

EXIT STRATEGY CHECKLIST FOR PROPERTY INVESTORS



MURRAY PROPERTY HOLDINGS
ASSET BACKED INVESTMENTS

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This week, we have compiled an 'Exit Strategy' Checklist for you to download and keep!

An effective exit strategy ensures you lock in your profits, avoid surprises, and keep your capital working efficiently.

Most investors plan their purchase - but the smart ones also plan their exit.

Our team is always available for an informal chat if you'd like to discuss any aspect of property investment.

Murray Property Holdings

EXIT STRATEGY CHECKLIST



№	EXIT STRATEGY CHECKLIST	
1	<p>DEFINE YOUR EXIT OBJECTIVES:</p> <ul style="list-style-type: none"> • Identify your goal - release capital gain, rebalance portfolio, release cash, retire, etc. • Decide exit route: sale open market/tenant or investor, refinance, equity release • Establish your ideal timeline (net return/cash flow/yield) • Review how this fits your wider portfolio strategy 	
2	<p>ASSESS MARKET CONDITIONS:</p> <ul style="list-style-type: none"> • Review local market trends (price movements, buyer demand, days on market, etc) • Analyse comparable property sales/valuations in the local area • Check interest rates (affordability and refinance costs) • Take into account 'seasonal' sales and performance • If refinancing, assess current lenders and available loan-to-value (LTV ratios) • Decide whether to proceed or delay for improved marketing timing 	
3	<p>CONDUCT FINANCIAL/TAX REVIEW:</p> <ul style="list-style-type: none"> • Calculate estimated capital gain and potential Capital Gains Tax (CGT) liability • Review LBTT/Stamp Duty implications if converting or even restructuring ownership • Include selling costs (agent fees, legal costs, mortgage redemption, early repayment charges, etc) • Consider different scenarios (sales v's refinance) for 'after tax' return • Consult your Accountant or Tax Advisor for personal and company tax impacts • If selling from a Limited Company, assess corporation tax treatment and extraction strategy 	
4	<p>PREPARE FOR EXIT</p> <ul style="list-style-type: none"> • Pre-sale inspection - fix any visible defects, carry out maintenance • Refresh decoration, flooring, fixture where cost-effective • Improve EPC if possible • Update compliance documentation (EPC/Gas Safety Certificate/Electrical Safety Certificate/Fire Safety, any Planning and Building regulation sign-offs) • Ensure all rent accounts, deposits, and tenant documentation are in order • For tenanted sales, decide whether to sell with tenant in situ or vacant 	

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1	<p>VALUATION & PRICING:</p> <ul style="list-style-type: none"> • Obtain a minimum of 2 independent valuations for the property • Benchmark against recent comparable sales or refinance valuations • Set a realistic asking price (aligned to your target return and market data) • Factor in for negotiation (typically 2-5% depending on current demand) 	
2	<p>CHOOSE EXIT PARTNERS:</p> <ul style="list-style-type: none"> • Select a respected Estate Agent or Broker who is experienced in property sales • For refinance, consult multiple mortgage brokers for best deal comparisons • Appoint a solicitor/conveyancer early, ideally someone who has a good reputation • Engage your Accountant/Tax Advisor to make sure you have the most tax efficient process • Consider using a project manager or surveyor for conversions or refurb (pre-sale) 	
3	<p>MARKETING & NEGOTIATION:</p> <ul style="list-style-type: none"> • Prepare professional photographs, floor plans and detailed marketing materials • Highlight key investment metrics (yield, occupancy, EPC rating, etc) • For investment buyers (prepare details on service charges, maintenance history, etc) • Check prospective buyers' funding position (cash, mortgage approved? bridging, etc) • Negotiate on price AND completion timescales, conditions and inclusions • Keep all communication clear and document all through negotiations 	
4	<p>LEGAL & COMPLIANCE CHECKS:</p> <ul style="list-style-type: none"> • Ensure property Title is clean and any charges, restrictions or notices are addressed prior to completion date • Verify any Planning Permissions, Building Regulations and any HMO licences • Confirm tenancy status and any legal notices (if selling with tenants in situ) • Provide all legally required documents to solicitors promptly to avoid delays • Check for any outstanding service charges, etc 	

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1	<p>COMPLETION & FINANCIAL SETTLEMENT:</p> <ul style="list-style-type: none">• Review completion statement carefully before signing• Ensure redemption of any existing mortgage or charges are properly executed• Verify transfer of funds and final payment of all fees (i.e Estate Agent, Solicitor, etc)• If refinancing, check all the new loan terms and conditions, including repayment structure to verify that it matches your expectations	
2	<p>POST-EXIT REVIEW:</p> <ul style="list-style-type: none">• Record and review the actual profit/loss against your projections• Update your investment portfolio spreadsheet with sale/refinance results• Assess any lessons you have learned! (timing, costs, delays, yield impact)• Plan reinvestment or next purchase, based on proceeds and new market conditions• File and store all tax related documents for future reference• Notify relevant parties (i.e. insurers, HMRC if applicable, etc)	