

# Corporate Property Solutions

PROPERTY  
ACQUISITION

**MEADOWCROFT**  
Chartered  
Surveyors



## Why use a qualified Agent?

Why do you use accountants and solicitors for your financial and legal matters, and computer consultants for your IT? – because your time is valuable and best spent doing what you know, leaving the rest to the experts. Of course, advice does not come free – but good advice will always save you time and money.

## Why choose Meadowcroft?

Established in 1976, **Meadowcroft** has been providing commercial property advice and solutions to a diverse range of clients. Based in central London, we are active across the whole London region but our skills are not confined to this area alone. Much of our work is undertaken throughout south-east England, with recent projects in Suffolk, Kent, Berkshire and Hampshire, and with property acquisitions as far afield as Europe.



Dorking, Surrey



Cannon Street, London EC4

## THE ACQUISITION SERVICE

We pride ourselves on the **personal level of service** we offer our clients. We want you to feel confident that your needs are fully understood and that you are getting a comprehensive and professional service on competitive terms. **Our goal is to acquire the most suitable property for your business on the best available terms.**



Victoria Street, London SW1

### Establishing the brief

At the outset we like to meet and discuss your requirement. Inspecting your existing property tells us a lot about your business and we can identify your preferences:

- **Size** – space requirements, open plan or floors.
- **Location** – transport and staff siting.
- **Style of building** – corporate image, preferences.
- **Specification** – A/C, lifts, raised floors, parking.
- **Budget** – rent, rates and service charges and the need for occupational works.
- **Tenure** – freehold or leasehold.

## The Search

Having established the parameters of your requirement, a search is initiated. We use a combination of resources to guarantee you get the most accurate and up-to-date information on all the properties available in the market.

- **Database** – we use the industry's leading computer databases of available property which is updated daily.
- **Market Knowledge** – many properties may become available without even being publicly marketed. Through our extensive sources and contacts we can get this information to you first.
- **Agents network** – commercial property agents rely on the exchange of information between themselves to do deals. As a result, we have our own 'postal' system that collects and circulates information on properties and requirements to over 500 agents every day.
- **Traditional legwork** – we will always complement a search by thoroughly combing locations on foot for information and boards that may have slipped through other research.
- **Targeted mailing** – this can be arranged to make direct contact with occupiers of a chosen location, business type and size. This service is at an additional cost but very effective for specialist requirements.

## The Negotiations

Negotiating the lease terms is one of the most important areas in the acquisition of new premises. To ensure that the best deal is achieved for your business we will help in the following:

- **Rent or Price** – knowledgeable and firm negotiation supported, where necessary, by comparable evidence from research and market knowledge.
- **Lease terms** – many points need to be considered such as Privity of Contract, Security of Tenure, Alienation, Dilapidations, Schedules of Condition and Service Charge provisions.
- **Solicitors** – we can provide information and discuss lease terms knowledgeably with your legal representatives.
- **Building Survey** – our own building surveyor can report on the condition of the property before you enter into a binding contract.
- **Floor areas** – verifying quoted floor areas often saves thousands of pounds in annual rent.



Sidcup, Kent

## Taking Occupation

In many instances the hard work starts after an acquisition has taken place. The move itself is traumatic enough but consideration has to be given to making the property ready for occupation. To help, we have design and project management consultants, or we can put you in contact with specialist fit-out contractors who offer complete design and build packages.



## Project management

- **Fit-out** – partitioning, decoration, carpeting etc.
- **Cabling** – voice and data.
- **Refurbishment** – building works, extensions and structural work.
- **Furniture** – help with sourcing manufacturers and suppliers.





Reading, Berkshire



# MEADOWCROFT

Chartered  
Surveyors



Meadowcroft Surveyors LLP  
181 Kensington High Street  
London W8 6SH

**020 7938 2341**

[www.meadowcroft.net](http://www.meadowcroft.net)



**RICS**

The mark of  
property professionalism worldwide