

PREMIER KENT PROPERTIES LIMITED · TUNBRIDGE WELLS

KINGS ESTATES

LANDLORD *engagement* SUMMARY

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A short read for landlords considering Kings Estates. The four service tiers, the headline fees and what happens at instruction — everything you need to make a confident decision before the full Terms of Business are issued for signature.

EDITION · 2026.2 — JULY 2026 FEE SCHEDULE

A CONSIDERED PARTNERSHIP

INDEPENDENT. OWNER-LED. *Built on transparency.*

Kings Estates has let homes across Tunbridge Wells, Kent and East Sussex since 1985. We are independent, owner-led, and we publish every fee we charge. This document gives you the headlines in five minutes; the full Terms of Business follow at instruction.

Lettings has become materially more complex under the Renters' Rights Act 2026 — periodic tenancies from day one, Section 21 abolished, mandatory PRS Database registration, Section 13 the only route to rent increases, civil penalties up to £40,000 per breach. For most landlords the maths now strongly favours a managed service. We've designed our four tiers so that the route to handing the regulatory burden over to us is short, clearly priced and reversible.

What this document covers: the four service tiers and what each one includes; the headline fees on a worked example rent; the optional protections (Rent & Legal Protection, Compliance Care); and exactly what happens between “I'd like to instruct” and the first month's rent landing in your account.

What it doesn't cover: the contractually binding detail, which is in the full *Landlord Terms of Business 2026* — available at kings-estates.co.uk/legal/landlord-terms. Nothing in this summary varies what the Terms say. Where they differ, the Terms govern.

All figures inclusive of VAT (currently 20%). Fees and minimums are unchanged from those published on our public fee schedule at kings-estates.co.uk/landlords/landlord-fees.

TWO PATHS · FOUR TIERS

PICK HOW MUCH OF THE DAY-TO-DAY, AND HOW MUCH OF THE *RRR compliance*, WE HANDLE.

Bronze is a one-time Let Only: we find and place the tenant, then step back. From move-in day every ongoing Renters' Rights Act obligation sits with you. **Silver, Gold and Platinum** are ongoing services that include finding the tenant *and* progressively more of the day-to-day plus full RRR compliance handling. The fee shown for each managed tier is the only ongoing charge — there is no separate Let Only fee on top.

BRONZE

LET ONLY

You handle RRR compliance yourself

120% OF ONE MONTH'S RENT

Setup fee 120% of one month's rent · minimum £1,200

One-time fee covering marketing, viewings, referencing, tenancy paperwork and move-in. From day one of the tenancy, every Section 13, Section 8, PRS Database update and Right to Rent follow-up is yours.

SILVER

LET ONLY + RENT
COLLECTION*Clean rent handling; you stay close*

14.40% OF MONTHLY RENT

£480 flat set-up (inc. VAT) · £144/month minimum

Bronze plus monthly rent collection, statements, arrears chasing by correspondence and annual rent review advice. Property maintenance and ongoing compliance remain with you unless you add Compliance Care.

GOLD

FULLY MANAGED

Hands-off ownership, day-to-day handled

16.80% OF MONTHLY RENT

£480 flat set-up (inc. VAT) · £144/month minimum

Hands-off ownership. Dedicated property manager, 24/7 tenant emergency line, maintenance arranged on your behalf, annual property inspection, full Renters' Rights Act compliance handled in your name.

PLATINUM

FULLY MANAGED+

Our most popular — protected and priority

20.40% OF MONTHLY RENT

£480 flat set-up (inc. VAT) · £180/month minimum

Everything in Gold, with **Rent & Legal Protection included** (Goodlord), free annual Tenancy & Rent Review including unlimited Section 13, two annual inspections, dedicated account manager and priority response.

A £2,000 PER MONTH RENT

THE FEES, IN *actual pounds*.

A landlord comparing percentages across agents has no easy way to translate them into actual cost. Here are the four tiers expressed in £ on a representative £2,000 per month rent (the median TN1-TN4 letting rate, May 2026). Year 1 includes the one-time set-up fee; Year 2 onwards is the ongoing commission only.

TIER	HEADLINE RATE	YEAR 1 ALL-IN	YEAR 2+ ONGOING
Bronze · Let Only	120% OF ONE MONTH (MIN £1,200)	£2,400 ONE-TIME	<i>No ongoing fees</i>
Silver · Let + Rent Collection	14.40% OF MONTHLY RENT	£3,936	£3,456 / YEAR
Gold · Fully Managed	16.80% OF MONTHLY RENT	£4,512	£4,032 / YEAR
Platinum · Fully Managed+	20.40% OF MONTHLY RENT	£5,376	£4,896 / YEAR

How to read this: the only fee you pay above the headline rate is the one-time set-up of **120% of one month's rent (Bronze, minimum £1,200) or a flat £480 inc. VAT (Silver, Gold, Platinum)** at instruction — which now includes referencing, the tenancy agreement, deposit registration and AML checks. Every managed tier already includes finding the tenant. There is no separate Let Only fee added on Silver / Gold / Platinum. The full per-event schedule (Section 13 notices, court attendance, inspections etc.) is in the binding Terms; it's published openly on our public fee page.

PER-EVENT ADMIN FEES YOU MIGHT SEE

Tenancy & Rent Review incl. Section 13 (Gold)	INCLUDED	<i>One per year within the management fee. Platinum: unlimited.</i>
Tenancy & Rent Review incl. Section 13 (Bronze / Silver)	£210 INC. VAT	<i>One flat price on every non-managed tier; charged per review when requested.</i>
Section 8 / other statutory notice	£210 INC. VAT	<i>Per notice. First instance per tenancy included on Platinum.</i>

Withdrawal — pre-marketing	£0	<i>Change your mind before marketing begins and there is nothing to pay.</i>
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TWO OPTIONAL ADD-ONS

TWO WAYS TO *protect yourself* FURTHER.

