



Trusted advice

For all your commercial
property needs





Vail Williams supports St. John Ambulance with acquisitions, disposals, valuations, rent reviews, lease renewals and strategic property advice. They work in close partnership with our National Property Team and have been instrumental in successfully delivering our property strategy across the UK.”

Andrew Stormont – National Property Manager, St John Ambulance (Occupier Advisory)



Our specialist services

7 Building Consultancy

7 Business Rates Consultancy

8 Commercial Property Investment

8 Lease Advisory

8 LPA Receivership

8 Marine and Leisure

10 Occupier Advisory

10 Property Acquisition and Disposal

10 Property Asset Management

11 Property Development Consultancy

11 Property Planning Consultancy

11 Property Valuation



Two words spring to mind when I think about my long and fruitful working relationship with Vail Williams. The first is ‘trust’ which is vital when dealing with huge projects that impact on so many lives. The second is how much they ‘care’ about my business and the projects we work on together. I see them as a responsive partner rather than a supplier.”

**Janet King – Director of HR & Corporate Services,
Frimley Health NHS Foundation Trust
(Property Planning Consultancy)**



Trusted advice

With over 25 years of experience, you can trust the expertise we have in the areas that matter and our understanding of both the private and public sectors.

When you engage us you are not just getting the people in your nearest office but a 140 strong team of experts. You can be confident you will always be assigned the best people to complete your task.

We understand that your property needs will vary hugely depending on whether you are an occupier, landlord, owner, investor, developer or professional referrer. Our advice will be tailored specifically to those needs and the environment in which you work.

Regional spread

Our large, flexible and 'agile' team works out of 5 main regions. We promise leading expertise in each specialist 'discipline' in each region but also maintain very collaborative and integrated working methods. This means you can benefit from the added 'muscle' of combined expertise from other service areas and regions as and when your project requires.

Our regions and office locations:

- > Thames Valley (offices in Reading and Heathrow)
- > Solent (offices in Southampton and Portsmouth)
- > Gatwick (offices in Crawley and Guildford)
- > Birmingham
- > London



Our Experience with Vail Williams and their team of Development Consultants has been excellent – a true partnership. It is also really useful that they have equally adept colleagues for other areas like Planning, Building Consultancy, Property Asset Management and Business Space – a truly integrated service.”

**Nicki Becker – Property and Facilities Lead UK and Ireland,
Molson Coors (Property Development Consultancy)**

Two 'S' words – that make all the difference

Specialists with a true focus on specific areas of property provide the best, most reliable advice. We pride ourselves on having true specialists in all the areas in which we operate, as much as on our excellent reputation and high levels of client satisfaction.

Senior level relationships are at the heart of everything we do. Our partners will play an active and leading role in your projects, maintaining close contact whilst co-ordinating and overseeing the expert team chosen to work on your business.





Vail Williams has been instrumental in the development of The University of Southampton Science Park for the last 25 years. They really are a valued and trusted partner rather than a supplier.”

**Peter Birkett – Chief Executive Officer,
University of Southampton Science Park
(Property Asset Management)**

A full range of property advice and services

Clients come to us with all manner of property issues. Some are straightforward in terms of identifying the service required; others are more complex and need a multi-service approach.

We focus on identifying the best approach and mix of services for your needs. We then put together a tailored account team that will give you the best and most cost effective outcome in the following specialist areas:-

Building Consultancy

Prior to taking on a new property, you need to know whether it is a good investment. Our detailed survey reports deal comprehensively with the state of repair of your potential acquisition and identifies anything that might impact on wider commercial negotiations. When required, a schedule of condition protects your interests with the landlord. We then help with occupation by planning and managing your fit out. During occupation, a planned programme of maintenance can mitigate the potential cost of future dilapidations. When the time comes to leave the property, we ensure you avoid or minimise any associated costs.

Business Rates Consultancy

Legislative changes to business rates and regular re-assessments of rateable values are an opportunity to reduce costs. We draw on our broad experience of different property sectors to achieve excellent financial results through appeals and negotiation. Our rating audits frequently highlight overpayments even when rates are correctly assessed.

Commercial Property Investment

Investing in volatile markets can be both highly beneficial and very risky. What is vitally important is high quality guidance on the state of the market. We can provide you with sound advice alongside a detailed analysis of the viability of the investment. We also have a healthy list of investor contacts willing to provide funding.

Lease Advisory

Getting the most out of your lease is vital, whether you are the tenant or the owner, but it can prove to be complicated, especially if you face a dispute. Our lease advisory team deals with all aspects from rent reviews to lease renewals and lease restructures. We aim for a successful negotiated conclusion but also resolve disputes, acting as expert witness in 'independent expert', arbitration and court proceedings.

LPA Receivership

Specialist LPA Receivers can maximise recovery of property assets in distressed situations. Our experienced and fully qualified team adopt a hands-on approach and have an excellent track record of adding value through high quality advice and bespoke service delivery.

