

MAKAN

REAL ESTATE



Buying Property in the UK

A comprehensive guide for Gulf-based buyers.

WELCOME

We're here, every step of the way

Buying a home in another country is a big decision, especially when you can't be here to see it for yourself.

This guide explains how buying in the UK works, what it really costs and how to do it safely from the Gulf. Read it at your own pace. When you're ready to talk, we're here 7 days a week.

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CHAPTER 01

Why you need someone on your side

The agent showing you a home works for the seller. Here's
who works for you.

Why buyers abroad need someone on their side

In the UK, the estate agent showing you a property **works for the seller**.
Their job is to get the seller the highest price.

A buyer's agent works **only for you**: finding the right home, checking it properly and negotiating the price down.

Buying from abroad adds risk. You can't view easily, you don't know which streets hold their value and you can't see problems that local buyers spot quickly.

Seller's estate agent

Paid by the seller. Aims for the highest price.

Buyer's agent

Paid by you. Aims for the right home at the right price.



KEY TAKEAWAY

As your buying agent, Makan works only for you.

OUR PROMISES

What makes **Makan** different

Honest and transparent

We tell you what we really think of every home, including when it isn't right for you. We take no commission from developers.

Evidence, not opinion

Every shortlisted home comes with street-level sales data from HM Land Registry, so you can see what it's really worth.

Modern and always reachable

We run as a modern, digital-first agency. Without the cost of a high-street office, more of what you pay goes into personal service, careful research and getting every detail right. We're available **7 days a week** and can meet you face to face in London.

Sharia-compliant finance explained

We can explain Sharia-compliant home finance and point you to specialist providers.

Bespoke service

Every search is shaped around your family, your plans and your budget. We tailor our advice and updates to the way you like to work.

Ready to live in

We can furnish and set up your new home, so it's ready when you arrive.

Choose the help you need

1. Complete Package

From the first search to a home that's ready to live in, we handle every step for you.

- ✓ Property search across every source, not just the big portals
- ✓ Property and price checks
- ✓ Communication with solicitors and other parties
- ✓ Home Setup: furnishing, fittings and utilities
- ✓ Viewings in person or by live video
- ✓ Negotiation on price and terms
- ✓ Managing everything through to completion
- ✓ A home ready for when you arrive

2. Search and Purchase

Everything in the Complete Package except home setup. Ideal if you'd rather furnish the home yourself.

