

UK economy in red... less reason to feel blue!

Record performance in national survey!

Office Agency

Proving that even in difficult economic times business is still being done, Naylors Office Agency department completed the greatest number of office deals in the North East according to a recent survey of Newcastle's commercial property agents conducted by the Estates Gazette. During the period between 1 September 2007 and 31 August 2008 Naylors completed 36 deals involving a total of 79,010 sq ft of office space, both in Newcastle City Centre and on the Region's business parks.

Fergus Laird, head of office agency at Naylors believes that 2009 will continue in the same manner. "Whilst we have noticed a downturn in the number of enquiries, the encouraging part is that those enquiries that are made are serious and likely to take space, with casual enquiries being limited, and there are certainly some good deals around.



Naylors Office Agency Louis Donaldson and Fergus Laird (Director)

Have you got your EPC yet?

Management

With the ever increasing emphasis on climate change and energy conservation, it is now a legal requirement for almost all buildings to have an Energy Performance Certificate or EPC when they are first offered to the market for sale or to let. This new measure which began to be phased in from April 2008, becoming fully operational by 4 January 2009, seeks to show at a glance the likely energy usage of any building and compares it with a similar property of its age and type, so that occupiers can make a judgement on the relative cost of heating and cooling. Along with the EPC there is a simple bar chart, similar to that already provided on most energy consuming products as well as a report making recommendations as energy performance can be improved.

Naylors can provide an EPC no matter how complicated the property through a number of specialist consultants. It helps to keep the cost down if plans and any technical specifications of the property are available, but once provided, the EPC lasts for 10 years unless there are significant alterations made. Bill Naylor comments "There is no doubt in my mind that in time, the Government will penalise less efficient buildings probably through the rating system and that in turn will affect values, so the issue of energy efficiency will become more important as time progresses, with the EPC certificate being the first step in the process".

Industrial team win with £25m asset completions

Industrial Agency

And 2008 was just as successful for Naylors Industrial Agency Team. Despite the economic storm clouds, taking all sales, lettings and acquisitions into account the firm brokered 82 transactions ranging from small workshops up to large factories and warehouse space in most of the prime locations in the North East, with a total asset value of around £25 million.

Whilst the market is undoubtedly more cautious and it's important to be realistic and competitive when it comes to pricing, we at Naylors feel that there are still deals to be done with many companies looking past the recession and planning for the upturn.



from left to right: Bill Naylor, Keith Stewart and Adam Haley

Naylor's Asset Management Portfolio tops £80m



Angus White, Director and Head of Asset Management.

Management

The relocation of the company to the new offices has coincided with a period of reorganisation and further growth for the Asset Management Team.

In recent months the department has secured a number of important clients and instructions including Signal House - a purpose-built retail parade in Sunderland city centre where tenants include William Hill, Specsavers and Dawson and Sanderson.

The team has also been awarded the management of a portfolio of properties from London based Prime Estates. These comprise

a multi-let retail parade in Durham City, anchored by Yates Wine Lodge, a mixed retail and office investment in York city centre and a neighbourhood suburban retail parade in York.

Other recent instructions include The Derwent Centre in Consett, which is the town's only purpose built covered retail parade, anchored by a Boyes department store and Co-Op Pharmacy.

And, with new instructions on the horizon, including a large industrial portfolio in the region, the future looks bright.

Nexus appoint Naylor's

Consultancy

The Professional Department within Naylor's has been awarded a three-year contract from Nexus.

The Naylor's' team beat strong local competition to win the coveted deal which will involve dealing with all Nexus' property matters relating to the Metro network across the entire region.

Work to date has already included the disposal of a number of vacant units within station premises, as well as undertaking rent reviews and lease renewals and advising Nexus on all day-to-day property related matters.

As part of the necessary updating of the Metro - there is a £600m plan in place to re-energise the 26-year-old system - Nexus will be investing heavily in their stations over the next few years. Indeed work has already started at the Haymarket Metro Station in Newcastle. Here a landmark four-storey glass and steel building will eventually rise above the existing station, providing a new gateway to the thriving Northumberland Street shopping area and university quarter. A new, improved station area for passengers will see new escalators installed and the refurbishment of both of the station's platforms will include new floors, walls and ceilings to enhance the waiting area.

Naylor's' Professional Department will be



providing strategic advice on land and properties currently owned by Nexus, as well as assisting in the disposal of assets. The latter is being undertaken in order to generate revenue which, in turn, will help fund the proposed station and rail refurbishments.

Continuing to grow

In addition to acting for clients on rent reviews and lease renewals the Professional Department continues to expand by organic growth, working towards new contracts and acting for retained clients on landlord and tenant matters. For example, the team is

currently acting on behalf of a client on a number of rent reviews at Waterloo Place in the centre of Sunderland.

The team also continues to build on valuation instructions with many of these coming from existing clients as well as banks and pension funds.

As the market for agency and investment instructions starts to slow down, the Professional Department, together with the Management team, aim to continue their steady growth in order to ride out the tough times ahead.

