

Property Leverage Commercial to Residential Conversion Course – 3 DAYS

What will be covered:

Day 1

<p>Part One: OVERVIEW</p>	<p>Part Two: FINANCE:</p>
<ul style="list-style-type: none"> • What is Commercial Property? • The Roles and Responsibilities of Professionals that could be part of a Commercial to Residential Conversion team • The Importance of a Positive Mindset • An overview of the types of finance used to fund a project 	<ul style="list-style-type: none"> • Traditional Finance - Mortgages, personal loans, Commercial Bridging loan, Development Finance. • Creative Finance - Vendor Finance, Exchange & Delayed Completion, Lease Options, Lockout Agreements, Offer Subject to planning. • Relatively New - Joint Venture, Angel Finance, Crowd Funding & Pensions
<p>Part Three: SOURCING:</p>	
<ul style="list-style-type: none"> • Agent types • Desktop Appraisal • Freehold & Leasehold 	<p>PLANNING APPLICATION</p> <ul style="list-style-type: none"> • Property Use Class types • Permitted Development
<p>BUILDING CONTROL Regulations</p> <ul style="list-style-type: none"> • Buildings • Safety • Site Preparation • Toxic Substances • Sound Proofing • Ventilation • Sanitation • Combustion appliances • Energy Efficiency • Access to and use of buildings • Glazing • Electrical safety • Security • Infrastructure • Materials & workmanship • Working Drawings 	<p>BUILD COSTS</p> <ul style="list-style-type: none"> • New Build/ Conversion • Location • Property Type, Layout, previous use, condition • Design choice – Flats, houses, HMO's etc • Self-manage or outsource- size of project • Listed – grade type • Cost per m² – excluding finance costs <p>LEGAL CONSIDERATIONS</p> <ul style="list-style-type: none"> • Auction legal Packs • Change of Use Class without permission • Enforcement notices • Covenants • Easements • Lease length • Protected Tenancy • Right to Light • Insurance

Day 2

<p>FEASIBILITY STUDY</p> <ul style="list-style-type: none"> • Assessing a building • Using old plans • Unit number, GDV, Build costs, profit and the offer • What the market wants • Examples 	<p>DEAL TYPES</p> <ul style="list-style-type: none"> • Pubs, care homes, apartment blocks, halls, offices, listed buildings, mills and hotels
<p>ADDING VALUE TO A DEAL</p> <ul style="list-style-type: none"> • Loft conversions • Garage conversions • Adding a garage • Off street parking • Create an extra room • Extensions • Land development • General Refurbishment • Staging • Efficiency 	<p>VIEWING TOOL BOX</p>
<p>VISITING A SITE - survey site</p> <ul style="list-style-type: none"> • Services, drains • Property Condition • Hazardous materials • Dry and wet rot • Wall and floor structures • Feasibility of parking • Re-visit at night 	<p>THE OFFER</p> <ul style="list-style-type: none"> • Process • Finance - proof of funds • Supporting documents
<p>DETAILED APPRAISAL- FEASIBILITY</p> <ul style="list-style-type: none"> • RICS valuation • Service • Site & ground condition • Development Issues • Market Trends • Valuation • Detailed Excel Spreadsheet breakdown of project • Pre-Application Advice • Parking Issues • Agents feedback • Sell or hold – What you want • What the market wants • Gross Development Value Calculation • Valuation • Comparables 	<p>SERVICES- DETAILED APPRAISAL</p> <ul style="list-style-type: none"> • Services – Gas, electrics, water, drainage, eco energy • Site & ground condition • Other factors: Existing, proposed, time scale, Cost, Practicalities, impact on site operations
<ul style="list-style-type: none"> • SECURING THE DEAL 	

Part Four Development	Part Five Exit
<ul style="list-style-type: none"> • Process overview • Self-manage or outsource • Client's legal responsibilities • Architect & construction design management (cdm) • Planning process • Building control process • Warranty • Asbestos & health and safety (h&s) • Quantity surveyor • Principal contractor • Services manager • Sub-contractors • project management 	<ul style="list-style-type: none"> • tax • Off plan sales • Staged completion • Timed completion • Housing associations • corporate • Buyers • Staging • Covenants • Multiple agents • Incentives • Develop to retain • What the market wants • Help to buy scheme • Deal packaging • Golden rules

Day 3

Workshop with In-House Architect includes:
<ul style="list-style-type: none"> • Assessing a plan • Number of Units • Size of units • Communal space • Cost per unit • Practical Exercise