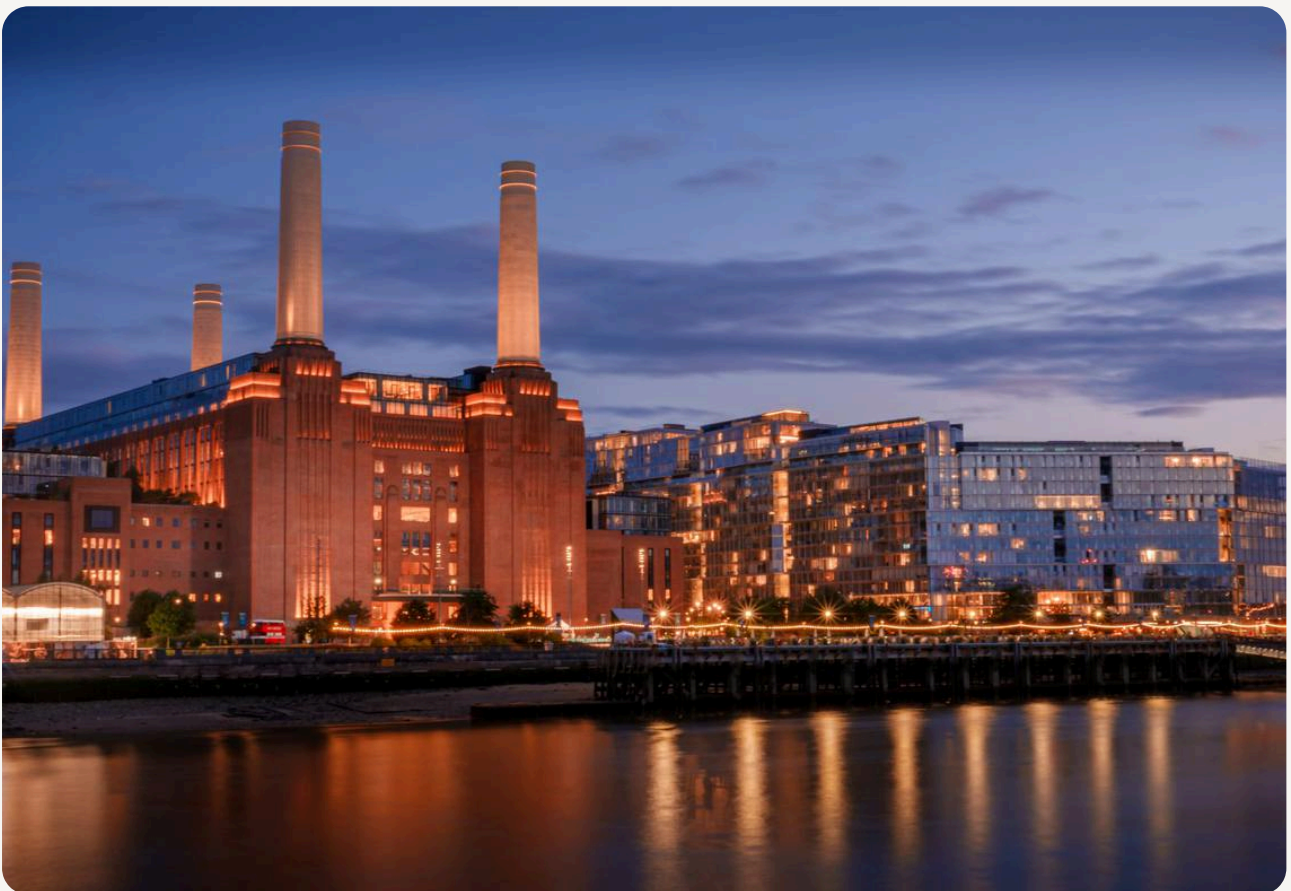


OUR SERVICES

More ways we can help

Home Setup ADD-ON

Furnishing, kitchen and bathroom fittings, decor, lighting and help setting up utilities and broadband, so your home is ready to use. Can be added to Search and Purchase.



Fees are explained when you contact us and agreed in writing before we start. Makan does not provide long-term lettings or property management, but we can introduce you to independent management agents.

Not sure which option fits?

Contact us by phone or WhatsApp on **+44 7902 664953** or email us at **bookings@makanrealestate.co.uk**

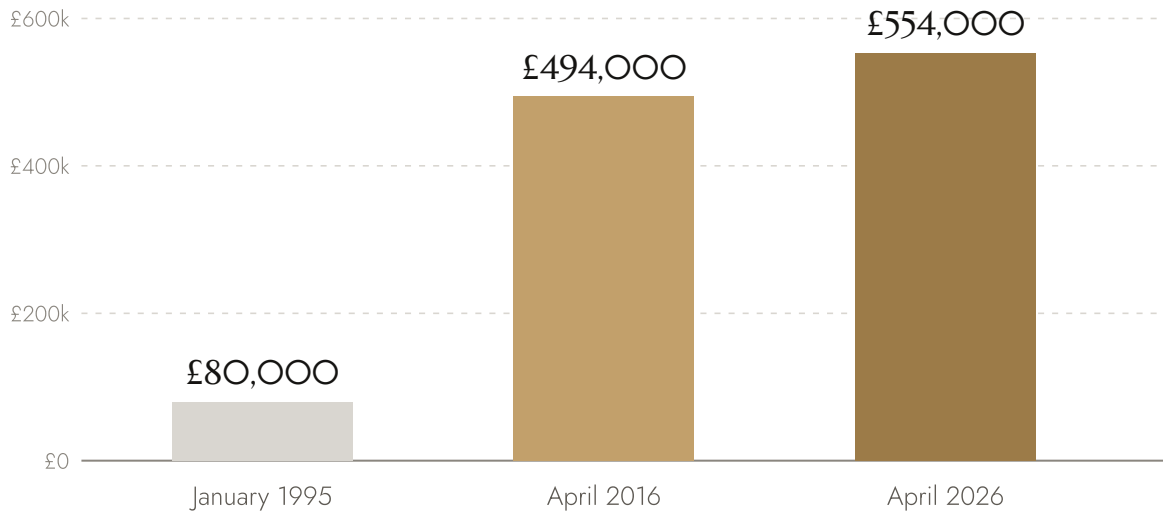


CHAPTER 02

The London market

The long view, today's opportunity for cash buyers and what the forecasters expect.

London's track record



Average London house price (approximate), HM Land Registry¹. Bars not to time scale.

- ◆ Over about 30 years, the average London home rose roughly **sevenfold** in value (not adjusted for inflation).¹
- ◆ In 2025, the average London home seller sold for **£172,510 more** than they paid, a gain of **44.6%**. More than half of them had owned for over 10 years.²
- ◆ **Houses did better than flats:** London house sellers gained about **60%** over roughly 10 years, flat sellers about **35%**.²

KEY TAKEAWAY

Over the long term, London property has built wealth for owners who held for many years, and houses have done better than flats.

