



Complete legal advice

A Guide to our  
Real Estate Services

## Providing a Complete Real Estate Service

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From multinational companies to individual investors, house builders to public authorities and from factory owners to farmers, Steeles Law's Real Estate Team has the depth and breadth of experience to ensure our clients make the very most of their property assets.

In an increasingly complicated and, at times, uncertain property market we consistently deliver solid, practical and timely advice.

As a result of being active in such a wide range of sectors we know that our clients' property needs rarely fall neatly into abstract legal definitions. Our approach is to focus on our clients' objectives and apply our firm's expertise, not only in all areas of Real Estate, but also other commercial disciplines, including planning, litigation and corporate law to ensure our clients achieve their goals.

Working in partnership with our clients, we find cost-efficient and commercially successful solutions to property problems.

// No man **acquires**  
property without  
**acquiring** with **it** a little  
arithmetic **also.** //

Ralph Waldo Emerson

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## Property Investment Management

We provide guidance and pragmatic advice to property investors, from the initial acquisition stage through to final exit, and have the requisite knowledge and skills to ensure our investor clients maximise the property opportunities available to them.

The Team has developed an impressive network with fellow property professionals such as surveyors, funders and accountants in order to provide a fully integrated approach to property investment and management. Our expertise includes:

- Advising on formation of appropriate acquisition vehicles
- Liaising with and acting for funders
- Due diligence, examination and detailed consideration of occupiers' interests
- Acquisition and disposal of properties, from major commercial portfolios to single residential dwellings
- Strategic property management, including all aspects of landlord and tenant law
- Re-financing
- Preparation for, and disposal of real estate assets, from single properties to entire portfolios.

## Development

We understand that, whether a project is residential, commercial or mixed use, a considered approach is required - from inception of a potential development scheme through to whichever form the final disposals take.

We are experienced in drafting complex development documentation and work closely with our planning colleagues to ensure schemes can be brought forward as and when our clients require.

Our developer clients benefit from our wide-ranging expertise in:

- The incorporation of appropriate development vehicles, including joint venture structures
- Site assembly and acquisition
- Funding, including forward purchase and forward funding agreements
- Option agreements
- Development leases
- Overage and claw back arrangements
- Agreements for lease and pre-letting
- All aspects of planning and environmental preparations for development
- Disposals, including plot sales, leases or the wholesale disposal of the development sites
- Construction law.

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## Landlord and Tenant

Our comprehensive understanding and expertise in the area of landlord and tenant law provides our clients with the benefit of clear and practical advice.

The Team has widespread landlord and tenant experience including:

- Granting and taking commercial leases whether for single, multi-let or portfolios of properties
- A full range of leasehold property management services including renewals, licences, alterations and surrenders
- Agreements for lease
- Pre-letting arrangements for developers and tenants
- Sale and lease-back arrangements
- Long lease schemes for residential, commercial or mixed use sites
- A full range of property litigation services.

## Agriculture

Our specialist agricultural practitioners understand the needs, and often the pressures, faced by the countryside community.

We act for individual farmers, partnerships and agricultural companies, assisting them in all legal aspects of the law involving agricultural property, including:

- Acquisitions and disposals of farmland and farm businesses
- Agricultural holdings and farm business tenancies
- Partnership formation, reconstruction and dissolution
- Farm development and diversification
- Charity land and investments in rural property.

Our **mission** is simple. **work** **law**  
To make the **work** for you.

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## Planning and Environment

Planning and environmental considerations are vital to anyone seeking to optimise the potential of their property assets. The advice of our planning practitioners has for many years enabled a wide-range of commercial, public sector and private clients to negotiate their way through the planning maze. In particular, we assist our clients with:

- Development appraisals and applications
- Planning agreements, including highways and infrastructure agreements
- Acquisition and urban regeneration
- Environmental impact assessment
- Appeals and High Court challenges
- Section 106 planning obligations
- Public law issues involving Judicial Review and similar challenges.

## Property Litigation

Despite the very best intentions, occasionally disputes will arise. Our expert property litigators are able to quickly assess the position and provide commercially effective advice whatever the issues at stake.

The Team offers down-to-earth, practical advice and, where necessary, can take swift and incisive action to protect our clients' interests.

We represent clients in the High Court and County Courts, HM Land Registry Adjudications and the Lands Tribunal.

The team adopts a pro-active approach to litigation and is able to deal with all types of Alternative Dispute Resolution including Mediation, Arbitration, Expert Determination and Early Neutral Evaluation.

Our service encompasses all forms of property-based litigation including:

- Dilapidations claims
- Lease renewals
- Rent, service charge and other debt recovery
- Breaches of leasehold covenants
- Boundary disputes
- Proceedings relating to rights to light and air
- Adverse possession claims
- Possession and enforcement proceedings
- Injunctions.

