

# DEDICATED PROPERTY INVESTMENT SERVICE

Deciding to partner with Connells on your property venture, brings with it a host of benefits that enables you to truly maximise your relationship with one of the nation's leading Estate Agents.

At Connells, we strive to bring together the many facets of our business in a way that truly benefits our clients. Whether you are operating in a development or investment capacity, our innate understanding of the industry and its workings allows us to intelligently bring together services that result in mutually beneficial arrangements for all of our customers.

We believe so strongly in our proposition, that we are pleased to offer our clients a dedicated, in-house resource to manage your specific investment requirements.



## Donna Smith

Investment Director

Donna has been a member of the Connells team for 11 years and brings with her a breadth of experience within the property industry that is hard to better.

Having begun her career in property during the late 1980's, Donna's experience of the industry through lean and booming times places her in an ideal position to apply her thorough industry knowledge to create deals that work for both developers and investors.

Having worked in estate agency throughout her career, Donna's specialism developed in the field of New Homes allowing her to refine her understanding of this particular sector over a number of years. Recognising her abilities to successfully anticipate the needs of her clients in this sector and the particular nuances of this market, she was quickly

promoted to Connells Board of Management Partner in 2007 where she managed a sizeable team looking after new homes developments across the busy Midlands region.

It is these successful relationships formed with developer and investor clients over the years that underpin the important National Investor Sales role. In an industry where integrity in financial dealings is paramount, Donna brings to bear her considerable skill in matching customer requirements with partners capable of successfully fulfilling their obligations.

Our specialist investor services are available as part of our integral client proposition or as a stand alone service for developers and investors not currently working with Connells.

# Our Services

## Research & Reporting:

- Pricing audit in line with current market conditions at any location in the UK.
- Open market and investor due diligence appraisals.
- Price research and justification exercises using new and resale market comparables.
- Indicators of market trends and prices.
- Fast access to RICS valuations.
- Exclusive access to developer stock nationally.

## Deal Brokering:

- Sourcing and matching developers, products and investors based on detailed research and sound working knowledge of the parties involved.
- All types of property arrangement considered, including residential, commercial and land transactions.
- Off-plan, standing stock, new or second hand, tenanted portfolios available for sale or purchase.
- Large and small deals tailored to meet client objectives.
- Realistic, deliverable solutions structured in a way that benefits all parties.
- Complete management of the negotiation process throughout via a single, point of contact.

## Transaction Examples:

- A new build development with the first phase completed and the second phase on hold. Connells successfully brokered negotiations to sell the second phase in its entirety.
- Second hand tenanted portfolio in North East successfully sold to a specialist investor.
- Partially completed new build development on hold due to financial difficulty. Connells found an investment partner that would underwrite the build completion and complete on the purchase.
- London investment portfolio brokered in excess of £40m.

**Contact Donna Smith on:**

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