

# Ethical Sales Statement November 2025

## Ethical Sales Statement in relation to assets for disposal

The Ethical Sales statement intends to give a framework to assist in both assessing properties for disposal, as well as ensuring properties are disposed of, in a way that gives maximum support and benefit to the communities with which Coastline works. There are four strands to the Ethical Sales Statement.

### **1 – All the proceeds from property sales will be reinvested in new homes.**

The link between assets sold and numbers replaced will be reported to the Property & Investment Committee and the Board, as part of the development performance report.

### **2 – All communities will be given first refusal on properties to be disposed, by way of Cornwall Council and parish councils.**

Following approval for disposal, Cornwall Council and the respective town or parish council will be given the opportunity to purchase the property or propose a local purchaser.

A time frame of three weeks will be given for the council to make a proposal. If nothing is forthcoming, the usual sales process will take place. Any sales agreed via Cornwall Council or parish/town councils will still meet the minimum acceptable figure agreed with the Executive Team.

### **3 – Assets to be disposed of should generate a minimum of £50,000 more than if the property were retained.**

The generation of a minimum of £50,000, which is equitable to current grant rates from Homes England and Cornwall Council.

### **4 – When considering offers for asset disposals, priority will be given to people with a local connection who wish to use the property for their main residence.**

Offers will still need to reach the minimal acceptable figure as approved by the Executive Team. In the situation where there are two bidders, one with a connection and one without, best value in its widest sense will be considered when considering which to approve.

