

ABCD EFGH IJKL

Date	From	To	Correspondence.
13th April 2015	Purchaser [Charity]	Agents [Holloways]	Letter containing offer to purchase site
22nd April 2015	Purchaser [Charity]	Agents [Holloways]	Chase up email following numerous calls to Holloways
25th August 2015	Purchaser [Charity]	Agents [Holloways]	Email questioning whether the site is indeed for sale and reissue of offer
7th July 2016	Agents [Holloways]	Purchaser [Charity]	Letter asking for further details of offer
7th July 2016	Purchaser [Charity]	Agents [Holloways]	Letter by email & post to Tom Holloway answering questions about offer
11th July 2016	Agents [Holloways]	Purchaser [Charity]	Email saying offer has passed to clients [site owners]
2nd August 2016	Purchaser [Charity]	Agents [Holloways]	Email chasing offer
19th August 2016	Agents [Holloways]	Purchaser [Charity]	Email seeking clarification of offer
2nd September 2016	Purchaser [Charity]	Agents [Holloways]	Email clarifying offer
23rd September 2015	Purchaser [Charity]	Agents [Holloways]	Email chasing offer
28th September 2015	Agents [Holloways]	Purchaser [Charity]	Email rejecting offer
30th September 2015	Purchaser [Charity]	Agents [Holloways]	Email expressing disappointment that offer rejected



Helyer Davies Architects Ltd



Holloway Iliffe & Mitchell Limited

10 Acorn Business Park

North Harbour Road

Portsmouth PO6 3TH

Monday, April 13, 2015

Dear Sirs

Re: Mixed Use Commercial Site, Dolphin Quay, Emsworth, PO10 7BU

Please find attached an email from our surveyor regarding a valuation of the above site. We have been instructed by a London based Charity to make an offer for the site for their marine related use of the site.

Our surveyor has proposed a figure of £492,500 for the site. Our client has instructed us to offer 5% in excess of this ie £517,125. Our client has ready funds for the purchase and this is a cash offer.

We look forward to hearing from you in due course.

Yours faithfully,

Martin Helyer

For Helyer Davies Architects Ltd

1 The Old Flour Mill . Queen Street . Emsworth . Hampshire . PO10 7BT
mail@hdarchitects.co.uk www.hdarchitects.co.uk 01243 370 715

Martin Helyer

From: Martin Helyer
Sent: 22 April 2015 16:34

Subject: [REDACTED]
Dolphin Quay - Emsworth

Dear Mr Holloway,

Further to our client's offer for the above site [letter dated 13.4.15.] I have tried calling several times today to learn your client's response.

Can you please let me know your client's intentions so that I can advise my client.

Regards

Martin Helyer

Helyer Davies Architects Ltd
1 The Old Flour Mill . Emsworth . PO10 7BT
T: 01243 370 715 W: www.hdarchitects.co.uk



Martin Helyer

From: Martin Helyer
Sent: 25 August 2015 17:23

Subject: Dolphin Quay
Attachments: MH-01.pdf

Dear Tom,

We refer to our letter to you of 13 April 2015 (copy attached).

For the record, we wish to reiterate the offer made in that letter. That offer of £517,125 exceeds what we have been advised in the open-market value of the site.

Our client is a London-based charity (Registered Number 1162911) which has its primary objects the provision of youth facilities within the Emsworth and Havant area, and it is for those purposes that our client wishes to acquire this site. Our client has funding and is able to proceed without delay (subject to contract).

The charity is serious about this offer and has paid for a valuation. Can you please confirm that this property is indeed for sale, and let us have a written response?

Regards

Martin Helyer

Helyer Davies Architects Ltd
1 The Old Flour Mill, Emsworth, PO10 7BT
T: 01243 370 715 W: www.hdarchitects.co.uk

Martin Helyer

Sent: 07 July 2016 15:04
To: Martin Helyer
Subject: RE: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

Dear Martin,

Thank you for your email attaching your letters to me concerning your client's offer for the site.

I would like to point out that we did discuss your initial letter over the phone and at the time I requested confirmation of who your client was and to see proof of funds. I note you have sent a letter dated 25th August 2015 stating the registered charity number and that your client have funds in place, but I have never received or seen this letter.

I will of course report this offer on to my client, but I will need clarification on the following:

1. Confirmation of the charity
2. Proof of funds and not your say so
3. Proof of their due diligence undertaken to date. Have they viewed the buildings?
4. Who their solicitors are
5. Proposed use for the site and buildings
6. Is this offer subject to any other terms, such as building survey, Charity Act valuation, change of use etc?

I look forward to hearing from you.

