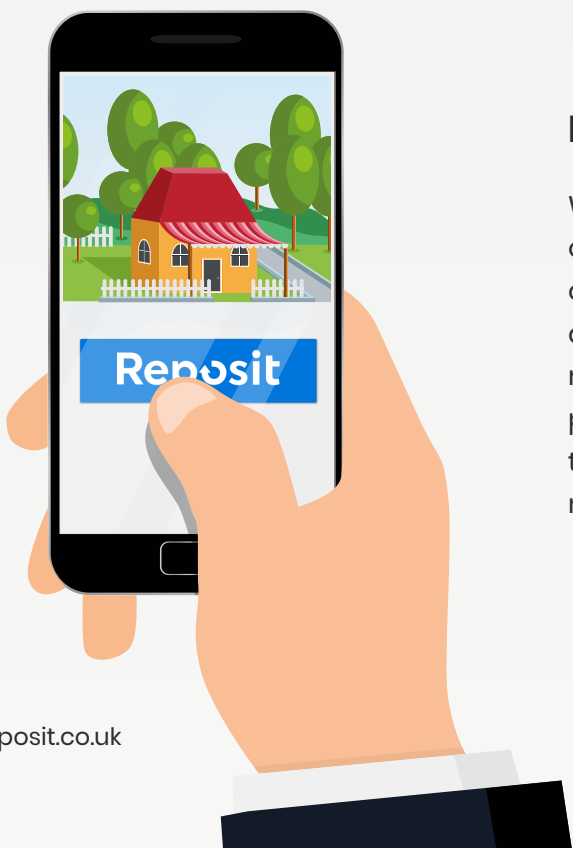
Even if your tenant is able to pay these upfront costs, they may want to use the money they have freed up on something else, such as new furniture for the property instead.

Where did you find the funds for your deposit?

Reposit survey of 110 tenants September 2017



- My own Savings
- Bank/high street loan
- Borrowed from friends/family
- Overdraft facility
- Other



Deposits are a thing of the past

With the developments in technology and increasing use of online and mobile services, deposits are outdated and cause a paperwork nightmare for tenants, landlords and agents. Even more importantly, if you or your agent fail to register a deposit within the time limit, you could end up paying up to three times the deposit as compensation to the tenant. Reposit is a simple online process - it takes just minutes for your tenant to sign up and pay their fee.

What are the benefits of Reposit for landlords?



Attract more tenants by offering them the chance to save on upfront costs

By offering tenants the chance to pay less, you'll attract more tenants who may want to reduce the high upfront costs of moving. And you'll have happy tenants too!

All the assurances you need

We provide up to eight weeks' rent as cover for your properties. Your tenant is still liable for any damages or breaches of the tenancy agreement and pays for these at the end of the tenancy, just like with a deposit.

Fill your property quickly and lower your void periods

Reposit helps your property stand out in a crowded market and lets tenants move in faster, rather than waiting to have a large lump sum available. This means your property won't stay empty for long!

Our partner agents report that offering tenants Reposit reduces void periods by an average of 18 days.

Void periods cost UK landlords
£3billion a year

More coverage than a cash deposit

The Tenant Fees Act 2018 introduced a five weeks' cap on security deposits. With Reposit, landlords receive eight weeks' worth of guaranteed cover, which offers the same protection as a deposit. Not only do landlords get more security, but their tenants are more financially secure after moving in.

