



# Why Xero for landlords



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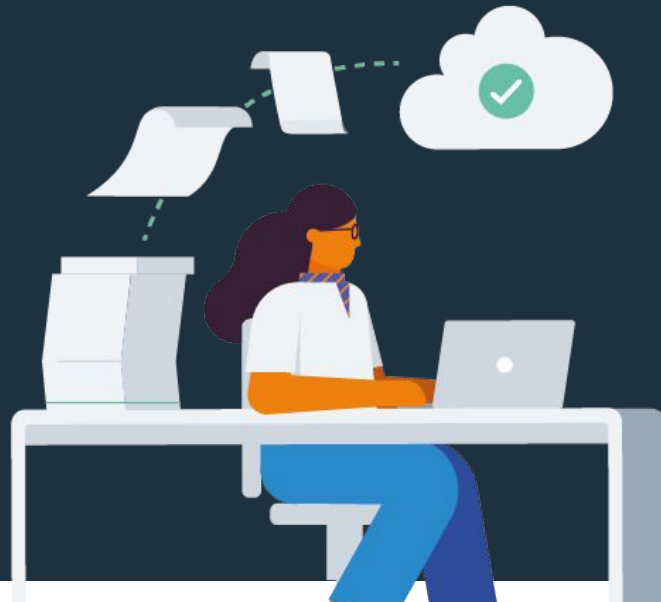
# Our purpose

Make life better for people in small  
business, their advisors and  
communities around the world.



# Our mission

Rewire the world of small business,  
making it seamless, simpler and smarter.



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# Agenda

- Framing landlord workflows
- Using Xero for Landlords
- Resources
- Q&A

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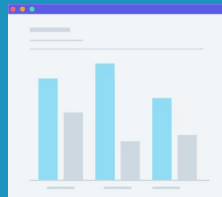
## MTD ITSA Where are we?



Affects unincorporated businesses  
earning a combined total in excess  
of £10k



4 quarterly summaries per  
business and a final end of period  
return



Maintain digital record of  
income and expenditure



**Deadlines:**  
1 month after period end  
EOPS due 31 January

# Landlords in UK

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**2.5m+**

Landlords in UK in 2019  
(latest figures)

**53,700**

Number of built-to-rent homes  
completed in 2020

**£996**

Average monthly rental

**18.7%**

Share of households in the  
UK that are privately rented

**4.3 years**

Average time private renters have  
lived in their current home

**114**

Price to rent ratio

**21.1%**

Projected property price  
increase for UK by 2025

**£84.8 billion**

Rents paid by tenants in 2019

**16 days**

Average time a rental house  
spends on the market

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**It has never been a better time for landlords to make the move to cloud accounting.**

**Here are a number of reasons why it makes sense to adopt now!**



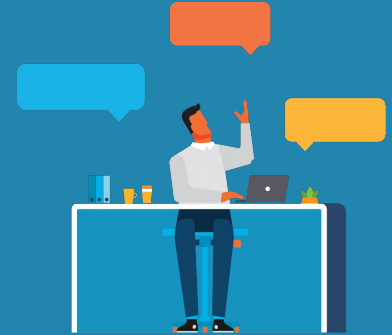
**Open Banking**



**Tax 'Simplification' is making the advisor role more important. MTD landlord date April 2023.**



**Real time records and mobile client experience**

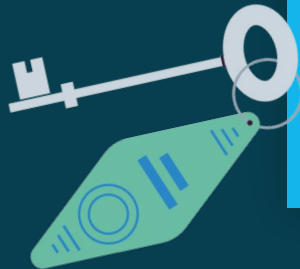


**Data gathering and permanent records in Xero**

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# Xero for landlords

## Top Xero features for landlord workflows



### Bank Feeds, Bank Rules & Cash Coding

Open Banking (inc Personal Accounts)

