

# Niki Stephenson

Lettings Negotiator, Residential

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**Niki's business approach is much like her legendary entertaining - every detail meticulously organised, and curating the right people round the table, sharing and connecting.**

Testament to Niki's success is her incredible rate of referrals. Her gregarious nature allows her to get to the heart of her clients' requirements and spot opportunities to expand their portfolios, while international clients also benefit from her French, German, Spanish and Dutch language skills.

There's a lot to take in when you first let your property. Niki offers friendly, reassuring support to navigate every step and carefully select the right tenant. With larger portfolio landlords, her local market knowledge and business acumen has resulted in remarkable rental uplifts and letting multi-unit blocks in extraordinary turnarounds.

With a fast-paced city trading floor background, Niki is adept at multi-tasking while maintaining one eye on market trends and forecasting for seasonal peaks and troughs; an enviable skill for reducing void periods and successfully re-letting properties back onto the market.

With three personal renovation projects undertaken and an eye for interiors, Niki guides landlords on refurbishment projects and strategically dressing their properties for specific demographics. Often, she's also snapping up newly developed property opportunities for clients through her close working relationship with our new homes team.

## Key relevant project experience

### Confidential client

Managing agent for a block of 10 units comprising 2-bed apartments at Trumpington Meadows. Since 2018, we have advised on managing the block, its potential yields and increase in rents and keep in line with the current market in that location.

Advised on anticipated rents on a new block of 13 units (1 & 2-bed apartments) in a desirable location for our tenant demographic. I also provided advice on window dressings, potential yields and suggested that once built, we increased the projected rents due to the high specification and quality of the apartments, and timely demand for 1 and 2-bed apartments.

### Confidential client

Provided advice and yield potential to an existing client looking to purchase a 1-bed flat.

### Confidential client

A long standing client purchased two new flats and I helped them to increase their portfolio. They subsequently purchased two properties, both of which we let shortly after completion.

**“Exceeding all expectations. Bidwells’ guidance through Niki Stephenson was reassuring and realistic. We are delighted with the results.”**

**Jim Hever, Landlord**