Individual landlords lose up to
£1869 a year

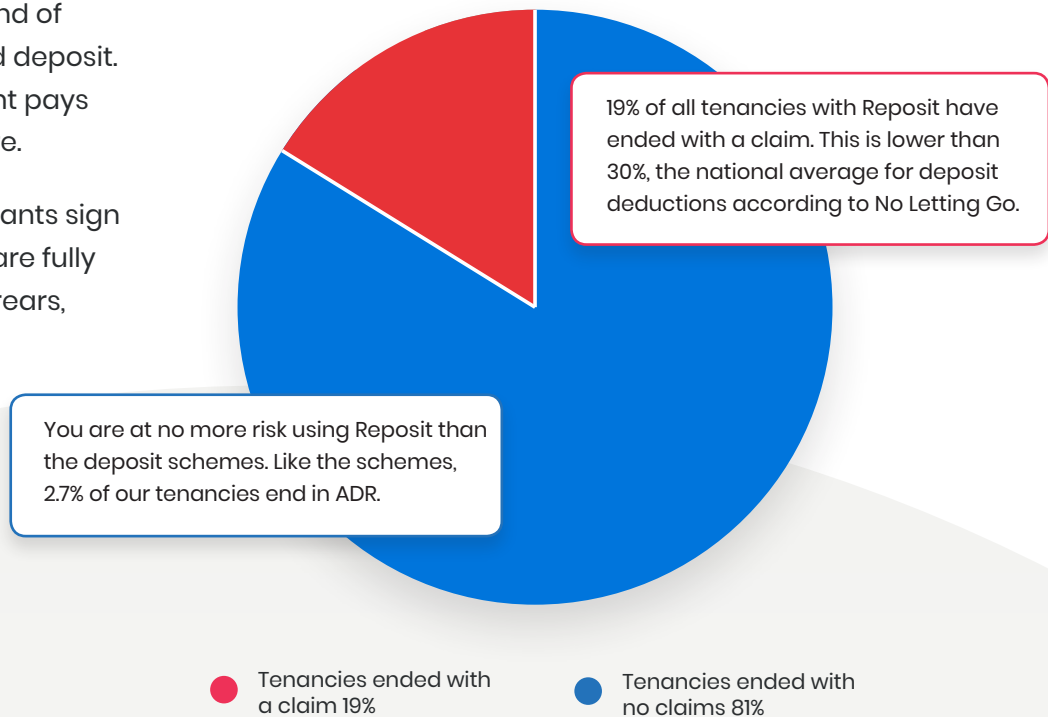
How can I trust that Reposit will actually pay out?



Tenants are still liable for damages, cleaning or rent arrears. We recover payment from tenants at the end of the tenancy, just like a standard deposit. However, with Reposit the tenant pays after a claim is made, not before.

During the sign-up process, tenants sign our terms to confirm that they are fully liable for any damages, rent arrears, cleaning costs and removal of unwanted items.

Reposit End-of-Tenancy Claims Rate



99% of submitted Claims via Reposit are successfully paid out*

For 99% of Claims submitted via Reposit, the Landlord successfully received a payout. We believe in a smooth end-of tenancy experience for our customers which is why we have created an easy flow for Claim submission – once you’ve gathered all the evidence, you can submit a claim on our platform in a matter of minutes.

All claims are managed through our platform and processed by our in-house team. You’ll never need to contact the insurer.

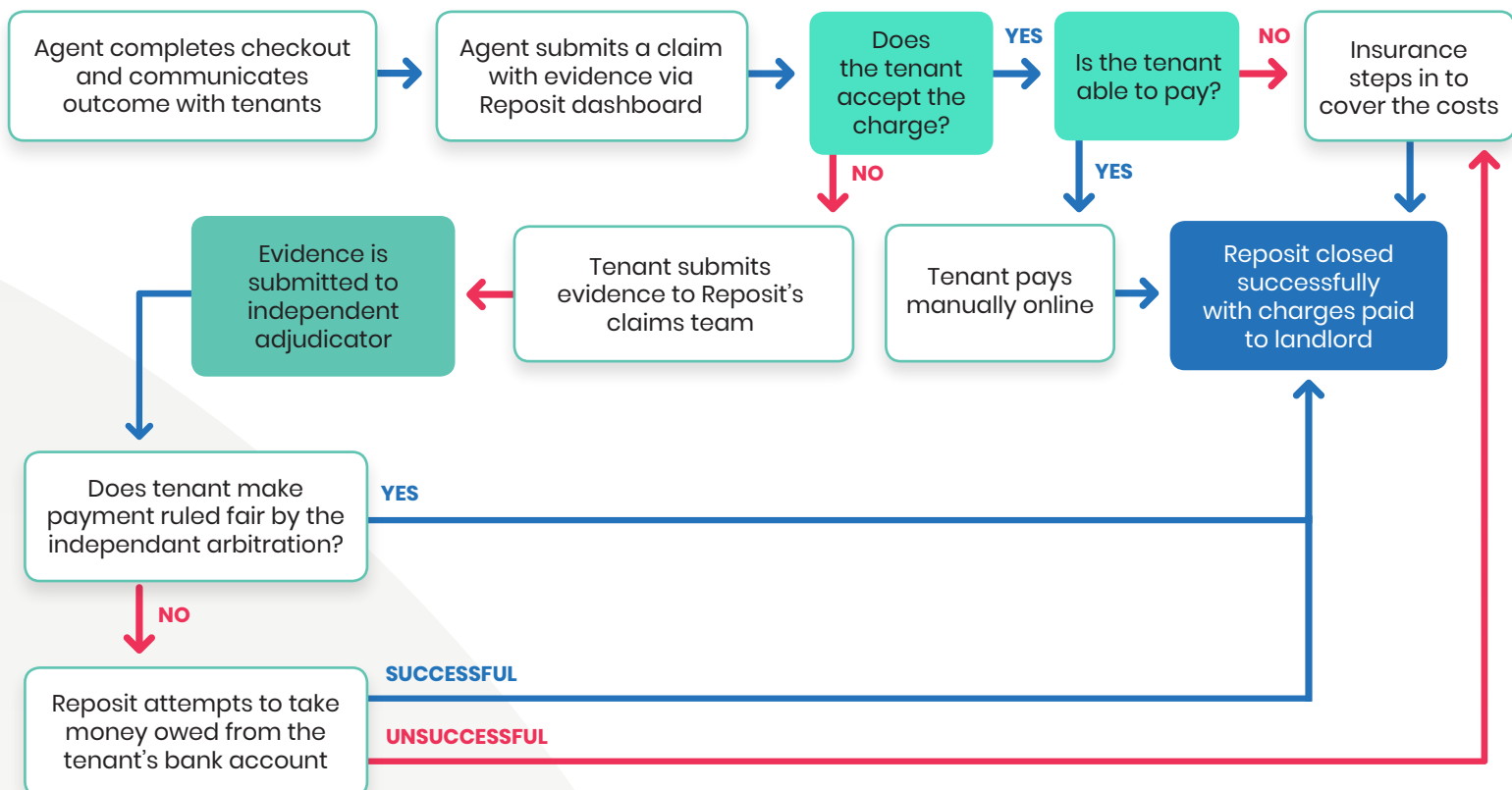
*1% that failed were due to lack of evidence.

