

11 Top Tips

For optimising your mixed or commercial property portfolio.



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REAL ESTATE

01 DATA IS KING

Digital transformation requires a growth mindset in your business. Therefore, alongside a digitisation strategy, be sure to develop a change management strategy for your team.

High quality, live data is king in the modern working world. Don't operate your business without it.



Grace Thomson
ADVISOR
Re-Leased

02 FLEXIBILITY IS KEY

We are about to enter a new property world where the flexibility of use, leases and environment will be key to securing tenants and creating value.



David Cuthbert
PRINCIPAL



03 CHANGING SPACES

Be aware of the increasing need for warehousing (due to online shopping) but also a move away from mono-use to multi-use spaces.



Helen Cuthbert
DIRECTOR



04 COLLABORATE

In 2020 we learnt the importance of collaborative rather than adversarial relationships between landlords and tenants. Keeping discussions open, and remaining flexible, is key.

Business rates reform is needed. The current state is causing a significant burden of expenses on the landlord as vacant costs fall back on them.



Myfanwy Neville
PARTNER AND HEAD
OF PROPERTY AND
CONSTRUCTION



05 PLANNING CHANGES

Looking forward, a big-picture prediction for the sector is that incoming planning changes will have a significant effect on the high street and post-pandemic areas that are traditionally good growth areas, e.g. Central London, will rise in value.



Jason Appel
PROPERTY PARTNER



06 PRESERVING ASSETS

Future asset preservation partly depends on how the Government phase out the moratorium preventing forfeiture, insolvency action and CRAR. Currently, there is no extension to serving statutory demands or issuing winding-up petitions, but it is questionable whether that relaxation (if it happens) will cause a wave of insolvency action.



Adam Gross
LITIGATION
PARTNER

MemeryCrystal

07 DIFFICULTIES IN THE MARKET

There is widespread frustration with the speed of planning applications being determined and the uncertainty that comes with it. Changes are needed.

An interesting suggestion is to make planning policies zonal.



Nicola Kravitz
HEAD OF PRIVATE
CLIENT

MemeryCrystal

08 RESILIENCE

Despite the challenges of the pandemic, the property sector has shown great resilience and creativity over the past year.

With the increase in property developments across residential, commercial and retirement villages in more regional areas, it's evident that the industry is committed to being a central part of the UK's economic recovery.



Ben Barbanel
HEAD OF DEBT
FINANCE



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09 FIND THE RIGHT LENDER

Despite a turbulent year, the real estate finance market has proved to be extremely resilient. The lending market is now so fragmented that while there is, justifiably, a nervousness about what the future holds for certain asset classes, we are not seeing the distress that we might have expected. Partnering with the right lender and structuring the right debt package has never been so important.



Dan Uzan
MANAGING DIRECTOR



10 TAX OPPORTUNITIES

The Government are in tax-raising mode – corporation tax rate is going up; 2% SDLT surcharge for non-residents and there is undoubtedly more coming.

Nonetheless, there are tax opportunities too – the new super-deductions could be a valuable tax break. It's not entirely clear how these will apply to landlords but keep watching the space for further developments.

Also, don't forget about the SDLT reliefs.



Andrew Levene
SENIOR PROPERTY
TAX CONSULTANT



11 DOUBLE-CHECK VAT

Always check to see if the 5% reduced VAT rate applies to your development.

Make sure you only pay the correct rate of VAT on supplier invoices.



Simon Levine
SENIOR VAT
CONSULTANT

