



# FAIRWEATHERS

## Chartered Surveyors & Commercial Property Consultants

[www.fwsurveyors.co.uk](http://www.fwsurveyors.co.uk)



## Recession-Proofing your Business: The Fine Art of Choosing Consultants

A quick Google reveals that there are a huge number of firms of Chartered Surveyors in the region. Each will come with recommendation from the Royal Institution of Chartered Surveyors. Each will have qualified Professionals within it.

So how do you know which ones to use? Is there a difference?

**“Avoid those who knows the price of everything and the value of nothing”.**

What’s the difference between pricing something and valuing something? In the current market, most people armed with a computer can price a building. “Easy. Find a load of similar ones that have sold recently, and pick a figure sort of in the middle of that. Can’t be criticised. Job done!” Or is it?

Yes, that’s a way to price a building. But it won’t tell you whether that building is about to be worth substantially more, or less. It won’t tell you what you could do to add value to that building by improving it. It won’t protect you from future claims against you for repairs, nor will it advise you on how you can increase the value by putting into place particular wording in leases. It won’t tell you whether the person you’re negotiating with is likely to back down or not, or is a tough negotiator who needs a particularly experienced professional working with you. It won’t tell you whether there’s useful information in other similar transactions, based on decades of extensive experience in that particular field and that particular physical area. It won’t spot small but very significant and expensive errors in legal documentation.

People choose Fairweathers because our people have extensive experience as RICS Registered Valuers, absolute professionalism, unparalleled track records of accuracy, extraordinary negotiating skills and an ability to get more out of property transactions than you thought possible. It is why we are the firm of choice for other Professionals, and why our fees more than pay for themselves, time after time.

Contact Senior Director Peter Memmott on 0118 921 0130 for impartial advice and an initial discussion.



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## Key Business Sectors



- **Bank security specialists for London/Thames Valley/M3/M40/M25**
- **Experts in the field of Landlord & Tenant matters**
- **Building Survey & Pathology**
- **Dilapidations**
- **Party Wall and Rights of Light**
- **Project monitoring**
- **Strategic property advice**
- **Commercial property investments**
- **Rating appeals**
- **Development sites**
- **Compulsory purchase**
- **Valuations for Partnership matters**
- **Commercial property management**
- **Valuations for insolvency practitioners**
- **Expert Witness work**
- **Capital Gains Tax and inheritance matters**
- **Specialist property advice for Doctors, Dentists, Charities and Schools**
- **Receivership matters**

If you wish to be removed from our mailing list, or wish to be sent newsletters on matters of interest to your sector, please contact Ann Memmott or Kate Jackson at the Thames Valley Head Office shown overleaf, through [info@fwsurveyors.co.uk](mailto:info@fwsurveyors.co.uk), or by fax to 0118 931 1778

This publication is available in accessible formats. Please contact Ann Memmott as above.