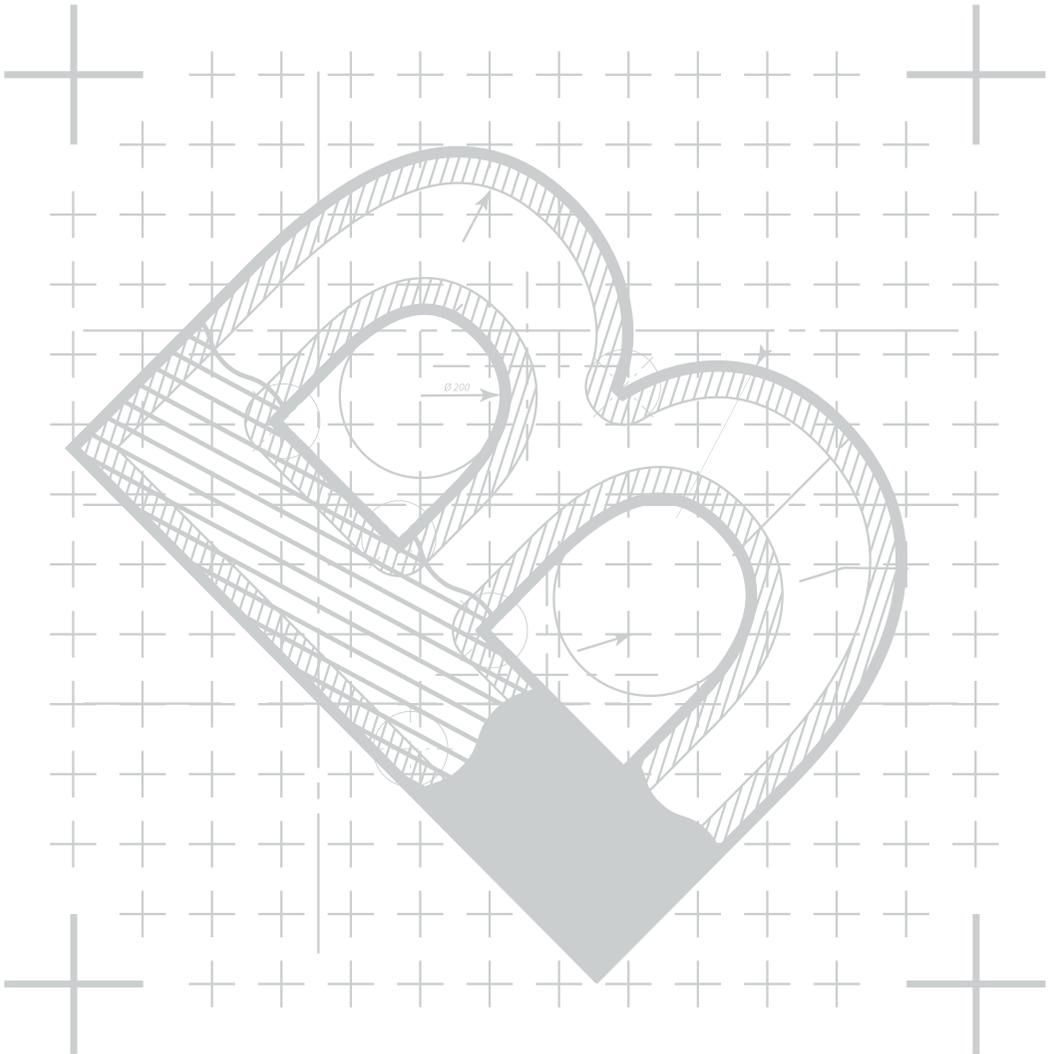


Real Estate & Development



Blaser Mills Law is one of the top law firms in the South East. We offer a fresh approach to law, with a focus not only on building relationships with clients, but also building employee relationships. Our people are highly valued, listened to and trusted.

With over 50 lawyers and almost 150 employees, we advise our clients on a range of legal services, in business and in life. Consistently ranked in the Legal 500 and Chambers UK Guide, our lawyers are routinely recognised for their excellence.

The success of our business, and the high-quality service we provide for our clients, comes from nurturing the skills, and promoting the talent and diversity of our staff. We are proud of the diversity of our teams of lawyers, in terms of experience, background and approach. This creates a rich resource for our clients. Over time we have developed systems of learning and training, not just to keep people up to date but to train their eye for what's coming next.

Our Real Estate and Development team is split into the following specialist areas:

- Commercial Property
- Commercial Development
- Residential Development
- Property Litigation



Working in Partnership

We know how important it can be for our clients that prompt action is taken, particularly where you have key dates or relocation schedules to accommodate. We will always discuss any deadlines with you at the point of taking initial instructions and ensure that we adopt a proactive approach to helping you meet them.

