

## Negotiation review and valuation advice to achieve large sale price uplift

Following protracted and slow moving negotiations, Carterwood were asked to negotiate a complex disposal of a vacant property asset and ensure that the client received best value to satisfy the Charities Commission. Provision of accurate advice allowed our client to achieve a significantly improved offer.

### Background:

- Major not-for-profit care operator seeking to dispose of former hostel, no longer fit for purpose and in poor condition.
- Small site size but scope for redevelopment to provide high rise residential apartment scheme.
- Protracted negotiations with purchaser at stalemate, due to significant difference in opinion of value.

### What we did:

- Independent review of negotiations to date and provided opinion of value demonstrating marriage value that was not being taken into account by the purchaser.
- Handled negotiations through to completion.
- Provided a Section 119 Charities Act 2011 report confirming the property had transacted at Market Value.

### Added value:

- Negotiated significant capital receipt for client, representing an uplift of over 12 times the original offer price.
- Overage provision negotiated to safeguard clients interest.
- Assisted in bridging the strained relationship between the two parties who were intimately connected due to the complex tenure arrangements.



For more information about Carterwood or to find out how we can help you, call Amanda or Ben on: **08458 690777**

info@carterwood.co.uk  
www.carterwood.co.uk

Aztec Centre, Aztec West,  
Bristol, BS32 4TD

Regulated by RICS