TITLE SPLITTING

THE 'BUY ONE, CREATE MANY' SINGLE LET STRATEGY

HOW TO WIN BIG WITH MUFBs

By **Rachel Maria Knight**

If we were to believe what we hear, we would draw the conclusion that, with the advent of the Renters' Rights Act, buy-to-let is dead. This is rubbish. Eleven million people rent privately in the UK today. Successive UK governments have failed over and over again to provide adequate housing for their own people. And, if we are to believe the news headlines, there is no longer a place for the buy-to-let (BTL) landlord – complete poppycock!

We, the BTL investors, are needed as much today as we have ever been. Tenants rely on us to provide homes where successive governments have failed to do so.

While we can't deny that it's difficult to buy and make one single-let property work, there are property strategies available that can help people grow their portfolios fast. The most lucrative of these strategies is title splitting.

BTL is alive and well!

This is the time for professional landlords to shine, and with a well-run property portfolio, large incomes are still infinitely possible. Consider these questions…

- **Are you looking to triple your cash flow over the coming two to three years?**
- **Would you like to take advantage of UK capital growth?**
- **Would you like to gain an additional 25%-50% capital value uplift on every deal you do?**

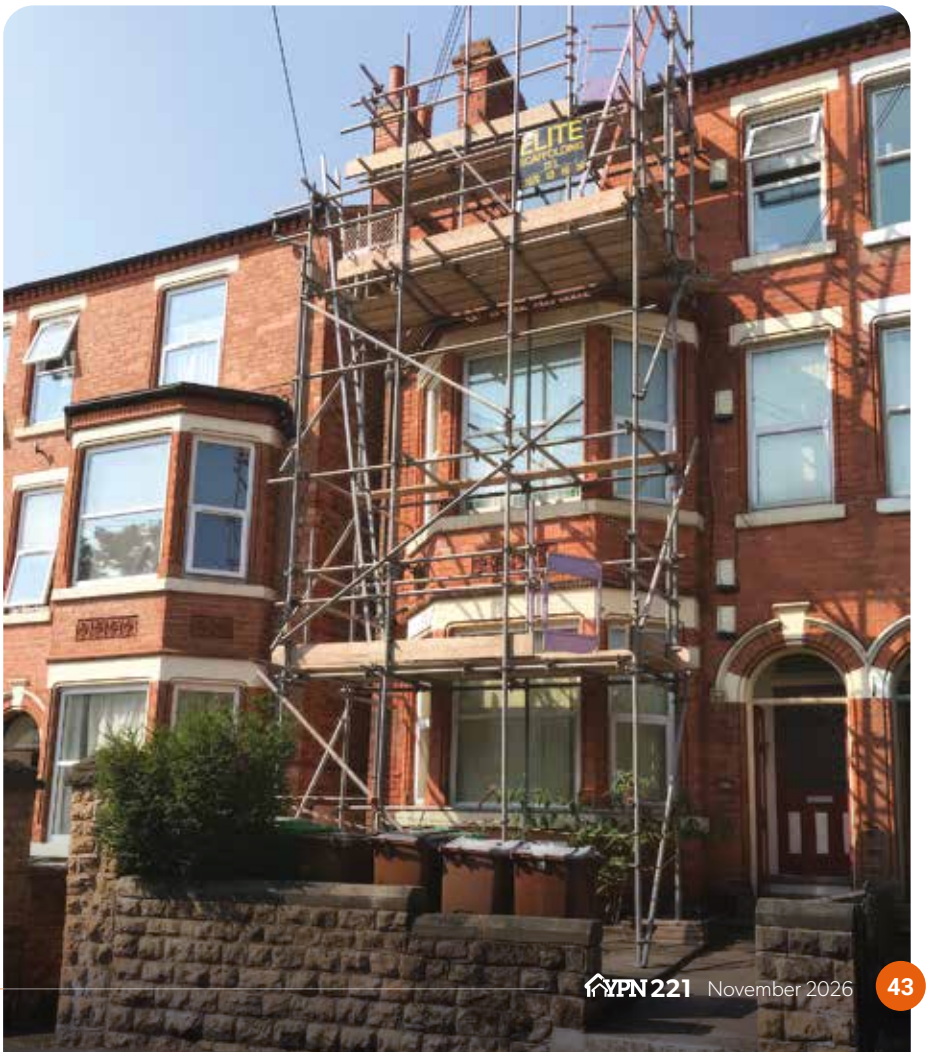
If the answer is yes, then you need to learn how to title split freeholds to create multiple units with multiple incomes.

Did you know that the average UK house price grew from around £52,000 in 1992 (source: landregistry.data.gov.uk) to approximately £271,000 in November 2025 (source: gov.uk)? This is 421% capital growth. Although no one expects it will grow that fast in the next thirty years, those owning individually valued housing stock will likely see good capital growth over the next ten, twenty and thirty years.

We hear a lot today about landlords exiting the market and deciding not to invest in property any more. However, for those who are exiting, there are just as many of us looking to increase our property portfolios, adding properties and cash flow. In the region of 57% of BTL landlords have mortgages on their properties (source: gov.uk). They are paying huge amounts of tax, and many want out. This creates a huge opportunity for new, professional investors.

