

Greater Manchester Site - Case Study

A green belt site, currently in agricultural use but with strategic residential potential, was successfully placed with a developer to aid risk free promotion through the Local Plan and Spatial Framework.

What was done?

- In this instance there were several parties already interested in the subject property.
- Terms had been submitted from more than one party but they were all submitted on different bases.
- Comparison document created through interview and questioning of developers involved. Advice and recommendation supplied.
- Initial progression with one developer. Developer sought to vary terms during negotiation.
- Progression with new developer working on slightly enhanced terms from the original. Full suite of land agent advice supplied including liaison with the clients solicitor.

What was achieved?

- The site is now being promoted through the local development plan and the spatial framework.
- An initial option fee was received by the landowner.
- All professional fees were covered by the developer.
- Site shown to be deliverable to Local Authority.
- Selling document produced from a planning perspective including masterplan layout.

All of these case studies relate directly to cases where David Cowburn has had direct involvement and control over the case be that in his position at Cowburn Land and Property Limited or during previous appointments.