



Manchester is our Business

Manchester's Commercial Property Experts - Established 1873



company overview

Manchester's Leading Commercial Property Consultancy Est 1873

W T Gunson is a long established independently owned firm of chartered surveyors and commercial property agents based in Manchester City Centre.

From our offices at No. 1 King Street we service clients and property across the whole of the Greater Manchester region and throughout the North West.

The partners are all chartered surveyors and the practice prides itself on providing a highly professional service on all property matters. An enviable and loyal client base is testament to the standard of service provided.

We are Quality Assured for surveying and valuation services and, together with the status of being RICS Regulated, this gives new clients the comfort of knowing that they are dealing with a firm having the kite marks of excellence.

Today in an ever changing business climate, we strive to maintain thoroughly traditional values but always combined with keen commercial judgement and sound market knowledge.

Key Services

Wide ranging RICS regulated commercial property services

W T Gunson offer a comprehensive range of commercial property services including:

- Sales & Lettings
- Investment/Acquisition
- Land & Development
- Property Management
- Service Charge/Residential Block Management
- Lease Consultancy
- Dispute Resolution
- Valuation Services
- Expert Witness
- Business Rates
- Compulsory Purchase
- Mediation
- Dilapidations



our history

Commercial Property Expertise from 1873

William Telford Gunson was born in Durham in 1839, educated privately and at Durham School of Art where he gained several medals and prizes. He qualified as a civil engineer, architect and surveyor and served articles with a London firm before moving to Manchester and taking a role in the City Surveyors Office. He set up on his own account in 1873 and was subsequently joined by his son Ernest Gunson, the firm then being known as W Telford Gunson & Son.

Throughout its history WT Gunson has played a major part in the development of the North West property market. The architectural side of the practice, which split from the surveying side was responsible for many of the region's finest churches, police stations and public buildings such as Lytham Pier and Pavilion, and Hyde Reform Club.

The current partners and staff always take a keen interest in the development of the RICS. Earlier partners include a President of the RICS and several have been appointed to the Lands Tribunal. One of our former partners was also President of the Rating Surveyors Association.

Whilst being very conscious of our past history, we are actively aware of the present and will continue to anticipate its future with confidence.



sales/lettings

Commercial Agency Services

Based in Manchester City Centre, W T Gunson's agency team offer a professional and personalised service for disposals, lettings and acquisition of all types of commercial property, land/development opportunities and investment properties. We act for a wide range of clients including private individuals, public bodies, insolvency practitioners and corporate clients. Geographically we specialise in advising across Greater Manchester and North West region but for certain clients we do cover the whole of the UK.

Our keys services and skills include:

- Free property appraisals with advice on value and marketing
 - Coverage of retail, industrial, office, leisure, land/development and investment
 - Excellent on line presence for advertising your property including Rightmove Commercial, Zoopla Commercial, EG Prop Link, Nova Loca and Movehut amongst many others.
 - Complete coverage of the North West region
 - Over 200 live instructions on the market at any one time
 - Comprehensive databases of investors and developers
 - Comprehensive computerised property matching service for specific requirements
 - Acquisition advice for occupiers including sourcing of commercial properties for specific requirements.
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investment/acquisition

A Nationwide Investment Service

W T Gunson's Investment Department provides a specialist U.K. wide service advising clients looking to buy or sell property investments including Industrial, Retail, Office, Logistics, Leisure and Residential property. With a long established contact base we can provide access to investment opportunities throughout the U.K., commonly off-market transactions offering maximum return.

Our client base includes pension funds, property companies and private individuals. Our determination, drive and ambition enables us to deliver an optimum service for all clients.

Our key services:

- Acquisitions
- Disposals
- Property Marketing
- Valuations
- Yield Analysis
- Strategic Investment advice



land & development

Specialist Land/Development Services

W T Gunson's land and development team has wide ranging and in depth experience in assessing the development potential of land and property assets. Our experienced team offers wide range of services from disposal and acquisition to development appraisals and land assembly.

Our key services and skills include:

- Disposal of land and development opportunities.
 - Comprehensive database of developers utilised for marketing of your asset.
 - Monthly land/development list which is mailshot to our large database of developers.
 - Marketing appraisal of land/development opportunity assessing value and marketability.
 - Strategic development advice.
 - Liaising with planning consultants to assess sites most valuable use.
 - Acquisition of land and development opportunities on behalf of a range of clients including local developers, corporate house builders, property companies and development companies.
 - Land assembly.
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property management

Property Management Services

Our property management team provide a professional, committed and flexible working approach to delivering our services.

