



Key MRO research findings

Key findings from the PCA's research looking at the recent motivations of tenants who requested the Market Rent Only (MRO) option, how they have used the process, and their overall experience

50 respondents, who had served a MRO notice since April 2019, took part in the research

GETTING THE RIGHT ADVICE IS CRUCIAL

Tenants who had the help of a competent advisor through the process overwhelmingly had a much more positive experience than those without

"Fairly straightforward, we have an advisor helping us through the process and pub co negotiations"

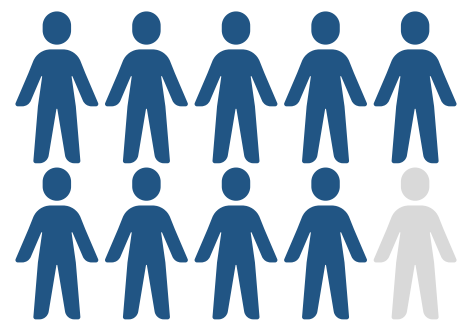
BETTER TIED DEAL

The MRO process has positively affected the respondents' ability to negotiate their tied offer

- Lower tied rent than before
- Lower tied rent than offered
- Improved tied terms
- Other tied benefits

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Tenants who stayed tied, negotiated a better tied deal



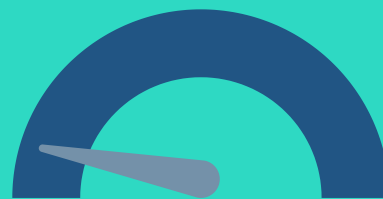
POB MRO RENT OFFER SEEN AS TOO HIGH

71%

of survey respondents considered the MRO rent offer from the POB to be unreasonable

INDEPENDENT ASSESSMENT PROCESS IS WORKING

ALL interviewees who went through the process had favourable results



Only 1 of 11 survey respondents was dissatisfied

TERMS AND CONDITIONS

Common issues:

- Dilapidations costs
- High up front rental deposits
- Stocking requirements

The PCA's current consultation on MRO covers dilapidations and rental deposits

[Access the full report](#)

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