

Ransom Negotiation – Residential Development Site Case Study

The client owned a site with development potential for residential use. The site did not have the benefit of a deliverable access position for that use. The existing agricultural access was not wide enough and was not in a suitable position. As part of an ongoing instruction on behalf of the client a successful ransom negotiation took place to give access and allow the value of the site to increase dramatically.

What was done?

- Discussions were held with a neighbouring landowner's agent who was also in a similar position. This collaboration of the 2 landowners and agents gave weight to the argument and shared discussion points allowed collaborative working.
- This took place at the same time as a planning application was progressed.
- Negotiations were held with the 'frontage' landowner's agent.
- The very beneficial final agreement was then put into a documented set of heads of terms.
- The heads of terms were used to facilitate a landowner's collaboration agreement.

What was achieved?

- The landowner gained a better than expected result in terms of the payment that needed to be made for any access granted to the site through careful and skilled negotiation.
- The ransom payment was only due to be made if and when the client received funds.

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.