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Developing mixed affordable / market sale projects

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Pioneering — Bahrain — Construction — Public sector — Energy — Real estate — London — Tax — IT — Dubai — Manchester — Connecting — Knowledge — Pragmatic — Malaysia — Exeter — Thought leadership — Housing — Agile — Creative — Connecting — Private equity — Local government — Manchester — Environment — Focused — Islamic finance — Projects — Abu Dhabi — Corporate finance — Passionate — Team v — Employment — Regulation — Procurement — Expertise — Specialist — Planning — Investment — Committed — Delivery — IT — Governance — IP — Corporate — Infrastructure — Value — Development — Private wealth — Oman — Governance — Birmingham — Corporate finance — Dynamic — Pensions — Dispute resolution — Insight — Banking and finance — Arbitration — Diverse — Regeneration — Care — Communication

What is the motivation for sale?

- Maximise return
- Maximise community benefit
- Somewhere in between

A “clean” sale

- Highest bidder
- No restrictions on future use
- Rely on planning re affordable
- Overage?

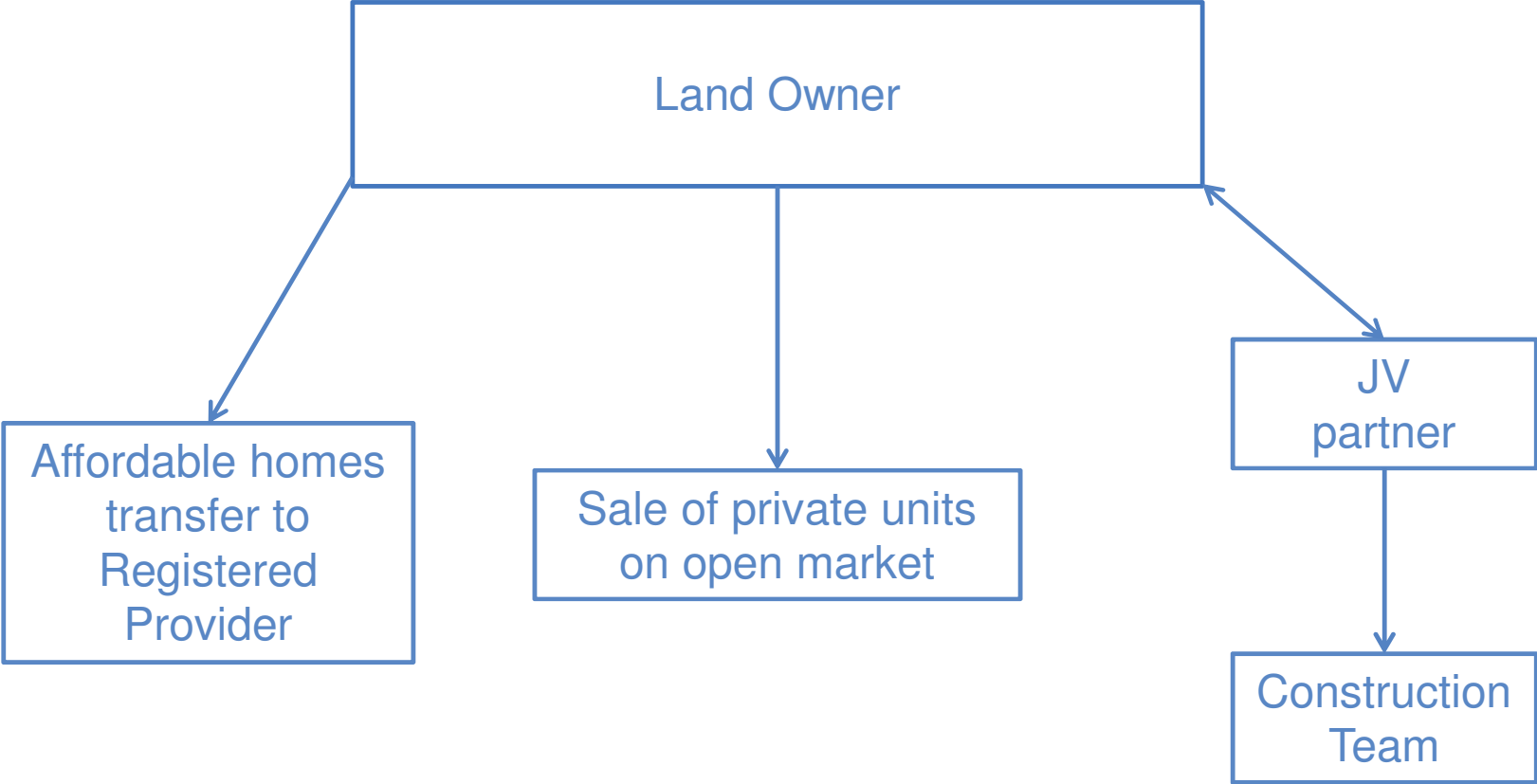
A sale with “strings”

