

THE LANDLORD'S GUIDE TO SELLING WITHOUT LOSING MONEY

How to prepare properly, avoid costly mistakes, and protect your profit when selling a rental property

A PRACTICAL GUIDE FOR LANDLORDS IN ENGLAND
AFTER THE RENTERS' RIGHTS ACT 2025





2026 is not the year every landlord should sell. It is the year every landlord needs a plan.

What this guide helps you do

- Decide whether to sell, hold, or switch strategy
- Avoid the most expensive mistakes landlords make when exiting
- Understand the confirmed rules that changed from 1 May 2026
- Turn uncertainty into a clear 30, 60, and 90 day plan

How ABC Gone fits in

- Sales support with transparent pricing and fixed-fee options when current offers are live
- Property Management with compliance handling and routine oversight
- Guaranteed Rent. Done Right. Underwriter-backed, zero voids, and hands-on care
- One decision guide, three practical routes

Important: This guide is based on public information available on 8 April 2026 and is written for landlords in England. It is general information only. It is not legal, tax, or financial advice. Take professional advice before making decisions about possession, tax, mortgage conditions, or tenancy disputes.



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If you only read one page: The new law has removed the easy fallback of Section 21. At the same time, the sales market is still active, but buyers are more selective and price-sensitive. That means landlords make money in 2026 by planning earlier, documenting better, pricing more realistically, and choosing the right route for the property, not by drifting and hoping conditions improve on their own.



1 WHY THIS GUIDE MATTERS NOW

The law has changed, the market has changed, and the old habit of waiting it out is less forgiving.

Most landlords do not lose money because of one dramatic mistake. They lose it in layers. A rent review left too late. A tenancy decision made too casually. A sale priced too hopefully. A paperwork problem discovered after a buyer is lined up. A tax conversation left until completion. In 2026, those layers matter more than they did a year ago.

Phase 1 of the Renters' Rights Act starts on 1 May 2026. That phase abolishes Section 21, moves most private rented tenancies onto rolling assured periodic tenancies, tightens the rules on rent increases, bans rental bidding, limits rent in advance, and requires landlords to adapt how they document tenancies and respond to pets, families, and benefit claimants.

The market itself is not frozen. UK Finance expects 1,202,000 property transactions in 2026. But that does not mean every listing will fly. ONS shows UK house prices were up only 1.3% year on year to January 2026, while private rents were up 3.5% to February 2026. Zoopla says buyer demand in March ran 13% below last year, while the number of homes for sale was 6% higher. Rightmove says stock for sale is at an 11-year high for this time of year and the average time to secure a buyer is the longest at this point in the year since 2013.

If you drift in a tighter, more regulated market, you leak money.
If you decide early and execute well, you protect it.

That is the purpose of this guide. Not to push every landlord to sell. Not to dress up panic as strategy. The purpose is to help you make a sharper decision, then carry it through properly.

What has changed, in plain English

Confirmed from 1 May 2026	What it means in practice
Section 21 ends	You can no longer rely on a no-fault route to recover possession. From 1 May 2026, you need a valid ground and the right process.
Most tenancies become rolling tenancies	New and existing private rented tenancies generally move to assured periodic tenancies. The tenant can stay until they leave or you regain possession lawfully.
Rent increases are more controlled	The rent increase process is more structured and generally limited to the legal route once every 12 months, with at least two months' notice.
Rental bidding is banned	You must advertise a clear rent and cannot ask for, encourage, or accept offers above it.
Large rent in advance demands are restricted	After signing and before the tenancy starts, a monthly tenant can only be asked for up to one month's rent in advance.
Discrimination rules tighten	You cannot make someone less likely to rent because they have children or receive benefits. Affordability checks still matter, blanket bans do not.
Pet requests must be considered	You need to consider and answer requests properly, with valid reasons if you refuse.
Existing written tenancies need the official Information Sheet	For most pre-1 May 2026 written tenancies, the government's Information Sheet must be given by 31 May 2026.

