

# mctear williams & wood property



## Property Specialist

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## Our Specialist

Iain Reid is a Chartered Surveyor with over 20 years experience in the property industry working primarily in East Anglia. He has dealt with all property sectors including retail, industrial, office, leisure and residential.

Iain is, and will continue as, a Director of Citygate Developments Limited, a successful commercial property development/investment company, which he co-founded in 2001. Based in Norwich, Citygate has undertaken many local property developments/investments specialising in turnaround situations.

Prior to 2001 Iain was head of commercial property at Savills' Norwich office where he specialised in development and investment advice for local and national clients.

## How We Can Help You

Our focus is solely on turnaround and distressed situations.

Experience and market knowledge are vital in dealing with property situations. We understand that no two properties are the same and that each requires an individual approach.

Our strength lies in having the expertise and hands on experience of dealing with all manner of difficult property situations and helping to squeeze the maximum value out of them in the shortest time available. We will give clear straightforward advice and will advise on strategies based on practical experience.

We can help to hold and manage properties until markets improve, put in place and manage asset enhancement strategies, complete developments, source fresh equity and manage disposals as required working with other professionals.

On leasehold situations we look at value and liability issues and can advise on re-negotiating existing lease terms where appropriate.

Whether the property in question is freehold or leasehold overall we:

- Provide reassurance on existing plans
- Agree a clear strategy for maximising value
- Look at restructuring leases
- Appoint the right agents and other professionals for the job
- Help clients negotiate with banks
- Complete developments
- Take LPA appointments

Whilst we provide strategic property advice and can help to identify issues and opportunities we are not valuers, agents or lawyers and in distressed and turnaround situations we look to work alongside other advisors to maximise value for the client.

Contact us free on 0800 085 5070 or visit [www.mw-w.com](http://www.mw-w.com)

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