



## CASE STUDY: RYE LANE, PECKHAM

### KEY FACTS

**SCHEME:** 22 Residential units and a basement and ground floor commercial unit.

**CLIENT:** Hexagon Housing Association

**VALUE:** £8m+

**DEAL STRUCTURE:** Land & Build package deal

#### CONTACT:

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In late 2017, we were introduced to a private landowner who has recently achieved a planning consent on a development site in Peckham. The site had been openly marketed for some time, but the interest was falling short of the owner's aspirations.

There were major technical issues with the site, including 18 party wall awards, rights of light claims, a complex façade retention and a basement which covered the majority of the site. This may have deterred other developers, but not us!

Due to our market-leading knowledge of the affordable housing market, we were quickly able to identify the best partner to deliver a strong offer in quick timescales. In this case, it was Hexagon Housing Association.

Guildmore led on the purchase with the landowner, which included a lease-back of the commercial unit, meeting the aspirations of both parties.

Our technical and commercial due diligence, coming mostly from our specialist in-house design team, meant that we were able to overcome the site's difficulties and provide a competitive build offer to our client.

We're still looking to buy sites with a planning consent and welcome an opportunity to speak to those who can help us with this