What is coming later

Later phase	Why landlords should care now
PRS Database	The official roadmap says database rollout starts from late 2026. Registration will be mandatory for private rented sector landlords, and registration will matter for compliance and some possession rights.
PRS Landlord Ombudsman	The roadmap says the Ombudsman comes after the database, with mandatory landlord sign-up expected in 2028 once the service is ready.
Awaab's Law and the Decent Homes Standard	Both are planned for the private rented sector, but the implementation timetable is still subject to consultation. That means standards pressure is not going away, even if the exact dates are still to be confirmed.

ABC Gone angle: This is where a sharper brand message matters. Landlords do not just need noise in 2026. They need calm guidance, better documentation, clean valuations, compliant management, and a real alternative to voids and tenant stress.



2 THE NEW LANDLORD REALITY AFTER 1 MAY 2026

The biggest shift is not that landlords have no rights. It is that timing, evidence, and paperwork now matter more.

The current government landlord guidance says the reforms are meant to be fairer for both parties. It says landlords still have legally valid possession grounds, including grounds to sell, move in, or act against anti-social behaviour. The practical difference is that the route is more formal, more evidenced, and less forgiving of sloppy habits.

For organised landlords, there are positives. The roadmap and current guidance both lean on the idea of simpler regulation, clearer possession grounds, and better support through future tools such as the PRS Database. For casual landlords, the shift is harder. The new system reduces informal flexibility. It raises the cost of last-minute decisions. It also makes thin paperwork and weak management much more expensive than before.

What gets easier, harder, and simply different

Easier for organised landlords	Harder for reactive landlords	Simply different
Explaining your position when you have a genuine ground, good records, and a clear plan	Relying on a no-fault fallback when you change your mind late	Tenancies roll on unless a tenant leaves or you use a valid route to end them
Building a clean compliance file that supports management, sale prep, and future possession if needed	Letting paperwork drift and then trying to fix it under pressure	Rent rises, adverts, pets, and tenant screening now need tighter processes
Comparing routes properly: sell, manage, or switch to a certainty-led model	Assuming the best answer is always to sell, or always to hold	Good landlord businesses will look more systemised and more deliberate

Notice: If you already have a written record of a tenancy created before 1 May 2026, you do not need to reissue the tenancy agreement itself. But you do need to provide the official Information Sheet by 31 May 2026. If you fail to provide the required written information, the tenant can complain to the council and the fine can reach £7,000.

Landlords also need to stop thinking only in terms of rent. The sales market matters now too. In London, ONS says average house prices were down 1.7% year on year to January 2026, while London rent inflation was only 1.7% year on year to February 2026, even though average rent remained very high at £2,273 per month. That creates a different pressure profile from the one landlords got used to in the period of stronger rent growth.

In other words, the market is not screaming one answer. It is asking better questions. Do you still want the asset? Can you operate it cleanly under the new regime? Is your best move to exit, upgrade management, or trade variable rent for certainty?





3 SELL, HOLD, OR SWITCH? YOUR DECISION FRAMEWORK

This is the chapter that stops emotion from running the plan.

There are only three sensible strategic routes for most landlords in 2026. Sell the asset. Keep the asset and manage it properly. Keep the asset but remove more of the day-to-day uncertainty through a stronger management model or Guaranteed Rent. The mistake is not choosing one of these. The mistake is trying to avoid the choice altogether.

The three routes

Route	When it usually fits	Main upside	Main risk if done badly
Sell	You want capital out, do not want future compliance drag, or the asset no longer fits your plan	Locks in value and frees capital or headspace	Overpricing, poor timing, weak paperwork, and tenant issues can drag the exit
Hold with stronger management	You still want the asset, but you need tighter systems, inspections, and compliance handling	Keeps upside in the asset while reducing operational mess	You keep the asset but not the hassle if management is only nominal
Switch to Guaranteed Rent	You want certainty, no void exposure, and a more hands-off income line	Stability of income and less operational noise	Choosing the wrong provider can replace one problem with another

Notice: Using Ground 1A is not a shortcut. It is a legal route. If you use it, assume your paperwork, evidence, dates, and sale intention all need to stand up to scrutiny.