Post-Renters' Rights Act, the two anxieties landlords flag most often are the cost of re-letting if a tenant gives 2 months' notice early in the tenancy, and the operational burden of staying compliant on a Bronze or Silver tier. Two optional products address those directly.

RENT & LEGAL PROTECTION — GOODLORD

3.6% inc. VAT of monthly rent on Silver and Gold · **included free on Platinum.**

Pays **100% of rent until vacant possession is regained** (£100,000 total indemnity, £10,000 max monthly cover); 90% of rent for 6 weeks during the void after possession; eviction legal expenses; **Section 13 rent-increase cover for up to 6 months if the tenant refuses to pay**; £1,000 property damage cover; 90 days' alternative accommodation; nil excess on claims made within 45 days; first month's rent covered. Insurer-backed via Goodlord; the product summary is at kings-estates.co.uk/legal/goodlord-rent-protection-2026.pdf.

COMPLIANCE CARE — BRONZE / SILVER

£30 inc. VAT per property per month. Optional for Bronze and Silver landlords; bundled into Gold and Platinum management commission.

Certificate tracking and renewal booking, Right to Rent follow-ups, smoke / CO record-keeping, statutory record-keeping and PRS Database registration support when the rollout begins, plus priority access to our compliance team. Section 13 and Section 8 notices remain chargeable per the fee schedule. Replaces the annual Compliance Add-On — the fastest way to keep a self-managed Bronze or Silver tenancy on the right side of the Act without going Gold.

Both add-ons can be taken at instruction or added later by written notice. Pricing is unchanged from the public fee schedule; they're optional, not bundled in the headline tier rate.

FROM CONVERSATION TO FIRST MONTH'S RENT

HOW AN *instruction* ACTUALLY WORKS.

No surprises. Here is the path from initial valuation to the day rent starts landing in your account.

01

VALUATION & SERVICE-LEVEL CONVERSATION

Owner-led visit to the property. We give you an evidence-based rental valuation, walk you through the four tiers, and answer questions on RRA, the protections and the fee schedule. No commitment.

02

FULL TERMS ISSUED FOR SIGNATURE

If you'd like to instruct, we issue the full Landlord Terms of Business 2026 with the chosen tier and any add-ons pre-filled. You have 14 days under the Consumer Contracts Regulations to cancel without reason; signing inside that window is fine and starts work immediately.

03

PRE-MARKETING SET-UP

Photography brief, EPC check, marketing copy, listing on all major portals plus the Kings Estates database. Compliance audit on certificates, deposits, smoke / CO, EICR. Set-up fee invoiced at this stage (120% of one month's rent on Bronze, minimum £1,200; a flat £480 inc. VAT on Silver / Gold / Platinum).

04

VIEWINGS & OFFER

Accompanied viewings, offer negotiation, full tenant referencing and Right to Rent checks. We come back to you with shortlisted candidates and our recommendation.

05

TENANCY START & MOVE-IN

Tenancy agreement drafted to the current Renters' Rights Act framework, prescribed information served, deposit registered with TDS Custodial within 30 days, inventory completed, keys handed over. First month's rent collected, our commission deducted (managed tiers), balance to your account.

06

ONGOING (MANAGED TIERS)

Monthly statements, rent collection, maintenance coordination within agreed approval thresholds, annual property inspection, annual rent review with Section 13 service where applicable, ongoing RRA compliance handling (Gold and Platinum). You receive a named property manager and a direct line to them.

Notice and termination. Either party may terminate this Agreement on three months' written notice. Continuation Commission applies for a defined 12-month period after termination if the tenant introduced remains in occupation; after that, it ends entirely. Full detail is at Sections 15 and 5 of the Terms.

WHEN YOU'RE READY

THE *next step*, WHEN YOU'RE READY.

If this summary has answered enough of your questions, the next step is a 30-minute valuation at the property — or, if you'd prefer, a 15-minute call to go through anything specific.

To book a valuation, call us on **01892 533367**, email **hello@kings-estates.co.uk**, or use the booking page at **kings-estates.co.uk/value-my-home**. A director will respond personally, usually within the same working day.

To read the full binding Terms before booking, the Landlord Terms of Business 2026 are at **kings-estates.co.uk/legal/landlord-terms** — HTML for viewing, PDF for download. Edition 2026.2 (July 2026 fee schedule); current to 28 February 2027 in line with our Propertymark Client Money Protection certificate (Member No. C0003376), available at **kings-estates.co.uk/legal/propertymark-cmp-certificate-2026.pdf**.

To see how our fees compare against other Tunbridge Wells letting agents and the premium nationals, the comparison page is at **kings-estates.co.uk/landlords/how-we-compare**.

Memberships and credentials: ARLA Propertymark, NAEA Propertymark, The Property Ombudsman, the Propertymark Client Money Protection Scheme (Member No. C0003376, current to 28 February 2027), and the TDS Custodial deposit scheme (Member No. EW9447). ICO Registration Z2120558. Premier Kent Properties Limited (Company No. 05700307) trading as Kings Estates, 5 Mount Pleasant Road, Tunbridge Wells, Kent, TN1 1NT.

HONEST FEES, *honest conversation*.

Free, no-obligation rental valuation — including a clear picture of which tier suits your property and your involvement preferences.

01892 533367 · HELLO@KINGS-ESTATES.CO.UK

