

2026 THE BIGGEST OPPORTUNITY FOR DEVELOPERS AND LANDLORDS WHO WANT TO GROW A PROFESSIONAL PROPERTY BUSINESS

By **Rachel Maria Knight**

In this article, I want to show how you can make massive pots of cash (equity) by flipping high-end apartments and breaking up freeholds, while also building cashflow through buy-to-let (BTL) rental income. You can have both in 2026 by using the title split strategy, and to illustrate how it works, I will share two deals from 2025 that delivered a significant uplift in capital and rental income.

Title splitting is a huge opportunity, and it has just got even bigger due to recent legislative changes. The strategy can offer a way of making serious money through flipping, retaining the assets for rental income or a mixture of both. It enables you to grow both your property business and capital valuations faster, and I believe that active investors are well placed to take advantage of the market in 2026 as traditional landlords retire and sell off their properties.

The Renters' Rights Act, particularly the ban on no-fault evictions, is hitting landlords where it hurts most: their pockets. This is driving a mass exodus as many choose to retire and sell up. Here are the main reasons.

- Recent tax increases for landlords owning property in their own name. An additional 2% income tax will be payable by all landlords holding property personally from April 2027.
- The Renters' Rights Act will be implemented on 1st May 2026, banning no-fault evictions and increasing tenant rights. Landlords with lower rents, properties falling into disrepair and blocks of apartments might well want to sell.
- HMO markets are becoming saturated, and poor-quality properties are now experiencing empty rooms.

The reality for many long-term, old-school landlords is that their business models cannot survive the changes coming down the line. While some have seen profits fall, some are actually losing money every month. Thousands are feeling this huge financial pressure, and the legislative reform is making their lives more difficult (see my article in the November 25 issue of YPN magazine for more detail).

These landlords might be petrified about their tenants finding out they are selling, so are looking for opportunities to sell the properties off-market, without advertising. This creates an opportunity to help them exit by buying their properties creatively.

The opportunity for new landlords and developers just got bigger

New investors have a massive opportunity to grow their property businesses faster by creatively targeting exiting landlords. Many of the properties will come with issues that need fixing before you can buy them, such as a poor state of repair, failing EPC requirements, under-rented (rents lower than market rent) and/or no lawful use for the current use of the property.

This year, the biggest opportunity lies in unsplit or unbroken freeholds. An unbroken freehold is two or more addresses on one freehold land title. The unbroken freehold properties mentioned below contain at least one freehold and a minimum of two addresses. As I write this article in late 2025, there are 1,189,793 freeholds on the Land Registry in England and Wales owned by private landlords. Of these, only 29,237 are currently on the market, representing just 2.46%. It's a huge off-market opportunity.

Unbroken freeholds include:

- Unsplit blocks of apartments. These exist already and need no planning permission to refurbish.
- Multiple houses on one freehold (ie, the developer never split them).
- Mixed-use properties (ie, shop below and flats above).
- Farms with multiple barns on them. Many are converted and rented but still sit on a single freehold.
- Houses with an existing annexe.
- Commercial-to-residential conversions (also a huge opportunity).

To make it clear, when you purchase an unsplit freehold and split it into individual freehold or leasehold properties, you can increase the equity in the property by at least 25-35%. This is a day-one equity uplift based on locally sold, comparable property valuations. There are properties out there today, ripe for new landlords and developers to title split and add huge capital uplift. The reality is you can build your portfolio faster and more cost-effectively, as you will benefit from both capital and cashflow uplift immediately when you buy the property. Below are some examples of real title split property deals completed within my community in 2025.

Case study

The small title split deal – £170K capital uplift

Converting a church to two residential units

Purchase of a small commercial unit (User Class G – Church) in the East Midlands. The property was title split on purchase and then fully refurbished to a high standard (see photos). See Figure 1 for Title Split Profit Pyramid.

Individual Flat Value-Split Value
Cottage 1 £200,000
Cottage 2 £210,000
Total £410,000

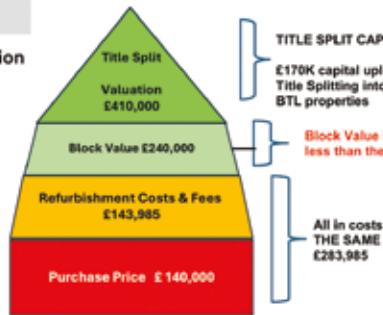
Title Split Valuation for Refinance

Block Valuation for Refinance

Refurb

Buy

FIGURE 1
CHURCH CONVERSION TO 2 COTTAGES



Purchase price: £140,000

Refurbishment and all costs: £143,985

Total money into the deal: £283,985

Unsplit RICS valuation after refurbishment based on rent and yield calculation: £240,000. This would be a loss of £43,985 on completion of the project.

Valuation after title split (based on local comparable sales prices): £410,000. This is £126,015 profit on day one (and £170k more capital than the block valuation).

Case study

The big title split deal – £1.4m capital uplift

Farm conversion

Purchase of a smallholding (seven barn and stable units in the Southeast). The property was fully refurbished in 2024/2025 to a very high standard. The developer has decided to keep all the units and run them as a mixture of high-end serviced accommodation and BTL investment properties. All units will be individually financed on individual mortgages. The value uplift on this farm is £1.4m, simply through title splitting.

The numbers to make £1.4m extra profit...

Purchase price: £2.4m

Refurbishment and all costs: £3.33m

Total money into the deal: £5.73m

Unsplit RICS valuation after refurbishment based on rent and yield calculation: £6.5m. If mortgaged at 75%, the mortgage amount would be £4.875m (leaving £855k in the deal).

Valuation after title split (based on local comparable sales prices): £7.9M.

This is £1.4m higher than the unsplit valuation.

to individual owner-buyers, or they are financed individually onto BTL mortgages (when being rented as BTLs). When a property is title split properly, a landlord can serve notice to the tenants and sell each unit to an individual (retail) buyer at full market value. In the case of the church conversion shown in Figure 1, each title-split cottage can be sold to an owner-buyer for between £200,000 and £210,000. This is known as the 'split value'.

We want access to the title split value, so we need to title split to get this huge value uplift.

Buying multiple unit freeholds (MUF) and multiple unit freehold blocks (MUFB) using creative strategies

Many opportunities to purchase these properties require the use of creative property strategies, because (as mentioned earlier in this article) retiring landlords often need help to fix issues on their properties before you can go ahead with a purchase. If you do not fix the issues prior to purchase, you may not be able to get a mortgage. Our clients secure these properties using the following creative approaches:

1 Lease options, where you secure the right to buy the property – there is a financial consideration involved in this but that is sometimes as little as £1. You then take control of the property and where possible, fix all the issues before purchase. In many cases, the required works can be completed prior to completion. Landlords are increasingly open to creative solutions like this, allowing them to exit their properties.

2 Exchange with delayed completion. You exchange on the property in advance of completion and can undertake some works before completing on the purchase.

3 Creative finance strategies, which can be used to help investors purchase these properties where traditional funding is not immediately available.



Contact

Rachel Knight is the foremost expert on the Title Split strategy in the UK. She enables landlords and developers to gain access to the split values on their projects years in advance of what was previously possible.



If you would like to find out more about this massive opportunity, then join our YPN Evening Webinar in February or March 2026.

Alternatively, contact us via www.titlesplit.com