

Commercial Property Agency Acquisition of UK Property

'Retaining' an Agent - what services will it include?

Potential clients ask what Sint & Co's Agency services include in the acquisition of property on their behalf. Many occupiers are dealing with commercial property infrequently or for the first time and need strategic advice and market conditions of the 'best deal'. There are a substantial number of factors to take into account in setting up or moving, to prevent expensive short or long term pitfalls that can occur.

Whilst clients may appoint in-house personnel to manage a move, your management time is expensive, a heavy learning curve, all consuming and often a frustrating experience. Your personnel are better off spending the day on their existing business, whilst we plan and help the relocation.

Sint & Co Commercial Property Agency Services include:

- Initial meeting to ascertain parameters of search, size, location, specification, etc.
- Use of our computer and agency data circulation systems to find properties.
- Introduction to client of properties by initial lists.
- Continual follow-up of new properties available to the market.
- Arranging and accompanying inspections of properties with clients.
- Commenting on amenity/quality/cost implications and comparison of properties.
- Negotiating with opposing agents/surveyors and vendors, landlords and tenants.
- Providing property market and economic advice.
- Providing advice concerning locality, the 'deal realistic' rental levels.
- Provision of impartiality of transaction from a business perspective.
- Obtaining details of rent, rates, service charges and other potential hidden costs.
- Securing local car parking where required.
- Liasing with clients' lawyers and representatives throughout.
- Appointing where required, a due-diligence advisor, such as Service Charges.
- Appointing where required, structural surveyors and engineers.
- Use of structural surveys and reports as negotiating tools, where appropriate.
- Consultation with asbestos, damp, air-conditioning tools, where appropriate.
- Providing lists of approved contractors.
- Negotiating repair obligations - to limit long term liability.
- Negotiating leasehold interests inside/outside the Landlord & Tenant security.
- Obtaining planning information and use class order.
- Negotiating rights to sublet and assign with break clauses or 'get out' options.
- Negotiating guarantees and sureties/deposits - as low as possible.
- Handing over the keys!