A market that favours cash buyers

What's happening

- ◆ **Borrowing costs more.** The market rates used to price fixed-rate home loans rose from just under 3.5% to around 4% in spring 2026,³ and surveyors expect borrowing costs to stay higher than previously expected.⁴
- ◆ **Fewer competing buyers.** Surveyors report fewer new buyer enquiries.⁴
- ◆ **More homes to choose from.** New homes coming to market rose for the first time since mid-2025.⁴
- ◆ **Room to negotiate.** In prime London, buyers are agreeing discounts on asking prices, and sales were 6% higher than a year earlier.⁵

What it means for you

- ◆ **Cash gives you the edge.** You don't depend on expensive borrowing, so sellers see you as a strong, reliable buyer.
- ◆ **More choice, better terms.** With fewer rivals and more homes for sale, you can be selective and negotiate with confidence.
- ◆ **Value in prime London.** Prime central London prices are 23% below their level 11 years ago, and Knight Frank says parts are "extremely good value".⁵
- ◆ **A steady outlook.** Surveyors expect prices to be broadly flat over the next 12 months.⁴



A buyer's market

Prices have softened and there is plenty of choice, so buyers can negotiate.⁶



Strong rental demand

Tenant demand keeps rising while the supply of rental homes stays tight.⁴



Secure ownership

Your title is recorded at HM Land Registry, with no restriction on foreign owners. It protects ownership, not value.

KEY TAKEAWAY

Cash buyers have the edge. We'll tell you honestly when a price is good value and when it isn't.

FORECASTS

What the forecasters expect

FORECASTER	2026	LATER YEARS
Savills (June 2026)⁷ London mainstream	-4.0%	+1.0% (2027), +3.5% (2028), +5.0% (2029), +5.0% (2030). Total about +10.6% over the five years to 2030
Savills (June 2026)⁷ UK average	-2.0%	Total about +18.5% over the five years to 2030
Knight Frank (April 2026)³ UK average	+1.5%	+3% (2027), +4% (2028), +4.5% (2029) and +6% (2030), assuming a new government takes office in 2029
Knight Frank (April 2026)³ Prime central London	-2%	Forecasts raised from 2029, with growth of more than 5% expected in 2030

*Forecasts are not guarantees. Property prices can go down as well as up.
This is not investment advice.*

KEY TAKEAWAY

The main forecasters expect a weak 2026, then a recovery. Buying during a slow market can mean better prices, but only if you plan to hold.

A photograph of a street in London, likely in the Chelsea or Knightsbridge area. The street is lined with white and red brick buildings. A yellow taxi is driving away from the camera. On the left, there is a row of bicycles parked. The sky is overcast.

CHAPTER 03

How buying works

Nine steps from your first call to the keys in your hand.

How buying works

Introductory call

We agree your goals, budget, timescale and how you'll pay.

1

Viewings

In person or by live video, with honest notes on each home.

3

Offer accepted

You appoint a solicitor, who runs the legal checks (searches, contract, title).

5

Search and shortlist

We search every source, not just the big portals.

2

Checks and offer

Price evidence, property checks, then we negotiate.

4



Continues on the next page

From offer to keys

Survey and finance

A chartered surveyor inspects the property; any finance is finalised.

Completion

The rest of the money is paid and you get the keys, usually 1–2 weeks after exchange.

6

7

8

9

Exchange of contracts

Usually 10% of the price is paid as a deposit. From this point the deal is legally binding.

Home Setup (optional)

We furnish and set up the home.

KEY FACTS

- ◆ Typical time from offer accepted to completion: **about 12–16 weeks** (longer for flats and chains).
- ◆ **Nothing is legally binding until exchange.** Until then either side can pull out and a seller can accept a higher offer from someone else ("gazumping").
- ◆ For a house, buildings insurance should be in place **from exchange**, not from moving day. For most flats, the building is insured through the freeholder.

WHAT YOU'LL RECEIVE

A sample property assessment

For every home on your shortlist, we send you a short assessment like this one. The property and figures here are illustrative.

THE PROPERTY

Two-bedroom leasehold flat, South West London · Asking price £650,000

RECENT SALE	DETAILS	SOLD FOR
A · Same building	2 bedrooms, similar floor, March 2026	£615,000
B · Next street	2 bedrooms, slightly larger, January 2026	£640,000
C · Same street	2 bedrooms, needs updating, November 2025	£590,000

OUR VIEW

Suggested offer range: £600,000 to £620,000. The closest match (A) sold for £615,000, the asking price is above all three recent sales and the market is slower than a year ago.

Checks we flagged

- ◆ 84 years left on the lease. Extending before it drops below 80 costs less.
- ◆ Service charge of £2,900 a year, up 12% in two years.
- ◆ Roof works planned for 2027. Ask who pays before you offer.

How we chose the sales

- ◆ Sold prices from HM Land Registry, from the last 12 months.
- ◆ Same size and type, as close as possible.
- ◆ Adjusted for floor area, condition and outside space.



CHAPTER 04

Costs and tax

What you'll pay to buy, to own and to sell, explained simply.

What it costs to buy

WHAT IS STAMP DUTY?

