
Fact Sheet

01

Product:

Development Management

Suitable For:

Owner/Occupier

Development Management Owner/Occupier

Description

Bliss provides a Development Management Service for National & International Clients who wish to acquire London or UK residential property for their own occupation.

The service is a simple & transparent 'one stop' solution that provides sourcing, acquisition, bespoke design & development and 'turn-key' delivery supported by our in house team of professionals and coordinators who are available around the clock to respond swiftly and professionally to any query or requirement. We deliver our services over three distinct phases; ■



SPACES
FOR
LIFE

Phase 01

Buy

A long track record of acquiring, developing and selling residential properties in London has generated a vast network of contacts with whom we maintain regular dialogue to source 'on' and 'off' market opportunities for investment and development together with residential and commercial premises suitable for owner occupation.

_Ascertain client brief, which details location, type and requirement preferences.

_Develop written client brief

_Feed client brief into our network of contacts that includes Residential and Commercial Estate Agents, Banks, Solicitors, Accountants, Property Companies, Professionals and a wide range of individuals involved in the property industry

_Coordinate viewings

_Collation and presentation of property particulars for consideration

_Identify short list of preferred options

_Evaluate and filter the opportunities based upon the source of introduction, the nature of ownership, market status, planning status, possibilities for development/refurbishment potential etc.

_Agree client preferred 'target'

_Appraise 'target' including factors relating to planning, ground conditions, building structural condition, any special construction issues, third party constraints, finance requirements,

confirmation that property can deliver on client aspirations, post project value etc.

_Recommendation and viability 'green light' report prepared and issued for client to instruct next steps

_Lead and advise on negotiations to acquire, closely liaising and assisting with client appointed solicitor, surveyors and funders. (We are able to refer and recommend team members where requested)

_Once terms are agreed we monitor the transaction, continuing to act as

mediators between all stakeholders to reach exchange of contracts and subsequent completion. ■