Setting up a new office or other business premises, or moving from one property to another requires careful planning and organisation. Our experienced team will be happy to talk you through the transaction stages to ensure you know what to expect and can plan ahead.

Due to the nature of our work, our Real Estate & Development lawyers frequently interact with other professionals, from surveyors, to architects, to accountants to commercial lenders. We recognise the importance of forming good working relationships with other professionals and have links with a number of local and national organisations who are able to provide advice and assistance in a variety of disciplines.

Commercial Property

We act for landlords and occupiers, individuals and companies as well as providing advice on commercial property portfolios.

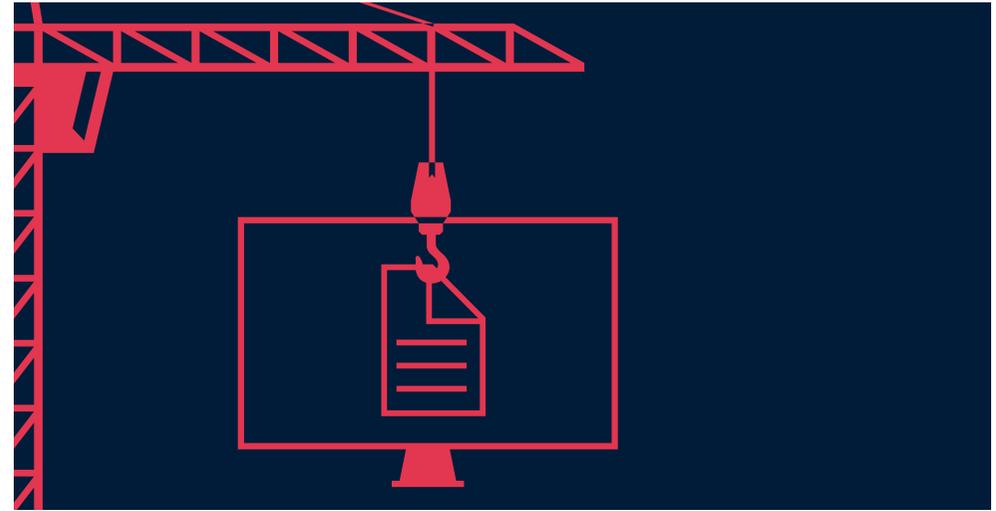
We adopt a commercial and focused approach to all transactions and ensure that we get to know your particular requirements for the property so that our advice is tailored and specific to those needs. We regularly deal with offices, shops, and other retail outlets, restaurants, public houses, entertainment venues and industrial venues, and have a breadth of knowledge of the sorts of issues that can arise when dealing with these properties.

Each member of the team offers a high level of technical expertise and exceptional value. Every client has direct access to the lead solicitor handling the transaction and we pride ourselves on the speed and flexibility of our response.

Our lawyers are committed to delivering outstanding service levels and providing clear and prompt advice to our clients. Our clients' interests are at the core of everything we do and we work to create long-term relationships with them.

Our Commercial Property lawyers advise on all legal aspects of commercial property, including:

- New leases
- Variations of existing leases
- Lease Surrenders
- Underlettings
- Assignments of existing leases
- Lease renewals
- Fit out works or alterations to an existing leasehold property
- Repairing obligations and dilapidations
- Rent reviews
- Stamp Duty Land Tax
- Leases to telecoms operators and utility companies
- Freehold acquisitions for occupational or commercial property
- Securitisation and mortgages of commercial property



Recent experience includes:

- Acting for a property development company on a variety of freehold and leasehold acquisitions and disposals, some including multi-let sites
- Handling a range of property matters for a global leader in the lift and escalator industry, including new leasehold and freehold acquisitions, lease renewals and sub-lettings
- Acting for a nationwide chain of tyre retailers in relation to their leasehold acquisitions, disposals and renewals.
- Acting for one of the leading pawnbrokers in the UK on new lettings, disposals, and lease renewals
- Representing a national property preservation charity on a variety of property transactions including lease renewals, sub-lettings, leasehold disposals and freehold acquisitions.
- Acting for a national bank on various security and property re-financing transactions



Key contact:

David Kemp, Partner
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Commercial Development

We understand that maximising the value of development sites is crucial to our clients, while also appreciating that there are wider influences such as social obligations.

Our Commercial Development lawyers advise on all aspects of commercial development, including:

- Purchase and acquisition of property for commercial development or re-development
- Funding and development finance
- Options
- Overage provisions
- Joint ventures
- Stamp Duty Land Tax

We act for a variety of clients across many sectors, including hotels and the healthcare, retail, leisure and industrial sectors.