Stamp Duty Land Tax (SDLT) is a tax you pay once when you buy a home in England. It isn't a yearly tax, and you won't pay it again while you own the home.

- ◆ **The buyer pays it**, not the seller.
- ◆ **It's charged in slices.** Each part of the price is taxed at its own rate, so a higher rate only applies to the part above each threshold.
- ◆ **Your solicitor pays it for you.** They file the return and pay HMRC within 14 days of completion, using funds you send them beforehand.

Stamp Duty in England, at the rates in force in October 2026.⁸ Each rate applies only to the part of the price inside that band.

PART OF THE PRICE	STANDARD RATE	NON-UK RESIDENT BUYER	NON-RESIDENT WHO ALREADY OWNS A HOME ANYWHERE
Up to £125,000	0%	2%	7%
£125,001–£250,000	2%	4%	9%
£250,001–£925,000	5%	7%	12%
£925,001–£1.5m	10%	12%	17%
Above £1.5m	12%	14%	19%

Stamp Duty in practice

- ◆ **Non-resident surcharge (+2%):** applies if you spent fewer than 183 days in the UK in the 12 months before buying. It depends on where you live, not your passport. If you then spend 183 days in the UK within a year of buying, you can usually claim it back.⁸
- ◆ **Additional property surcharge (+5%):** applies if you (or a joint buyer) already own a home **anywhere in the world**. It usually doesn't apply if you're replacing your main home.⁸

Worked example: a UK resident with no other home who buys at £1,000,000 pays nothing on the first £125,000, 2% on the next £125,000 (£2,500), 5% on the next £675,000 (£33,750) and 10% on the last £75,000 (£7,500). That's £43,750 in total.

Worked examples: non-resident who already owns a home⁸

£750,000 home

£80,000

£1,000,000 home

£113,750

£1,500,000 home

£198,750

Alongside Stamp Duty, budget for: solicitor's fees and Land Registry fee (required); survey (optional but recommended); buyer's agent fee (optional); finance fees (only if you borrow).

KEY TAKEAWAY

Always get your solicitor to confirm your exact Stamp Duty before you make an offer.

Costs of owning

Council tax **REQUIRED**

A yearly local tax on every home, set by the local council.

High Value Council Tax Surcharge **HOMES WORTH £2M+**

From April 2028, homes in England worth £2 million or more will pay an extra £2,500 to £7,500 a year.⁹

Service charge and ground rent **FLATS ONLY**

Flats pay a yearly service charge for the building's upkeep and insurance. Some also pay ground rent.

Insurance and maintenance **RECOMMENDED**

Buildings and contents insurance, plus keeping the home in good repair.

Letting or management agent **OPTIONAL**

Only if you rent the home out and want an agent to handle it.

ATED **COMPANY OWNERS ONLY**

The Annual Tax on Enveloped Dwellings is a yearly tax on UK homes worth more than £500,000 that are owned by a company rather than a person. A return is due every year, even when a relief means no tax is payable. If you're buying through a company, ask your solicitor or accountant for advice on ATED.

Tax if you rent out or sell

For owners who live outside the UK, as at October 2026. Each tax applies only in the situation shown.

WHEN

WHAT HAPPENS

You rent it out

UK tax is due on rental profit. Under the Non-Resident Landlord Scheme, the letting agent or tenant takes 20% off the rent for tax unless HMRC approves you to receive rent in full. Most owners register so they're paid in full and settle their tax once a year.¹⁰

You sell

Capital gains tax applies: 18% or 24% for individuals in the 2026/27 tax year (companies pay corporation tax instead). The sale must be reported **within 60 days** of completion, even if no tax is due, and any tax paid by then.¹¹

On death

UK property falls within UK inheritance tax (up to 40%), whatever your nationality or where you live. Plan ownership and wills early.



KEY TAKEAWAY

Speak to a UK tax adviser before you buy. How you own the property matters.

OWNERSHIP

Ways to own

In your own name

The simplest option.

Jointly

With a spouse or family member.

Through a UK company

Common for investors, with different tax rules and yearly filings.

Through an overseas company

Must first register its real owners with Companies House (the Register of Overseas Entities) before it can buy, and update the register every year.¹²

The right structure depends on your family, tax and inheritance plans. Take advice first.



Want to talk your costs through?

Contact us by phone or WhatsApp on **+44 7902 664953** or email us at **bookings@makanrealestate.co.uk**

A scenic view of a park with a lake, trees, and a minaret in the background. The minaret is a tall, white, cylindrical structure with a small dome on top, visible through the trees. The lake is calm, and there are several people sitting on the grass in the foreground, some with lounge chairs. The sky is clear and blue.

CHAPTER 05

Paying for it

Buying in cash and how Sharia-compliant home finance works.

Paying for it

Many Gulf-based buyers buy **in cash**. You'll still need to show clearly where the money came from (see chapter 8).