A quick scorecard

Use the statements below honestly. You do not need a perfect score. You need a direction.

Statement	If you say yes , lean towards
I want this property off my plate within the next 12 months	Sell
I would rather take a slightly lower but steadier return than deal with voids, chasing, and tenant uncertainty	Guaranteed Rent
I still believe in the long-term value of the area and I am happy owning the asset if it is managed properly	Hold with management
The current tenancy status makes a clean sale difficult right now	Hold or Guaranteed Rent, then review again later
I am already behind on compliance, admin, or repairs	Act now. Delay will usually cost more than the fix
I need capital for another project, debt reduction, or family priorities	Sell
My main pain is uncertainty, not the property itself	Guaranteed Rent or stronger management

Blunt truth: A lot of single-property landlords are reassessing the sector. NRLA survey analysis from March 2026 says 9% of single-property landlords in its Quarter 4 consultation did not expect still to be landlords when the reforms came into force, and 38% said they were unlikely or highly unlikely to still be landlords by the end of 2026. That does not mean you should copy them. It does mean you are not unusual if you feel stuck between holding and exiting.

The right answer is often simpler than landlords expect. If you still want the asset and your main problem is operational drag, fix operations. If you no longer want the asset, prepare the exit properly. If you want the asset but not the variability, explore a certainty-led model.



4

THE SALE TIMELINE THAT PROTECTS PROFIT

Selling a rental property is not the same as selling your own home. The tenancy position now has to be part of the valuation conversation.

The first question is not what price you want. It is what kind of sale you need. Do you want to sell with vacant possession? Sell with a tenant in place to another landlord? Keep the tenancy running while you decide? Your exit route now starts with the tenancy file, not the for-sale board.

If you want to recover possession in order to sell after 1 May 2026, Ground 1A matters. The official possession guidance says Ground 1A can be used where you intend to sell the property, but not within the first 12 months of a new tenancy, and it requires 4 months' notice before you can apply to court. The broader landlord guidance also makes clear that from 1 May 2026 you must use a valid ground rather than Section 21.

Notice: Using Ground 1A is not a shortcut. It is a legal route. If you use it, assume your paperwork, evidence, dates, and sale intention all need to stand up to scrutiny.

That changes the timeline in a very practical way. If you sign a brand-new tenancy and then decide six months later that you want to sell with vacant possession, you do not have the old fallback. You have to plan around the 12-month protected period, the 4-month notice window, and court timing if the tenant does not leave voluntarily.

The enforcement risk is also real. GOV.UK guidance says that from 1 May 2026 a landlord who relets or remarkets a property within the 12-month restricted period after using Ground 1 or 1A can face a financial penalty of up to £40,000 as an alternative to prosecution, unless an exception applies. This is one reason the sale route has to be genuine and properly documented.

A practical sale timeline

Stage	What to do	Why it matters
1. Audit the tenancy and paperwork	Check tenancy type, written record, deposit protection, compliance certificates, repairs history, and whether the Information Sheet or written terms are required	Weak paperwork causes delay and undermines negotiation later
2. Decide what kind of sale you want	Vacant possession, tenant in place, or hold for now	Each route attracts different buyers and different pricing logic
3. Get a landlord-focused valuation	Value the property in its real condition, with its real tenancy position, not as a fantasy clean-house sale	Good pricing protects profit more than hopeful pricing does
4. Speak to tax and mortgage advisers early	Before you go live, understand refinance penalties, lender conditions, and the likely tax process	You do not want surprises at exchange or completion
5. Prepare the asset	Tidy presentation, resolve obvious defects, organise documents, and deal with low-	A cleaner file often leads to cleaner offers
6. Launch with discipline	Choose the right buyer pool and price correctly from the start	The first few weeks do the heaviest lifting
7. Progress the sale hard	Reply fast, keep evidence clean, and stay ahead of paperwork requests	Many rental sales lose momentum in progression, not in marketing

Tax note: This guide does not give tax advice. But landlords should know that HMRC says UK residential property gains that need paying are generally reportable within 60 days of completion. That is one more reason to speak to a tax adviser before marketing, not after accepting an offer.



