



**Prosperity
Law LLP**

> Real Estate

Commercial Property **Roadmap**

Your Guide to Transactions



Your Introduction to Prosperity Law

Led by Karen Piontek, the Real Estate team has experience in the full array of services, relevant to commercial property. **But why should you choose Prosperity?**



Individual expertise, strengthened by collaboration:

Our solicitors are experts in their field; specialists who combine expertise with partnership working, to deliver an unrivalled service. But across the wider firm, collaboration between departments ensures that clients benefit from cross-disciplinary working. Whatever the question, we will find the right person to answer it.

Tailored, commercial advice:

We deliver clear, decisive advice without unnecessary legal jargon. Appointing Prosperity as your legal partner means you will gain a working relationship that is based on direct, clear, commercial advice, all tailored to your requirements and timescales.

Agile, partner-led teams:

Our teams are all headed up by a Partner with exceptional experience. In many cases, your appointed point of contact will be the Partner –and we adapt to your ways of working. You need a meeting, in person or online? We can arrange that. Out of hours query? Pick up the phone. Service is at the heart of what we do, and to us that means tailoring our services to how you like to work.

Efficient delivery:

Whilst our prices are competitive, we pride ourselves on working efficiently. This means you can be certain that our time is well spent, and all work we carry out is completed efficiently and effectively. We can also be flexible and offer fixed fees where possible.

Tailored legal expertise for Real Estate

Prosperity Law's Real Estate team can offer the full spectrum of services, for various parties, in relation to Real Estate and commercial property transactions. These include:

Landlord & Tenant

Whether you are a Landlord or Tenant letting or renting a commercial property, we can advise you on the terms to be agreed. As well as independent units, we have experience in acting for multi-let properties.

Acquisition and Disposal

The Real Estate team are regularly instructed to act on behalf of business owners and investors in relation to acquisition (purchase) and disposal (sale) of both freehold and leasehold commercial properties.

Commercial Property Finance

We have experience acting for both lenders and borrowers whether you are looking for finance options for investment, acquisitions, development or portfolios.

Development

We are experienced in acting for landowners, developers and investors, from the acquisition of the land and the site set up, to include planning, easements and utility agreements right through to the disposals.

Corporate Support

Our Real Estate team support our Corporate team when buying or selling a business that includes leasehold or freehold property. We can ensure that the corporate and real estate elements of the deal are in order and that the progress is in tandem to enable a synchronised completion.

Rural and Land

Whether you are buying a small parcel of land or a large scale site for development, we can advise on all aspects of rural land.

Pension Fund Transactions

Whether it is a SIPP or SSAS pension scheme transaction, we can support you and the professional trustee with your property sale, purchase and lease back, secured lending or transfer of a property.





Our Real Estate Services

Landlord & Tenant

Whether you are a Landlord or Tenant letting or renting a commercial property, we can advise you on the terms to be agreed and draft and negotiate:

- Heads of Terms
- Agreements for Lease
- New Leases
- Renewal Leases
- Licence and Deed of Assignments
- Licence for Works
- Surrenders
- Subleases

As well as independent units, we have experience in acting for multi-let properties. Whatever the scope of your commercial leasing requirements, we can provide accurate and effective guidance.

Acquisition and Disposal

The Real Estate team are regularly instructed to act on behalf of business owners and investors in relation to acquisition (purchase) and disposal (sale) of commercial property. This includes complex conditional contracts, portfolios or one off projects of both freehold and leasehold properties.

Commercial Property Finance

As part of our services in relation to secured lending, we have experience acting for both lenders and borrowers. This can often be a vital aspect of a commercial property transaction, which requires skill and efficiency whether you are looking for finance options for investment, acquisitions, development or portfolios.

Pension Fund Transactions

Whether it is a SIPP or SSAS pension scheme transaction, we can support you and the professional trustee to include:

- Acquisition / Disposal of property relating to a pension fund
- Leases, Assignments and Sub-lets
- Secured lending
- Transferring a property

Development

Commercial property and land development can be complex and we are able to expertly guide you through the process. We are experienced in acting for landowners, developers and investors, including:

- Acquisitions of land and site set up, to include disposals
- Option Agreements
- Overage Agreements
- Conditional Contracts
- Planning Agreements
- Wayleave and Easements
- Agreement for Lease and Lease Agreements
- Service Charge and Management Company set up

Rural and Land

Whether you are buying a small parcel of land or a large scale site for development, we can advise on:

- Farmland and diversification
- Investment land
- Land for residential development
- Land for commercial property
- Land for holiday lets
- Greenfield land / woodland
- Land with National Trust involvement
- High value country houses and estates

Corporate Support

Our Real Estate team support our Corporate team with some of the most demanding and complex transactions. These include buying or selling a business that includes leasehold or freehold property. We can ensure that the corporate and real estate elements of the deal are in order and that the progress is in tandem to enable a synchronised completion.



Key transactions

- Acquisition of a town centre property for redevelopment into mixed office and residential use with the subsequent sale of each apartment and letting of the commercial area. The commercial part was separated from the title and acquired by a SIPP with a lease back.
- Acquisition of a tenanted commercial property in London for a value of £7.5 million.
- Acquisition of land for development for a value of £4.65 million and achieved an exchange of contracts within 7 days from receiving the contract pack.
- Acquisition of a hotel £6.5 million.
- Negotiation to vary an existing option to purchase land from a local authority with an onward conditional sale to a supermarket chain for a value £1.8 million.
- Negotiation of a city centre commercial lease of office space for a financial services provider with an annual rent of circa £455,000 per annum.
- Negotiation of Option Agreement for a landowner valued at £4.5 million to a developer to include significant title rectification.
- Acting for lender to include due diligence for security on a portfolio of commercial properties, value of facility circa £4 million.
- Sale of commercial office spaces in Salford conditional on planning for a value of £3.65 million.



Karen Piontek

Partner & Head of Real Estate



“My professional approach is to be direct, available, and fully understand each of my clients’ objectives and risk profiles and build lasting relationships. And with that I find myself entirely aligned with Prosperity’s ethos and values.”

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Karen is a Partner at Prosperity Law and the firm’s Head of Real Estate, with over 20 years’ experience in the profession.

Known for her pragmatism and excellent communication skills, Karen has built up a professional reputation for providing clients with a meticulous, thorough service. Not surprisingly, her refreshing, proactive and direct approach results in clients returning time and time again. Karen specialises in all aspects of Real Estate including the acquisition and disposal of freehold and leasehold property, pension fund property transactions, development set-up and plot sales, utility agreements, rural land, title rectification, bank finance and corporate support.

She acts on behalf of a variety of clients ranging from investors, institutional landlords, liquidators, SMEs, partnerships, lenders, charities and private individuals, in various market sectors including retail, manufacturing, automotive, medical, education, creative industries and rural.

Her commercially minded experience and commitment for the job stems from taking the time to get to know each client, often meeting clients in person on site. She focuses on understanding her clients’ specific business or individual needs to help understand their objectives and risk profiles to enable her to advise accordingly on the structure of a transaction.

She joined Prosperity Law in January 2024 following over four years working at CG Professional as head of Real Estate having successfully established and built up a Real Estate team. Before that, she was Head of Commercial Property at Pearson Solicitors & Financial Advisers LLP, North Manchester, where she had a key role in the development, strategic growth and marketing of the business. Karen also plays an active role in charitable initiatives, including a recent skydive where the team raised over £13,500 for a local children and young person’s charity.



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