

Bidder Guidance Note / Instructions

Site:	Land to the north of Old Graitney Road, Gretna, DG16 5JW		
Sole selling agent:	Avison Young	Date:	March 2021

1. This document sets out the bidding process and the required format for offers.
2. The land being marketed for sale is identified indicatively on the plan appended to this document, known as **Land to the north of Old Graitney Road, Gretna, DG16 5JW**
3. The property will be sold with vacant possession.

Bidding process / format for offers

4. This property is being offered for sale by informal tender. Avison Young are acting as sole selling agent on behalf of the landowner.
5. **The deadline for offers is set for 1pm on Friday 2nd July 2021. Bids received after this time may be rejected.** Any bids received prior to this date will be considered at the time of receipt.
6. The Bid Proforma (available in the dataroom) should be used to submit a bid.
7. The Bid Proforma should be submitted via **email only** to both Dai Powell (dai.powell@avisonyoung.com) and Rachael Foster (rachael.foster@avisonyoung.com). Covering emails should be headed **"Land to the north of Old Graitney Road, Gretna Tender Submission" – not to be opened until 1pm, 02/07/21"**.
8. The vendor will consider bids made on unconditional and conditional bases. All bids will be considered on their merits, *although the vendor has a preference to sell the property unconditionally.*
9. It is our client's expectation that contracts are exchanged prior to the end of October 2021.
10. Bids will be assessed according to the level of the offer itself, the financial capacity/capability of the bidding organisation and the comparative deliverability of any scheme proposal and any conditions attached.
11. Bidders should clearly state what conditionality exists and the costs and timescales associated with such conditions being satisfied.
12. All offers should be made exclusive of VAT.
13. A 5% deposit will be required on exchange of contracts.
14. The Seller does not commit to accept the highest or any bid.

15. Where bids are based on a specified development proposal, they should be accompanied by a summary development appraisal which clearly sets out in absolute financial terms:
 - a. Gross development value
 - b. Purchaser's costs
 - c. Core build costs
 - d. Specified abnormal costs
 - e. Professional fees
 - f. Assumed *policy compliant* Section 75/CIL costs
 - g. Marketing, sales and legal costs
 - h. Finance costs, if applicable
 - i. Price offered
16. If a Subject to Planning offer is submitted, bidders should provide details of the proposed scheme at the property. Such details should comprise sketch layout drawings, a schedule of proposed accommodation and their programme to submit a planning application and secure permission.
17. Bidders should provide confirmation that funding is available to purchase the property at the price proposed. Alternatively, if funding is proposed to be internally sourced, audited accounts for the past three years should be submitted alongside the financial offer.

Avison Young
March 2021