5 10 EXPENSIVE MISTAKES LANDLORDS MAKE WHEN SELLING

Every one of these is avoidable, but only if you spot it early.

1. Waiting without a plan

Delay is not neutral. In 2026 it often means more regulation, more admin, and a smaller window to sell on your own terms.

2. Treating a rental sale like an owner-occupier sale

A tenant, a licence issue, or weak paperwork changes the buyer pool and the price conversation.

3. Launching too high

A stale listing teaches buyers to negotiate harder. In a market with more supply, first pricing matters more.

4. Ignoring the tenancy status

If you need vacant possession, you need a real plan for how and when that will happen.

5. Leaving compliance until a buyer asks

Gas, EICR, EPC, alarms, repair history, deposit paperwork, and written tenancy information should be sale-ready before viewings ramp up.

6. Assuming every repair is worth doing

Do the repairs that protect value or stop a sale wobbling. Do not overspend chasing perfection that your buyer will not pay for.

7. Picking an agent who talks price before process

A good landlord sale agent asks about tenancy, possession route, documentation, and likely buyer profile before promising a headline number.

8. Leaving tax conversations too late

Net proceeds matter more than headline sale price. Tax, lender fees, and timing all affect what you keep.

9. Failing to compare the sell option with the hold option

Some landlords do not need an exit. They need a better operating model.

10. Having no back-up plan

If the tenant does not leave, a buyer drops out, or the price is weaker than expected, you need a second route ready.

A good exit is built before the property goes on the market.



6 SELLING WITH TENANTS IN PLACE VERSUS VACANT POSSESSION

Both can work. The right answer depends on the property, the tenancy, and the buyer you are trying to attract.

Many landlords default to the idea that vacant possession is always better. Sometimes it is. A vacant property is usually easier to photograph, easier to show, and easier to pitch to owner-occupiers. But a tenanted sale can still work well if the tenancy is stable, the yield story is clean, and the buyer pool is investor-led.

Compare the two routes

Issue	Sell with tenant in place	Sell with vacant possession
Buyer pool	More investor-led, often smaller but more specific	Broader, including owner-occupiers
Income during sale	Rent can continue, which helps carrying costs	No rent during the empty period
Control of access and presentation	Harder. Viewings and condition depend on the live tenancy	Easier. You control access, presentation, and pace
Legal and timing complexity	Lower if you keep the tenancy running and target investors	Higher if you need to recover possession in order to sell
Achievable price	Can be strong for the right investor, but not always at owner-occupier levels	Often stronger if the property presents well and local owner-occupier demand is healthy
Risk of drift	Can work well, but only if the buyer story is clear and the paperwork is clean	Can work well, but only if your possession route and timing are realistic

If the property is in a strong homeowner location and would show much better empty, vacant possession can create more upside. If the property is a straightforward rental investment with a dependable tenant, a tenanted sale can protect carrying costs and avoid a messy possession timetable. The point is not to prefer one route by habit. It is to pick the route that fits the asset.

Practical rule: If you are saying the words ‘I will just get the tenant out later’, stop and rework the plan. Under the new regime, later is not always easier.





7 PRICING AND PRESENTATION IN A CHOOSIER MARKET

In 2026, buyers are still buying. They are just choosing more carefully.

The current public data says the market is active, but selective. ONS says UK house prices were up 1.3% year on year to January 2026 and private rents were up 3.5% to February 2026. Zoopla says buyer demand in March was 13% below last year, sales agreed were only 2% lower, and homes for sale were 6% higher. Rightmove says the number of homes for sale is at an 11-year high for this time of year, while the average time to secure a buyer nationally was 73 days in February 2026.

That combination matters. It tells you the market has not stopped. It tells you buyers are more price-sensitive and more selective because they have more choice. The landlord who says ‘let’s just test a high number’ is competing against a wider stock pool and a smaller set of active buyers.