In fact, as I write today, 25% of landlords are looking to exit and sell off their property portfolios, and 93,000 landlords left the market in 2025 (according to Black and White Bridging). It's a simple fact that many older landlords, now in their late seventies or eighties, who own BTL houses and flats in their own name, cannot re-mortgage in their own name due to age restrictions. They are likely to be on a standard variable rate mortgage, and interest rates are around 3%-4% higher than they were four to five years ago. All in all, they are not really making much from their properties anymore. To sell, they will need to pay Capital Gains Tax (CGT). To incorporate, they might need to pay CGT and Stamp Duty Land Tax (SDLT).

So how does this create opportunity for you and me? The new investor, with a fresh mindset and approach, may want to flip properties for instant profit uplift or buy and hold properties to create a cash-flowing BTL portfolio. We are in a position to facilitate the process for landlords who want to exit by helping them sell their portfolio of properties and take control of the management of the tenants – and growing our portfolios quickly at the same time.



The biggest single opportunity is to buy unsplit freeholds. Today there are 762,515 multi-unit freeholds (blocks and houses) with user class C3 (residential) in England and Wales. This number only includes units of between two and twenty addresses. We know that 762,515 unsplit freeholds with two to twenty units of property are owned in personal names, and only 83,907 unsplit freeholds are owned by limited companies. This means that roughly 90% of the unsplit freeholds are owned by private landlords in their own names. (Data source: Land registry for unsplit freeholds, 2026).

An unsplit Multi-Unit Freehold (MUF) or Multi-Unit Freehold Block (MUFB) is a property where there are more addresses on the land registry than there are titles, and the prize for new investors who want to invest in them is huge. For example, the property shown in the picture was classed as an MUFB until it was split into three separate leasehold flats. This property is now held as three separate title-split apartments and rented out in our BTL portfolio for cash flow. The title split was done on the day of purchase.

Case study

Purchase price:	£255,000
Refurbishment cost:	£90,000
All-in costs:	£345,000
MUFB (unsplit) GDV: (rent and yield calculation RICS)	£359,964
Title split GDV: (3 x 2-bed apartments valued at £155,000 each)	£465,000

This property was secured from a retiring landlord and was under-rented (let at below-market rents). In many instances, under-rented properties can be secured at below-market value prices.

An arrangement where tenants paid lower rents and the landlord was not bothered about repairs was one that worked for years, with the landlord unable to hike the rent by a huge amount in recent months for fear the tenants would appeal under the Renters' Rights Act.

This particular landlord was reluctant to advertise the properties on the market, as tenants might leave. The deal was secured off-market.

Furthermore, exiting landlords do not want to be left with voids if they ask tenants to leave.





All of the above market conditions mean that more landlords are now in a position where they need to do one of the following:

1. **Sell their investment properties to another investor with tenants in situ. In the landlord's mind, this will minimise voids and loss of rent. They would prefer that the tenants not know until the deed is done and the transaction completed. This will trigger tax (which landlords rarely want to pay!).**
2. **Incorporate their portfolio into a BTL company (which equates to selling). From the landlord's perspective this will also trigger tax, and they have avoided this for years. Another scenario where landlords typically do not want to incur tax.**

The reality for these landlords is that they need to sell, they want to sell and they are ready to sell.

When the naysayers say BTL is dead, it really comes down to the fact that BTL is more difficult for the uneducated landlord. Accidental landlords may decide it's too difficult, but those who decide to stay will need to professionalise their business. Please don't think I mean that unincorporated landlords are unprofessional; many run professional businesses and have done a sterling job. It is a limited few who have given us a bad name and resulted in us being pursued relentlessly by successive governments.



The tax burden for landlords who own properties in their own name and want to incorporate their businesses is highly unlikely to get better. The tax situation has got progressively worse over recent years, and my personal prediction is that, for the foreseeable, the government of the day will either punish landlords more or, at best, keep the status quo. As I write, the Green Party are making all sorts of threats about what they're going to do about rents and rental properties – you (like me!) might not be a fan, but who knows what would happen if they got a small piece of power in a hung parliament with Labour...

I'm no accountant and cannot give tax advice, but I certainly don't think landlords have anything to gain by sitting and waiting for the tax situation to get better. As a fellow landlord, I would say: sort out your business, pay the tax, and protect your and your family's future.

The strategy of buying and breaking up MUFBs, creating multiple incomes and generating a nearly immediate capital uplift is changing the game for buy and hold investors who want to create generational wealth. You make one purchase and create multiple units with multiple incomes.

Title splitting – it's the new single let strategy.

Contact

TitleSplit.com helps landlords and developers unlock significant capital uplift by structuring their title split projects correctly. **Rachel Knight** is one of the UK's leading title split experts and works with landlords and developers across the country to help them maximise the value of their property opportunities.

For more information, visit **www.titlesplit.com** or contact us at **01332 412575** or **info@titlesplit.com**.