



## PUBLIC SECTOR ACQUISITIONS AND DISPOSALS

Successful regeneration projects rely on identifying the right land and getting the right organisations involved in the development, all at the right price. At CB Richard Ellis, we can boost regeneration by helping you acquire the right plots and sell them on in a way that will benefit local residents and businesses.

### HOW WE CAN HELP

#### Strategic acquisitions at the right price

Major regeneration schemes are often dependent on strategic acquisitions of land next to the sites that you want to develop. We can help you to identify and acquire key sites by assisting you in negotiations with land owners and drafting bespoke heads of terms.

Regeneration plans can raise expectations of land value – a challenge we are familiar with and can help you to manage, right from the start of any project. Our goal is to help you avoid having to pay more for land simply because you have started to invest in the regeneration project. So our advice and negotiations always take into account effective use of compulsory purchase powers, aided by our dedicated compulsory purchase team.

#### Getting the development right

You will already have your regeneration objectives. We can help you turn these into reality.

Our dedicated development and regeneration team can help you put together an effective marketing campaign. We'll make sure your objectives are reflected in the development brief and heads of terms for disposal. And we can apply our vast knowledge of the numerous ways to structure development competitions to suit your specific circumstances.

The aim is to raise the bar for developers, so that they deliver high standards of quality and design, and ultimately create a truly sustainable development. Briefs and competitions are therefore increasingly complex and sophisticated. However, they must also be attractive to the very best firms. This is where you can benefit from our knowledge of the extent to which key terms and obligations will be accepted by the market.

#### A complete service

As major regeneration projects are so complex, we'll support you with a seamless service from start to finish. We can provide advice on acquisition, help you with your master plan and then work on disposal. Get the best market-facing advice from our specialist teams working in:

- Planning
- Development Consultancy
- Cost Consultancy
- Valuation
- Funding
- Procurement

### KEY CONTACTS

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## RECENT PROJECTS

### South East of England Development Agency

On behalf of the South East of England Development Agency, we negotiated acquisition terms for a strategic 30 acre site in Northfleet, Kent, that was to form part of a major 80 acre regeneration scheme south of the Thames.

Working with our residential agency team, we're now using our knowledge of the residential sector to help the Agency develop a master plan that provides over 1,800 homes, a new school and a new neighbourhood centre. We're also advising on a marketing strategy that will offer huge potential for sustainable, low-carbon development incorporating renewable materials and energy.

### City of York

We acted as strategic advisor to the City of York on the sale and funding of Foss Islands Retail Park, a site on the edge of the city centre which it had a key stake in. The deal we negotiated includes a new, state-of-the-art environmental depot for the Council and a new link road that will allow further areas to be redeveloped in future. We've since been retained to advise on funding and leasing, so that the City of York can be sure it is getting all that it is entitled to from the overage and profit-sharing provisions in the agreement.

### English Partnerships

We worked with English Partnerships on the 121 acre Park Prewett Hospital in Basingstoke that it acquired as part of a portfolio from NHS Estates. As a result of the advice we provided on the marketing campaign and the resourcing we could offer, it met its targets of:

- achieving a substantial injection of capital before the end of its financial year
- ensuring the development met high quality standards of design
- finding a developer that would be able to release new housing as soon as possible to ease the pressurised local market.

In addition, it managed to retain around 38 acres with the aim of gaining better planning permission which would increase the land's development potential.