

PASSIONATE ABOUT PROPERTY INVESTMENT

Imagine the complications of completing a house purchase every day

On average, we acquire a commercial property every day of the year.



COMMERCIAL PROPERTY EXPERTS

We own over 9,200 properties on behalf of more than 8,000 clients.



PROFESSIONAL EXPERTISE

Our property experts look after the ongoing management and work with your client's chosen third party professionals, such as solicitors and surveyors.



WE MAKE THE UNUSUAL USUAL

As well as more usual properties such as offices and shops, we also own an airfield, a football stadium, and even a zoo.

BIG OPPORTUNITIES

According to HMRC's data, more than 100,000 non-residential property transactions worth more than £40,000 have taken place each year since 2013. Only a very small portion of those are transacted through SIPPs, so there's a huge market for interested clients to find a commercial property to suit their needs.

FLEXIBLE WAYS TO BUY

- > **Connected parties:** the client's pension buys their own property.
- > **Part purchase:** if there aren't enough funds in the pension, the client can just buy part of the property.
- > **Group purchase:** a group of clients of any size, all use their SIPPs to purchase a property between them.
- > **Auction:** the client bids at auction on behalf of their SIPP.
- > **Transfer:** the client moves a property that is already held in a different pension.

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BENEFITS AND CONSIDERATIONS FOR CLIENTS

Selling property to a SIPP

- > The rental income received by the SIPP is tax free
- > Rent paid to the SIPP is a deductible business expense for the tenant business
- > SIPP assets normally fall outside the client's estate for inheritance tax purposes
- > Can release cash back into a business to help with cash flow
- > When the property is sold from the SIPP, there is no capital gains tax liability
- > SIPP assets are not generally accessible to creditors

But...

- > The client may need to pay tax when selling their property to their SIPP
- > Where the client or a connected party is also the tenant, rent must be at market value

Succession planning

- > It is simple for the SIPP clients to sell all or part of a property to another SIPP client or a non-SIPP party
- > In a group purchase, younger members may be able to buy older members' shares as they come to retire, with no stamp duty land tax payable for transfers to other SIPP clients
- > It may be possible to pass on a property as part of a death benefits payment, with the beneficiaries able to keep the property in a pension environment

Borrowing

- > SIPPs can borrow up to 50% of their net fund values
- > There is no individual or corporate liability to credit checks, because the loan is in the name of the SIPP provider

But...

- > If there is no tenant and therefore no rental income, loan repayments and other outgoings (such as business rates) can reduce the value of the SIPP

Retirement options

- > No requirement to sell a property at retirement
- > Rental income can provide liquidity for income payments
- > Rental income can help maintain fund value while income is being taken (not guaranteed)

But...

- > If there is no tenant and therefore no rental income, there may be insufficient cash to make income payments
- > If the property makes up a large portion of the pension, there may not be sufficient liquidity to pay benefits such as tax free cash (PCLS); if benefits are needed urgently, it may not be possible to sell the property quickly.

BENEFITS FOR ADVISERS

Property business with SIPPs can seem complicated – that's why you need to work with experienced professionals who can help you and your clients.

Commercial property can be good business for advisers:

Longevity

Properties are not bought and sold frequently – once purchased they tend to remain in place for many years.

Interesting and diverse clients

Many SIPP property clients are small business owners investing in their own premises – they often have other financial needs that need addressing as part of their occupation.

Referrals

Many property investments involve more than one buyer and involve third party professionals, giving great opportunities to introduce new clients and to network with associated property professionals such as solicitors and surveyors.

CONTACT DETAILS

Every property is different and questions will always arise. Our property experts are waiting to hear from you.

**Your Future SIPP
Commercial Property – New enquiries**
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Call charges will vary. We may record and monitor calls.

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