If you need finance, **Sharia-compliant home finance** is available through specialist providers to GCC residents buying in the UK. In the UK these are usually called **home purchase plans**. Instead of lending money and charging interest, the provider buys the property with you and earns rent or an agreed profit. The three main structures:

Diminishing Musharakah (shared ownership)

You and the provider buy the home together. Each month you pay rent on the provider's share and buy a little more of it. Your share grows until you own the whole home. This is the most common structure in the UK.

Ijara (lease to own)

The provider buys the home and leases it to you. Your monthly payments cover rent plus part of the price. Ownership passes to you at the end of the term.

Murabaha (cost-plus sale)

The provider buys the home and sells it to you at a fixed, agreed price that includes its profit. You pay that price in instalments. It's less common for UK homes.

Sharia-compliant finance: what to expect

GOOD TO KNOW

- ◆ Providers usually ask for a larger deposit from buyers who live overseas, and some won't finance every type of property.
- ◆ Whether you can apply depends on where you live and what you earn there, not only your nationality.
- ◆ Fees, monthly costs and the provider's Sharia board approval differ between plans, so compare them carefully.

INCLUDED IN OUR SERVICE

We can explain your options, help you compare them and introduce you to specialist providers, as part of our standard service whenever you need it. We do not provide financial advice.



KEY TAKEAWAY

Finalise your finance before you make an offer.



CHAPTER 06

Choosing your home

Houses or flats, renting it out and finding the right area.

Houses and flats: what to check

Freehold

You own the building and land outright. Most London houses.

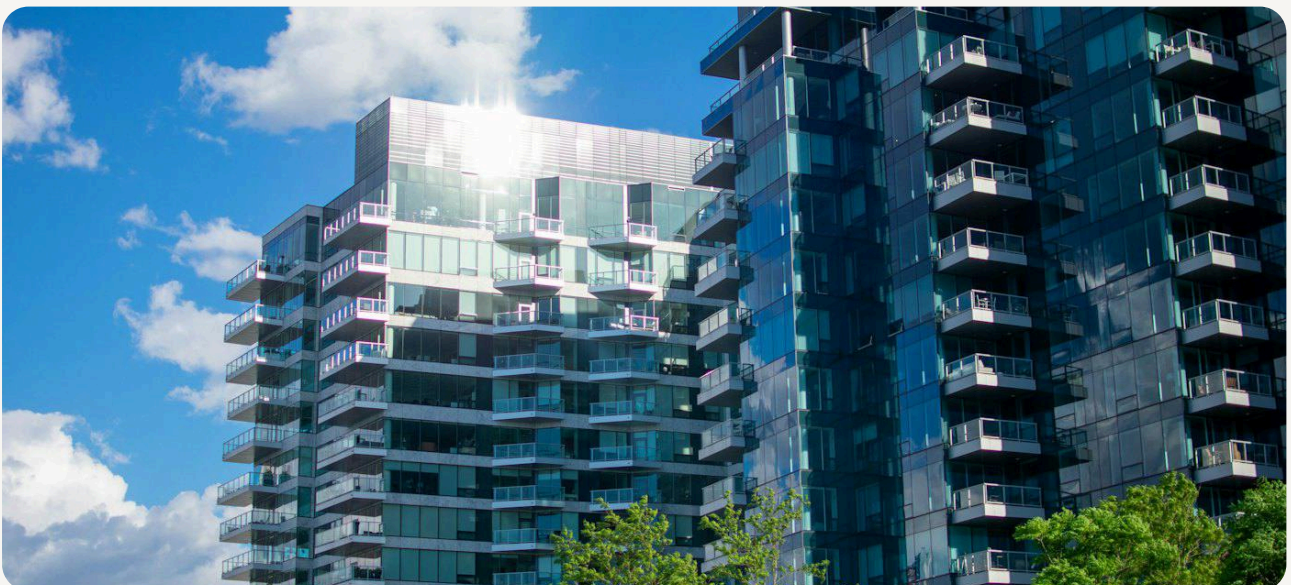
Leasehold

You own the home for a fixed number of years. Most London flats.

Leasehold checklist

- ✓ Years left on the lease: **aim for 80+**. Below 80, it becomes more expensive to extend and some lenders won't lend.
- ✓ Yearly service charge and the last 3 years of accounts.
- ✓ Ground rent and whether it rises.
- ✓ Any planned major works to the building.

Leasehold law is being reformed, but not every change is in force yet. Your solicitor will confirm what applies.



LETTING

Renting it out

Long-term renting

Since 1 May 2026, tenancies in England roll on month to month, landlords can only take a property back on specific legal grounds and rent rises follow a set yearly procedure (Renters' Rights Act).¹³

Who manages it

Makan doesn't manage rentals, but we can introduce you to independent letting and management agents. They find and check tenants, collect rent, arrange repairs and keep safety certificates up to date. You agree their fees and contract with them directly.

