

Supporting Your Estate Agency or Letting Agency

Here When You Need Us



Ison Harrison Solicitors are a leading law firm based at 14 offices with a proven track record in acting for SME clients, with a particular specialism in advising property based business and a particular focus on Estate Agents and Letting Agents.

Our advice goes beyond reactive legal assistance and provides a proactive solution by which Estate Agents and Lettings Agents can access leading legal and strategic advice on compliance, growth and business support for their business. We are a leading Property law firm but our advice goes far beyond property law.

Tailored Legal Solutions for Estate Agents and Letting Agents

Estate Agents and Lettings Agents face a number of legal complexities in an ever changing and highly competitive market. Ison Harrison Solicitors offer a range of specialist services, on a flexible range of fee structures, designed to help your property business be fully compliant with the latest legal issues and allowing owners of Estate Agents and Lettings Agents focus on growing their business, confident in the knowledge that the legal compliance and issues are being handled.

DID YOU KNOW

These services can be provided on a monthly retainer allowing you control over your budgets and cash flow.

Due to our experience in advising Estate Agents, Lettings Agents and other property based companies, we have an exceptional degree of knowledge in respect of the property market and the challenges facing property businesses. We advise on the commercial aspects of running an Estate Agents or Letting Agents, whether this is in respect of relationships with clients or tenants, including issues arising under the Tenant Fees Act 2019.

We have explained some of these issues further in this document.

Some of the legal issues we advise Estate Agents and Lettings Agents on include:

- GDPR Compliance and Data Protection;
- Terms of Business
- Sourcing Agreements and Project Management
- Dispute Resolution
- Ownership and succession planning
- Business sales and acquisition
- Tailored Property Investor Advice
- Regulatory matters
- Employment law & IR35
- Property Transactions

About Ison Harrison Solicitors

Ison Harrison Solicitors are a full service law firm based across 14 offices and acting for businesses nationwide. We pride ourselves on providing an 'aims-focused', holistic services tailored towards helping business owners achieve their goals through strong legal compliance and support by our Partner led team.

As well as providing first class commercial advice to our business clients, we are also a leading property law firms with statistics published by the Land Registry indicating that we are in the top 20 law firms in the country based on the volume of property transactions handled.

GDPR Compliance

Estate Agents and Letting Agents handle large amounts of data, particularly in respect of tenants, including data which would be considered 'special categories' of data under the Data Protection Act 2018.

Estate Agents and Letting Agents handle data for their clients, as well as tenants and purchasers of properties and in addition their own staff data. Consequently there are a number of factors to consider, some of which may be competitive with each other.

GDPR provides an obligation on businesses to risk assess and monitor data protection on an ongoing basis and Ison Harrison can assist in compliance support with this.

Terms of Business

There can be a number of factors to consider when setting out your terms of business as either an Estate Agency or Letting Agency.

Particularly given the changes introduced by the Tenant Fees Act 2019 and also the Data Protection Act 2018, many terms of business may need updating or further consideration.

Sourcing Agreements and Project Management

Many Estate Agents and Letting Agents develop other income streams such as Sourcing Agreements, Project Management or commission arrangements. It is however important that the terms of these agreements are clearly set out.

Arrangements of this nature involve you providing a service and factors to consider not only relate to how and when you get paid but also the responsibilities and restrictions on the parties.

Dispute Resolution

Estate Agents and Letting Agents can find that they get involved in litigation either themselves as businesses or where their investors require assistance with problematic tenants.

Ison Harrison Solicitors advise on a range of disputes, whether it is disputes with clients or tenants about fees and deposit retention or whether we are assisting landlords with evictions and forfeiture.

We can advise on the service of applicable notices whether under a commercial or residential lease and the Court proceedings for eviction and enforcement of money judgments.

Ownership and Succession Planning

Ison Harrison Solicitors provide expert legal and strategic advice regarding ownership of business, including advice around succession planning, exiting a business and disaster planning.

With the right advice, you can potentially save time, cost and tax but the advice must be tailored not just the needs of the business currently but also the intention of the business going forward.

There can be particular complexities where property is concerned, for instance if property is held in a pension, and the resulting tax implications. We can advise on how to structure the business and protect the business against disaster.

Sale and Acquisition

Whether you are looking to expand your offering by acquiring a competitor or have decided to sell your estate agency or lettings agency, it is imperative that you seek advice from a firm of solicitors with experience in the property industry.

With the changes in recent years to the property market, we have seen, and advised on, a number of mergers of business whether this be the purchase or sale of the business, or potentially the sale or purchase of part of a business, for instance a lettings book.

We can assist in drafting the appropriate contracts and advising on the due diligence.

Tailored Property Investor Advice

We regularly advise Property Investors on a diverse range of issues outside of pure property transactions. Whether it is a land development, HMO, commercial unit or residential conveyancing, we can advise on the full range of commercial aspects of the property investment business and strategy.

We advise on Joint Venture arrangements, option agreements and relations between investors, such as drafting shareholder agreements.

Many firms who handle residential conveyancing do not have the expertise to advise on more complex commercial aspects of a transaction. We can provide your VIP investors clients with a specialist investor service providing high level service and strategic, practical advice thereby enhancing your relationships with investors and ensuring retention of investors.

Regulatory Advice

Estate Agents and Lettings Agents can face arrange of compulsory and voluntary regulatory issues whether this be from the Property Ombudsman, ARLA Propertymark or HMO Licensing issues.

Our team of specialist Regulatory lawyers can advise on the legal matters appertaining to regulation of Estate Agents and Lettings Agents.

Employment Law

Employment law impacts all businesses. We can advise on a range of issues including employment contracts, handbooks, commission structures and modern slavery.

Where you engage consultants, you may be subject to the changes in IR35 legislation. IR35 concerns how self-employed consultants are paid and taxed. Issues around IR35 can be complex and it is often important that contracts concerning consultants must be well drafted so as to avoid tax liabilities arising on the business engaging the consultant.

Property Transactions

We can, of course, assist your business with standard residential conveyancing services. If you are interested in discussing our conveyancing services and how we can assist you, please feel free to contact us.

The handling of the conveyancing process is one of the most important aspects of the transaction. Poor legal work can cause damage to the reputation of Estate Agents, particularly where a firm has been recommended by Agent. It is therefore imperative to your business that you recommend good quality firms.

IH In-House

Depending on the needs of our clients we can offer a fully out-sourced 'in-house' legal solution whereby we can deal with a range of legal matters concerning a property business for a standard monthly fee. Within this, we can also include involvement in board meetings for more strategic advice on the progression of the business.

Our 'IH In-House' offering provides you with consistent, proactive legal support removing risk from you and allowing you to focus on what you are good at: property.

As a firm of Solicitors, we specialise in advising business across a range of sectors but we have particular specialist knowledge of advising property investment companies, estate and lettings agents of various sizes.

We offer tailored advice, bespoke to your business, your requirements and your aims. By instructing Ison Harrison Solicitors, you will be allocated a lead Partner who will be your primary point of contact and will ensure all of your legal needs are accommodated allowing you to build strong working relations with this Partner and potentially creating cross referral opportunities for you.

If you would like to discuss our services further, please contact Richard Coulthard on **0113 284 5095**

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