

Guide for Landlords: Selling BTL Properties Using Section 21 or 8

Step 1 – Understand Section 21 and Its Pitfalls

A Section 21 notice is often seen as the easiest way to get vacant possession — but it's also the easiest to get wrong. A notice can be invalid if you:

- Used the wrong form (must be **Form 6A**).
- Served it incorrectly.
- Failed to protect the deposit in an approved scheme.
- Didn't provide:
 - Gas Safety Certificate
 - EPC
 - Latest *How to Rent* guide.
- Don't hold the correct licence (HMO or selective licensing).
- Charged unlawful tenant fees.
- Served after a tenant complaint (risk of retaliatory eviction).

 **If any of the above apply, your Section 21 will fail — leaving tenants in place.**

Step 2 – Consider Section 8 (and Its Problems)

Section 8 allows possession if tenants have breached their tenancy. Common grounds include:

- Rent arrears.
- Breach of tenancy agreement.
- Nuisance or illegal activity.

 **The downsides:**

- **Court delays** – months or even years due to backlogs.
- **High costs** – legal fees, court fees, bailiffs.
- **Uncertainty** – tenants can defend, counter-claim, or appeal.
- **Stress** – confrontations, hearings, adjournments.

Many landlords who try Section 8 regret the time, stress, and money spent.

Scan the QR code for the best way to contact Landlord Sales Agency

Tel: 0800 612 8579

Email: info@landlordsalesagency.co.uk

Website: landlordsalesagency.co.uk



Guide for Landlords: Selling BTL Properties Using Section 21 or 8

Step 3 – Weigh Up the True Cost of Eviction

When deciding whether to “sell BTL properties using Section 21 or 8”:

- Add up **legal fees + months of lost rent + court costs**.
- Compare this to a **small discount on a fast sale**.
- Consider the **stress factor** — managing disputes, delays, uncertainty.

Step 4 – Alternative: Sell Through a Landlord Sales Agency

Specialist agencies can buy your BTL:

- **With tenants in situ** – no eviction needed.
- **Fast completions** – as little as 4–6 weeks.
- **Certainty** – no risk of notices being thrown out in court.
- **Less stress** – no confrontations, no legal battles.

 In many cases, landlords find that selling through an agency delivers **more profit overall** than waiting out a Section 21 or fighting a Section 8.

Step 5 – Make Your Decision

Ask yourself:

- Do I want to wait potentially **6–18 months** for a court process?
- Can I handle the **risk of notices being invalidated**?
- Or do I want a **clean, fast, stress-free sale**?

For many, the answer is clear: **sell through Landlord Sales Agency and move on quickly.**

In Summary: Using Section 21 or Section 8 to sell your BTL can work, but it's fraught with pitfalls. If you need speed, certainty, and less risk, **a specialist agency sale is usually the smarter move.**

Scan the QR code for the best way to contact Landlord Sales Agency

Tel: 0800 612 8579

Email: info@landlordsalesagency.co.uk

Website: landlordsalesagency.co.uk

