



ONE-STOP SHOP

With a trusted and high-profile client base, LWE Commercial have a huge responsibility during these troubled economic times.

Everyone must have felt like we've experienced economic uncertainty in the last decade but truthfully nothing in most people's working life can prepare them for the present global financial crisis. For property professionals it surely isn't all bad news, opportunity arises during such times, not just at others expense but with appropriate consideration to the market and long term expectations.

We are, as politicians once liked to remark, "back to basics" – the basics of security of income driving value. Naturally many factors influence this not least of which understanding occupier demand. Occupiers are still out there but commercial property needs to be correctly located and laid out.

LWE Commercial is now being asked for advice in respect of lease structures, tenant profile and the rental analysis in far more detail than in previous years. By the very nature of the economy, businesses need homes and traders need to trade, so working with them and understanding their requirements is a key consideration – something LWE Commercial believe they understand well.



HARROGATE... LWE Commercial recently acted for Tesco Stores

LWE Commercial is very active in the Yorkshire market. Key clients, including Tesco, continue to seek good locations and probably more than ever will work with owners. It is only recently that Tesco have acquired a store, advised by LWE Commercial in Harrogate, for a Tesco Express format, the last remaining postcode in the country where Tesco didn't have representation. LWE Commercial have also acquired stores in Leeds, Bradford, Sheffield and Rotherham in the past six months.

The company's professional department dealing with rent reviews, lease renewals and service charge is receiving more and more enquiries. It is particularly relevant now that the banks or funding sources see clients taking and receiving good advice in this regard and clients want to ensure mistakes are not made on critical income and expenditure items.

The office of LWE Commercial is as busy as ever having just passed the company's fifth anniversary. The emphasis on the nature of the work has shifted but for LWE Commercial opportunity exists to work closely with clients on a professional basis to ensure their property interests are sound and secure for the current turbulent ride and for the longer term.

The contacts within the office are director, Andrew Allen; Agency and Letting Department – Jamie Smyth and professional department head, Stuart James.



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