Marine and Leisure

Getting specialist advice on the valuation, acquisition or sale of a property in the leisure sector is vital. Appraising leisure property requires not only the right property skills but also a thorough understanding of the relevant leisure business and market.

We are one of just a handful of UK property advisors with specific expertise in the marine property sector and enjoy a national reputation for the work we do. We also have in-depth experience of most leisure markets and can advise on a broad range of property and business areas including hotels, health clubs, pubs, restaurants and holiday & caravan parks.



Vail Williams are a great partner to work with as they operate with skill, tenacity, attention to detail and transparency. I have a great deal of trust in them which is important in this business.”

Colin Hearsom – Asset Manager, Slough Borough Council (Commercial Property Investment)



I am impressed with the service provided by Vail Williams. They go the ‘extra mile’ to ensure we are looked after. As a business, I want to feel like I am the only client for whom my advisers work, and I want to know the deal is going to be done - on time and on budget. Vail Williams understand this and deliver a consistently excellent service.”

Alan Corcoran – Partner, SHOOSMITHS LLP (Lease Advisory)

Occupier Advisory

Corporate occupiers need bespoke estates strategies tailored to their property needs. We can devise and implement a strategy that supports your wider business goals, delivering significant cost savings, improving operating efficiency and meeting stakeholder objectives.

We provide each client with a dedicated team offering the breadth and consistency of service desired. Our focus is to make an invaluable contribution to your business, always embracing the wider commercial perspective and addressing property issues that inhibit corporate growth, reduce profit or impact on value.



Property Acquisition and Disposal

When it comes to buying and selling commercial property, understanding your business objectives is paramount.

This allows us to formulate and implement bespoke strategies to acquire or dispose of property assets.

We are tenacious, energetic and creative in our marketing activities, removing the cost burden of surplus properties and adding real value through our market knowledge when acquiring properties on optimum terms.

Property Asset Management

Your property is an important business asset that needs managing. Our experienced asset management team will actively manage your property, checking all costs and negotiating them to a competitive level whilst ensuring all covenants are adhered to.

You will receive the right services, in the most efficient manner and at the best price across all your property interests to maximise return on investment.

Property Development Consultancy

We can advise you on the sale and acquisition of development land & buildings and make recommendations on scheme content to maximise value. We advise landowners, developers and local authorities on planning permission and development agreements, and provide expert witness evidence at planning appeals and local planning enquiries. We also provide detailed financial advice to support viability arguments relating to planning applications and appeals.

Property Planning Consultancy

To maximise the value of any property investment it is essential to be able to negotiate effectively with local authorities and other statutory consultancies. We work alongside architects, lawyers, transport consultants, ecologists and other experts to prepare the best possible case. When needed, we research and undertake financial appraisals as well as providing expert evidence.

Property Valuation

In a changing economy it is vital to know what your property assets are worth. Our extensive knowledge of local, regional and national values, and expertise in specialist market sectors, means our valuations are detailed, accurate and up-to-date. As well as fulfilling statutory and financial management requirements, our extensive valuation reports are an important first step in identifying potential future value and commercial opportunities.

Further information

For further information on the services we offer and to see how we can help you, contact your nearest office today or email vwinfo@vailwilliams.com



These are the things we do individually and collectively to ensure our service levels and client experiences are of the highest order. The ways we engage with each other, our suppliers and the local community for mutual benefit and in order that the Vail Williams reputation is nourished and nurtured with every engagement we undertake.

WE LISTEN

We are open, approachable and inclusive; we communicate with clarity.

WE INNOVATE

We embrace change and challenge thinking through collaboration and insight.

WE CARE

We build trust and respect by demonstrating integrity, honesty and appreciating everyone's contribution.

WE LEAD

We enable people, teams and organisations to develop, achieve and realise ambition.

More details about our values can be found on our website:
www.vailwilliams.com/our-values



Charity support has always been a big strand in our CSR policy as we are very keen to put something back into the communities where we work and utilise the many skills of our superb team for the benefit of others.



Awards and Recognition



Winner
Best Professional Property Services Company 2016 – Surrey Property Awards



Winner
Best Places to Work in Property – Property Week



Nominated
Best Commercial Property Agent 2016 – Insider Property Awards West Midlands



Nominated
Professional Consultancy Client Service 2016 – South Coast Property Awards



Winner
Professional Consultancy Client Service 2016 – Thames Valley Property Awards



Nominated
Professional Services Firm of the Year 2016 – Gatwick Diamond Business Awards



Nominated
Best Commercial Property Agent 2015 – Insider Property Awards West Midlands



Winner
Best Professional Property Services Company 2015 – Surrey Property Awards



Winner
Best Professional Property Services Company 2014 – Surrey Property Awards



Winner
Best Owner Managed Business 2014 – Business Magazine Thames Valley 250



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- Building Consultancy
- Business Rates Consultancy
- Commercial Property Investment
- Lease Advisory
- LPA Receivership
- Marine and Leisure
- Occupier Advisory
- Property Acquisition and Disposal
- Property Asset Management
- Property Development Consultancy
- Property Planning Consultancy
- Property Valuation

Visit us:

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