



CSquared

Industrial Agency

PROFILE



Name: Allan Lloyd

Job Title: Partner

Short Bio: Partner in Charge of Occupational & Investment Agency

Forward

CSquared work on the front line, deeply emerged in our core markets, which means that through our technical acumen, unrivalled market knowledge and best in class marketing platforms, we are well placed to deliver outstanding results on behalf of our clients.

We are particularly skilled in advising clients on the development of both warehouse and industrial units and using our own market research we have a clear understanding of demand profiles from both sectors.

Whether you are seeking to acquire or dispose of commercial premises we are able to assist, and work collaboratively with Building Consultancy and Lease Advisory teams to maximise returns and reduce risk.

SERVICES

Letting

“Most people think that “selling” is the same as “talking”. But, the most effective salesperson knows that listening is the most important part of their job”.

At CSquared, firstly listen to our clients; to interpret what drives them, as no two clients are the same. We host properties on a variety of the leading leasing platforms as well as using SEO, social media and leading CRM and data management software. We pride ourselves on our creative thinking to provide outstanding solutions that are, most importantly, aligned with our clients core objectives.

Freehold acquisition and disposal

“He is not a full man who does not own a piece of land” Hebrew proverb

With most commercial property held as investment, it is rare that a premises comes available with vacant possession. We hold comprehensive ownership databases, and use land registry and business rate data to identify off market opportunities. Our agents are active in the markets we operate within and can advise on likely achievable terms and provide detailed advice on market activity, strategic advice as well as condition surveys, planned preventative maintenance reporting and full management services.

Tenant representation

“Success is what happens after you have survived your mistakes.”

We find the most significant error non-represented tenants make is to view acquisition against whether the business can bear the overhead, rather than whether the terms are appropriate in the context of the market. We use our market knowledge to achieve optimal results for clients.

If exiting from a premises, timing is critical, whether through service of break clause or lease expiry, the timeline is paramount to effect a smooth transition.

Dilapidation liability is also a significant implication and consideration as to whether exit through assignment or sublet might be more appropriate.

Following the scheduling of on and off market opportunities we identify suitable solutions and arrange and accompany site visits. Our expertise in the occupational markets mean that we can minimise costs, not only on rent, but also reduce risk through lease flexibility, but also to mitigate risks in a variety of areas.

CASE STUDIES



Victoria Business Centre, Bath

Retained client, UK and European instructed CSquared to dispose of their 7 vacant units. The units were let at c. £10psf on flexible terms in line with the clients requirement to retain flexible control for future redevelopment of the estate.

Let



Units 1-4 Dartmouth Avenue

On Behalf of Bath and North East Somerset Council, CSquared are retained to let the former Council print services buildings, totalling c. 14,000 sq ft and available for immediate occupation. The premises have a mix of B1C and D1 use classes and comprise 4 unique and well located detached building.

Let



2 Ashmead Business Centre, Keynsham

CSquared were appointed to source a market the premises on leasehold terms and we're able to secure a new tenant and appoint solicitors prior to an open market exercise, using software to identify a potential tenant with a lease expiry elsewhere on the estate.

Let



Locks brook Road, Bath

A proposed new build, modern R&D facility with Platinum fibre connectivity and modern façade. Construction due to start Q3 2020

Coming soon

MEET THE TEAM

Team Department



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