

Drivers
& Norris

EST.
1852

ESTATE AGENTS & SURVEYORS

Commercial & Professional

Expert Advice Every Step of the Way



About Drivers & Norris

Established in 1852, Drivers & Norris is one of London's longest-standing property firms. With over 170 years of experience, we have built a trusted reputation for commercial property services across the capital.

Our Commercial Team is the fastest growing division within our estate agency group, bringing together a multi-disciplined and hugely talented group of property professionals who work alongside entrepreneurial clients across a wide range of commercial property projects.

Whether it is for retail outlets, warehousing and industrial units, or major office developments, our experts are passionate about delivering the best possible results, no matter how complex or challenging the brief may be.

Our approach is collaborative, our thinking is smart, and our solutions consistently deliver outstanding investment returns for clients.

MEET THE TEAM



Scott Hailou
Managing Director



Kirill Toursin
Operations Manager



John Roe
Senior Surveyor



James Davenport
Commercial Negotiator



Martin Cooper
Commercial Negotiator

Our Commercial Services

A full range of expert commercial property services.

Rental, Lease & Sales

Property Acquisitions

Investment

Rent Reviews & Lease Renewals

Valuations

Surveys

Lease Enfranchisement

Expert Witness

Property & Block Management

Rental, Lease & Sales

From retail units to major office developments, we deliver expert letting and sales advice tailored to every instruction.

Drivers & Norris provide expert marketing, leasing and sales advice across all commercial property sectors. We work closely with investors, developers and property owners, ensuring we thoroughly understand their needs and objectives from the very outset.

We will market your commercial property in the best possible way, ensuring maximum exposure throughout. Drawing on our extensive in-house database of applicants and agents, alongside online and industry publications and bespoke email campaigns, your property will reach exactly the right audience at the right time.

Whether you are looking to let or sell, we offer our clients an unrivalled level of support throughout the entire process. We handle all aspects of negotiations and liaise closely with solicitors and other professional advisors, giving clients complete confidence that the best possible deal will be achieved.



Property Acquisitions

Finding the right commercial property requires more than just market knowledge. It requires the right connections, the right experience and a team that truly understands what you need.

Our bespoke acquisitions service acts for prospective lessees, buyers, occupiers and investors across all commercial property sectors. With long-standing membership of numerous networks, we have access to a wealth of contacts and many channels of enquiry, meaning we are exceptionally well placed to identify the right opportunity for you.

We provide strategic acquisition advice based on a thorough understanding of your requirements, backed by due diligence at every stage of the process.

We are also unique in having a well-established Valuation Department on hand at all negotiation stages, ensuring the best possible price is always achieved.



Investment

Expert investment advice to help you make the most of every commercial property opportunity in London.

Our experienced investment team advises on the sale, funding and acquisition of commercial London property for individuals, family offices, trusts, institutional funds and syndicates, providing bespoke and industry-leading independent advice backed by thorough due diligence at every stage.

When acting for acquiring clients, we offer strategic advice based on a detailed brief covering portfolio weighting and investment rationale, identifying the right opportunities across the London market.

Our professional services and management teams ensure we continue to maximise the performance of our clients' assets well beyond the point of acquisition.



Rent Reviews & Lease Renewals

A strategic and considered approach to rent reviews and lease renewals, protecting your interests at every stage.

Drivers & Norris offer a bespoke service to landlords and tenants, with a reasoned and strategic approach to rent review and lease renewal analysis and negotiation.

We advise landlords and tenants alike across traditional high street retail, industrial and office properties, always basing our negotiations on the available evidence to achieve the best possible result for our clients.

We proudly achieve significant financial benefits for a wide variety of clients, with a comprehensive understanding of landlord and tenant property law ensuring both sides of the commercial property market are clearly served.



Valuations

Our experienced team of Valuers regularly undertake formal valuations across London and the Home Counties, including:

- Capital taxation & IHT
- Compulsory purchase
- Class E (commercial, business and service) properties
- Extension & Enfranchisements
- Landlord and tenant valuations
- Reinstatement using our in-house BCIS database

Businesses and property owners regularly require formal written valuations for a wide range of commercial purposes, from capital taxation and investment appraisal to compulsory purchase and landlord and tenant disputes. All valuations are carried out in accordance with recognised professional standards and established valuation methods, and our team has the depth of knowledge and experience to advise confidently across all commercial property sectors.

