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REAL ESTATE ADVISOR

Before committing to a property

A property can appeal before it is clear whether the acquisition fits your plans. Keep those two things separate, particularly when there seems to be pressure to move quickly.

What are you acquiring?

For an occupier, the purchase concerns space for the business. With a tenanted property, existing arrangements form part of the decision. The same building can therefore mean quite different things to different buyers.

Which uncertainty could change your decision?

Missing information does not all carry equal weight. The key issue may be intended use, a lease provision or costs that remain unclear. Identifying what could change your decision helps focus further enquiries and the conversation.

What needs to be established first?

A viewing, a proposal and a purchase are separate stages. Distinguish what is known from what is assumed, and what needs resolving before the next step. The pace of a decision should reflect the information available.

To discuss a prospective acquisition, a brief introduction is enough. The property, the parties and your considerations can follow in a personal conversation.

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