

Commercial Client Services



Valuation

Market-based valuations are critical to the success of every real estate investment and add considerable value to real estate strategy and understanding.

- Loan Security Valuations
- Investment review and appraisal
- Taxation including CGT
- Balance sheet and financial statements
- Compulsory Purchase
- Acquisitions
- Expert Witness

The valuation of land and premises is more than a purely numerical process. The Vinden Partnership offers a comprehensive appraisal that can include a professional judgement as to the future value of a property, its sustainability within a business plan and the likely effectiveness of any exit strategy.

Funders need to be particularly assured that their interest in commercial property is secure. We will carry out an appraisal of property where borrowers wish to purchase, re-finance or raise capital and carry out an independent assessment of the strength of covenant if required.

We cover most forms of commercial land and buildings together with residential development sites.



Agency & Development

The Vinden Partnership will provide flexible solutions based on our team expertise and local market knowledge ensuring that your transaction runs efficiently and smoothly.

- Development Consultancy
- Strategic & Tactical Marketing
- Leasing & Sales
- Acquisitions

Occupiers need to retain the flexibility to respond to changing market conditions. We will identify the ideal location and framework to ensure that your business needs are met now and in the future.

Owners need confidence that their property assets are an effective income-generating resource. We advise on the right kind of marketing campaigns to secure the right tenants that will provide the optimal return on your investment and can also advise on such matters as rent reviews and sub-letting or assignment.

Developers have unique requirements - they must be sure that a chosen development route will maximize returns either as an investment or as part of a trading programme. We can provide advice that is built on expertise and experience, from site acquisition, pre-development planning, demand and competition analysis, right through to letting and selling the completed scheme.

Commercial Client Services (cont'd)



Landlord & Tenant

Whether you are a landlord or a tenant, expert advice on leases and rent reviews is essential to your business. The Vinden Partnership will help you reduce running costs, maximise the income from your assets and budget for future costs and liabilities.

- Lease Renewal
- Lease Restructuring
- Rent Reviews
- Expert Witness

You should not wait until lease renewal or rent review to contact us. We will help you identify and exploit every opportunity to bring direct benefits to your balance sheet.

When acting on behalf of a landlord we will strive to obtain maximum benefits in terms of revenue and tenant covenants.

When acting for the tenant, we will negotiate the lowest settlement utilising any onerous lease terminology to the best advantage of the tenant either in negotiation, arbitration or before the Courts in litigation.



Asset Management

The art of management is to anticipate problems and respond appropriately when they arise. Our experience and expertise allows us to provide solutions based on our thorough knowledge of Estate Management requirements for landlord and tenant.

- Property Strategy
- Landlord & Tenant Liaison
- Rent & Service Charge Accounting
- Property & Tenure Audits
- Fund Management
- Vacant Property Management
- Healthy & Safety

Using the latest IT systems we will ensure that you receive comprehensive reports and valuations of your portfolio. From there we can assist in the provision of a thorough management service.

Regular inspections ensure that your tenants are complying with their leases and that your properties are maintained to a high standard. Most importantly, with your long-term business strategy in mind we will seek to maximise the performance of your property.

For further information:

If you require further information on any of our services, or if you wish to discuss your requirements with us, please do not hesitate to contact us:

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