



Unlocking the right business space for your company

Why use Hurst Warne as your commercial property advisors when looking to relocate?

Put simply

- We will find the right property for your business
- We will save you money
- We will advise you on all aspects concerning your relocation, making your life easier
- We will make sure you are not caught out on potential hidden pitfalls
- We will do the legwork and allow you to concentrate on running your business

Hurst Warne is a firm of Chartered Surveyors who specialise in providing commercial property advice to our clients.

Through our five strategically placed agency offices in Farnborough, Woking, Guildford, Leatherhead, and Redhill we are able to advise clients throughout Surrey, Sussex, Kent, Hampshire, and South London as well as nationwide when there is a specific requirement for business space.

As a company we have specialist advisors who are active in the marketplace and skilled at finding the right property for your business and agreeing the best terms on your behalf.

How we work with you

1 We like to initially meet with you to get a firm understanding of the type of property your company is looking for and to establish a brief upon which we can base the search

A usual brief would include gaining information on the following:

- Type of commercial property required (more commonly - Office, Industrial or Retail Unit)
- Freehold (purchase) or Leasehold (rent)
- Required search area
- Budget
- Any other specific requirements

2 Conduct a market based search to establish the options available to your company (both on and off the market)

As full time property advisors we have access to dedicated commercial property search engines which enables us to compile the necessary information for each search. In addition we speak with other commercial property agents on a constant basis, which enables us to have access to the most up-to-date information on opportunities that are in the market at any given time.

3 Produce a detailed availability schedule reporting the options available

Having compiled the specific information on available buildings, we present our findings in a spreadsheet which sets out the required information on each property. This includes information on the occupational costs at each building as well as the type of interest that is on offer - Freehold interest / Leasehold interest (new lease, sublease, assignment).

4 Assess the available options with you to establish a selection of properties to view

Doing this provides an opportunity for us, as your retained advisors, to highlight the potential merits and pitfalls of each option.

5 Arrange viewings of selected buildings on your behalf and accompany you on inspection of the properties, providing guidance on each option

As well as arranging and accompanying you on each viewing, we also produce a schedule for you of the options being viewed.



How we work with you

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Having established a preferred option(s), as your agent we will negotiate terms on your behalf

Once a preferred option (or options) is/are established we will advise you on the deal that we would hope to achieve on your behalf. It is then our job as your agents to attempt to establish the best possible terms available. Given our expertise and experience in negotiating commercial transactions, we will guide and advise you on the best way to approach the negotiation(s) in order to achieve the desired result. On a leasehold transaction this will include advice on rent, rent free and capital contributions and on a freehold transaction we will advise you on the best price that we think can be achieved.

Liaising with you we will assist in establishing the right combination of these financial factors to come up with the best financial package on offer. We can prepare cash flows comparing various offers to demonstrate the financial implications of each potential property transaction under consideration.

7

Agree heads of terms on your behalf and assist your legal representative through to completion of the transaction

We will advise you on any onerous repairing liabilities that could be applicable when acquiring new premises. Tenants can find themselves with significant hidden costs being demanded from them, in some cases when they have not been fully aware of liabilities they have taken on at the start of their commitment.

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Fit-out / Repairing liability

Before the lease has been signed, we can provide advice on the fit-out of the new premises. We have long standing relationships with a range of fit-out and furniture providers who we can put you in touch with.

Individual Case Studies are on our website www.hurstwarne.co.uk

To reiterate:

- **We will find the right property for your business**
- **We will save you money**
- **We will advise you on all aspects concerning your relocation, making your life easier**
- **We will make sure you are not caught out on potential hidden pitfalls**
- **We will do the legwork and allow you to concentrate on running your business**

Having acquired your new business premises, we actively encourage a longer-term relationship through a variety of ongoing services. These include:

- Commercial Agency
- Property & Asset Management
- Investment & Development
- Landlord & Tenant (lease renewal, rent review and lease re-gears)
- Rating
- Property Valuation – As a firm we are RICS registered Valuers

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