

Incentives to look out for..

Developers have plenty of new deals to tempt investors, says **Alison Tyler**

FOR all the furore about the new stamp duty surcharge coming into effect in April, developers are decidedly upbeat, and have plenty of ways to keep investors interested.

'Once the regulations are in effect, we will look to provide a stamp duty land tax contribution incentive on selected schemes, giving our purchasers peace of mind that they will not be affected by the changes,' says David Galman, sales director at **Galliard Homes**.

'We offer investors zero per cent fees on letting their new property to tenants for the first year and we offer stylish furniture packages within selected developments so that an investor can be letting a turn-key property as soon as possible. We expect our schemes at **Silver Works**, **Colindale**, and **Marine Wharf** in

Surrey Quays to be popular with investors as they are in areas experiencing extensive regeneration in the coming years. (Silver Works from £305,000, with three per cent interest on your deposit until completion, galliardhomes.com).

Wembley Park Gate is offering a contribution to the stamp duty of up to three per cent of the value of the property at its 211 homes next to Wembley Stadium, in the heart of one of

the UK's largest regeneration projects (one-beds from £390,000, barratlondon.com).

Investors can expect yields here of 4.6 per cent.

At the **Allies and Morrison**-designed regeneration development of more than 2,000 one, two and three-bedroom homes at **Hendon Waterside**, investors can get the ground rent and service charge paid for one year and a free furniture pack

included (two-beds from £451,000, barratlondon.com).

Cambium, an eco-chic, 110-home development in Southfields, surrounded by trees and landscaped gardens, is offering to pay the full stamp duty on its apartments and townhouses until the end of February

(one-beds from £429,950, cambium.london). Peabody will be offering to pay £1,000 of buyers' legal fees and provide a free furniture pack by interior designer David Phillips to anyone buying at its courtyard development **Carters Yard** in Wandsworth at its open day on

Saturday, February 27 (two-beds from £580,750, cartersyard-sw18.com).

This weekend (February 19-21), and for one weekend only, Notting Hill Housing is offering free stamp duty on the remaining properties at **Brackenbury Square**, in Hammersmith. Starting at £535,000

(nottinghillhousing.org.uk). St James is creating mansion-style apartments

at **Hurlingham Walk** in Fulham – where the rental market is always buoyant. Prices start from £690,000 for a one-bed (hurlinghamwalk.co.uk). One of the advantages of buying a new-build is that there is no chain,

so buyers can be confident about completing before the April deadline.

Sean Ellis, chairman at St James, explains: 'A significant benefit of buying a new home is that there is no onward chain, which can speed up the conveyancing process and removes the potential for uncertainty.'



■ **Silver Works**
A courtyard development close to Colindale tube station
Price: from £305,000
Expected yield: 5.5 per cent
SDLT now: £5,250
Second home SDLT: £14,400

■ **Wembley Park Gate**
211 one, two and three-bed homes
Price: from £390,000
Expected yield: 4.6 per cent
SDLT on a £390,000 flat now: £9,500
Second home SDLT: £21,200



Government figures show that between 1986 and 2012 about five million new homes have been built in the UK. Of these, just over half are now owned by private landlords and let.



■ **Hendon Waterside**
A regeneration development of over 2,000 one, two and three-bed homes.
Price: from £451,000
Expected yield: 5 per cent
SDLT now on a £451,000 flat: £12,550
Second home SDLT from April: £26,080