

NEGOTIATING COMMERCIAL PROPERTY DEALS

HOW HARD CAN IT BE ?

SMART IDEAS CONFERENCE

5TH FEBRUARY 2022

KALEIDOSCOPE
PROPERTY CONSULTING LIMITED



WELCOME

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COMMERCIAL PROPERTY
CONSULTANT**

KALEIDOSCOPE

Property Consulting Limited

The '3 Legged Stool'





The Changing Market Place

- **BEHAVIOURS**
- **OPPORTUNITIES & THREATS**
- **2020 CHANGES TO APPROACH**

A low-angle, upward-looking perspective of several modern skyscrapers with glass and steel facades. The buildings are arranged in a way that they appear to converge towards the top of the frame, creating a sense of height and scale. The sky is a clear, bright blue. A semi-transparent dark blue rectangular box is centered over the middle of the image, containing the text "Location, Location, Location" in white.

**Location, Location,
Location**



UNCONSCIOUS INCOMPETENCE

YOU CAN'T EXPECT TO
KNOW IT ALL

SELECT YOUR TEAM

A low-angle, upward-looking shot of several modern skyscrapers with glass and steel facades. The buildings are arranged in a way that they seem to converge towards the top of the frame, creating a sense of height and scale. The sky is a clear, bright blue. A semi-transparent dark blue rectangular box is centered over the middle of the image, containing the title text in white.

SOME HORROR STORIES TO CONSIDER

ACQUIRING

- **AVAILABILITY**
- **APPRAISAL – DOES IT WORK ?**
- **WHAT TO CONSIDER & WHY**
- **NEGOTIATIONS**
- **DOCUMENT IT PROPERLY**

OCCUPATION

- **LOOKING AFTER IT**
- **REGULAR REVIEW**
- **BUSINESS PLAN**

RENT REVIEWS

WHAT ?

WHY SO COMPLICATED ?

WHAT TO LOOK FOR ?

**DON'T JUST ACCEPT THE QUOTED
TERMS – NEGOTIATE !!**

DISPOSAL OR REGEAR?

IS IT STILL AN ASSET ?

NO ?

WHAT CAN YOU DO ?

YES?

EARLY NEGOTIATIONS



EXPIRY & RENEWAL

LEASE EXPIRING SOON ?

WHAT ARE YOUR OPTIONS ?

HOW DO YOU RENEW A LEASE ?

SUMMARY

1. ACQUIRING
2. OCCUPATION
3. RENT REVIEW
4. DISPOSAL OR RE-GEAR?
5. EXPIRY & RENEWAL?

ABOUT Us ...

- 1. EXPERIENCED COMMERCIAL
PROPERTY CONSULTANCY**
- 2. AGENCY - ACQUISITIONS**
- 3. RENT REVIEWS**
- 4. LEASE RENEWALS**
- 5. YOUR 'PROBLEM SOLVERS'**

UNCONSCIOUS INCOMPETENCE

A CURRENT CLIENT'S QUOTE

**“YOU ASK THE QUESTIONS THAT WE
WOULDN'T THINK TO ASK AND YOU
KNOW HOW TO DEAL WITH THE
ANSWERS THAT WE WON'T
UNDERSTAND”**

SAM ANDERSON, OFEX



ANY QUESTIONS?

THANK YOU FOR LISTENING



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