

# Lease consultancy



In the majority of cases, occupation of commercial property involves a lease; furthermore business accountability has driven down the amount of owner occupation in the UK resulting in more investor/tenant interaction.

The correct advice to either landlord or occupier is therefore vital particularly as the opposing forces in lease negotiations naturally gives rise to conflict. The property owner focuses on maintaining and enhancing capital value whilst the occupier seeks to minimise the costs of occupying property.

GVA Grimley's lease specialists have extensive experience (an average 15 years per fee earner) and an outstanding track record in the resolution of lease negotiations for both sides, repeatedly achieving the optimum outcome for our clients.

## Why GVA Grimley?

Our dedicated team approaches every lease event (e.g. rent review, lease renewal) as an opportunity to obtain the best terms possible for whomever we're acting. Whether taking the lead in the negotiation process, identifying opportunities for extracting best value or formulating long-term rental strategies, our advice is based on superb market knowledge and a detailed appreciation of property trends.

**Skills bank** – our experts in rent and lease negotiations are based in ten regional offices working closely with one another within a national structure. Our team incorporates sector-specific personnel looking at industrial, office, retail, leisure and educational property.

We also have niche professionals in the specialist fields of logistics, data centres, minerals, car parks, and licensed property as well as a number of Members of the RICS Arbitrator panel and we can deal with single properties or multi-location portfolios, local or national instructions. We are regularly approached by parties to act as Independent Experts – a direct result of our location and sector specialisms.

**Market knowledge** – Rental values are very sensitive to local conditions so accurate up-to-the-minute knowledge of what is affecting rents is essential. We are in touch daily with what is happening in the local market on a district by district, street by street basis and have a central research team to call on for specialist advice.



Close links between all our agency teams ensures an up to date, detailed view of rental trends in local, regional and national locations, reinforcing our negotiating position with accurate, hard data.

**The right tools** – we have invested heavily in information technology and have developed our own databases and web-based reporting tools to ensure we know today's rental settlements in readiness for tomorrow's negotiations.

**Team players** – we work with enthusiasm, discretion, speed, tenacity and professionalism. Our procedures and processes are in place to ensure key performance indicators are met, and our exceptional service and quality assured standards are upheld on all client projects.

### What services do we offer?

GVA Grimley's lease consultancy team has a detailed understanding of the complexity of leases, property law and the sometimes contentious but inter-dependent relationship between owner and occupier. As a team, we ensure our clients, solicitors and our own agency and investment colleagues are fully informed to deal with all lease arrangements.

Ultimately, our high quality, balanced advice means our clients can enjoy the smooth running of their property related matters, leaving them to concentrate on their core business.

### Examples of our services

**Rent review & lease renewal** – ensuring the right result in a simple and cost effective manner.

**Lease restructure** – to create added value for landlords and occupiers, often involving the removal of break clauses which are now so commonplace.

**Lease negotiation** – taking the lead in the process, agreeing objectives and planning tactics, using the latest rental and investment market information to inform and guide either party.

**Strategic review** – keeping clients' lease arrangements under constant review to take advantage of future opportunities for rationalisation or restructure, either to maximise returns, reduce costs or improve terms.

**Dilapidation valuation/Section 18 claims** – advice and negotiations.

**Legal conformity** – ensuring documentation, Notice service and dates are correctly drawn up, filed and completed providing reassurance that our clients' full rights are preserved and not undermined by administrative failure.

**Expert Witness** – where disputes cannot be settled by negotiation, we take cases through the Independent Expert or arbitration process.

### Who do we work for?

AXA REIM  
Arlington Properties  
ASDA  
Bloomberg LP  
Clarks  
Debenhams  
House of Fraser  
ING  
Insight  
Lancer Property Asset Management  
Land Securities Trillium  
National Car Parks  
Next  
Tesco  
The AA  
The Royal Bank of Scotland Group  
The HSBC Group  
Wolseley UK Ltd

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