Short lets (holiday-style)

In Greater London, a whole home can usually be let short-term for **up to 90 nights a year** without planning permission. Your lease and local rules may restrict this, so check first.

Using it yourself as well

Tell us how you plan to use the home and we'll factor that in from the start.

KEY TAKEAWAY

Decide how you'll use the home before you buy. It changes which property is right.

ILLUSTRATIVE EXAMPLE

What a rental really returns

A headline rental yield leaves out the costs. Here's how a **£400,000 flat let for £1,800 a month** might look in a year, bought in cash by a non-resident who owns another home.

To buy

Purchase price	£400,000
Stamp Duty ⁸	£38,000
Legal fees and survey	£3,500
Total cost	£441,500

Each year

Rent	£21,600
Letting and management (12% + VAT)	–£3,110
Service charge and ground rent	–£2,400
Insurance, repairs and safety checks	–£1,200
One month empty	–£1,800
Net rent before tax	£13,090

Headline yield on price

5.4%

Net yield on total cost

3.0%

Both yields are before income tax, exchange rate changes and any rise or fall in the property's value. Illustrative figures only, not a forecast or a promise of returns.

KEY TAKEAWAY

Judge an investment on its net yield after costs, not the headline figure.

AREAS

Finding the right area

London and the areas around it offer very different ways of life, from the heart of the city to quieter family neighbourhoods. Rather than hand you a generic list, we research areas around what matters to you.

Schools

Nearby schools and how they're rated.

Faith and community

Mosques, community centres and halal food nearby.

Space and green areas

Parks, gardens and room for family life.

Getting around

Commute times, transport links and airports.

