

Building Clarity and Aligning Expectations

Maximising Value Through Redevelopment

Selling land or property for **redevelopment** can release fantastic value for owners, families and businesses. By being clear about your goals and having a good grasp of the process, you can steer clear of common pitfalls. The **Sempre Property ten-point checklist** below will help you gain clarity before meeting with professionals, representatives, or prospective buyers.

1

Align with family or co-directors

Bring everyone with an interest together for an open conversation about what a potential sale or release could mean. Establishing a shared vision early will make decisions and future discussions much smoother.

2

Define your goals and timelines

Clarify what you want to achieve: whether it's agreeing a deal quickly, securing funds in stages, or planning when ownership might be transferred. Most outcomes are possible if you're clear about your priorities.

3

Research local property values

Check well-known property portals to see what comparable homes or sites are selling for in your area. Remember to compare asking prices with actual sold prices – and note that redevelopment potential often allows for a premium.

4

Review local planning activity

Look at local newspapers and online sources to see what nearby developments have been approved or proposed, and how communities have responded. Spotting early objections or sensitivities can help you prepare.

5

Assess your surroundings

Walk around your street and neighbourhood. Have other properties been redeveloped? How does your property compare in size, layout, or connection to surrounding plots? This context is key to gauging potential.

6

Consider access and logistics

Think about how a developer would access the site – both during construction and for eventual residents. Would extra land, access routes, or parking need to be secured to make the project viable?

7

Speak with your accountant

Share your plans and expectations with your accountant. Ask about tax considerations, timing strategies, and how different deal structures could affect your position. The right advice here can make a big difference.

8

Identify trusted allies

Friends or family with relevant experience can provide useful perspectives. Just be cautious of personal interests or bias – and always verify important advice before relying on it.

9

Think about your legacy

What will selling the property allow you to do? Whether it's reinvesting, supporting others, spending more time with loved ones, or pursuing personal passions, keeping this vision front of mind will guide your decisions.

10

Line up professional support

When you're ready to engage in discussions, make sure you have the right professional help in place – from representatives to, most importantly, a specialist property lawyer.