



Julian Gaynor

BSc (Hons), MRICS

Member of Residential Development Agents Society

Associate director – Development and Residential Consulting

Julian is an Associate Director in the Development and Residential Consulting department based in central London. Julian began his career with Beazer Homes as a Land Assistant in the Essex region, he then moved onto the St James Group where he embarked on a 12-month management-training programme. On successful completion of the programme he took up a position within the land department. Julian's responsibilities in the department included the sourcing of potential land opportunities then taking these opportunities through the feasibility stage culminating in the production of a development plan (purchase appraisal), which would be presented to the Berkeley Group main board.

Julian joined Turner Morum in 2003 to drive forward and expand the development consultancy department within the Firm. Julian's main role was to provide consultancy advice to a range of landowner and developer clients on the development potential of their landholdings. Since joining BNP Paribas Real Estate in 2007, Julian has specialised in the appraisal and disposal of development opportunities particularly those with residential redevelopment potential.



Recent projects include advising:

Hammersmith and Fulham Borough Council on a portfolio of surplus sites with development potential. Role includes consultancy and agency services. Recent sales include the disposal of a 1.7 acre (0.68 hectare) former factory site for residential redevelopment for circa £9.5 million.

Mayflower Corporation plc (in administration) Advice to the administrator (Deloitte) on the development potential of property assets held within the Mayflower Corporation plc, this involved producing formal reports on various properties held within the Mayflower portfolio and eventually resulted in Julian overseeing the disposal of the Mayflower Corporation HQ.

Northampton Borough Council on the regeneration of the St John's quarter in Northampton. The brief includes providing viability and deliverability advice in relation to substantial quantum's of proposed residential and commercial development.

Balham Sports and Social Club in south London on the sale of a 1.2 acre (0.48 hectare) development site within a limited timeframe. Julian advised the client on how the uncertainty of the planning prognosis would impact on the sale of the site and whether it was worthwhile pursuing a subject to planning deal given their time constraints. The site was eventually sold unconditionally within the timeframe and far above the client's expectations

English Partnerships concerning the scope for introducing a Planning Tariff within the Ashford Growth Area. Julian provided advice as to the potential level of Planning Gain that might be raised in relation to 31,000 new dwellings intended to be built over the period up to 2026.

Oxford City Council in relation to the regeneration of the south western quarter of the city. The brief included appraising the various proposals, advising upon the value of the contemplated planning permissions and advising upon the proportion of the "added value" that might thereby be "captured" to be used (in part) to deliver key pieces of infrastructure.