Regards

Tom Holloway BA (Hons) MRICS
Director
Chartered Commercial Property Surveyor | RICS Registered Valuer



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Rating / Investment Advice / Building Surveys / Arbitration / Rent Reviews / Lease Renewals



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From: Martin Helyer [mailto:mh@hdarchitects.co.uk]
Sent: 07 July 2016 14:36

Cc: Martin Helyer <mh@hdarchitects.co.uk>

Subject: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

Helyer Davies Architects Ltd



Holloway Iliffe & Mitchell Limited
10 Acorn Business Park
North Harbour Road
Portsmouth
Hampshire
PO6 3TH

Thursday, 7th July 2016

[REDACTED]

Dear Sirs

Re: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

Further to your email [07 July 2016 15:04] our letter of 25th August was issued by post and email [copy attached of sent email]. We also telephoned subsequently.

We have sent our clients a copy of your email and they comment:

A) You state that 'this offer' will be reported to you clients; does that imply that the two previous offers were not reported to your clients?

B) Are you suggesting that you would not take a written offer of this sort (backed up by a professional valuation) seriously without being provided with the information requested by you? Surely you and your clients would be inclined to explore any written offer in which the proposed buyer has paid for a valuation; is offering more than that open-market valuation; and is made by a registered charity. Or is that not your normal practice?

With regards to the points in your letter:

1. *Confirmation of the charity*
Link.org (Charity registration number 1162911).
Please can you share this information only with the land owner and their legal team. For privacy reasons our client does not want their identities revealed locally.
2. *Proof of funds and not your say so*
There is cash available. The Trustees have a (confidential) commitment to funding from a third party.
3. *Proof of their due diligence undertaken to date. Have they viewed the buildings?*
The Trustees are familiar with the site and premises.
4. *Who their solicitors are*

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£2

Helyer Davies Architects Ltd



For obvious reasons, no solicitors have been instructed yet. If your clients will negotiate, and there is reason to believe the matter may progress, then The Trustees will instruct solicitors.

5. *Proposed use for the site and buildings*

This is our client's concern (not yours, as agents for the sellers).

However, the intended use is for charitable purposes. The Trustees would seek to use the premises for commercial purposes and for the benefit of local children and young people (through education, training, and employment).

6. *Is this offer subject to any other terms, such as building survey, Charity Act valuation, change of use etc?*

No (although it is obviously subject to contract).

Yours faithfully

Martin Helyer
For Helyer Davies Architects Ltd

1 The Old Flour Mill . Queen Street . Emsworth . Hampshire . PO10 7BT
mail@hdarchitects.co.uk . www.hdarchitects.co.uk . 01243 370 715

Martin Helyer

[REDACTED]
Sent: 11 July 2016 16:15
To: Martin Helyer
Subject: RE: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

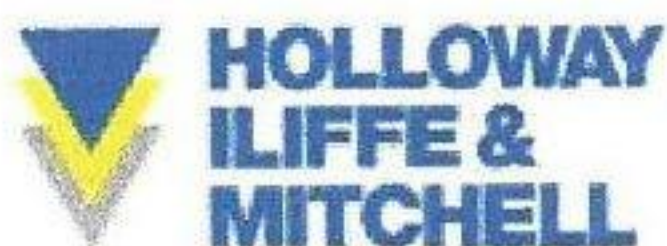
Dear Martin,

Many thanks for your emails to me last week along with attached letters outlining your client's offer to purchase the site at Dolphin Quay, Emsworth.

I confirm this has been passed to my client for their consideration, and I will get back to you in due course.

Regards

Tom Holloway BA (Hons) MRICS
Director
Chartered Commercial Property Surveyor | RICS Registered Valuer



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From: Martin Helyer [mailto:mh@hdarchitects.co.uk]
Sent: 07 July 2016 16:21

[REDACTED]
Subject: RE: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

Dear Tom,

Further to your email, please find attached letter.

Regards
Martin Helyer.

[REDACTED]
Sent: 07 July 2016 15:04
To: Martin Helyer <mh@hdarchitects.co.uk>
Subject: RE: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

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Martin Helyer

From: Martin Helyer
Sent: 02 August 2016 11:42
To: 'Tom Holloway'
Subject: RE: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

Dear Tom,

A few weeks have now passed since our clients offer. I am meeting him tomorrow and an update would be very helpful.

Regards
Martin Helyer.

Sent: 11 July 2016 16:15
To: Martin Helyer <mh@hdarchitects.co.uk>
Subject: RE: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

Dear Martin,

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Martin Helyer

Sent: 19 August 2016 17:30
To: Martin Helyer
Subject: RE: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

Dear Martin,

I have been asked to get a best and final offer from your client and in order to take this seriously I need to know the following please:

1. The age of the interested charity.
2. Whether the charity has previously engaged with the Emsworth community – if so how and when.
3. Examples of successful previous sustainable community developments undertaken by this charity.
4. Evidence that your client is serious about developing the site as briefly explained and that they can use it for its existing use.
5. If they are serious about redeveloping the site, as briefly explained, any proposed development documents should be readily available for inspection.
6. Confirmation of proposed use.
7. Has you or your client approached the Council, formally, explaining their plans for the site?
8. If so what has the response been?
9. If Martin's clients proposals to redevelop the site fail what will become of it?