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## Residential Property

From the purchase of a single house to the layout and plot-by-plot sale of a major development, our residential practitioners are dedicated to providing a first-class service to our clients.

We have the resources and expertise to deal with large-scale multiple instructions and currently look after the property portfolios of a number of institutional residential property investors including housing associations and pension funds.

Our residential property experience includes:

- Plot-by-plot sales of major residential developments
- Residential portfolio and buy-to-let investments
- Long-lease extensions, enfranchisement and exercise of the right of first refusal under the Landlord and Tenant Act 1987
- Social housing developments including shared equity and stair-casing arrangements
- All forms of buying, selling and mortgaging residential property for individuals
- Equity release schemes.

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## Meet the Team

**Michael Fahy**  
Principal, Head of Real Estate Team



Michael is Head of our Real Estate Team and has over 20 years' commercial property experience gained both in private practice and in-house. Over the years, Michael has undertaken a wide range of work including development projects, portfolio acquisitions/sales, complex lease transactions and high value projects for London Boroughs. Michael is also involved with the firm's International Practice Group, which provides advice and legal services to overseas companies investing in the UK.

**Caroline Linsdell**  
Associate, Real Estate



Caroline has many years experience in all areas of commercial property work. She has extensive knowledge in retail lease work and in shopping centre developments. She acts for both landlords and tenants and for buyers and sellers in the acquisition and disposal of business premises. She also advises developers, from the initial acquisition of a site to its eventual development and/or disposal. Working closely with banks in the financing of developments and secured lending, Caroline has dealt with securities on golf courses, residential development sites, office and industrial developments and retail units.

**David Merson**  
Associate, Planning & Environment



David heads the Planning and Environment Team and has over 20 years experience of planning and regeneration work advising planning authorities, landowners, developers and third party interest groups. He has also advised at a senior level within various planning authorities and has been involved in four Development Plan Inquiries. David currently advises on all aspects of development proposals including listed buildings; energy related proposals; environmental considerations including contaminated land; s106 obligations; highway agreements; and compulsory purchase and compensation issues. David is a former Chairman of the LGG Planning Forum.

**Jean Parkinson**  
Associate, Dispute Resolution



Jean has extensive experience in housing and property related litigation including: injunctions, disrepair, nuisance and anti-social behaviour. Jean also deals with cases involving the official solicitor and mental health/disability discrimination issues. In addition she deals with cases involving squatters, local authority prosecutions and debt enforcement actions. Jean regularly undertakes much of her own advocacy at court and has experience of providing training to colleagues and clients in the above practice areas. Jean is also a member of the Social Housing Lawyers Association.

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**Katy Levy**  
Associate, Dispute Resolution



Katy has a wide and varied range of litigation experience and advises private, commercial and public sector clients on matters including property and land disputes, construction claims, negligence, breach of contract and debt recovery actions.

**Melissa Richards**  
Legal Executive, Conveyancing



Melissa heads the conveyancing arm of our Real Estate Team and handles a wide range of residential property transactions. She has particular experience in residential conveyancing, leasehold conveyancing, matrimonial conveyancing, newbuild transactions for both purchasers and developers and related mortgage advice.

**Sarah Garlish**  
Legal Executive, Real Estate



Sarah is a Fellow of the Institute of Legal Executives. She has experience in the areas of agriculture, commercial mortgages, conveyancing and public sector property work.

**Peter Sturgess**  
Consultant, Real Estate



Peter is a consultant to the team and has some 40 years' experience dealing with both residential and commercial property work. He also has experience dealing with Leasehold Reform Act and Enfranchisement issues. He was a founder member of the Federation of London Residents Associations.

**Anna Rabin**  
Consultant, Real Estate



Anna acts for a broad range of clients including developers, contractors, sub-contractors, consultants, purchasers, tenants and funds. She advises on all aspects of the documentation used in construction projects, including building contracts, professional appointments, collateral warranties, bank and surety bonds, insurance issues and on the construction aspects of development. Anna's recent experience includes acting for a specialist contractor engaged under an NEC3 contract with the Olympic Delivery

Authority; for a major bank lending funds to the developer; and for the owners of a football club in respect of the development of a new all-seater football stadium together with associated external works.

**London**

53 New Broad Street, London EC2M 1BB  
DX 564 (London City)  
Tel +44 (0) 20 7421 1720 Fax +44 (0) 20 7421 1749

**Norwich**


3 The Norwich Business Park,  
Whiting Road, Norwich NR4 6DJ. DX 138525 (Norwich 7)  
Tel +44 (0)1603 598 000 Fax +44 (0) 1603 598 111

**Diss**

2 Mount Street, Diss, Norfolk IP22 4QE. DX 42507 (Diss)  
Tel +44 (0) 1379 652 141 Fax +44 (0) 1379 650 150

**[www.steeleslaw.co.uk](http://www.steeleslaw.co.uk)**



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