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2855/04/09

## Residential development: A smart investment in the long run\*

19 May 2009



**Hammonds**

\* Presented by Hammonds LLP and Allsop

Steer your business towards the result you want.

# Residential development: a smart investment in the long run

With the current down turn in the market, anyone involved in the residential development marketplace is having to re-address their strategic business plan, and do everything possible now to ride out the storm and prepare for the upturn. There are deals out there, if you take the long term view and are smart about the investment, and associated risks. This seminar will address some topical issues and suggest how to steer your business towards the result you want.

## DEALING WITH PART BUILT SITES

It is an inevitable consequence of a difficult economic climate that some developments will falter when only part complete.

Lindsay Texel looks at the challenging legal and practical issues arising and considers the risks that may be faced by a purchaser of these sites.

Lindsay is a Partner with over 10 years' experience in Hammonds' Built Environment Group.

## CITY CENTRES – WHERE NOW FROM HERE?

What is the outlook for the city centre? Many support the view that a different type of product is likely to emerge – larger, owner-occupier units with car parking, some houses and a support infrastructure (surgeries, supermarkets and public space). The credit crunch has shown how dramatically the attitude of simply delivering "more of the same" can upset the finely balanced residential market.

Andrew Hunt will consider whether city centre residential development will return and if it does, what will developers build and what have we learned from the credit crunch.

Andrew is a Partner at Allsop, specialising in residential development valuation acting for both lenders and developers.

## VAT SAVING SCHEMES

Tim Jarvis will provide an update on VAT saving schemes affecting the industry and consider ways to save tax and maximise cashflow.

Tim is a Partner in Hammonds' Corporate Strategy and Finance Department.

## SPECIFIC PERFORMANCE AND HOW TO AVOID IT

"It made sense at the time....."

Sally Lodge looks at options, reasonable endeavours, conditional contracts and other topical issues affecting specific performance (and how to avoid it).

Sally is a Partner in Hammonds' Commercial and Dispute Resolution Department.

## SOLID FOUNDATIONS – WHY RESIDENTIAL DEVELOPMENT IS STILL ONE OF THE BEST BETS IN THE BUSINESS

The UK housing market has received a lot of negative attention in the media over the last 12 months. Much of this has been based on very real short term market woes but the economic fundamentals underpinning residential investment as a long term strategy are being increasingly neglected.

Andrew Wells will look at the case for residential development based on demographics, purchaser appetite, land availability and the potential entry of institutions into the sector.

Andrew is a Partner at Allsop, with over 25 years' experience in the residential market and is one of the leading residential experts in the north, quoted regularly in the national and property press.

## PROGRAMME

Registration and Coffee	4.00 pm
Introduction	4:20 pm
Speakers	4:30 pm
Questions	5:30 pm
Close and Drinks	5:45 pm

## DATE

19 May 2009

## VENUE

The Leeds Club  
3 Albion Place  
Leeds  
LS1 6JL

## RSVP

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# Reply card

## RESIDENTIAL DEVELOPMENT: A SMART INVESTMENT IN THE LONG RUN

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