
The sustainable vision

Why a new approach to 'finance' is needed

Yolande Barnes

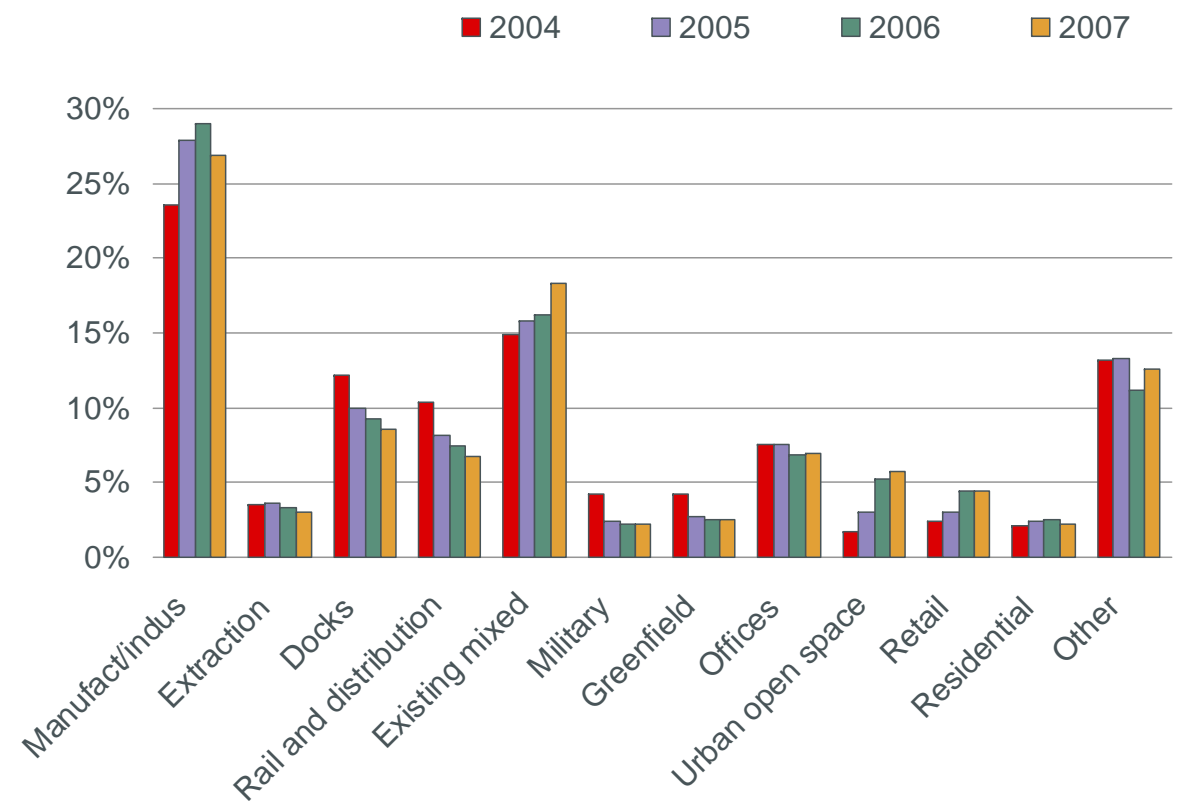
Director, Savills Research

18th April 2007

Sustainable sites usually mean 'brownfield'