Recent experience includes:

- Acting for a client in the acquisition of a London bank premises and its re-development into a 5-star hotel
- Acting for developer of the largest commercial development in Coventry in the acquisition of the site, the development and eventual disposal of the units
- Acting for various real estate developers and managers in the ongoing management of business parks and multi-let investment sites

Key contact:

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Residential Development

We offer specialist advice to property builders and developers. Our professional and practical advice, coupled with our in-depth knowledge and property-transaction efficiency, puts you in the best position to safeguard your property-led financial investments.

Use of the latest technologies enable us to deliver smooth and cost-effective management and servicing of development projects.

We provide a full range of development services tailored to your needs, including:

- Site assembly and acquisition for residential and commercial/mixed-use development
- Conversion/refurbishment projects
- Negotiation of land purchase agreements
- Bespoke contracts and agreements
- Joint ventures
- The legal aspects of the development process, to include securing and assisting in obtaining all necessary permissions, consents and s106 Agreements
- Assisting with the preparation of Land Registry-compliant plans, and liaising with Land Registry, architects and specialists to ensure compliance

- Option Agreements and development finance

Recent experience includes:

- Acting on an acquisition of a large site valued at £4.5m subject to an option agreement involving ancient woodland and restrictive covenant breaches to be resolved
- Acting on an acquisition of a derelict locally listed building for the development into 6 luxury townhouses worth £3.6m
- Acting on a three phase development of mews houses and luxury townhouses worth £7.45m, including the negotiation of a section 106 Agreement, plot sales and appointment of the management company for service charge purposes
- Acting on the acquisition of a row of 5 shop units with planning for 25 flats and 2 commercial units, having a GDV of £10m

Key contact:

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Property Litigation

Our Property Litigation lawyers deal with all aspects of property related disputes, whether Residential or Commercial.

Our Property Litigation lawyers advise on all types of disputes relating to land, freehold, leasehold, shared ownership and shorter term tenures, including:

- Land sale agreements, such as whether an agreement can be rescinded, damages for non-performance or specific performance to ensure compliance
- Rights over land and the enforceability of covenants /easements
- Providing due diligence advice in respect of prospective site purchases
- Seeking vacant possession of occupied land, so as to allow for redevelopment
- Acting in relation to the grant of new Business leases under the Landlord & Tenant Act 1954, or opposing a new lease, such as on redevelopment grounds

- Seeking to claim or defend claims in relation to dilapidations /disrepair
- Advising on building / estate management, such as ensuring leaseholder compliance with the terms of their lease (whether rent, service charge, subletting or behaviour related), advising on lease interpretations and assisting with securing maximum service charge/ estate charge recovery and/or defending leaseholder's challenges to charges.
- Where necessary advising on lease rectification or variations of the terms of leases where they make inadequate provision for recovery.



Recent experience includes:

- Defending a developer through arbitration proceedings, in which the land seller was alleging a breach of the Overage agreement. We defended the developer to avoid damages resulting from the alleged breaches, and to buy the developer out of the overage agreement, so as to assist with a re-finance
- Advising a freeholder on its service obligations for a specific building, advising on errors in their procedure and in their leases. Bringing a tribunal action on their behalf seeking variations of the leases, to allow fuller recovery
- Assisting a developer in getting vacant possession of land to allow for redevelopment, including ending business tenancies, pursuing forfeiture against a leaseholder to get vacant possession, evicting squatters who took possession of the cleared site and advising on wayleave agreements to move telecommunication equipment from the site
- Seeking possession of a shared ownership property, being used for Airbnb lettings, which was causing a nuisance to neighbours



Key contact:

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How we charge

For transactional and general advisory work our usual approach is to provide clients with an estimate of costs at the outset based on the time we anticipate it will take to conclude the transaction – and our charging rates vary according to the seniority of the lawyer. Our long standing experience in these areas of work means that our initial estimates are usually quite accurate but if estimates need to be revised because of some unexpected difficulty or additional work over and above that originally provided for we notify clients as and when the issue arises so that there are no unpleasant surprises later on.

Being a modern and commercially aware law firm, we acknowledge that one size does not fit all. For some transactional work we are able to offer a fixed fee at the outset and/or we can tailor (often innovative) pricing structures dependent on a clients' requirements.

For litigation related work we largely approach fees on the same basis. However, fees can be a little more unpredictable, as they may be influenced by the opponent's approach, how likely the dispute is to settle, or how the court / tribunal wants the case to be run.

However, from our experience of litigation we can give you a realistic estimation of the costs of litigation, both to certain stages (e.g. issuing proceedings or providing witness statements) and to final resolution. We can also agree fixed fees for certain stages of work. What we find is equally as important is to provide you with an estimation of the opponent's legal costs and your prospects of success. Only then can you know the true costs of any litigation and thereby decide how to proceed.

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Rickmansworth | Silverstone
London



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