New city centre headquarters for Naylor's

News Update



Reception at Hadrian House

Having outgrown our offices in Newcastle City Centre and Team Valley in Gateshead, Naylor's relocated to Hadrian House, Higham Place, Newcastle, in late March.

"We had been looking for new premises for a while and decided on Hadrian House because it offers a large, modern, flexible space which is enabling the team to work together under one roof, while offering potential for further business growth," said Angus White, Director. "Since the move we have noticed a marked improvement in efficiency by having our two locations, which operated as a virtual single office anyway, under one roof as well as having an improved working environment"

Naylor's plans for the future include the continued growth of the Management Service, development of a new Building Surveying Department and an expansion into property related Consultancy.



Keith Stewart appointed board director



Keith Stewart

Keith Stewart has recently been appointed a main board director at Naylor's, following Bill's move into property related consultancy, Keith Stewart has taken on an expanded role within the practice. This now gives him overall responsibility for the day-to-day running of the Industrial Department

PAI – Property Agents International

Agency

In order to provide our clients with a national service, Naylor's have become the latest regional commercial property firm to join Property Agents International.

Made up of other respected independent property surveying companies PAI provides member firms and their clients access to the best property advice whenever they may need it in the United Kingdom. "Membership to PAI is by invitation only and we were delighted to be asked to join to represent the North East", says Bill Naylor "We have also been impressed by the welcome we have received from other members from across the country. I am convinced that the liaison with like-minded organisations who are regional specialists like ourselves, some of whom have other areas of expertise, will be a great benefit."



Naylor's will host a PAI conference in Newcastle in 2009.

Firewatch go to Apollo



Commercial Deals

In an appropriate transaction for the home of the Sun God, Naylor's Chartered Surveyors have recently secured a deal with UK Firewatch, one of the Region's leading specialists in the provision of automatic fire sprinkler systems, who are taking the largest single unit at Apollo Court, Monkton South Business Park. The deal marks the half way point in the marketing of the scheme with five of the ten units having now been taken.

Comprising a detached building of 5,000 sq ft across two floors, the accommodation was ideally suited to UK Firewatch providing high quality offices at first floor and storage workshop space beneath with the capacity to fit the space for lab style working, or further meeting rooms in the future.

"We had been looking to relocate into new premises for some time and the adaptable nature of the space within the unit was something that appealed to us, as it satisfies our immediate needs but also gives us the capacity to grow" said Derek Duggan, Managing Director of UK Firewatch. "We also needed a highly accessible location, good parking with a flexible deal and Apollo ticked all the boxes for us" he added.

Bill Naylor of Naylor's Chartered Surveyors is pleased to have secured this important letting. "Whilst the market has been difficult throughout the time we have been marketing these units, the take-up has nevertheless been encouraging and demonstrates both the quality of the space on offer and also the flexibility of the financial terms" he said. "We have built a momentum here for further success in the next few months notwithstanding the current business climate and one of the attractions is that we can offer an option to buy in the future which means that an occupier can move in as a tenant in the normal way, but know that when the funds are available they will be able to realise a dream for ownership.

The five remaining units range from 2,500 sq ft to 8,000 sq ft.

Book your commercial property health check

Consultancy

Commercial property is certain to be either one of your biggest costs, or the biggest asset on your Balance Sheet. Get your property performing at it's best.



Let us provide you with a health check:

- **RENT** - are you facing a review in the next year?
- **LEASE NEGOTIATION** - there may be an opportunity to change your current arrangements.
- **ENERGY EFFICIENCY** - an energy performance report can identify savings.
- **SERVICE CHARGES** - get what you pay for and at the right price.
- **RATES** - don't pay more than you need. Future years' bills may be based on the 2009 figure.
- **REPAIRS** - a proper maintenance plan will save money.
- **DILAPIDATIONS** - faced with a claim? We can negotiate the best way for you.
- **RISK ASSESSMENT** - specialist knowledge on lease and insurance obligations.
- **PROPERTY MANAGEMENT** - professional management means a better investment.
- **SALES & LETTINGS** - turn cost into income by disposing of surplus property.
- **UP TO DATE VALUATION** - giving confidence in the balance sheet or for loan security.

Felling site just Purrfect!



Commercial Deals

Bizspace, one of the UK's leading providers of managed office, light industrial and storage accommodation has sold part of its site just to the east of Gateshead International Stadium, and almost adjacent to the A 184 Felling bypass, to the Cat's Protection League for a new rescue centre. The new development will be built to a high standard and incorporate a veterinary unit plus a visitor centre and educational facility to promote animal welfare.

Bill Naylor of Naylor's Chartered Surveyors acted for Bizspace. "This is an excellent business location, being so close to one of Tyneside's best known thoroughfares and we had a good level of interest from commercial organisations before the Charity approached us, and although the use was one we hadn't anticipated, we could immediately see the attraction" he said.

Peter Marshall of Bizspace commented that the development would provide a useful focal and reference point for the adjoining commercial centre. "We think this project will help identify the location of our centre and is a great use for some surplus land that we had. We wish the Cat's Protection League every success".