What level of cover do Reposit offer, and how do I claim for damage?

Attract more tenants by offering them the chance to save on upfront costs

We will always provide eight weeks' of cover with no hidden clauses. This includes any damages, rent arrears, cleaning costs and removal of unwanted items.

End of tenancy: claims and payment process



Once accepted, claims are paid within 28 days

Although we always try to recover the money from your first tenant, our insurer steps in to cover the cost if the tenant is unable to pay. Tenants are made fully aware before paying their Reposit initial charge that they may be liable to pay an admin fee for Alternative Dispute Resolution if the results are found to be wholly in the landlord's favour. The admin fee is £120 and will be added to the balance owed. This is to discourage tenants rejecting valid Claims, thus ensuring landlords are paid quickly and fairly.

What happens if there's a dispute?



Rest easy knowing that disputes are handled by independent dispute specialists with years of experience

If a tenant disputes a charge, the case is raised to adjudication via a third party company - Independent Adjudication Services Limited, headed by Lisa Williamson.

Lisa is an adjudication specialist with a wealth of experience in the property industry and was a senior member on the TDS adjudication panel.

The case will be reviewed by an independent adjudicator who will examine the evidence before making a decision.

On average, arbitration reaches a decision within 14 days. This decision is final and Reposit has no influence over this decision.



Who are Reposit's insurers and regulators?



We're backed by Canopius, a leading insurer

Reposit are proud to be in partnership with Canopius, one of the top 5 insurers in the Lloyd's insurance market. They wrote over \$1.2 billion premium across the group in 2017. Our insurance structure means that Landlords will be paid within 28 days in the event of a tenant defaulting on any fair damages or rent arrears.

We're regulated by the Financial Conduct Authority

As an FCA regulated company, Reposit follows strict guidelines as set out by the FCA which intends to bring agents, landlords and tenants comfort that they are working and affiliated with a responsible firm that has continuous oversight from an independent consumer body.

And protected by the Financial Services Compensation Scheme

Reposit also benefits from FSCS protection. This means that if a firm is unable to pay for their liabilities, the consumers can claim for up to £85,000 in losses. In the context of Reposit, in the unlikely event our insurer Canopius, a Lloyds of London syndicate, becomes unable to pay the landlord, then the FSCS will wind down and honour any existing payouts and coverage.

Who are Reposit's insurers and regulators?



