



# Development

The Batchelors Property and Real Estate Department has considerable expertise in acting for developers and housing associations on the sale of individual plots following development and of course acting for buyers purchasing new properties.

Batchelors acts for clients across the broad spectrum of commercial property which includes the granting and taking of commercial leases, lease renewals whether within or outside of the Landlord and Tenant Act 1954, the sale and purchase of commercial businesses, on and off licences, site acquisitions and plot disposal by developers and registered social landlords, commercial sale and purchase of both freehold and leasehold properties and commercial mortgages to individuals, companies and social landlords.

For commercial transactions again the department has a wealth of experience and expertise which is delivered personally to the client. The department is big enough to take on large and com-

plex matters for developers and housing associations in particular but small enough to be able to provide the personal touch to clients. This is unlike other firms where important clients are often left in the hands of either assistant solicitors or trainees but are still charged at a high rate.

The continued rise in private and public sector development and regeneration activity in the South of England during 2006 has seen Batchelors build on its reputation and experience in these sectors. The firm has made further and significant client gains amongst private and social landlords, mainly in advising in relation to mixed use developments.

Further growth within the firm's Real Estate department is confidently predicted in 2007 not only in the development sector but also in the investment sector. Even though property yields continue to fall, the firm is increasingly representing lenders and investors in investment ac-

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quisitions and finance across England and Wales and the firm expects further growth in this area in 2007.

We recognise that good relationships are among the key factors to the success of any commercial property transaction. These values have led to repeat instructions from a large number of clients who have each contributed to the success and expansion of this area for the firm over the last ten years and to the development of an exceptional client base.

A large proportion of our clients have come to us via personal recommendations. Our growth is based not only on our close relationships with our clients, but on producing a consistently high standard of work in an efficient manner and by our expertise and sound commercial awareness.

We like to meet our clients on site as early as possible in a transaction so we can identify potential problems at an early stage and deal with them, if possible.

### Recent work includes;



Acquisition of land adjacent to a sports club for development for up to 200 units for key workers at a price of £20 million to include the purchase of the land and its development. The problems with the site include acquiring additional land from the local Council which is currently used as allotments; negotiating easements with adjoining land owners for services and access; negotiating a lease back of part of the development to the football club for use as offices and negotiating nomination agreements with the Council and local NHS Trust.

Acquisition of the affordable housing land to comprise 90 units of part of a large scale development site in East Kent for a total scheme value of in excess of £13 million. The land was acquired subject to two legal charges with the benefit of an Insurance Bond to compensate our client for any loss due to the vendor's non-performance of or failure to release the charges.

Acquisition of further tranches of land as part of the client's ongoing road con-

struction of the Porth Relief Road in South Wales involving numerous transactions, many of which have been complicated by taxation issues that have arisen as a result of the manner in which the transactions have needed to be structured.

### The Team



**Steve Wilbourn** is the Senior Partner and Head of Commercial Property. Steve specialises in site acquisitions and development for developers and Housing Associations,

RSLs onward disposal, right to buy and right to acquire, shared ownership, leases, key worker schemes and property security work for banks and other lenders. He is also a tutor in land law on the council for Licensed Conveyancers Qualification course.



**Adrian Whichcord** is an Associate Solicitor & Assistant Head of Property & Real Estate. He deals with various aspects of both residential and commercial conveyancing in-

cluding landlord and tenant, sales and purchases, development work and secured lending.



**Mark Walkington** is the Managing Partner and Head of Commercial Department. Mark specialises in real estate work including acquisitions and disposal of commercial

property, funding and security work, Landlord and Tenant matters, licences, surrenders, forfeiture, rent arrears, dilapidations, 1954 Act issues and other aspects of property litigation, including building and construction disputes, as well as commercial and contractual disputes.

If you require any further information on the services our Commercial Property or Development Department provide please do not hesitate to contact us.

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