



with you

REAL ESTATE ADVISERS

WHO MAKE A REAL DIFFERENCE TO YOUR BUSINESS

Leading Real Estate Advisers

focused

ON COMMERCIAL BENEFITS

Reducing real estate costs, solving problems, identifying opportunities and delivering genuine commercial gain

In everything we do, we are always focused on the potential commercial benefits to your business. This could be in maximising the revenue or potential value from your real estate. It could equally be reducing costs, or dealing with complex property issues that are distracting you from your core business. It may even be in identifying unseen potential to achieve unexpected commercial gains. Our intention is always to make an invaluable contribution to your business.

Specialist teams all working with the same commercial focus

Our service teams are all specialised. And the individuals working within them are all specialists – experienced individuals who concentrate on specific aspects of real estate, ensuring that the advice you receive really is expert and is backed by an established track record of delivering commercial advantage. Our approach is always from the client's standpoint where we look to group our services according to your needs.





with you

Broad-based experience in both private and public sectors

Our experience stretches across many industry sectors, both private commercial enterprises and public sector organisations. Each has its own particular requirements. We understand the dynamics of the different markets, how things need to be handled and how our services will work best together to achieve the outcome you need.

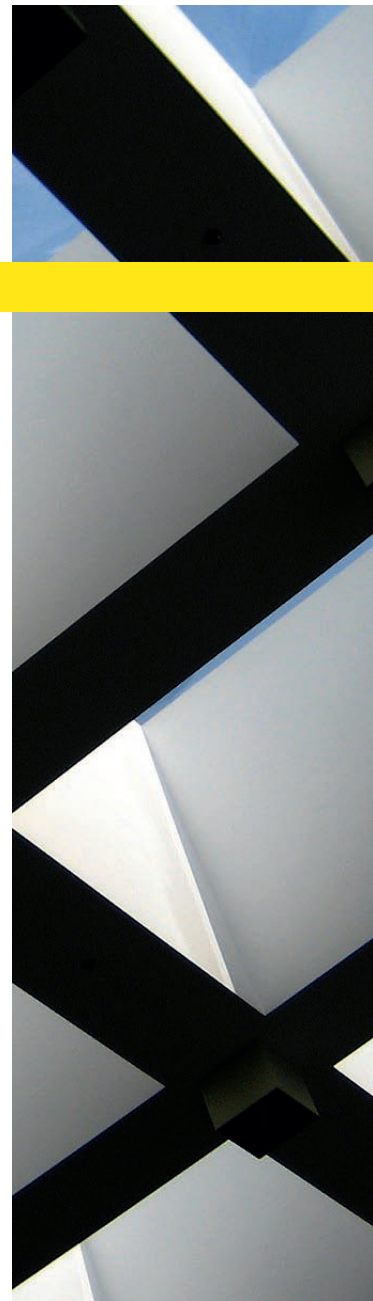
In certain highly specialist market sectors such as marine and leisure, housing associations, education and fixed charge receivership, where we have developed particular skills as well as extensive knowledge and contacts, we are acknowledged as experts in these fields.

experience

ACROSS MANY BUSINESS SECTORS

Advising clients on a regional, national and international basis

We always pride ourselves on our market knowledge and the depth of insight we can provide. However, our clients' needs are becoming more complex and require an approach that is less centred around a particular geography. Consistency of approach, innovative thinking and an appreciation of the broader issues faced by the business are recognised as being more important. With expertise and experience now seen as the determining factors. Such work now sees us advising on property portfolios that extend across the whole country and into mainland Europe.



strength in depth

THE FULL RANGE OF REAL ESTATE ADVICE AND SERVICES

Commercial property consultancy and research

Clients come to us with all manner of commercial property issues. Some are straightforward in terms of identifying the service needed, others are more complex and need a multi-service approach. Our initial consultations are focused on identifying the best approach and mix of services for you. Our research capability can help to establish the precise needs or scope of opportunity.

Acquisition and disposal - *buying and selling commercial real estate*

From an occupier's viewpoint, by getting to grips with the real space requirements of your business, we can help you make an astute acquisition, or dispose of excess space removing unnecessary cost burdens. For landlords, we are tenacious, energetic and creative in our marketing activities, always looking to attract good quality tenants. For either party, we know that it is always about providing the best building at the best price by structuring a deal that is attractive to both parties.

