

**Helsinki  
Finland**

# Residential plots

A quick guide to leasing and purchasing  
residential plots from the City of Helsinki





Cover photo: Jussi Hellsten / Helsinki Marketing  
Page photo: SEK, Visit Finland / Helsinki Marketing

# Contents

Welcome to Helsinki! ..... 4

Helsinki as a landowner and  
land provider ..... 4–5

This is how Helsinki leases and sells .... 6–7

- How can a residential plot be  
obtained for professional  
development purposes?
- Sale or leasing?
- How much do residential plots cost?

This is how the process goes ..... 8

What if I want a plot for  
a detached house? ..... 9

Interested in supplementary  
construction? ..... 10

Additional information ..... 11

# Welcome to Helsinki!

Do you want a residential plot? Helsinki is one of the most functional cities in the world and has the best quality of life. We offer plots of land to residents, communities and businesses alike – welcome to our capital!

## Helsinki as a landowner and land provider

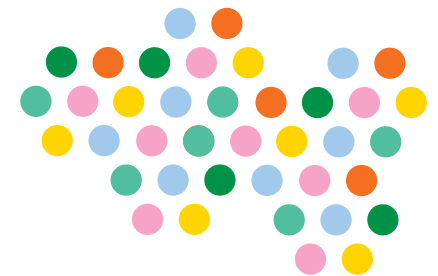
The leasing and selling of plots are regulated by the Helsinki land transfer guidelines and instructions for their application, which were adopted by the city in 2019. The city's housing policy objectives are defined in the Housing and land use programme. Its main goals are diverse and high-quality housing production and the prevention of the segregation of residential areas.

The city owns **63%** of the Helsinki land area.



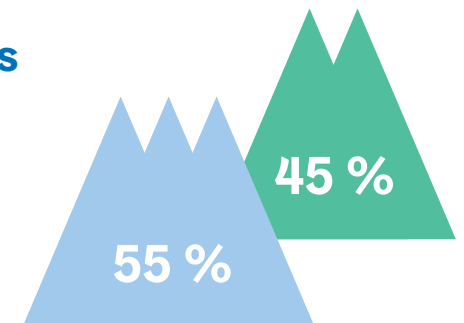
**60–70%** of annually granted building rights are on plots provided by the city.

The city currently has residential plots reserved for the construction of more than 25,000 apartments.



About **70%** of the city's residential plots **are leased** and the rest are sold.

The goal is to build **7,000 new apartments** annually in Helsinki. Of these, 55% are regulated and 45% are unregulated housing. From 2023 onwards, the goal will be 8,000 apartments per year. 50% of apartments will be regulated and 50% unregulated.



# This is how Helsinki leases and sells

## How can a residential plot be obtained for professional development purposes?

The city awards residential plots through various public draws and competitions as well as in exceptional cases through direct reservations.

A plot can be allocated:

■ **Through a draw for residential plots**, which is intended to be organised at least once a year. Recipient of a residential plot is prioritised for:

- new applicants who have not previously received land from the city
- projects aimed at developing housing construction or implementing land use or housing policy objectives in the area
- developers and building consultants
- applications for land for regulated housing.

■ **Through a registration and consultation procedure.** These are annual procedures that are narrower in scope than general housing plot draws. They can be targeted at certain types of housing projects or at certain builders, such as group developers.

■ **Through competitive bidding for price or quality.** Recipients of plots for unregulated housing are most often selected through a price competition. The city handles the development of housing construction by organising a sufficient number of quality competitions. They are held especially for sites that are significant for the cityscape or at the beginning of the development of a specific area. Quality competitions can focus on a specific theme, such as solutions that promote carbon neutrality.

■ **Through a continuous plot search.** Residential plots for which no taker has been found in a public draw or bidding competition are usually transferred to a continuous plot search, making them openly available on the city's website.