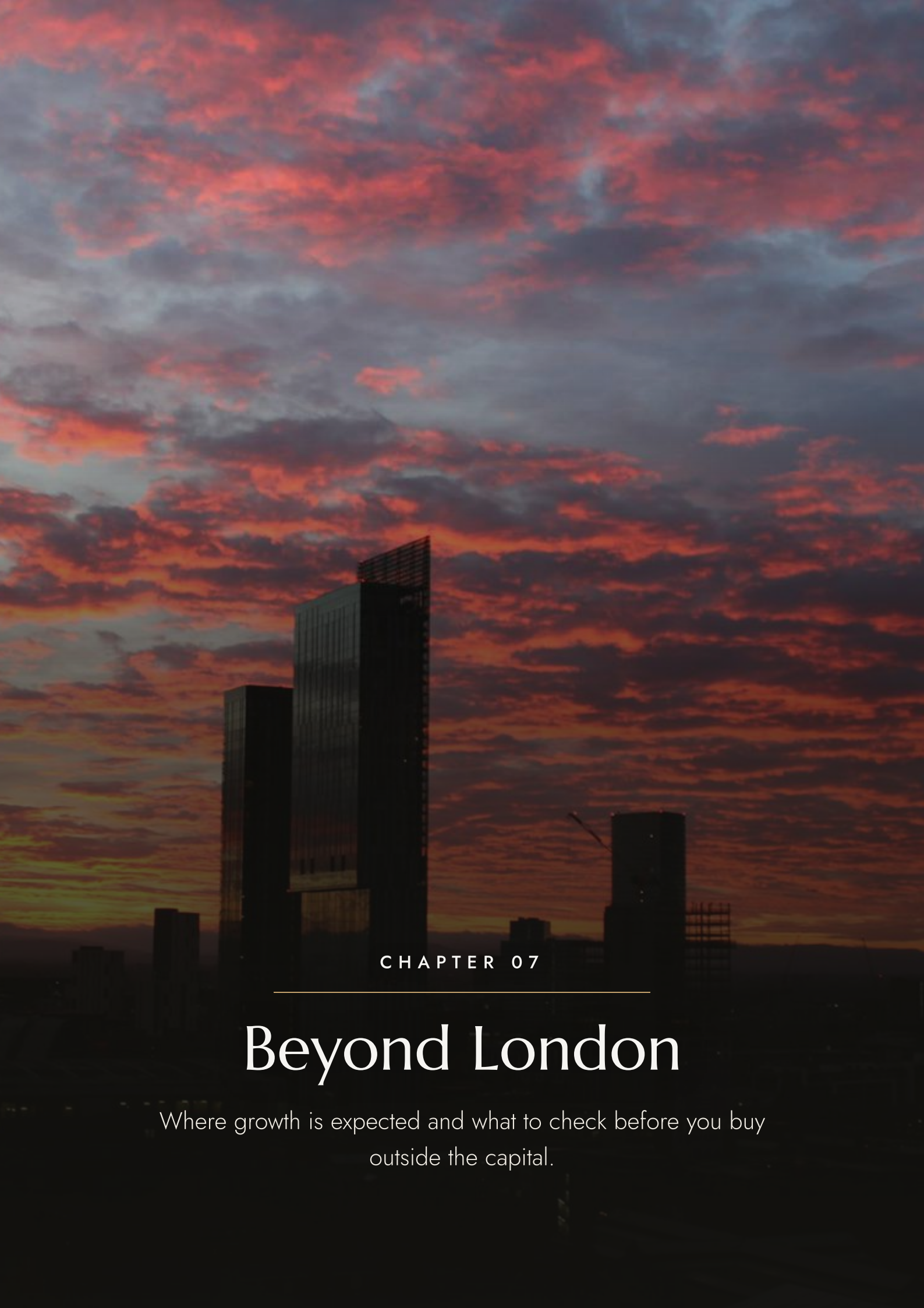
Budget and value

What your budget buys, backed by HM Land Registry sold prices.

Long-term appeal

How well homes in the area hold their appeal for future buyers and tenants.

Tell us your priorities and we'll suggest areas that fit, with the evidence behind each one.



CHAPTER 07

Beyond London

Where growth is expected and what to check before you buy
outside the capital.

London is not the whole story

London is where most overseas buyers start looking, and for families moving here to live it is often the right answer. But it is not where most of the growth is expected over the next few years.

London prices fell **3.3%** in the year to July 2026,⁶ and London is forecast to grow by around **10.6%** in total between 2026 and 2030, the slowest of any UK region.⁷ Private rents rose **3.8%** across the UK in the year to August 2026, and fastest in the North East and North West, at **5.8%** each.¹⁴

REGION	FORECAST: TOTAL GROWTH, 2026 TO 2030
North West	+25.0%
Yorkshire and the Humber	+25.0%
North East	+23.9%
Wales	+23.2%
West Midlands	+19.7%
London	+10.6%

Forecasts as of June 2026.⁷ Forecasts are opinions, not guarantees, and are often revised.

Gulf buyers are already looking further afield. Early in 2026, Westminster was the most searched area from the Gulf (7.1%), but **Milton Keynes (6.6%)** and **Liverpool (5.3%)** were close behind, in one lender's search data.¹⁵

KEY TAKEAWAY

The strongest growth is forecast outside London, but forecasts can change. Buy for the long term.

YOUR GOAL

Living or investing?

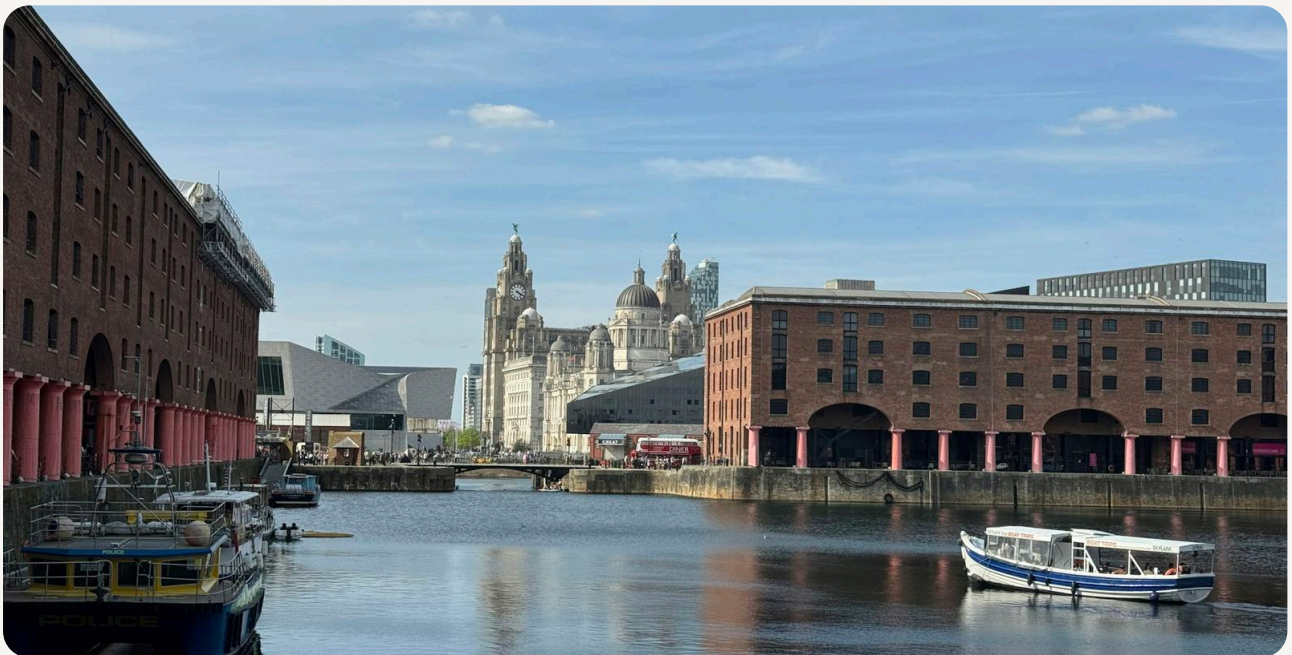
If you're moving here to live

London and the South East usually make the most sense. That's where the jobs, international schools, flights and established communities are concentrated.