- Reposit is not a deposit. Reposit protects Landlords by adding you as a beneficiary to our insurance policy underwritten by Canopus Managing Agents, Lloyds Syndicate 4444. As a beneficiary you are given the protection of claiming up to 8 weeks' worth of rent in the event that your tenant causes unreasonable damage or has outstanding rent at end of tenancy and Reposit is unable to reclaim the funds within a 28 day period.
- We require all tenants (or their guarantors) to pass comprehensive referencing via their agency/ landlord before purchasing a Reposit. Like the deposit schemes, they are still fully responsible for keeping the property in good condition and paying rent on time. It is only in the event that a tenant does not reimburse any fair damages or rent arrears that our insurance policy will reward you the monies accordingly.
- Arbitration is always free for our Landlords. If a tenant disputes a claim, an independent arbiter will assess and award monies based on factual evidence presented both from yourself and the tenant. If the arbiter concludes that all monies should be awarded wholly in favour of the Landlord, a £120.00 admin charge will be added to the balance owed by the tenant. This is designed to disincentivize unscrupulous disputes from tenants, given the lack of deposit in place.
- The initial Reposit service charge is valid for 12 months. Tenants are required to pay a £30 admin charge annually if they stay in the property beyond the first 12 months. It is always our responsibility to collect this charge from the tenant and will not affect your cover if the tenant defaults.
- Reposit is free to use for Landlords. Tenants are responsible for paying a service charge equal to one week's worth of rent to allow Landlords to benefit from our insurance policy.
- At end of tenancy, you may decide to claim on the Reposit. It is then the tenant's right to either agree or dispute the claim and Reposit will act as an impartial mediation platform.
- The arbiter's decision is always final and binding as outlined in your T&C. Their decision can only be challenged in a court of law like traditional deposit schemes.
- If the tenant pays Reposit the outstanding sum within this time, we will pay the funds to you within 48 hours.

Landlord FAQ's



Don't I have to take a deposit?

No, there is no obligation to take a deposit from your tenants. However, if you do take a deposit, it must be registered within 30 days with one of the three tenancy deposit schemes according to The Housing Act 2004 legislation. If it isn't protected within this time you can be fined up to three months' rent and be unable to serve a Section 21 (eviction notice) to your tenants.

Can I offer Reposit as well as a standard deposit?

Although tenants cannot choose both Reposit and a traditional deposit, we require agents and landlords to offer Reposit as a choice rather than the only option (as per the Tenant Fees Act 2019). In some cases a traditional deposit may be the preferred option.

What happens if the tenant disputes end-of-tenancy charges?

If a tenant disputes the charges, the case is raised to adjudication via a third party dispute resolution service. Evidence is collected from both parties (copies of the check-out report, inventory, photographic evidence etc.) and the arbiter aims to have a decision within fourteen days. This decision is final and Reposit has no influence over this decision. If the tenant raises a dispute, they are reminded that an additional £120 charge will be added in the event that the dispute is found wholly in favour of the landlord/agent. This is to discourage tenants rejecting valid claims. No additional charge is levied if the tenant rejection is wholly or partly upheld. We never charge a landlord or agent.

How can I be sure Reposit will be able to pay damages if the tenant defaults?

We understand landlords feel secure from having money in a bank account or held by a scheme. However, you receive even more cover with Reposit - we offer up to eight weeks' rent for any damages or arrears as outlined in your contract. . If there are fair end of tenancy charges, tenants are expected to reimburse landlords directly through the platform - however, in the event that they default, our insurers Canopius will pay the claim amount to landlord.

Which tenants are eligible for Reposit?

Tenants who pass the agent's/landlord's referencing checks or who have a UK based guarantor are eligible for Reposit. We are able to work with people receiving DSS and students with no credit score if the landlord/agent conducts referencing on a guarantor. We conduct an ID check on all applications to ensure they are eligible for Reposit.



Our landlords find Reposit quick, easy and simple.
It offers them more cover which makes them feel more secure
when letting out their property and relieves the worry of “what ifs”.

Tenants are able to pay a more affordable fee which
helps them move into the property much quicker than before
when they had to find a larger amount of money for a deposit.
Our landlords love as it means they aren't waiting around for as long
with an empty property.



Joe Firth
Whitegates Keighley

Reposit

Reposit Group Limited (t/a Reposit) is an appointed representative of Independent Broking Solutions Limited, who are authorised and regulated by the Financial Conduct Authority under registration number 312026 to carry out insurance mediation activities.

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