We manage an extensive range of commercial and residential properties throughout the UK. Our experienced property management team have a large client base including national retailers, landlords, property companies and private investors.

We specialise in mixed use portfolios and manage an array of properties including, retail shopping parades, offices, warehouses and mixed residential and commercial portfolios.

We exceed client's expectations by providing an honest, reliable and affordable service.

Property Management services:

- Pre-acquisition advice and due diligence
 - Tenant engagement and communication
 - Procurement of on site services and employment and management of on site staff
 - Service charge administration and cost control
 - Collection of rent, service charge and insurance
 - Landlord and tenant advice and notification
 - Repairs and maintenance, refurbishment and improvement
 - Property inspections
 - Statutory compliance
 - Financial control and reporting
 - Insurance arrangements.
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service charge/residential block management

Service Charge/Residential Block Management Services

We are a regulated firm of the RICS and follow the RICS service charge residential management code.

Successful management can only be achieved through cooperation and a mutual understanding of the procedures necessary for the effective management of property as well as of the problems that can arise.

All of our staff are experienced Chartered Surveyors or graduates with property related higher education qualifications. Our success is based on our employees being qualified and knowledgeable in all areas of property, leases and landlord and tenant legislation.

We pride ourselves on providing property management services at a competitive price enabling service charges to be kept at a minimum whilst providing the highest level of customer service.

For every instruction one of our Chartered Surveyors will undertake an initial property survey that will identify any issues with regard to:

- The structure
- Maintenance programmes
- Cosmetic requirements
- Running costs.

We are a complete property management firm which can supply additional services to complement the successful running of a residential service charge development such as:

- Insurance reinstatement valuations
- Building surveying consultancy
- Dilapidation surveys.

Our role to arrange the highest quality services at an economic cost means that we only contract work to qualified contractors who have a proven track record and provide best value for money. Due to conflicts of interest in accordance with RICS guidance we do not have “in house” contractors and do not receive any financial gain from any of the contractors we use.



lease consultancy

Lease Consultancy Services

W T Gunson has an expert team that specialise in dealing with complex landlord and tenant matters. We have specialists that act as expert witnesses and are experienced in taking cases to arbitration, expert determination or to court. We act for both landlords and tenants and have an excellent record of achieving favourable results – maximising income for landlords and minimising liabilities for tenants.

Services include:

- Handling rent reviews/lease renewals
 - Lease renewal negotiations
 - Carrying out rental valuations
 - Negotiating and resolving leasehold issues
 - Negotiating lease surrenders
 - General landlord and tenant advice
 - Dispute and service charge resolution
 - Expert witness appointments
 - Third party appointments including arbitration, independent expert and PACT.
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dispute resolution

Property Dispute Resolution

It is now common practice in property related disputes to appoint a third party arbitrator, independent expert or mediator. These solutions could apply in such cases as:

- Rent reviews
- Lease renewals
- Boundary disputes
- Service charge disputes
- Dilapidations disputes.

Using an independent third party is quicker and more cost effective than court action.

Our principal dispute resolution expert Dominic Stanger FRICS has many years of experience in these fields. He can be contacted directly at WT Gunson or through the RICS Dispute Resolution Service (www.rics.org).

Dominic helps resolve disputes around lease renewal terms, including rent, without the expense and nuisance of court action, by employing PACT (Professional Arbitration on Court Terms).

You can find out more about PACT at the RICS website. Link - <https://www.rics.org/uk/footer/dispute-resolution-service/drs-services/pact-lease-renewal-disputes/>



valuation services

RICS Registered Valuation Services

Our team of RICS Registered Valuers provide valuation advice to High Street banks and building societies, specialist property lenders, land owners, developers, owner occupiers, property companies, investors, pension providers, fund managers, solicitors and private individuals.

Our surveyors combine experience, local market knowledge and high standards of professionalism to provide valuation reports tailored to provide the information you require. All our surveyors are registered and regulated by the RICS – www.rics.org/vrs

We provide commercial and residential property valuations. Commercial includes retail, office, industrial/warehousing, development sites and investment properties.