Automated Coding

Fast reconciliation

### Repeating invoices & Payment services

Reduce risk of unpaid rent

Better tenant experience

### Tracking categories & Fixed Assets

Reporting by properties or property types

Permanent records for property held

### Reporting

Customised Report Templates for Practice aligned to HMRC reporting format

Rent yield returns and per property reporting



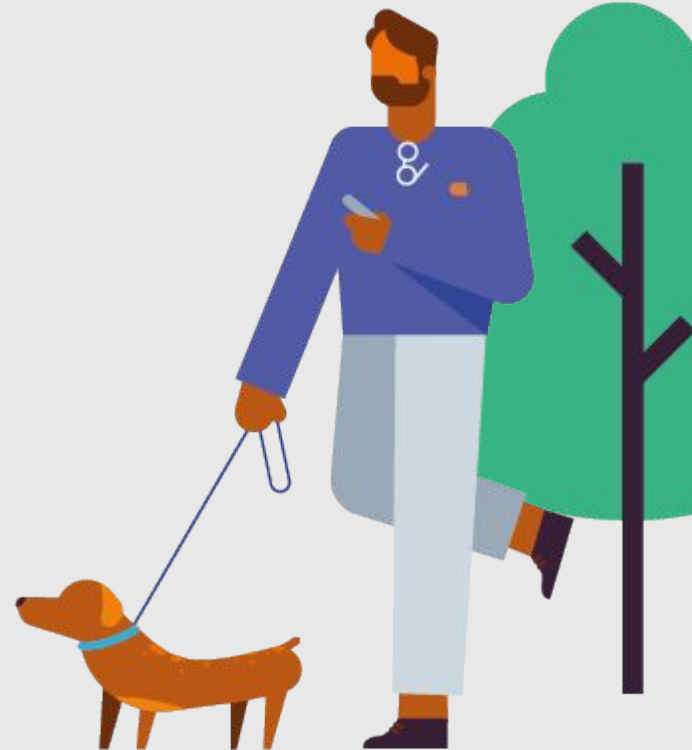
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# Landlord profiles

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## Dave

- ✓ Minimal properties
- ✓ Main focus is the needing somebody to complete the compliance task e.g Tax return
- ✓ See it more as an investment than a business



# Year End processing



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# Landlord profiles

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## Priscilla's Property Partnership

- ✓ Need a solution for analysing their records from the bank.
- ✓ They want to be able to track P&L per property.



# Year End /Light touch clients processing



Companies House



HM Revenue & Customs

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# Landlord profiles

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## Jemima's Property Partnership

- ✓ Need a solution for keeping their records in real time.
- ✓ Interested in utilising Xero to collect payments from tenants.



# Client running business

Bank rules  
Cash coding  
Tracking categories

Client access  
Bank feed

 Hubdoc

**Xero Pay with TransferWise**

**Repeating invoices**

**GOCARDLESS**



Business Edition

Workpapers

Accounts & Tax

 Companies House

 HM Revenue & Customs

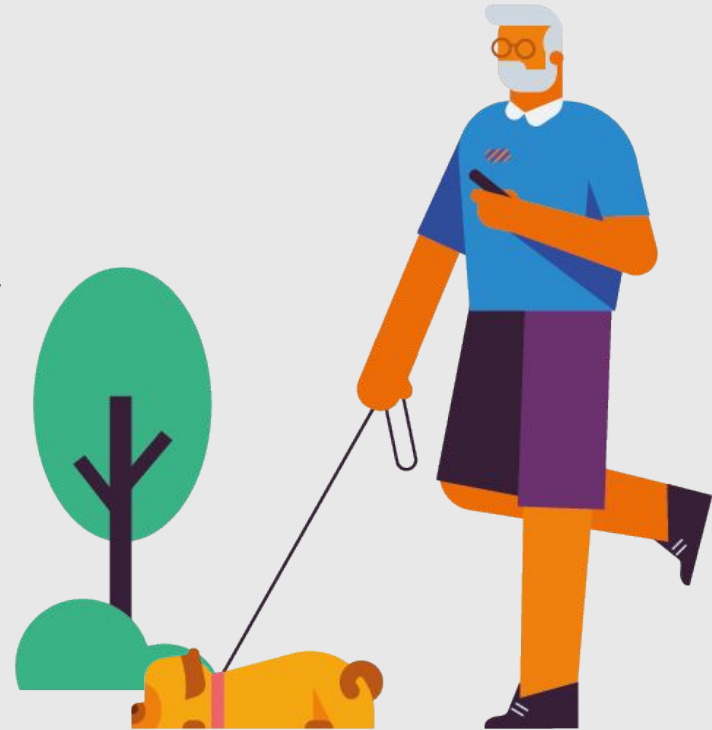
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# Landlord profiles

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## Pete's Property Company

- ✓ Large number of rental properties
- ✓ They want to be able to track P&L per property.
- ✓ Require a solution to manage their properties day to day. E.g Key management, tenancy management etc.