If you're buying to invest

The numbers often look stronger outside London. Prices are lower, so your money goes further, rents are rising faster and the long-term forecasts are higher.

Cities such as **Manchester, Leeds, Liverpool, Newcastle and Birmingham** draw strong demand from professionals and students.



KEY TAKEAWAY

Higher forecasts don't automatically make a better investment. The price you pay, the building and the running costs matter more.

What to watch out for

Glossy off-plan launches

Many new developments outside London are sold overseas through exhibitions and brochures. These are written for the developer, not for you. Check the developer's track record, what happens to your deposit if the building is delayed and what similar finished flats nearby have actually sold and let for.

"Guaranteed" rental returns

A guarantee is only as strong as the company behind it. A headline yield can hide service charges, ground rent and empty months.

Too many flats in one place

In some city centres, large numbers of near-identical flats can slow resale and hold back price growth. Houses and smaller buildings often hold their value better.

Leasehold flats

The same leasehold checks apply here as in London (see chapter 6). Look at the length of the lease, the ground rent and the service charge history.

You can't easily visit

Without a trusted person on the ground, it's hard to judge a street, a building or a tenant market from abroad.

OUR SERVICE

How **Makan** helps outside London

- ◆ **The same evidence, wherever you buy.** Every shortlist comes with recent sold prices from HM Land Registry, so you can see what a street is really worth.
- ◆ **Local eyes on the ground.** Viewings and checks are carried out by vetted local partners, and we brief and supervise them.
- ◆ **One point of contact.** You deal with us throughout, 7 days a week, by phone, WhatsApp or email.
- ◆ **Independent advice.** We act for you, not the developer or seller, and will tell you plainly if a property doesn't stack up.

TAXES AND RULES

Across England, Stamp Duty and tax on rent and gains work exactly as described in chapter 4. Wales and Scotland have their own property taxes, and Scotland has its own legal system and buying process. If you're thinking of buying there, contact us and we'll explain what's different.



Interested outside London?

Tell us your budget and whether you want to live or invest, and we'll come back with a short, honest comparison of the areas that fit.

Phone or WhatsApp **+44 7902 664953** · bookings@makeanrealestate.co.uk



CHAPTER 08

Before you travel

Visiting the UK, the paperwork you'll need and the questions buyers ask most.

Visiting and the paperwork you'll need

Travel

- ◆ GCC nationals need a UK **Electronic Travel Authorisation (ETA)** before flying: £20, valid for 2 years (or until your passport expires), multiple visits, stays of up to 6 months. Apply in the UK ETA app.¹⁶
- ◆ Gulf residents who are not GCC nationals: what you need depends on **your passport**, not your residency.¹⁶
- ◆ **Buying a home does not give you the right to live in the UK.** Residency needs a separate visa.

Paperwork

UK anti-money laundering law requires agents and solicitors to check every buyer. Have these ready:

- ✓ Passport and proof of address
- ✓ Evidence of **source of funds** (e.g. bank statements showing the money) and **source of wealth** (how you built it: salary, business, sale of property, inheritance)
- ✓ For companies: documents showing who ultimately owns the company



KEY TAKEAWAY

Having documents ready early can save weeks.

QUESTIONS

Questions we're often asked

Can I buy without visiting?

Yes. Many buyers do, with live video viewings, written checks and a solicitor acting for you.

Do you have an office?

We're a modern, digital-first agency, so we don't keep a high-street office and put that saving into service and value for you. You can reach us 7 days a week. We view properties in person on your behalf and can meet you face to face in London whenever you need.

Can foreigners own freehold property?

Yes, with no restriction on nationality.

Who pays the buyer's agent?

You do, and the fee is agreed in writing before we start.

Do you manage the property afterwards?

No. We can furnish and set up your home, but we don't provide long-term lettings or management.

How long does it take?

Usually about 12–16 weeks from offer accepted to completion.

What if I change my mind?

You can withdraw before exchange of contracts. After exchange, your deposit is at risk.

YOUR NEXT STEP

Ready when you are

Start with a free 30-minute call. No obligation and no pressure to buy.

1

Book a call

Message us on WhatsApp or email, at a time that suits you in the Gulf.

2

Share your brief

Tell us what you need: budget, areas, timescale and how you'll pay.

3

We start searching

Once fees are agreed in writing, we begin finding and checking homes for you.



Talk to us 7 days a week

Scan to message us on WhatsApp, or call **+44 7902 664953**

bookings@makeanrealestate.co.uk

SOURCES

For your reference

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