Phase 02

Design

_Establishing client's primary drivers

_Develop Design Brief

_Team Selection and Recruitment

_Design of appropriate scheme

_Preparation of supporting information and reports

_Neighbour and local liaison and consultation

_Preparation of Design and Access statements

_Submission of planning application through to consent

_Procurement of planning consent ■



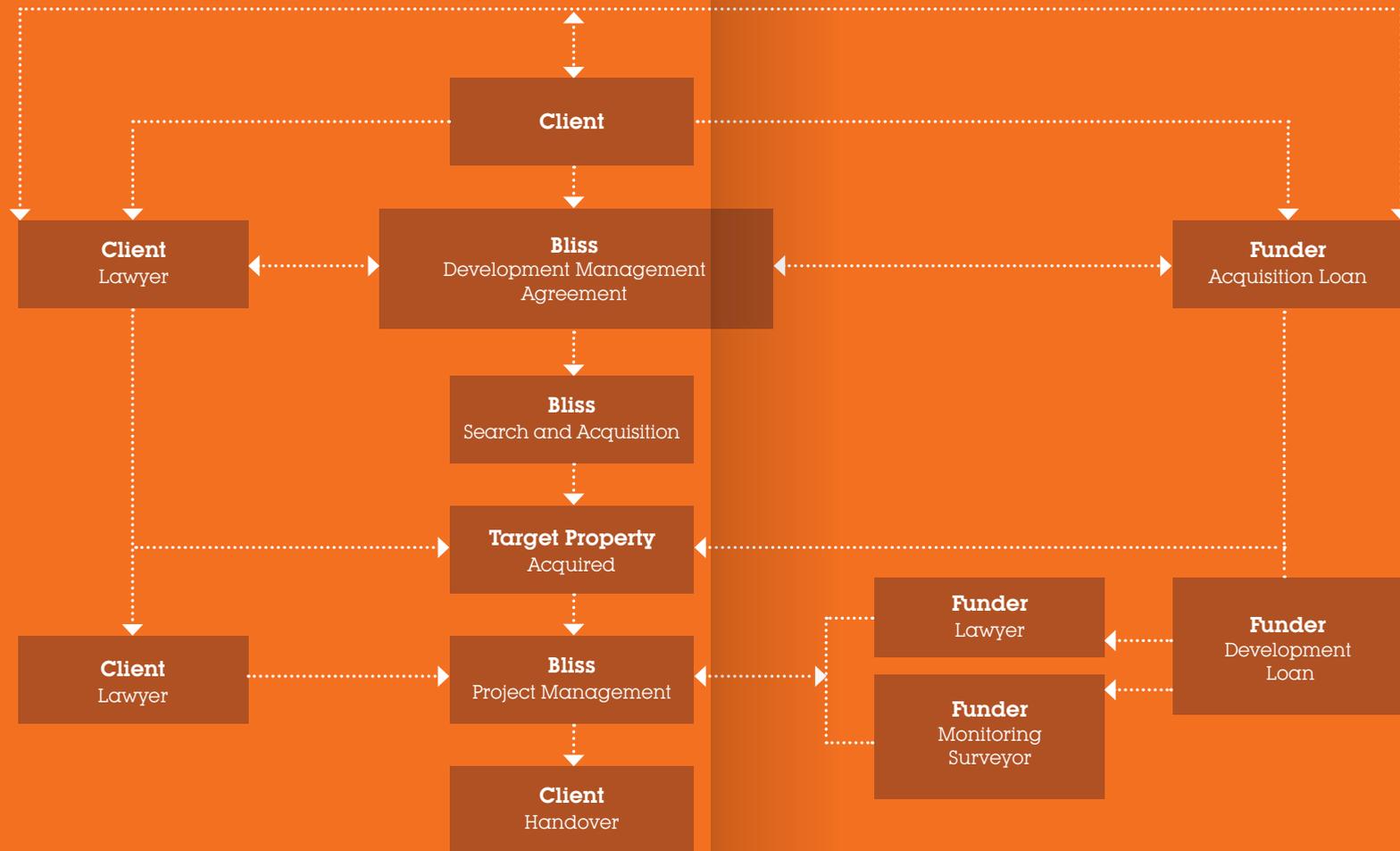
Phase 03

Build

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- _ Develop the project brief
 - _ Identify critical dates
 - _ Identify any project specific constraints
 - _ Establish high-level project budget and financial appraisal
 - _ Establish requirement for third party approvals
 - _ Design team selection
 - _ Setting the Master Programme
 - _ Design team contracts
 - _ Preparation of documentation to support raising of development finance (if required)
 - _ Preparation of tender documentation
 - _ Obtain competitive Tenders for the works
 - _ Procurement of supporting warranties
 - _ Construction team appointments
 - _ Specialist Procurement
 - _ Regular communication and project status reports
 - _ Steering the design team
 - _ Expedite Building Control review and approvals
 - _ Monitoring design team performance
 - _ Regular project progress meetings
 - _ Co-ordinating Client direct contractors / suppliers
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- _ Site mobilization and monitoring
 - _ Monitoring and control of time cost and quality
 - _ Construction quality review
 - _ Certify monthly contractor payment
 - _ Liaison with Funder
 - _ Driving rectification of any defects
 - _ Testing & commissioning
 - _ Determining hand-over procedures
 - _ Structure end-user Training Sessions
 - _ Delivery of Owners Manual
 - _ Hand over
 - _ After-sales support ■
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Deal Structure





Old Church Street, Chelsea SW3

FAQ'S

What are Bliss' credentials?

The owners and Directors of Bliss boast a combined 75+ years experience operating in the London and UK property market in a variety of sectors and disciplines including residential acquisition & development, commercial acquisition & development and hotel & leisure acquisition and development.

Bliss partner and MD, Kevan Buckley, is a Chartered Quantity Surveyor and the Bliss group is regulated by the RICS (Royal Institution of Chartered Surveyors) as well as being a Chartered Building Consultancy, corporate members of the Association for Project Safety and registered house builders under the NHBC (National House Building Council) scheme.