Finally, can your client increase their offer?

Regards

Tom Holloway BA (Hons) MRICS
Director
Chartered Commercial Property Surveyor | RICS Registered Valuer



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From: Martin Helyer [mailto:mh@hdarchitects.co.uk]
Sent: 02 August 2016 11:42

Subject: RE: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

Dear Tom,

Martin Helyer

From: Martin Helyer
Sent: 02 September 2016 09:39
To: 'Tom Holloway'
Subject: FW: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

Dear Tom,

I have since spoken to the trustees and with respect their position is being misinterpreted. The charity has already out of courtesy offered additional details. The nature of the purchaser is irrelevant; they have substantial funds for this development and have made an offer over market valuation. If you know of any factors that affect the market valuation, please could you let us know.

We look forward to hearing if the offer has been accepted.

Martin Helyer.

Sent: 19 August 2016 17:30
To: Martin Helyer <mh@hdarchitects.co.uk>
Subject: RE: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

Dear Martin,

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7. Has you or your client approached the Council, formally, explaining their plans for the site?
8. If so what has the response been?
9. If Martin's clients proposals to redevelop the site fail what will become of it?

Finally, can your client increase their offer?

Regards

Tom Holloway BA (Hons) MRICS
 Director
 Chartered Commercial Property Surveyor | RICS Registered Valuer



5

Martin Helyer

From: Martin Helyer
Sent: 23 September 2016 12:05
To: 'Tom Holloway'
Subject: RE: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

Tom,

We have not heard back from you regarding this purchase yet.

Regards
Martin Helyer.

[REDACTED]
Sent: 02 September 2016 09:39
To: Martin Helyer <mh@hdarchitects.co.uk>
Subject: Automatic reply: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

Thank you for your email. I am currently away on holiday returning to the office on Monday 1st September 2016.

If you have an urgent matter, please contact the office on 023 9237 7800. Otherwise I will respond to your email on my return.

Regards,

Tom Holloway
HOLLOWAY ILIFFE & MITCHELL

(K)

Martin Helyer

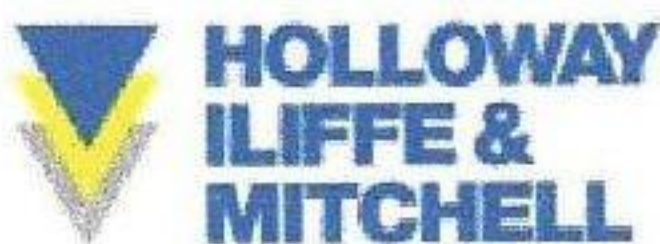
Sent: 28 September 2016 16:00
To: Martin Helyer
Subject: RE: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

Dear Martin,

Thank you for your client's offer, but unfortunately this is below what our client expects and is therefore rejected.

Regards

Tom Holloway BA (Hons) MRICS
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Sent: 02 September 2016 09:39

Subject: FW: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

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We look forward to hearing if the offer has been accepted.

Martin Helyer.

Sent: 19 August 2016 17:30
To: Martin Helyer <mh@hdarchitects.co.uk>
Subject: RE: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

Martin Helyer

From: Martin Helyer
Sent: 29 September 2016 09:01
To: 'Tom Holloway'
Subject: FW: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

Dear Tom,

We are very disappointed that our offer of £517,125 [which is 5% over market commercial value] has been rejected – especially since we first made this offer in April 2015.

The figure was calculated by an independent professional surveyor and as per previous correspondence our client has funding and can proceed forthwith.

Regards,

Martin Helyer.

Sent: 28 September 2016 16:00

To: Martin Helyer <mh@hdarchitects.co.uk>

Subject: RE: Mixed Use Commercial Site, Dolphin Quay, Emsworth PO10 7BU

Dear Martin,

Thank you for your client's offer, but unfortunately this is below what our client expects and is therefore rejected.

Regards

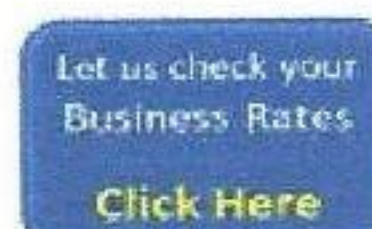
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From: Martin Helyer [<mailto:mh@hdarchitects.co.uk>]
Sent: 02 September 2016 09:39