



Newsteer
REAL ESTATE ADVISERS

Real Estate advice exclusively for Occupiers

**TRUSTED
ADVISORS**

**AREAS OF
EXPERTISE**

**WHO WE
WORK WITH**

**TRACK
RECORD**

**GET IN
CONTACT**

**ABOUT
NEWSTEER**

Trusted advisors

We are a specialist team providing UK wide real estate advice matched with local expertise exclusively to occupiers.

Our team does not act for landlords. An occupier-only approach means we work in your best interests providing independent conflict free advice to secure on and off market opportunities.

- Portfolio strategy advice
- Confidential property searches, selection and negotiation.
- Freehold and Leasehold disposals
- 'Stay v go' analysis
- Rent reviews and lease renewals
- Lease re-gears
- Business rates advice
- Building surveys and dilapidation settlements
- Work Place Consultancy to "right size" accommodation requirements.
- Rental and Freehold valuations

Areas of expertise

- Avoid all conflicts of interest
- Always acting in the best interest of the occupier
- Access to both on and off market opportunities
- Aligned to your goals
- Working in partnership
- Adding value



- Whether expanding, contracting or consolidating advise on the optimum property solution for your business
- Manage all aspects of a property transaction from start to finish including de-risking financial and contractual lease commitments
- Front all negotiations with landlord's and their advisers to secure the ideal property on the best open market terms
- Advise on market values ,property costs, incentives and lease terms
- Co-ordinate with other consultants when needed to ensure best in class advice is obtained.

Who we work with



Capita



We provide advice to Capita Group Property (in-house Real Estate team to Capita plc) across their UK-wide property portfolio comprising c.375 mainly leasehold offices.

“Over the 3 years that I have known Tracy she has given invaluable assistance. She always goes the extra mile in terms of service delivery, keeping the client informed of the negotiation progress and offering various solutions to work through to best outcome. Her commitment from assessing client needs through to negotiation, solicitor instruction and conclusion of legals shines through. Tracy always offers valuable market knowledge to each transaction and her positive, friendly approach is very engaging.”

Julie Gibbons, Estates Surveyor – Capita

Services

- Acquisitions
- Sales and lettings
- Lease regears and surrenders
- Lease advisory – rent reviews and lease renewals
- Other Newsteer services include:
 - Business Rates
 - Building Consultancy