■ **Through direct reservation without an open application procedure or competition.** Direct reservation can only be made on special grounds, e.g. to the tenant of a plot and/or a nominated partner, to promote the completion of work on the plot or to development projects that create genuine novelty value and have been approved as part of the Re-thinking Urban Housing programme.

The plot reservation decision sets the following conditions for the planning and development of the plot:

- Funding type and land possession status.
- Apartment buildings must at least meet the requirements of energy efficiency class A2018.
- Owner-occupied apartment buildings must at least consist of family apartments up to 40–70% of the total apartment area. Family apartments consist of two or more bedrooms with an average living area of 70–80 m<sup>2</sup>.
- Residential developments may have to meet possible obligations to organise an architectural competition.

## Sale or leasing?

Residential plots are mainly leased, with the exception of particularly valuable plots. For other residential plots, the possibility of purchase can also be negotiated, for example if:

- The sale of the plot promotes the supplementary construction of an already built and leased plot.
- The plot has been in a draw in a bidding competition but has been transferred to a continuous plot search due to low demand.

## How much do residential plots cost?

The pricing of plots for unregulated housing production in the City of Helsinki is based on their market value. The sales price or rental price of the plot is ensured either by a price competition or by an assessment performed by an external valuer. State-subsidised housing production follows the procedure for the pricing of plots as approved by the Housing Finance and Development Center of Finland (ARA).

**Plot reservation is free of charge in Helsinki. The reservation period is about two years, during which the project should proceed to the building permit phase.**



# This is how the process goes

Awarding plots is done on a case-by-case basis, but proceeds as follows:



## Search phase

The plot is identified through general plot draws or competitions, through a continuous plot search or through direct reservation.



## Permit phase

Once the reservation decision has been made, the plot will be leased to the beneficiary for a short period in order to apply for a building permit.



## Plot handover phase

The plot is either leased or sold to the plot recipient or leased to them with an option to purchase.



## Construction phase

The lessee or owner of the site begins construction.

# What if I want a plot for a detached house?

Plots for detached houses are mainly awarded individually through detached house plot draws. The city aims to organise draws for detached house plots every two or three years. 50–100 plots are included in each draw. The recipient of the plot must be from Helsinki, and the household must include at least one child under 16 years of age. The plot recipients are selected on the basis of

the applications by drawing lots, and the plots are leased to the recipients. Plots can also be awarded through a price competition.

Plots for which no taker has been found in the detached house plot draw or competition will be transferred to the city's website for a continuous plot search.

Sari Vieriö / the city of Helsinki materialbank



# Interested in supplementary construction?

About 40% of all construction in Helsinki is supplementary construction. Efforts are being made to increase this still further, as it is an effective way of building Helsinki in terms of mitigating climate change. Supplementary construction will be promoted in particular at rail hubs where new urban centres are being developed.

The city's land transfer practices support supplementary construction, for example by enabling:

- direct reservation of plots of land for the tenant of the already built plot and/or a nominated partner for the development of a housing project
- sale rather than leasing of a plot, if it contributes to the completion of a supplementary construction project.

The city also has additional land-policy means to promote infill residential developments.

# Interested? Contact us!

## Residential Plot Team

[hel.fi/residentialplots](https://hel.fi/residentialplots)

## Land property development and plots service

[hel.fi/plots](https://hel.fi/plots)

## Other information

Helsinki Urban Environment Customer Services  
tel. +358 9 310 2211

## Further information:

### Plot draws and competitions

[hel.fi/plotcompetitions](https://hel.fi/plotcompetitions)

### Housing and land use programme

[hel.fi/hometownhelsinki](https://hel.fi/hometownhelsinki)

### Re-thinking Urban Housing programme

[hel.fi/urbanhousing](https://hel.fi/urbanhousing)

### Helsinki's new districts

[uuttahelsinki.fi/en](https://uuttahelsinki.fi/en)



# Urban development in Helsinki



New areas

Suburban regeneration areas