Asset management - *managing your diverse property interests*

Whether you own the property, or are the occupier, your property is an important business asset that needs managing just like any other. Whilst costs relating to your core business will be carefully scrutinised, when it comes to the cost of the various property services you may not have the time or experience to question these in the same way.

Our experienced asset management team will actively manage your property, checking all costs, negotiating them to a competitive level whilst ensuring all covenants are adhered to.

Our aim is to ensure you receive the right services, in the most efficient manner, competitively priced, across all your property interests.

Building consultancy - *protecting your interests at every stage*

Prior to taking on a new property, you need to know whether it is a good investment. Our detailed survey reports deal comprehensively with the state of repair of your potential acquisition and will identify anything that might impact on the wider commercial negotiations. When required, a schedule of condition protects your interests with the landlord. We then help with occupation by planning and managing your fit out. During occupation, a planned programme of maintenance can pay dividends in mitigating the potential cost of future dilapidations. When the time comes to leave the property, we ensure that your interests are properly represented to avoid or minimise any associated costs.



Rating - *negotiating business rates to their correct level*

With the legislative changes to business rates, as well as regular re-assessment of rateable values, this is an area of opportunity for reducing costs. We are able to draw on our broad experience of different property sectors to achieve some excellent financial results for clients through appeals and negotiation. Equally, our rating audits frequently highlight overpayment even when rates are correctly assessed.

Lease advisory - *negotiating, managing and establishing value in leases*

We deal with all aspects of leases on behalf of landlords and tenants. All too often, one or other party doesn't recognise the true commercial value of their lease, even when there is no impending review. However, business drivers can provide a compelling commercial reason for re-negotiating outside the usual parameters.

Valuation - *accurate knowledge of the value of your property*

In a changing economy, it's vital to know what your property assets are worth at any given time. Our extensive knowledge of local, regional and national markets, as well as some highly specialist market sectors, means our valuations are detailed, accurate and up-to-date. As well as fulfilling statutory and financial management requirements, our extensive valuation reports are an important first step in identifying potential future value and highlighting commercial opportunities.

Planning consultancy - *planning advice and negotiation to obtain best value*

To maximise the value of any property investment it is essential to be able to negotiate effectively with local authorities. We work alongside architects, lawyers, transport consultants, ecologists and other experts to prepare the best possible case. When needed, we research and undertake financial appraisals as well as providing expert evidence.

Development - *from sale or acquisition, to viability and joint ventures*

We advise on both the sale and acquisition of development land and buildings as well as making recommendations on scheme content. We advise landowners, developers and local authorities in respect of development agreements and joint venture/profit sharing structures and provide detailed appraisal advice to developers in particular, to support viability arguments relating to planning applications and appeals.

Investment and funding - *making sound investments and establishing sources of funding*

Investing in volatile markets can be highly beneficial. However, it can also be very risky. The clever investor often looks to invest at a time many others would not. What's vitally important is high quality advice on the state of the market, which is what we provide, alongside a detailed analysis of the viability of the investment. We also have contacts with investors willing to provide funding.

delivering

THE RESULTS YOU NEED

Working in the best way to deliver the right results for you

Rather than asking you to fit neatly into our service offering, we always look to resource your work at the level and in the manner that best suits your business. For clients with more straightforward needs we will guide you through the vagaries of commercial property and make sure that you have direct access to the services you need to provide the right outcomes for your business. Larger clients with complex portfolios may prefer the reassurance of structured Service Level Agreements – and we have the resources and processes to meet these most exacting levels of service, increasingly on a national or international basis.

Senior level relationships at the heart of everything we do

Our Partners play an active and leading role in your work. Relationships are fundamental in building trust and delivering valuable advice. And we recognise the value to you in having experienced people actively engaged in your work.

Our Partners maintain that all-important high-level relationship with you, co-ordinating the specialist teams they identify as necessary for your work and overseeing them throughout.





expertise

OUR PEOPLE MAKE THE DIFFERENCE

Commercially minded, straightforward and energetic people taking the initiative and delivering clear, concise and timely advice

To make clear and valuable recommendations requires expertise and experience. Someone who can get to grips with your business and the issues it faces. We approach things in a practical and problem-solving manner, providing clear and concise advice based on sound commercial thinking. We always consider the bigger picture, looking for unexpected opportunities to exploit for commercial advantage. Our people take the lead, think on your behalf and provide the drive to see the project through to a successful conclusion.

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