EDWIN INAYAT
I Do Property

Joint Ventures Explained for Private Investors

How experienced investors are using joint ventures to access larger deals, reduce personal risk and compound returns faster — and what you need to understand before entering one.

A joint venture is one of the most powerful tools available to a private property investor — and one of the most misunderstood. Done well, a JV allows two or more parties to combine capital, skills or connections to complete a deal that neither could achieve alone. Done poorly, it creates legal exposure, financial loss and damaged relationships that are difficult to repair.

This guide covers the seven things every private investor needs to understand before entering a joint venture. The full version — including template term sheets, a profit-split calculator and the legal clauses that protect your position — is available on request.

Capital + Skills	One party provides funding. The other finds, manages and exits the deal. The most common structure for passive investors entering active deals.
Capital + Capital	Two investors pool funds to access a deal neither could finance alone. Requires careful profit-split and decision-making agreements from the outset.
Land + Development	A landowner JVs with a developer or investor to unlock site value. Structuring this correctly has significant tax and planning implications.

1 How profit splits are really negotiated

The 50/50 split looks fair on paper. It rarely reflects the true balance of risk, work and capital each party is contributing. The full guide explains how experienced investors frame the negotiation — and what to push back on.

2 The legal structure that protects you

SPV, partnership agreement, deed of trust or shareholders' agreement — each has different implications for liability, tax and what happens if the relationship breaks down. The full guide covers when to use each and why.

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3 Due diligence on your JV partner

A bad deal with a good partner is survivable. A good deal with a bad partner rarely is. The full guide includes the twelve questions to ask before you commit, and the red flags most investors only recognise in hindsight.

4 How decision-making is structured

Who signs off on the refurbishment budget? Who chooses the agent? Who decides when to sell? Ambiguity on these questions is the most common cause of JV disputes. The full guide provides a decision-rights framework used in practice.

5 Exit clauses and what happens when things go wrong

Every JV needs a pre-agreed mechanism for one party to exit — whether through disagreement, life events or a better opportunity elsewhere. The full guide covers the three exit structures and how to negotiate each.

6 Tax implications most investors overlook

Stamp Duty, Capital Gains, Income Tax and Corporation Tax all interact differently depending on how the JV is structured. The full guide flags the five tax points to clarify with your accountant before you sign anything.

7 What Edwin Inayat Properties looks for in a JV

We work with private investors on selected joint venture opportunities across Cornwall and the South West. The full guide explains our criteria, typical deal structure and what we offer as an active operating partner.

Before you sign — the JV readiness checklist

■	JV structure agreed and documented in heads of terms
■	Profit split, roles and contributions clearly defined in writing
■	SPV or legal vehicle established with appropriate ownership split
□	*Decision-rights framework agreed (full guide)*
□	*Exit mechanism documented and signed (full guide)*
□	*Tax structure reviewed by accountant (full guide)*
□	*Partner due diligence completed using 12-question framework (full guide)*

Complete checklist with all 12 items included in the full guide.

The complete JV guide — including term sheet templates, the profit-split calculator, legal clause checklist and our current JV opportunity criteria — is available on request.

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Get in touch to receive it.

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