

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.

