A fresh perspective on property acquisition
Chandler Garvey is an award winning firm of Commercial Property Consultants, with offices in Amersham, Aylesbury, High Wycombe, Marlow and Slough and is most active across the Chilterns, Aylesbury Vale and the Thames Valley, but also acts nationally for retained clients.

The owners, Alan Chandler and Michael Garvey, have more than 60 years of combined property experience and together with their hard working team aim to provide owners and occupiers of commercial property with excellent advice and innovative ideas.

When a business decides to relocate, or acquire additional premises, the process can often absorb much of the senior management’s time and have a damaging affect upon the core business, even before the move has taken place.

Exiting the existing premises is often overlooked and a key role for us is to make sure this is done cost effectively and on time.

We have acted for many organisations who rely upon our knowledge of the whole process and where other consultants are involved, we can co-ordinate and streamline the reporting process.

Each new client, regardless of size, is highly prized and we work hard to exceed expectations.

Our fresh perspective has enabled us to grow significantly in recent years and we continue to challenge ourselves for the benefit of our clients.

Introduction

Many businesses underestimate the time it takes to complete an acquisition and the complexity of the various stages. This is an indicative timeline, but in simple terms, highlights that leaving enough time to complete the project is essential.

Simplified Acquisition Timeline

Instructions to search the market looking for options. Start of review of space requirements and methods of working.

-32 wks

Viewing initial short list of properties to start to shape the choice of accommodation.

-28 wks

Further viewings and following review, open negotiations on short listed properties.

-26 wks

Terms agreed and solicitors instructed. Start to plan for the move.

-23 wks

Detailed negotiations on the preferred property. Detailed space planning and cost analysis.

-21 wks

Exchange of contracts / agreement to lease. Finalise fit out plans and instruct fit out contractor.

-13 wks

Start of office fit out on a larger project.

Move in to new offices.

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Chandler Garvey was retained to act for Rush Trampoline Parks to acquire warehouse space nationally for D2 leisure use.

The trampoline craze is sweeping the UK and this highly competitive leisure field has more than 15 operators all looking to secure territory. Rush recognised the benefit of having an agent, after it acquired a 30,000 sq ft warehouse unit off market in High Wycombe from us in 2015.

Birmingham was a particular target market for Rush and using a range of search tools and known contacts, we were able to identify the Avery Dell premises before they came to the market openly and agree terms quickly.

“Chandler Garvey has been invaluable to us in our search for premises. Our sector is highly competitive and having a well known firm acting for us has undoubtedly helped when speaking with landlords that are unfamiliar with the trampoline park concept. This added credibility has allowed us to grow quicker than expected and I hadn’t realised just how many things there are to consider; having an experienced acquisition agent to speak with has offered me a degree of confidence that I just wouldn’t have had by myself.”

Sam Williams, Managing Director, Rush UK

VERCO is one of the largest manufacturers of business seating and desking in the UK, with a head office and production facility in High Wycombe.

VERCO was keen to establish a showroom facility in Clerkenwell, the centre of the design community in London and Chandler Garvey was tasked with identifying suitable opportunities.

“Chandler Garvey has worked for VERCO for many years and when we instructed them to search for a new showroom facility in London we hoped we would get the professional and efficient service we had enjoyed previously. We weren’t disappointed and in fact our expectations were exceeded. We were concerned about acquiring premises in London, in a market unknown to us, but the process was handled very well and we were able to achieve all the targets we had set; most importantly the financial targets.”

Jeff Roberts, Finance Director, VERCO Office Furniture Ltd
Locations

Amersham
St Mary’s Court
The Broadway
Amersham
Buckinghamshire
HP7 0UT
Phone: +44 (0)1494 723999

Aylesbury
Midshires Business Park
Smeaton Close
Aylesbury
Buckinghamshire
HP19 8HL
Phone: +44 (0)1296 398383

High Wycombe
4 Paul’s Row
High Wycombe
Buckinghamshire
HP11 2HQ
Phone: +44 (0)1494 446612

Marlow
Portland Place
Portland Gardens
Marlow
Buckinghamshire
SL7 2LR
Phone: +44 (0)1628 902488

Slough
268 Bath Road
Slough
Berkshire
SL1 4DX
Phone: +44 (0)1753 725700

info@chandlergarvey.com
www.chandlergarvey.com