- Covenants to control future use
- Need to be enforceable in the long term
- Impact on value
- Impact on fundability

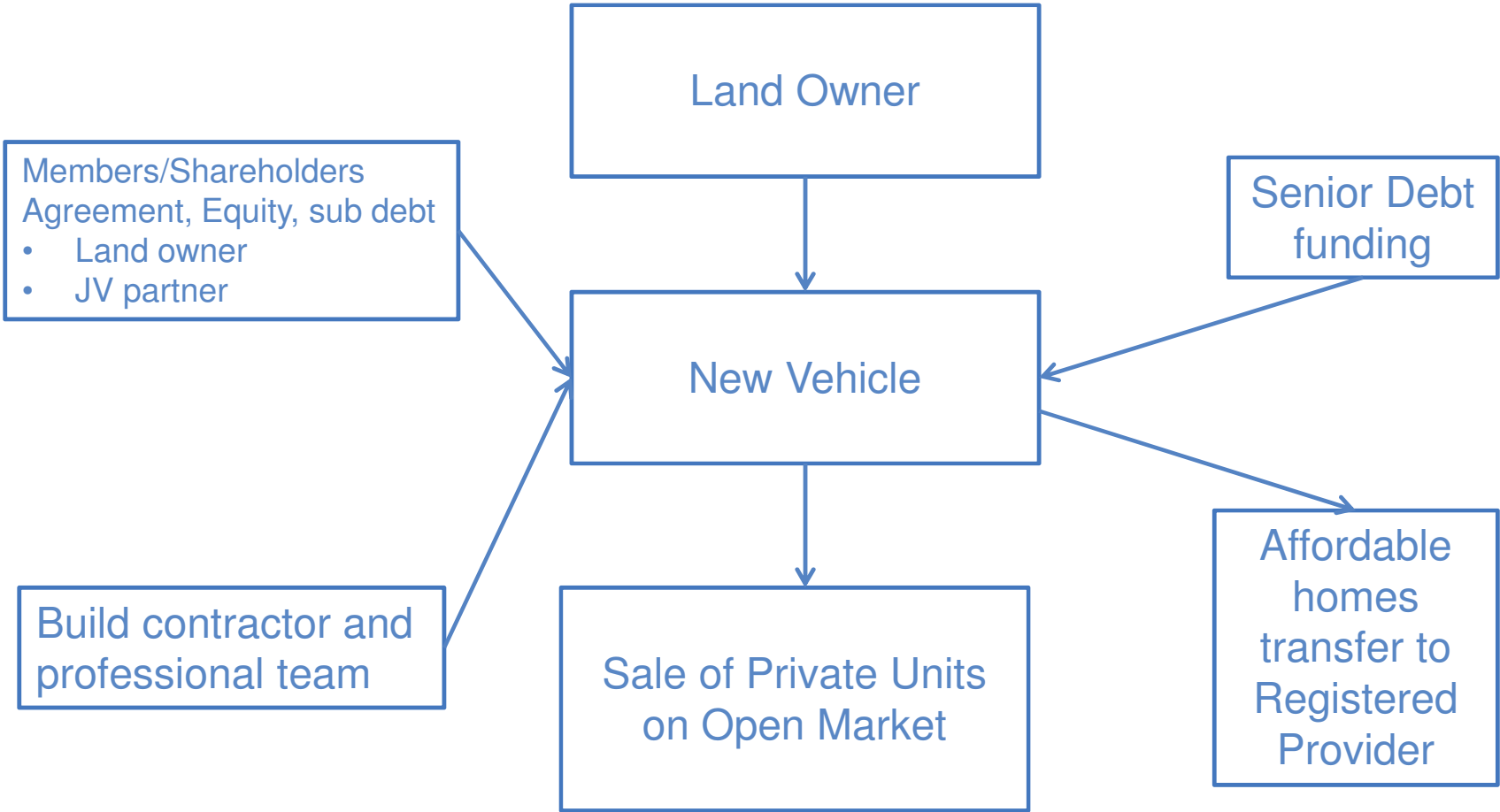
Participation in the project

- Use of joint venture
- Control tenure / allocation of homes
- Share risk and reward
- Options: contractual
corporate

Contractual Joint Venture



Corporate Joint Venture



Some key drivers when considering joint venture structure

- Tax
- Funding the development
- Transaction complexity/cost
- Trust

Contact

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