Complex

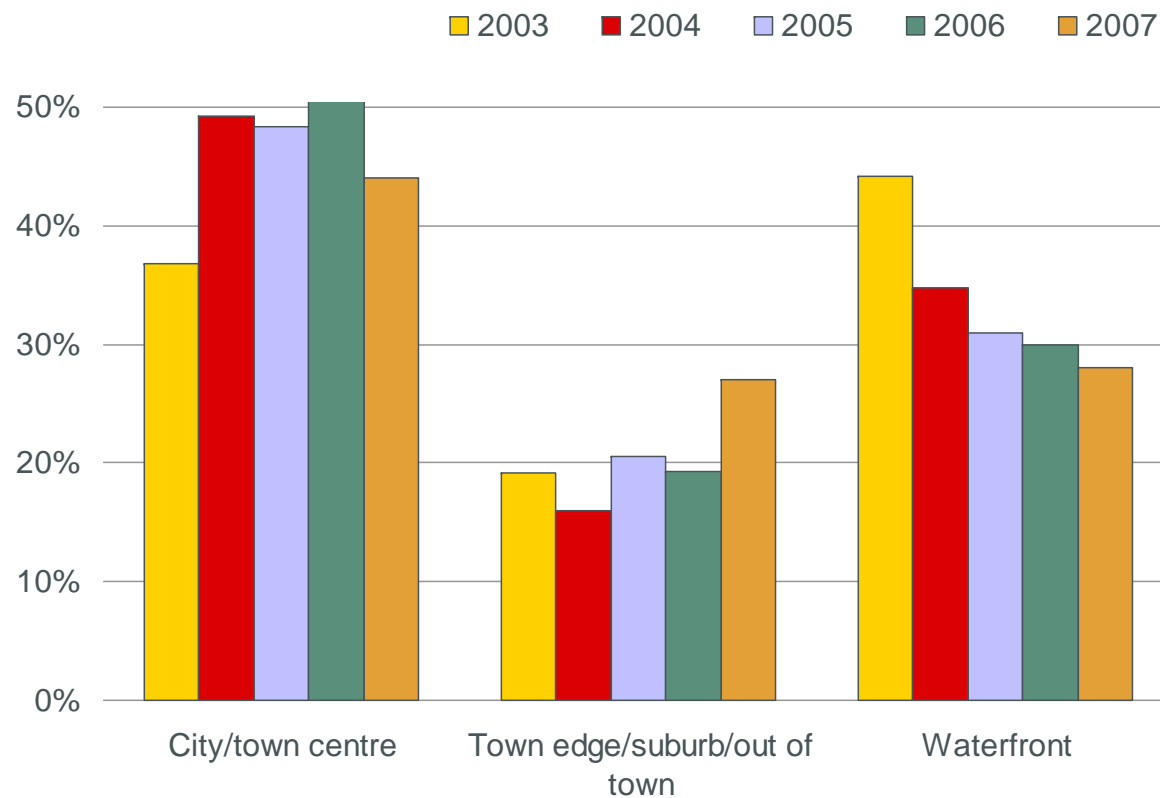
- ground conditions
- rights
- ownership
- culture/legacy



Source: Savills Research

... and becoming more difficult

fewer 'heritage' sites
fewer waterfronts
more peripheral



Source: Savills Research

Brownfield can be big, very big

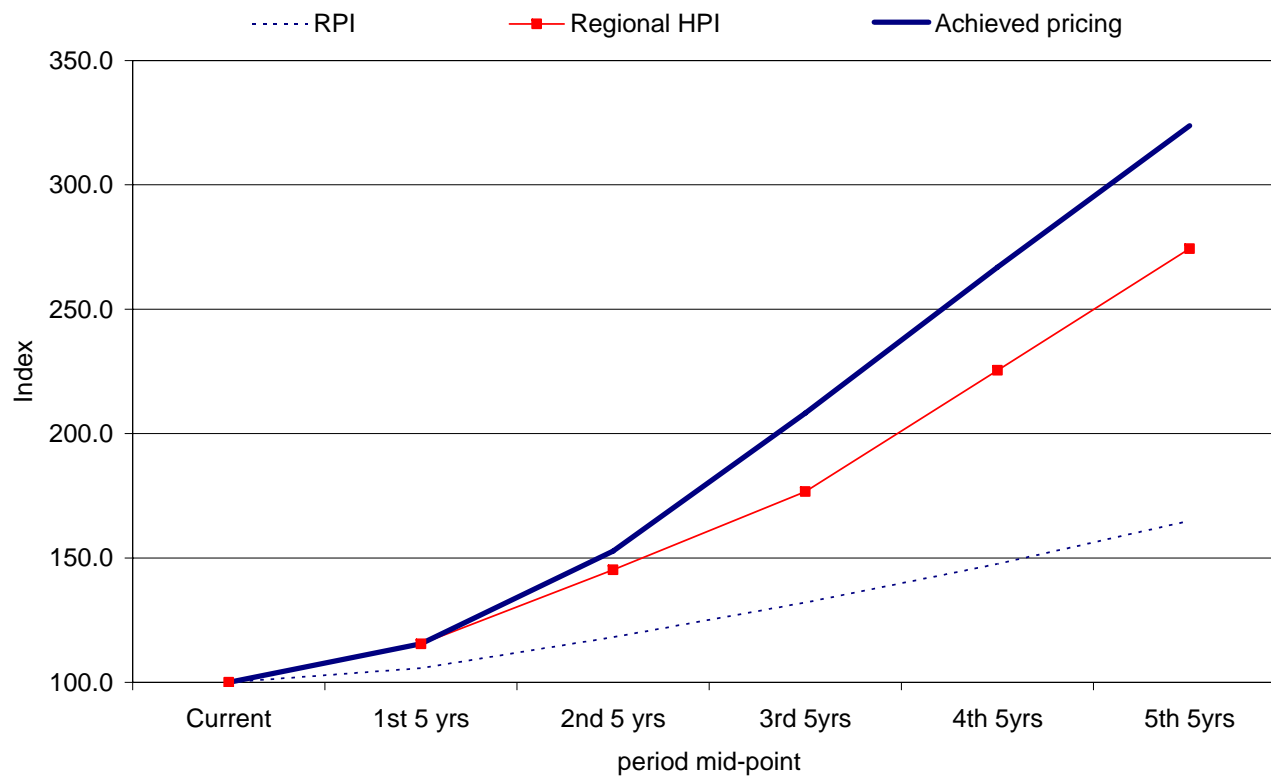
Size matters:

- mix
- timescale
- phasing



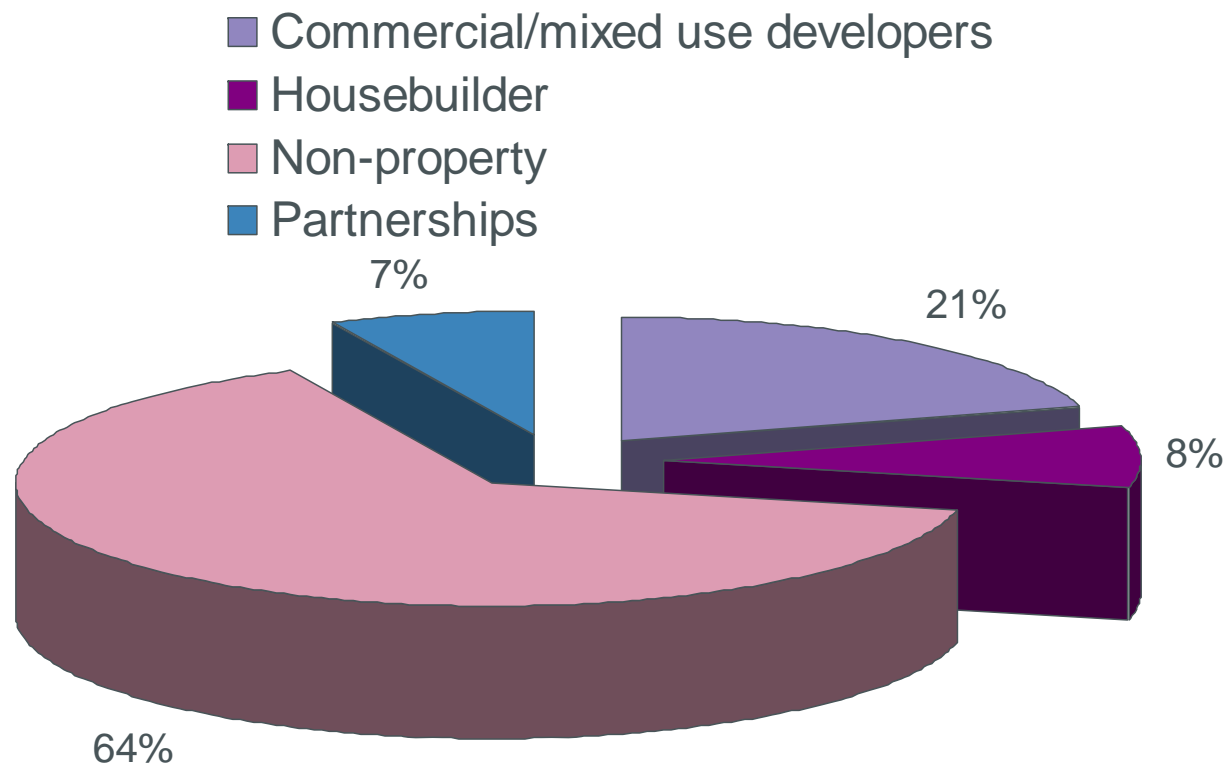
... but realised late

large sites may yield the benefits a quarter of a century later



Who benefits?

Control of sites is with organisations outside the traditional property world – they will add the value, who will reap it?



Source: Savills Research

Conventional development models don't fit

Different approaches are needed

- land assembly
 - land development
 - long term finance
 - equalisation agreements
 - development funding
 - investment models
 - shared
 - equity
 - ownership
 - community participation
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