In addition we utilise our own internal policies, processes and procedures

and are governed by our 'Delivery Charter', which provides a code of conduct for our operations. A copy of this is available upon request.

Why shouldn't I just contact an Estate agent where there's no fee implication to me?

You can, and many people do in their search for a property. However, an agent will stop at acquisition and at best, may be able to refer you to others to carry out project design and management. Moreover, an estate agent is acting in the interests of the seller and is charged with procuring the best terms from any buyer for the seller. As we act for you we are charged with seeking out the best 'on and off' market opportunities for you whilst protecting your interests and procuring the best buying terms on your behalf. In addition, our service is more comprehensive and personalized

and provides for a complete one-stop solution from property search right through to delivery of a finished project. This means that there is continuity of dialogue and a consistent understanding of client requirements from conception to completion. Your point of contact remains consistent and familiar throughout the process, thereby promoting ease of dialogue and smoothness of transaction with no requirement to seek out any other professionals or tradesman to assist.

What if I source my own property?

That's fine. We are happy to advise clients on existing assets and indeed, to assist with appraisal on any property located independently from us.

How am I protected?

Our process is transparent and professional and often carried out reporting to a client appointed lawyer,

accountant or advisor in addition to the client himself or herself. The process of acquisition is conducted using a UK based client appointed lawyer and our services are regulated by the RICS as aforementioned and are insurance-backed through our Professional Indemnity, Contractors All Risks and Public Liability policies.

What if it doesn't work out between us?

Our agreement is broken down into 3 distinct phases. Our fees are tailored to each particular phase with the option for us to part ways at the end of any given phase, subject to any costs/fees accrued during the phase and as detailed by our bespoke development Management agreement which would form the basis of our contractual relationship.

FAQ'S

Are you able to assist with arranging funding?

Yes. We have a tried and tested network of contacts for all manner of property funding in the UK whom we would engage with on your behalf in order to secure the best funding on the best terms.

Can you recommend other professionals if requested?

Yes. As above our network encompasses the best professionals currently working in the UK/London property sector that we would engage with on your behalf.

What if I have my own preferred designer or other tradesman I want to use?

That's no problem. It's not uncommon to incorporate client nominated team members into a project

What is a likely timescale from start to finish?

Not an easy question to answer as it completely depends on the specific nature of the deal. However, a simple acquisition, design and refurbishment with no requirement for planning permission could be concluded in as little as 6 months. More complex projects typically take 12 – 24 months

What is the decision making process?

Each project is assigned a Project Director who is the consistent point of contact for the client. Clients are kept informed on project progress by way of regular 'Bliss Bulletins' and in addition the Project Director will undertake regular contact with the client to advise and receive instructions throughout the process.

Regular photographic evidence of site progress will be provided to support the written progress reports and, in the case of design, images, visuals and digital 3D models are provided to ease the client decision-making process.

Am I in control?

As our client you employ our services whilst you remain in control of your property asset and your money at all times. ■

Our Fees

Phase 01 - Buy

Phase 01 fees are levied at the rate of 2% plus VAT of the final purchase price. Fees are due on completion and payable by your solicitor from completion funds.

Phase 02 - Design

Phase 02 is specific to each project and depends on complexity, particularly around any planning permission requirements. We would provide a fixed fee proposal for management of this phase at the earliest stage possible.

Phase 03 – Build

Phase 03 is, typically, based on 8-10% of the total build project cost which is provided in advance as a fixed fee proposal and paid in equal monthly installments over the duration of the project. ■

NB:

1 Bliss management fees are levied over and above those of design and build team members

2 Fees are subject to UK VAT at the prevailing rate

3 In the case of new build projects zero rating for VAT applies

Next Steps

Contact us to chat through your requirements, which, if you require, we will follow up with a formal proposal. Should you wish to proceed to appointment we will furnish your solicitor with our bespoke development management agreements for his consideration.

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