We are able to provide the following services:

- Secured lending valuations
- Statutory valuations for Inheritance Tax, probate, Capital Gains or Charities Act
- Valuations for Company Accounts
- Pension Fund Valuations
- Expert Witness valuations for property disputes
- Section 18(i) Valuations for Dilapidations – diminution in value.
- Pre-acquisition or disposal advice
- Portfolio valuations.

expert witness

Expert Witness Report Services

WT Gunson provide robust, well-researched Expert Witness reports, offering reliable advice to clients where property is an issue in a dispute. If such a matter proceeds to High Court, County Court or any other judicial body, we have the experience and expertise required to properly present evidence and handle cross-examination there.

If required we will prepare an initial valuation advice, to advise clients on the strength of their case, prior to a full expert report.

Dominic Stanger is trained in Expert Witness skills with Bond Solon, the country's leading legal training specialist for non-lawyers, Dominic is an RICS accredited expert witness. He has over 27 years' experience in valuation of commercial and residential properties across North West England.

Lauren Dodd has over 10 years' experience of providing well researched and robust expert witness reports.

business rates

Business Rates Appeals

WT Gunson's rating professionals are expert in appealing and reducing rateable values to help our clients save on business rates payable. Business rates are a significant overhead for any business, so it makes good sense to minimise liability.

Business rates appeals are a complex area of valuation and for the best result an appeal should be handled by a Chartered Surveyor with the relevant rating expertise. Our rating team has exceeded expectations in recent years by achieving significant savings for clients in over 90% of the rates appeals submitted.

Our keys skills and services in this area include:

- Reviewing rateable values and submitting appeals
 - Achieving substantial reductions in rateable value (thus significant savings in rates payable)
 - Providing representation at valuation tribunal hearings
 - Securing rates reductions due to material change of circumstances.
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compulsory purchase

Compulsory Purchase Compensation

Being purchased by CPO can be a daunting experience, regardless of whether it is your home or your business premises. The team at WT Gunson in Manchester are here to help. The principle of Compulsory Purchase is that the seller should be placed in the same position monetarily as if the CPO hadn't happened. Claims are made up of both the value of the property and disturbance for your costs of relocation, or value of your business if relocation is not possible. We have many years of experience of submitting and negotiating compensation claims for both the claimant and the acquiring authority. We understand this complex area of the law, and can advise you on the process, maximise your compensation, and help with relocation if appropriate. We make sure your costs, including our fees, are paid by the acquiring authority.

Services include:

- Negotiation of all aspects of compensation claims
 - Valuation advice on claims
 - Preparation and assessment of disturbance compensation claims
 - Assessment of business loss and associated claims
 - Briefing and advising on the compulsory purchase process
 - Objecting, if appropriate, to compulsory purchase orders
 - Representing client's at Lands Tribunal.
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mediation

Mediation Services

Mediation is a growing area which offers a quick and relatively inexpensive way of resolving disputes over traditional litigation. Around 80% of cases are settled at a one day mediation. A mediation settlement is agreed by the parties rather than imposed by the courts.

A skilled mediator can help the parties to settle the dispute by focusing on the issues that are important to them, finding common ground between the parties and taking the heat out of any dispute.

Dominic Stanger is a skilled mediator who has been praised for his “open and engaging style”. Dominic has experience of mediating a variety of different types of dispute and can advise as to the suitability of a dispute for mediation. As a surveyor mediator he is especially suited to property disputes, particularly in a landlord/tenant or neighbour scenario, where the parties will continue to deal with each other after the dispute has been settled. Our central Manchester offices provide a neutral venue for a full/half day mediation.

Dominic accepts appointments either directly or via the RICS Mediation Appointments Service: www.rics.org

dilapidations

Settling Dilapidation Claims

Specialist surveyors at WT Gunson have years of experience in dealing with dilapidations claims for landlords and tenants. A combination of reasoned technical argument and negotiation skills ensure that we get best results for our clients. It is also worth noting that when acting for landlords, our fees can normally be recovered from the tenant as part of a justified claim.

In addition to dealing with dilapidations claims at the end of a lease, WT Gunson also advise tenants on the condition of a property before entering into a lease, advise on the implications of the proposed repairing obligations and carry out a dilapidations assessment to determine the likely outlay at the end of the lease term if appropriate.



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