

# PROFESSIONAL *Conferences*

## LEARNING OBJECTIVES FOR THE CURRENT PROPERTY ISSUES 2024 CONFERENCE 6 HOURS FORMAL CPD

### Session I

#### CASE LAW UPDATE

Speaker: Sarah Thompson Copsey

At the end of the session delegates will understand:

- The evidence needed for the insertion of a development break clause into a renewal lease, and the difficulties of overturning the trial judge's exercise of discretion;
- The importance of strictly following the terms of the Landlord and Tenant Act 1987 in terms of drafting notices concerning pre-emption rights;
- The approach of the Tribunal as to "reasonable belief" and the length of that belief in the context of adverse possession;
- How best to approach an application for modification of a covenant restrictive of user of land

### Session II

#### THE RICS VALUATION REVIEW – THE USE OF EXPLICIT DCF

Speaker: Nick French

- An understanding of the recommendations relating to the use of (explicit) Discounted Cash Flow (DCF) models from the RICS Independent Review of Real Estate Investment Valuations to be implemented in 2024
- An understanding of the appropriate use of valuation models for different property assets – when to use explicit DCF models and when to use implicit models (or both)
- An understanding of the importance and advantage of greater transparency in the valuation report as required when using an explicit DCF model
- An understanding of the relationship between capitalisation rates, target rates and rental/capital growth

### Session III

#### TENANT DEFAULT – PRACTICAL STEPS FOR LANDLORDS

Speaker: Sarah Thompson Copsey

At the end of the session the delegates will understand:

- Which remedies are the most practical for a landlord faced with differing types of tenant default
- The impact of tenant insolvency on such remedies
- How best to avoid the numerous problem areas surrounding, and in particular the problems with peaceable re-entry
- Why breach of a 'keep open' covenant still remains potentially the most intractable problem a landlord may face in terms of breach of covenant

### Session IV

#### UK ECONOMY & PROPERTY – WHEN WILL CONDITIONS BE RIGHT FOR RECOVERY?

Speaker: Dr Walter Boettcher

- An understanding of how inflation, monetary policy (especially pursuit of  $R^*$  - the equilibrium rate of interest) and fiscal policy is impacting economic and property markets.
- How bond yields impact on property yields.
- The impact of regulatory change on debt availability and development, and how this explains much of the malaise in commercial property.
- The limited scope for dealing with problems arising from structural economic change, ESG.
- An update on political change and whether the 'levelling up' agenda will survive.

## **Session V**

### **THE TENANT AS CUSTOMER – THE MUTUAL BENEFITS OF GOOD LANDLORD/TENANT RELATIONS**

Speaker: Dr Danielle Sanderson

Following the session delegates will have an understanding of:

- The return on investment in customer service in the commercial property industry
- What matters most to tenants in office, retail, and industrial property
- How things have changed since the pandemic
- Best Practices in Customer-Focused Property Management
- Tools and techniques for improving landlord – Tenant relations

## **Session VI**

### **SERVICE CHARGE CODE – EVOLUTION NOT REVOLUTION**

Speaker: Jonathan Lovejoy

- To update on the Service Charge Code
- To understand the 2024 Evolution and the themes under review
- To be updated on the scope of the key elements under the
  - Mandatory requirements
  - Best Practice principles
- Picking up the key takeaways to avoid the pitfalls