

Commercial Development

Strategy

We work together with commercial property developers to source and acquire opportunities, and to develop the land for commercial use. All sites selected have planning permission for commercial property development.

Security

A commercial property development partnership acquires a freehold or long leasehold interest in each development site – with full title at the Land Registry. The partnership enters into a joint venture with a commercial development specialist. A contract with a construction company is then agreed, with independent cost consultants and quantity surveyors approving each stage of the development.

Case study

In October 2018, we developed 20 industrial units in Haddenham, Buckinghamshire. The site's excellent transport links, particularly its proximity to the M40 corridor, was a key factor in its acquisition. Although a competitive building contract was secured, planning authorisation delays led to a four-month delay in construction, which eventually began in February 2020 and was completed by February 2021.

Despite government lockdowns and restrictions, the project was successfully delivered within 12 months. The partnership demonstrated the value of working with experienced JV partners during challenging periods. Strong sales progress followed, with the final units sold. Sale prices exceeded initial projections, costs remained within budget, and the project achieved a 14.7% IRR for investors, significantly surpassing the 5% target.



Important Information

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