



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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Corporate Services Group Disposal of 22 Carlisle Place SW1

CLIENT BRIEF

Our client [Corporate Services Group](#) (better known as [Blue Arrow](#) and [Man Power](#)) occupied the 1st floor of [Cardinal House](#) as their London HQ under a lease expiring June 2011 at a passing rental of £46psf which was seen as significantly over rented compared to other space in the local letting market.

[Ask-re](#) were instructed to dispose of the leasehold interest while our clients decamped to their existing premises in Banbury. It was important to keep marketing voids to a minimum and ensure rent free and incentives offered were not excusable.

ASK REACTIONS

We carried out a targeted detailed marketing campaign with brochure and various initiatives. At the time of marketing the Victoria office market was struggling yet we continued to drive forward viewings and interest.

We eventually secured serious interest from Lockheed Martin and after tough negotiations we achieved an assignment of the lease which was then over rented by circa £8-£10psf.

Despite this handicap, we eventually agreed terms. Solicitors were instructed and [ask-re](#) finished the process to ensure the documentation was agreed swiftly, with little loss to the client.

SUMMARY

Marketing proved difficult due to the over rented aspect of the property, however once our client had vacated and refurbished the floor we were able to secure a tenant which was a significant achievement due to the remaining term of the lease, the state of the market, as well as the over-rent.

This was altogether a really great outcome.

blueArrow


Manpower