



ask-re
The Property People LLP

ASK-RE

Ask-re is one of the UK's most effective property consultancies and was founded years ago by like-minded hands-on property people. Since then, the company has over provided business driven real estate consultancy and service delivery to about 1000 unique clients within the UK. We provide national reach, transferable skills and local delivery.

WHAT WE DO

We are the **standout** firm for unlocking the most complex and difficult real estate problems and converting problems into benefits, reducing cash outflows and liabilities, in order to make financial gains out of adverse situations.

Our unique approach combines strategic property and business knowledge, designed to add value and reduce the cost of commercial property, occupation and ownership. **We cut cost and create value.**

CONSULTANCY WITH CLIENTS

Corporate Real Estate Services (CRES) is industry jargon for the special skill set for corporate occupiers of commercial properties. We match our skills-set to occupier issues and needs, producing bespoke solutions driven by purely individual needs and limited only by what the tenure and property conditions allow us to achieve.

Our skills are particularly valuable and relevant during periods of downsizing or growing, whether disposing or acquiring, whether refinancing or releasing embedded assets. In addition to these more generalised scenarios, we offer specialist advice in matters such as capital allowances, lease restructuring and corporate finance either directly or with partners, as well as the embedded property specialists here at ask-re.

OUR SERVICES

- Expert Witness Reports incl. Arbitrations
 - Corporate Real Estate Services
 - Investment in Property Assets
 - Investment Property Asset Management
 - Business Space Leasing/Disposals
 - Rent Reviews, Lease Renewals & Valuations
 - Business Rates Appeals & Tax Savings
 - Planning and Development
 - Dilapidations Negotiations
 - Building Consultancy
 - Smartspace (www.smartspace-uk.com)
 - Globe/Reactive (www.globefacilities.co.uk)
 - aedis (www.aedis-uk.com)
 - Any Business Property Issue ?
- Please Just Ask!**

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Ask-re cuts service charge costs for Abraxas

CLIENT BRIEF

Abraxas hold a lease on office in Central London under which they found themselves subject to significant increases in the service charge contributions demand by the Landlord.

THE ISSUES

- Poor quality of service being provided to tenants.
- Significant increases in service charges demands.
- Lack of response on service matters.

OUR APPROACH

1. Carefully assess the responsibilities and liabilities of both landlord and tenant under the lease.
2. Investigate the management regime at the property.
3. Carefully investigate and analyse the service charge demands.
4. Obtain additional information from the landlord which had not been provided despite its responsibility to do so.
5. Analyse and check whether the service charges were being correctly apportioned between the various tenants.

6. Check 'value for money' of the various services.
7. Check what the landlord was charging tenants for but which were the liability of the landlord.
8. Liaise with other tenants.

RESULTS

1. Finding errors in apportionments and levels of charges including over-charging of managing agent's fees.
2. Finding charging errors which were in fact the landlord's liability or the retail tenants' liability, not our clients.
3. Negotiating with the landlord to obtain the correct apportionments to our client and the correct charging going back over a number of years.
4. Reducing our clients exposure to historic and future service charges by some 25%



abraxas 