

# The overnight tenancy contract overhaul coming in 2025

Fixed-term assured shorthold tenancies (ASTs) will be replaced by periodic tenancies under the Renters' Rights Bill.



## The current sentiment

The Government's primary motivation for tenancy reform is to "end the injustice of tenants being trapped paying rent for substandard properties and offer more flexibility to both parties to respond to changing circumstances."

However, according to Goodlord's State of the Lettings Industry Report:

- 75%** of **landlords** feel pessimistic about the private rental sector
- 62%** of **tenants** disagreed that they felt trapped in their current homes by fixed-term agreement
- 60%** of **letting agents** believe that abolishing fixed-term tenancies will have a negative impact on the sector
- 59%** of **tenants** said they preferred a fixed-term, renewable tenancy agreement

## Challenges and risks

**2** Month minimum tenancy

**3** Months of arrears instead of 2 before a Section 8 notice can be served

### POTENTIAL TENANT CHURN INCREASE

New rights for tenants mean they can immediately give their landlords two month's notice on a after move-in.

### RENT REPAYMENTS FURTHER DELAYED

While landlords stand to be out of pocket for longer, tenant debt will also increase.

### RENEWAL REVENUE WIPED OUT

You'll need to search for new and more creative ways to fill the hole left by renewals.

## Opportunities

**82%** of **landlords** currently don't use an agent for management services\*

With new legislation and more compliance requirements, the confidence to self-manage is likely to drain.

AGENTS CAN:  
Onboard brand new clients

Upsell let-only landlords

\*According to English Private Landlord Survey 2021: main report - updated in 2024

## OTHER REVENUE STREAMS



### Section 13 notices

The new process to raise rents means a lot more admin work that you can offer your clients and charge them for.



### Protect your landlords

Offer Rent Protection and Legal Expenses Services to give your landlords a safety blanket.

## Get Renters' Rights ready with Goodlord



Over 3000+ agencies trust Goodlord to simplify their lettings process - from offer letter and referencing to rent collection and beyond.

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