



Rob Trotter joins Rettie & Co as Director, as property firm targets significant growth in lettings business

- ***Newly appointed Director of New Business for Lettings joins from DJ Alexander, where he spent two decades, most recently as Director of New Business (Scotland)***
- ***Rettie targeting lettings growth over the next few years***
- ***Rettie currently manages over 2,170 rental properties nationwide***

12 June, 2023 - Rettie & Co. has appointed Rob Trotter as Director of New Business for Lettings, joining from DJ Alexander where he spent two decades, most recently as Director of New Business (Scotland), as the property firm sees scope to significantly increase its lettings activity over the next few years. Rettie currently manages over 2,170 rental properties nationwide.

Rob Trotter, Director of New Business for Lettings, Rettie & Co., said: “There is massive potential for the firm to grow the lettings side of the business, underpinned by Rettie’s unwavering commitment to relationship-driven customer service. It has been a big move for me, it is the only other firm I would have joined at this point in my career, and the ethos that Simon Rettie, Neil Cunningham, and the team have built here was a deciding factor.”

Rob Trotter added: “Property management companies often fail to deliver a personalised service. By delivering a service centred around a team of dedicated, single point of contact, property managers, we want to be the best in our class, which doesn’t always mean being the biggest. We’re seeing strong demand from portfolio landlords who are demanding a more data-driven and pro-active approach.”

In his new role, Rob Trotter will work closely with Commercial Director Neil Cunningham, who joined Rettie & Co. a year ago, bringing experience from Foxtons and Knight Frank, where he oversaw the financial performance of the lettings business in South West London and the surrounding rural area. Rob is also supported by Karen Turner, Director of Lettings, and the firm’s lettings team across Scotland, along with Rettie’s research division, the largest in the Scottish private sector, led by Dr John Boyle.

Neil Cunningham, Commercial Director, Rettie & Co, said: “Lettings is a fast-growing division for us, and Rob adds the kind of high-level experience that will enable us to grow even more quickly, whilst maintaining our personal service where every landlord is given a named contact dedicated to everything from letting the property

to maintaining it. At Rettie, we continue to invest in our people, strengthening our teams so that we are always aiming for that best-in-class standard in the sector.”

Simon Rettie, Managing Director, Rettie & Co said: “I founded Rettie & Co. just over 30 years ago, and now I look forward to the next 30 years when we will continue to serve our customers with the high levels of service that we are known for. With this strong team in place, lettings will continue to be at the heart of our strategy for growth.”

Rettie & Co. is set to publish its Summer 2023 Market Briefing on the Scottish lettings market this month, with demand continuing to outstrip supply, particularly in Scotland’s main cities, rent still at historic highs, the average time to let at historic lows, against the backdrop of the ongoing cost-of-living crisis, and new Scottish Government legislation on the sector.

Full-service property firm Rettie & Co, founded in 1993, is headquartered in Edinburgh with 180 staff across 11 offices - Edinburgh, Glasgow City, Glasgow West End, Bearsden, Shawlands, Newton Mearns, St Andrews, Melrose, Berwick, Newcastle, and London.

The firm covers residential and new home sales, letting and property management, land and development sales and consultancy, mortgage and protection advisory, underpinned by Scotland’s leading research and strategy unit.