# Property management functionality

Bank rules  
Cash coding  
Tracking categories  
Client access  
Bank feed

 **Hubdoc**  
Xero Pay with TransferWise  
Repeating invoices  
**GOCARDLESS**

Re-Leased 



Business Edition

Workpapers

Accounts & Tax

  
Companies House

  
HM Revenue & Customs



# Open Banking feeds now available

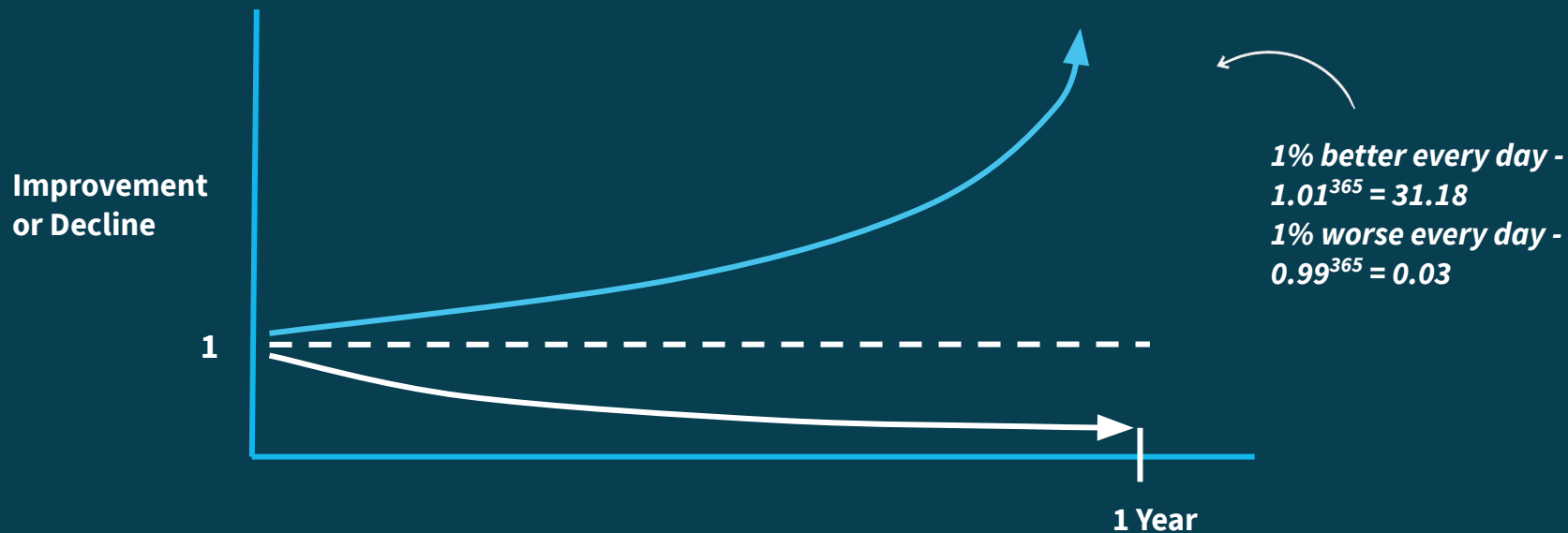


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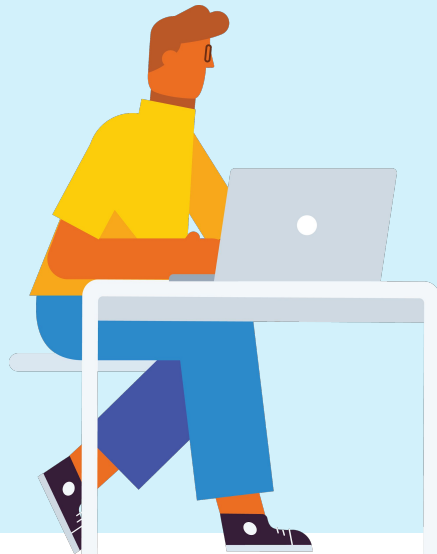
***Success is a few simple disciplines,  
practiced every day; while failure is  
simply a few errors in judgment,  
repeated every day.”***

Jim Rohn

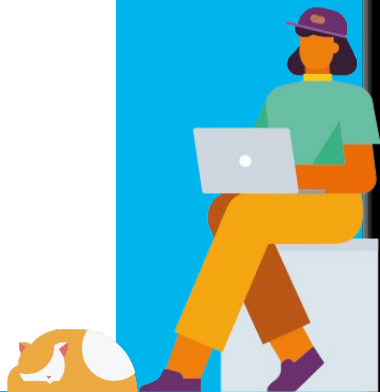
# The power of marginal gains



Let's take a look



# Education



Xero XERO CENTRAL Support Learning

Search learning

Learning > Your industry & Xero > Manage a landlord portfolio in Xero

**Manage a landlord portfolio in Xero**  
Video • 38 mins  
Xero makes it easy to manage a property portfolio. Use bank rules, cash coding and tracking categories to automate tasks. Connect direct bank feeds and payment services to handle payments and use reports to see the profitability of each property.

[Build your property portfolio on Xero](#) 6 mins  
In this video, you'll learn how to use bank rules and cash coding to automate tasks in Xero.

[Grow your property portfolio on Xero](#) 7 mins  
In this video, you'll learn how to analyse business transactions from the bank and run reports in Xero.

[Automate your property portfolio on Xero](#) 12 mins  
In this video, you'll learn how to automate payments from tenants and payments to suppliers, and view how each property is doing in real time.

[Expand your property portfolio on Xero](#) 13 mins  
In this video, you'll learn how to manage properties efficiently in Xero.

# Questions



Beautiful business

[www.xero.com](http://www.xero.com)