



REAL ESTATE GUIDE
COMMERCIAL

www.radiuslaw.co.uk

COMMERCIAL REAL ESTATE

Our Real Estate team look after all aspects of commercial real estate.

We advise on:

- commercial freehold and leasehold sales and purchases;
- developments;
- lease extensions; and
- lending and finance matters.

STANDING OUT FROM THE CROWD - THE RADIUS LAW DIFFERENCE

We're here to do more than just complete your property transaction. Our experienced team will carefully consider your matter to identify opportunities that may not have been explored. If value can be added with the input of other professionals then rest assured, we'll know where to go and providing you with access to our professional network is just part of our service.

Of course, our services will always be delivered in the Radius way – **making the complex simple.**

Here's a few examples of how we have helped our clients reap benefits that otherwise would have been lost:

Example 1

Whilst acting for the Buyers of a large residence in a rural setting, we decided to pay the site a visit ourselves. During this visit we identified that the property included two self-contained flats which had previously been used as holiday lets – providing our clients with potential stamp duty relief. We connected our client with an expert tax adviser who was able to confirm our advice and provide a saving to our client of more than £20,000.

Example 2

Whilst acting for a developer purchasing a commercial property, we identified that the property was the sole asset of a limited company. On our advice our client restructured the deal to buy the share capital of the company, rather than only the property. This resulted in a substantial stamp duty saving and due to the apportioning of equity and debt, our client was also able to benefit from existing losses and expenses within the company structure.

Example 3

Whilst acting for a seller of a building located in a semi-rural area, we were presented with a bit of a challenge! The property had a complicated history involving several uses over the years, but none of which conclusively proved its use as a residential dwelling. With this knowledge, the building appeared to be unsellable or at least worth a pitiful price. Reaching out to our network of planning professionals, we were able to identify the need to build a robust case of established use as a residential dwelling for our client. This enabled the property to be sold at full market value.

Example 4

A lady approached our team having been let down by three previous solicitors dealing with her case. Despite having been granted life tenancy of her home, our client was being harassed by the freeholders of her house who wanted her to vacate. She wished to buy a property of her own. We discovered that the property was held in the name of a particular company that had been struck off at Companies House. With no legal owner, the property was passed to the crown as an ownerless property (otherwise known as *Bona Vacantia*). This meant that the property could be sold to the life tenant at a heavily reduced price.

WHAT OUR CLIENTS SAY

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Radius Law have acted for us on two commercial property lease contracts and a finance agreement. We have always found the firm to be extremely responsive and professional in their dealings with us, providing excellent advice and recommendations that have led us to being in a strong position for negotiation and outcome. As our business as a branding, digital and creative agency continues to grow, I have every confidence that Radius Law will support us on our onward journey.

Adam Selwyn
Founder & Director - Creative Clinic

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Our longstanding relationship has enabled us to complete transactions on time with minimum fuss. The Real Estate team at Radius are resourceful, smart and personable. We value their advice and support on all our real estate work.

Charlie Richardson
Pelham Associates

SENSIBLE AND CERTAIN COSTS

Another Radius commitment is to provide sensible and certain costs. The following page provides our fee tariff. No nonsense – just simple fixed fees, removing the worry of escalating costs.

Freehold Purchase / Sale

Value of Property	Our Fees
£0-£400,000	£2,250
£400,001-£700,000	£2,950
£700,001-£1,200,000	£3,950
£1,200,001-£2,400,000	£4,750
£2,400,001-£5,000,000	£9,875
£5,000,001+	£POA

Leasehold Purchase / Sale

Value of Property	Our Fees
£0-£400,000	£3,600
£400,001-£700,000	£3,960
£700,001-£1,200,000	£4,320
£1,200,001-£2,400,000	£5,250
£2,400,001-£5,000,000	£9,900
£5,000,001+	£POA

New Lease

Annual rent	Our Fees
£0 - £25,000	£2,250
£25,001 - £75,000	£2,950
£75,001-£150,000	£3,750
£150,001-£500,000	£4,950
£500,001-£1,000,000	£7,750
£1,000,001+	£POA

Lease Renewal

Annual rent	Our Fees
£0 - £25,000	£1,575
£25,001 - £75,000	£2,065
£75,001-£150,000	£2,625
£150,001-£500,000	£3,465
£500,001-£1,000,000	£5,425
£1,000,001+	£POA

Lease surrenders

Value of Property	Our Fees
£0-£100,000	£1,950
£100,001-£500,000	£2,950
£500,001-£1,000,000	£3,950
£1,000,001+	£POA

Additional items

Rent deposit deed	£875
Licence to occupy	£1,000
Agreements for lease	£1,000
Licence to underlet	£1,250
Licence to assign	£1,250
Licence for alterations	£1,250
Deeds of Validation	£1,750

Assumptions

- Opposite party has instructed experienced & professional Real Estate Advisers.
- Transaction not urgent and all parties are responsive.
- Titles are registered.
- There are no superior or sub leases.
- Fees are exclusive of VAT and disbursements.
- **For lease renewals:**
 - only advising on revised terms of lease;
 - no searches or enquires will be necessary;
 - no advice on dilapidations.

Exclusions

- The transaction can be deal remotely and does not require site inspection.
- Any third-party fees are excluded e.g. superior. Landlord consent.
- Planning Advice.
- Tax Advice.
- Valuation Advice.