



# Intelligent Property Advice

CELEBRATING 5 YEARS



**WELCOME TO OUR VERY FIRST NEWS FLASH DOCUMENT WHICH WE HAVE DECIDED TO PRODUCE JUST TO LET EVERYONE KNOW WHAT IS KEEPING US BUSY.**

# A SMALL COMPANY WITH BIG IDEAS

timeline

2 March 2009  
First registration  
of company

29 June 2009  
First job completed

December 2009  
Website launched

January 2010  
First letting  
board erected

January 2011  
First office at  
78 St Vincent Street,  
Glasgow

24 April 2012  
100th instruction

26 June 2012  
Move to larger office  
at 82 Mitchell Street,  
Glasgow

January 2013  
2nd generation  
website launched

2 March 2014  
Celebrate 5th birthday

2013 WAS A BUSY YEAR FOR US AND WE COMPLETED MORE AGENCY TRANSACTIONS THAN IN ANY OTHER YEAR TO DATE (40 IN TOTAL). WE HAVE DEVELOPED THE BUSINESS FROM HUMBLE BEGINNINGS IN 2009 AND WILL CELEBRATE OUR 5TH BIRTHDAY IN MARCH THIS YEAR!!



AGENCY



AIRPORT CONSULTANCY



DEVELOPMENT



ASSET MANAGEMENT



VALUATION



INVESTMENT



LEASE ADVISORY

## WHAT WE DO...

We offer a full commercial property service, effectively giving clients a 'one stop shop'



# NEVER STANDING STILL...

2013 was a record year for us and we acted as agent in over 40 deals through the year.

## INDUSTRIAL - 10 TRANSACTIONS

Our largest single letting was for a 17,000sq ft unit at Blochairn to Grafton Group Plc in August. We secured a 10 year lease for our client and the tenant undertook a £200,000 re-fit of the unit, including new trade counter and corporate fit-out. At the other end of the scale, we completed a total of 5 lettings for our client Tregunter Properties at Tollcross Industrial Estate. With the recent letting of the final unit in April 2014, we have since achieved 100% occupancy of the 22 unit estate.



Letting to Grafton Group, Blochairn, Glasgow

## OFFICE 18 TRANSACTIONS

2013 continued to be a challenging year for office lettings and sales. Despite this, we managed to achieve 16 lettings and 2 sales during the year, and acted for two occupiers to secure new Scottish head offices in Glasgow. The highlight of our year was the letting of 7,000 sq ft to Kent Foods at Titanium 1 Braehead on behalf of our client Wynd Property. The letting was secured only 4 months after formal marketing had begun, and was the culmination of a pro-active and comprehensive marketing campaign. We were involved in 6 different office transactions in St Enoch Square, including the acquisition of a series of offices at No 60, which we subsequently let on behalf of our client. We also had good success for our client Campbell Dallas, letting a further three offices in Bearsden and a full townhouse building in Paisley.



Letting to Kent Foods, Braehead, Glasgow

## RETAIL 2 TRANSACTIONS

We had a relatively quiet year, although are working on two significant transactions which will hopefully complete by Q3 2014. We negotiated a lease renewal with Allen & Harris in the southside of Glasgow and also acquired a retail investment in Perth on behalf of clients, subsequently assisting our client with an assignment which resulted in improved tenant profile.



Acquisition of retail unit, Perth

## ROADSIDE 2 TRANSACTIONS

We continued to market our roadside stock, and sold two sites, one in Glasgow Road Rutherglen and the other in East Clyde Street in Helensburgh. A further three roadside sites are now under offer, two on a leasehold basis.



## AIRPORT 11 TRANSACTIONS

At Edinburgh Airport, we undertook an exercise to formalise all airside storage areas, which resulted in a total of 9 lettings, increasing the airport's rental income significantly.

At Glasgow Airport, our largest single letting was to Gama Aviation and was the culmination of 3 years of hard work. Gama took a 2 acre site on a ground lease, at a rent of £90,000 pa and subsequently constructed a 25,000 sq ft facility including hangar and air ambulance accommodation at a cost of £3.5 million.



Ground lease to Gama Aviation, Glasgow Airport

## OUR WEBSITE

We started off the year by re-building our website – long overdue, the new web site has enhanced the 'Available Property' section and has added in much more functionality and a huge back end which allows us complete control over content. A Twitter feed on the front page keeps our clients up to date with recent news and we have added a 'Projects' section which showcases the work we have undertaken since the company was set up. Please do take a look!!



## WHAT OUR CLIENTS SAY:

WE HAVE A WIDE RANGE OF CLIENTS FROM PRIVATE INDIVIDUALS AND SMALL COMPANIES TO LARGE CORPORATE ORGANISATIONS. HERE IS WHAT SOME OF THEM ARE SAYING:

Eric has provided both Campbell Dallas and Wynd Property with



professional commercial property advice over a period of years. The service provided is efficient, the advice offered comprehensive and Eric's knowledge of the property market is extensive. Testament to that is that he has successfully let 7 offices for us over the last 2 years, as well as providing Campbell Dallas and our clients with invaluable support and advice along the way.

*Peter Gallanagh, Partner.*

"Just a short line to say thank you for all the hard work you have put in. We are delighted with the success of the management of the tenancies (100% rent collection) and the speedy manner in which the buyer was found and completion took place. We shall certainly be retaining you on any future deals we have in the area."



*Steven Kay, Director.*

## NEWS BITES



**Fame at last!**  
We were recently asked

by Lion TV to be filmed for a forthcoming episode of the BBC's 'Homes under the Hammer', which will feature a commercial unit – filming with Lucy Alexander has taken place, and we will give you plenty of advance notice closer to the screening time.....

### Fully let at Tollcross

We have just completed our 11th letting at Tollcross Industrial Estate, achieving 100% occupancy of the 22 unit estate for our client.



**Hertz secured in design and build deal**

In June last year, we purchased a 1.25 acre site in Cambuslang for a longstanding client. We are pleased to announce that after working on this over a period of months, we have just secured Hertz as tenant, and our client will shortly begin construction of a new 12,000 sq ft design and build unit.

### The return of the closing date?

The last two sales transactions we have completed have been as a result of competitive bids and closing dates. Testament to the work we do, but hopefully also the sign that the commercial property market is finally showing signs of improvement.



**Insolvency**  
We recently undertook our first insolvency

case on behalf of a bank. This was a complex case involving 17 tenancies, where no details of rent payments, tenants, leases etc were known. We actively engaged with the tenants, managed the property on behalf of our client, collected rent on behalf of our client, provided asset management advice, and sold the property at a closing date 3 months later. We can provide a full insolvency service and would be delighted to work with you if you have ongoing cases. Please call us for a free consultation.



# Please get in touch.



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