What the current market is saying

Signal	Current reading	What a landlord should do with it
UK house price growth	+1.3% year on year to January 2026	Do not assume strong price momentum will rescue weak pricing or weak presentation.
UK private rent growth	+3.5% year on year to February 2026	Holding can still make sense, but only if the operating model is right.
Buyer demand	13% below last year in March	Price to the market you have, not the market you wish you had.
Homes for sale	6% higher than a year ago	More competition means more realism and better launch discipline.
National time to secure a buyer	73 days in February 2026	Build a longer, more deliberate sales runway into your cash-flow planning.

Local reality check for ABC Gone core areas

Local data is where the pricing conversation gets real. Zoopla's postcode research for 2026 puts Romford at an average house price of £374,300, annual growth of 0.7%, 41 days to sell, 11% of homes showing asking price cuts of 5% or more, and 18% of homes sitting on the market for more than 6 months. Ilford shows an average house price of £441,600, annual growth of 0.5%, 49 days to sell, 11% of homes with 5% or greater price cuts, and 26% of homes on the market for more than 6 months.

That does not mean Romford or Ilford are weak markets. It means local pricing discipline matters. If you launch above where the local buyer sees value, there is enough competing stock for your listing to lose momentum.

Area	Average house price	Annual growth	Days to sell	% with 5%+ price cuts	% on market 6m+
Romford	£374,300	0.70%	41	11%	18%
Ilford	£441,600	0.50%	49	11%	26%

Presentation that protects value

- Fix the defects that raise basic questions. Damp stains, broken handles, tired sealant, damaged flooring, and obvious repair drift all reduce confidence faster than landlords think.
- Lead with clean paperwork as well as clean rooms. Buyers notice when the file is organised.
- Do not overspend on cosmetic upgrades if the likely buyer is an investor. Spend where it removes friction or supports price, not where it simply flatters the photos.
- If tenants remain in place, agree a viewing process early and keep communication respectful. A cooperative tenancy protects value.



8 GUARANTEED RENT AS AN ALTERNATIVE TO SELLING

Some landlords reading this guide should sell. Others should not. The reason many landlords talk about selling in 2026 is not always that the asset has become bad. Often the real problem is uncertainty. Voids. Chasing rent. Compliance admin. Repair coordination. Fear of ending up with the wrong tenant or the wrong contract. If that is the real problem, selling may solve it, but it may also give away a long-term asset when a better operating model would have done the job.

This is the space where Guaranteed Rent becomes worth examining. Not every Guaranteed Rent offer is equal. Landlords should ask how the payment is secured, what type of tenancing model sits behind it, how property care is managed, what happens during voids, how compliance is handled, and what the return route looks like if they need the property back. Those questions matter because the wrong provider can create a different kind of risk.

Questions every landlord should ask any Guaranteed Rent provider

Question	Why it matters
Is the income truly underwritten, or is it only a company promise?	A stronger funding model changes the landlord's real risk profile.
Does the model depend on council placements or another source outside the provider's control?	A landlord should understand exactly what sits behind the rent stream.
What happens if the property is empty?	Void handling is the core test of the offer.

Who coordinates EPC, Gas, EICR, alarms, and tenancy administration?	Compliance is where many landlords lose time and money.
How are inspections, maintenance, and approvals handled?	Asset care matters just as much as income.
What are the terms if the landlord later needs to sell or take the property back?	Exit clarity is part of a good contract, not an afterthought.

ABC Gone position: ABC Gone’s brand position is simple. Guaranteed Rent. Done Right. The model is presented as underwriter-backed rather than council-scheme based, with zero voids, compliance handled, proactive property care, and a long-term management mindset. For a landlord who wants certainty more than maximising every last variable pound of rent, that is the conversation worth having.

The honest commercial point is this. A landlord who decides not to sell today still needs a better plan. That can mean professional management. It can mean Guaranteed Rent. It can mean a later sale from a stronger position. What matters is that the asset is not left in limbo.