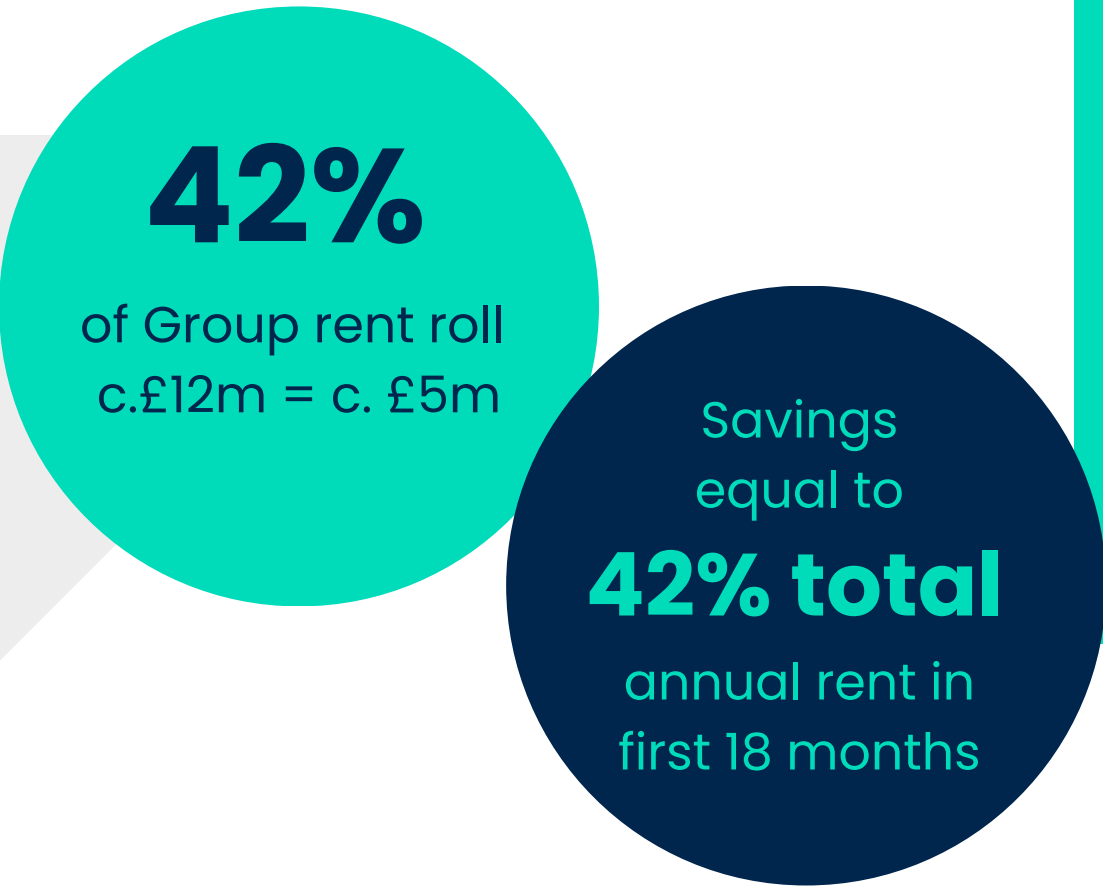
Paragon Group



We have worked with Paragon and subsidiary companies, including OT Group, since June 2020. The portfolio comprises c. 30 properties in the UK and Ireland, with a mixture of offices, warehouses and retail print shops.

“I have worked with the team for just over 12 months now and the experience has been nothing but positive. In a short space of time they have worked hard to understand our business and our individual location requirements. Professional throughout and extremely efficient with their time and ours.”

Robert Goodier, Paragon Group



Services

- Strategic advice on portfolio management
- Acquisitions, sales and lettings
- Lease advisory
- Lease renewals
- Lease re-gears
- Rent reviews
- Building Consultancy:
 - Dilapidations
 - Surveys
 - Contract administration for new build / refurbishment

Brooks Macdonald



Our team provides portfolio strategy to Brooks Macdonald on their UK-wide portfolio.

Services

- Strategic advice
- Landlord and tenant
- Agency
- Dilapidations

“We were thrilled to find such a great location which provided us with the space that meets not only our business requirements today, but our ambitions for future growth. Newsteer really went the extra mile during the acquisition process, not only finding the property, but also providing technical and strategic project advice.”

**Eniitan Page, Head of Real Estate & Facilities
Brooks Macdonald**

£6.2m

total client savings



Money Supermarket



Overview

- Move closer to talent pool.
- Manchester selected over Liverpool as location.
- Business maturing.

“Stephen and the team have worked with us from day one on our people plan which has been the driver to shape our property requirements. The Occupier Advisory team have an ability to go beyond property and understand our business which we see as an important differentiator in the market place to deliver on our property strategy.”

Considerations

- Projects imminently starting, however, not ready to move whole business at Day 1.
- Align maturing business with young transient employees.
- Uncertain of size of office required.
- Senior management changing during the project.
- Solution – flexible, flexible, flexible.
- Phase I – 2016 – Two year deal at 57 Spring Gardens.
- Phase II – 2018 – Further 100 desks with WeWork at St Peters Square.
- Phase III – 2019 – Acquisition of 30,000 sq.ft. for permanent home in progress.

Value added

- Phased and flexible solution.
- Offering creative solutions.

£2.5m

total client savings

30,000 sq. ft.
acquired



Get in contact



Stephen Downey,
Director

+44 (0)7472 724 500
stephen.downey@newsteer.co.uk



David Felman,
Director

+44 (0)7547 583 387
david.felman@newsteer.co.uk



Tracy Cooper,
Director

+44 (0) 07827 944 642
tracy.cooper@newsteer.co.uk



Edward Cecil,
Senior Surveyor

+44 (0) 07851 243 430
edward.cecil@newsteer.co.uk



Aaron Shaffer,
Graduate Surveyor

+44 (0) 07932 438 548
aaron.shaffer@newsteer.co.uk

TRUSTED
ADVISORS

AREAS OF
EXPERTISE

WHO WE
WORK WITH

TRACK
RECORD

GET IN
CONTACT

ABOUT
NEWSTEER