Where differences in opinion over the value of a commercial property lead to disputes, our accredited experts are well placed to assist as recognised experts in commercial disputes before the courts, providing clear, objective and well-reasoned valuation evidence throughout.

Surveys

Our experienced team of surveyors provide a comprehensive range of building survey services for commercial landlords, tenants and property owners across London and the Home Counties.

Commercial landlords and tenants will be aware that properties require regular maintenance and, in most cases, when a lease ends a repairing liability will exist that necessitates the provision of a Schedule of Dilapidations. Our surveyors are well placed to quantify the cost of any disrepair and negotiate the best possible outcome for our clients.

Before a new lease is taken, a tenant will often want to minimise their liability for any existing disrepair through the provision of an ingoing Schedule of Condition, ensuring they are fully protected from the outset. Our team handles all aspects of this process with thoroughness and care.

Our survey services include:

- Schedule of Condition
- Structural surveys
- Schedule of Dilapidations
- Building reinstatement assessments

Lease Enfranchisement

Expert advice for landlords and tenants on all aspects of lease enfranchisement across London and the Home Counties.

Existing legislation provides an established route by which tenants can either extend their leases or obtain a share in the freehold of the property. Leasehold enfranchisement legislation covers two distinct rights:

- The right to buy out a freehold
- The right to apply for a lease extension

Landlords equally gain and benefit from these transactions, as they can charge a premium for agreeing to the alteration. Skilful negotiation is essential to achieving the best possible outcome for all parties, and our experienced team is well placed to advise and act throughout the entire process, including attendance at Tribunal where necessary.

Expert Witness

Our team has a wealth of experience in compiling Expert Witness reports across a wide range of commercial property matters, including where Rent Reviews and Lease Renewals proceed to Arbitration or Independent Expert Determination.

Taking an objective and pragmatic stance, our reports are compiled with the utmost due diligence and attention to detail, providing clear and authoritative expert evidence that stands up to rigorous scrutiny in both arbitration and court proceedings.



Property & Block Management

Drivers & Norris provides a comprehensive property and block management service across London and the Home Counties, combining professional rigour with a genuinely personal approach. Every client receives a fully tailored service, delivered to the highest industry standards.

Our management service covers all aspects of residential and commercial property:

- Rent collection and transfer
- Tenant deposit protection
- Client account reporting
- Service charge budgets and reports
- Monthly statements
- Property insurance reviews
- Property visits and inspections
- Building servicing and maintenance
- Recommended tradespeople
- Health and safety advice

Beyond day-to-day management, our specialist Valuation Advisory Practice brings an additional depth of expertise. Led by highly regarded surveyors with over 60 years of combined professional experience, the team advises confidently across the full range of commercial and residential valuation matters, from secured lending and enfranchisement to landlord and tenant disputes and inheritance tax.

Where valuation disputes require independent expert evidence, our accredited surveyors are well placed to provide clear, authoritative and well-reasoned reports before the courts.

Memberships & Affiliations

Our memberships and regulatory affiliations give clients the confidence that every instruction is handled with complete professionalism and accountability

Drivers & Norris is one of London's most established independent property firms, with offices in Islington and Finchley. Our commitment to professionalism, transparency and the highest standards of client care is underpinned by our membership of the UK's leading property industry bodies.

We are regulated by The Property Ombudsman and are proud members of The Guild of Property Professionals, the Relocation Agent Network and Propertymark. Together, these affiliations provide our clients with the assurance that every aspect of our service is independently overseen and held to the most rigorous professional standards.

The Property Ombudsman
www.tpos.co.uk

The Guild of Property Professionals
www.guildproperty.co.uk

Relocation Agent Network
www.relocationagentnetwork.co.uk

Propertymark
www.propertymark.co.uk

To discuss your property requirements, please contact us on 020 7607 5001, email commercial@drivers.co.uk or visit www.drivers.co.uk.



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London Property. Done Properly.



drivers.co.uk



commercial@drivers.co.uk



020 7607 5001