HOW ABC GONE HELPS AT EACH STAGE

Three practical routes with ABC Gone

If the landlord decides to...	ABC Gone can help by...	Good fit for...
Sell now	Providing a landlord-focused valuation, helping prepare the paperwork and presentation, advising on buyer positioning, and progressing the sale with a clear plan. Fixed-fee sales options may be available, so ask about current pricing.	Landlords exiting, rebalancing, reducing debt, or simplifying life
Hold but improve operations	Taking over Property Management, coordinating compliance, handling routine inspections, and creating a cleaner paper trail.	Landlords who still want the asset but not the admin drag
Hold but reduce income uncertainty	Discussing Guaranteed Rent options where certainty, zero void exposure, and hands-off management are more important than chasing the last bit of upside.	Landlords who value predictable cash flow and less day-to-day noise

The right CTA depends on the route. For a seller, it is a valuation. For a hesitant landlord, it is a strategic conversation. For a landlord whose pain is uncertainty, it is a Guaranteed Rent discussion. That is why this guide is not just a sales document. It is a decision engine.

Book a free landlord valuation | Get your Guaranteed Rent options | Start your property sale with a quick appraisal

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10 YOUR 30, 60, AND 90 DAY ACTION PLAN

Use this if you feel overloaded. It breaks the decision into manageable stages.

Time window	Priority actions	Deliverable by the end of the period
Days 1 to 30	Audit the tenancy, paperwork, compliance, mortgage conditions, repair list, and your real goal for the property. Book a valuation. Decide whether your core issue is exit, admin, or uncertainty.	A one-page route choice: sell, hold with management, or explore Guaranteed Rent
Days 31 to 60	Take the right advice, prepare the property and file, and set the launch or handover plan. If selling, sort pricing and the buyer story. If holding, clean up management and compliance. If switching, review provider terms properly.	A market-ready property or a management-ready handover pack
Days 61 to 90	Launch the sale, implement the management switch, or finalise the Guaranteed Rent route. Track feedback, questions, and friction points quickly.	A live route in motion, not just a plan in your head

Write your next move here

- My chosen route: _____
- My biggest risk if I delay: _____
- The one document or issue I need to fix first: _____
- The date I want a valuation or strategy call by: _____
- If I do not sell now, my back-up route is: _____



11 CHECKLISTS, NOTICES, AND SOURCES

Use these pages as your quick-reference pack.

Landlord sale-readiness checklist

- I know whether I want to sell with tenants in place or with vacant possession
- I have checked whether the tenancy has a written record and whether the
- Information Sheet or written terms are required
- I know the deposit protection position and can evidence it
- I have up-to-date compliance records or know exactly what needs renewing
- I have reviewed obvious repair issues that could slow a sale or invite reductions
- I have spoken to a tax adviser or know when I will do it
- I have reviewed mortgage conditions and likely selling costs
- I have a realistic valuation based on the property's true status, not wishful thinking
- I know my back-up route if I decide not to sell now

Quick notices

Section 21 is gone: From 1 May 2026, private landlords in England can no longer rely on Section 21. Most possession action now runs through valid section 8 grounds and the court route.

Selling gets a longer runway: Ground 1A for sale cannot be used in the first 12 months of a new tenancy and normally requires 4 months' notice before a court application.

Paperwork carries teeth: For most written tenancies created before 1 May 2026, the official Information Sheet must be given by 31 May 2026. If required written information is missing, the fine can reach £7,000.

You cannot use a sale ground and then quietly re-let: The enforcement guidance says a landlord who relets or remarkets within the 12-month restricted period after using Ground 1 or 1A can face a financial penalty of up to £40,000.

Pricing is now more exposed: Buyers have more choice. Zoopla says demand is lower and stock is higher. Rightmove says competition to secure a buyer is the fiercest for this point in the year since 2013. Well-priced homes can still sell. Overpriced homes are far more likely to stall.

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WHAT'S YOUR NEXT MOVE?

SELL, HOLD, OR SWITCH
WE'LL HELP YOU DECIDE.

Thinking of selling?

Book a free landlord valuation and plan your exit properly.

BOOK A FREE VALUATION TODAY



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we are:

