

# HUNTERS

INCORPORATING  
MAY, MAY & MERRIMANS



## Commercial Property

Our experienced team offers a full range of services for clients: landlords, tenants, developers, funders/investors, individuals, corporates, charities and landowners.

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## Business Occupation

Business occupiers may be granted a new lease, or the assignment or underletting, of an existing lease.

They need to be sure that their business is not restricted by the lease, that they are not over-committing themselves, and that the terms offered cannot be improved upon - or concessions extracted. If a new build freehold is in point, advice on the documentation of robust and enforceable development obligations will be required.

Where an occupier's requirements change, then an assignment of the lease, underletting of surplus space, altering the let premises or even surrendering the lease may be options. We advise occupiers in these respects.

## Land Owners

We help our clients maximise the income and capital value of their property, both urban and agricultural.

Our work covers:

- Land disposal by way of options to buy, pre-emption or conditional sale agreements;
- Advising landowners in maximising development potential of land through the Town & Country planning systems;
- Negotiation of agreements for the development of land for sale either to a party carrying out development jointly with a developer, in the open market or by way of promotion agreements;
- Protection of a landowner's long-term interests following a sale of land for development by way of overage and additional payment agreements.

## Lenders and Borrowers

We act for lending institutions and their borrowers on the financing of commercial or investment property.

Alongside our Business Services team, we advise on the loan or facility agreements and associated security documentation.

We advise lenders on the verification of the adequacy of commercial property as loan security. For development projects our expertise extends from approval of construction contracts and professional team documentation, to acting for lenders on loans and collateral warranty documentation. We advise on all aspects of loans for corporate-based acquisitions of property by single purpose companies.

We have excellent connections with law firms in major offshore jurisdictions, enabling us to act for lenders and borrowers in transactions on loans to offshore companies secured on property assets in England and Wales.

## Property Development

We provide a full service for developers on all aspects of a property development project.

As required, we assist in planning agreements, highway works and utility agreements, option or pre-emption agreements, conditional sale contracts and development agreements. We have particular expertise in overage and profit participation agreements.

We co-operate effectively with other parties. We advise on the preparation and negotiation of building contract documentation and professional team appointments. Where collateral warranties are required, we advise on the preparation of acceptable forms of bespoke warranties and/or on negotiating standard trade or professional body generated forms of warranty.

We advise on the disposal of a completed development, on development agreements with landowners, and on forward funding or forward sale agreements.

## Property Investment

We provide a comprehensive, competitive service for UK and overseas buyers and sellers of commercial investment property. Our experience covers retail, industrial, leisure and residential investment properties.

Our team assists commercial property investors in assessing what constitutes acceptability for the differing types of property available in terms of occupational lease terms and compliance with current statutory regimes.

Sellers of investment property need to complete disposals rapidly without conceding on price. We help by dealing efficiently with the transaction, and, where difficulties are encountered, by using our experience to overcome them.