



## New commercial property firm, Higgitt Consulting, arrives in Guildford, Surrey

A new independent commercial property consultancy has opened in Guildford, bringing more than three decades of expertise managing multi-million pound property transactions to the town.

Founded by Andrew Higgitt, chartered surveyor and former managing director of Godalming property investor Constantine Land, Higgitt Consulting delivers advice and consultancy services within the commercial property sector.

Andrew has over 30 years' experience in commercial property investment and asset management, having managed substantial property portfolios for a diverse range of large companies including national retailers across the UK. In recent years he has personally conducted more than £125 million of commercial property transactions.



A typical project recently undertaken included project managing an office relocation for a local corporate group and the renewal of an office lease in London for an international management consultancy. He is currently advising an international medical diagnostics company on their relocation plans and giving strategic leasing advice to a major regional motor services group.

The current economic climate is creating interesting commercial property opportunities says Andrew: "There is a definite impetus in the market; yes, the South East is a prosperous area but there are increasing signs of confidence in other regions too. Businesses which were deferring property occupation and investment decisions are now pressing the button on projects for the first time in a number of years.

"I believe I offer common-sense, practical hands-on advice; I have experience in all main sectors of the market, big and small and clients know I am available 24/7. Irrespective of economic market conditions there are always opportunities to be realised when it comes to the disposal and acquisition of property or the renegotiation of leases. There is no benefit to be gained in leaving it to the last minute when opportunities for negotiation may have passed.

"In recent months, I have completed a number of deals to restructure property leases that had been languishing on the table for two years. I have also recently completed a disposal programme of vacant property assets, achieving results which would have been unthinkable 12 months ago." The upturn in market confidence is also leading to an improvement in the banks' attitude towards commercial property lending, says Andrew. "As the number of bad loans reduces, the banks are gradually taking a more favourable approach to new lending, potentially offering higher loan-to-value ratios and lower loan charges than were available 12 months ago. There is also more competition returning to the lending market which is always helpful" Andrew concludes.



Higgitt Consulting



For further information  
about Higgitt Consulting

contact Andrew on  
01483 570449

or visit

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