

yoke

YOKE REAL ESTATE

Harness  
the power  
*of property*



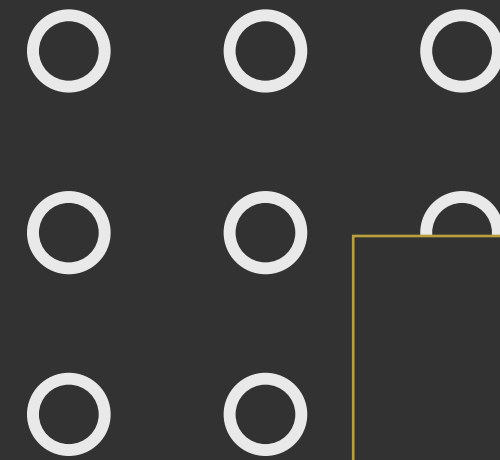


# An over reliance on process *always leaves gaps...*

If you are a property owner or commercial fund manager you need to think honestly about the following questions:

- + Is effective investment management a key differentiator for you?
- + Are you identifying and exploring all investment management opportunities?
- + Are you frustrated that you have too little time to give to investment management but don't know who to trust?
- + Does economic uncertainty lead you to worry about lease breaks and expiries?
- + Do you feel unable to visit occupiers regularly enough to build strong relationships?
- + Do you think that some UK investment managers are too expensive with a fee expectation that lacks transparency?
- + Insofar as you do outsource investment management, are you getting the right level of service and are you kept up to date by your advisor?

If your process relies heavily on a property manager, L&T surveyor and a letting agent, how confident are you that these disciplines are asking the right questions of your tenants – assuming they have the time to do so?





## Why *appoint us?*

**If you are serious about keeping your properties optimally positioned for capital value or income reasons then you need more than what the usual local surveyors provide. You need high level and experienced client level oversight on the ground.**

We believe that our strength is derived from the following driving factors:

### *Insight*

A genuine understanding of the reason for ownership and the pressures of modern management requirements.

### *Commitment*

A total focus on achieving agreed objectives and delivering results, without distraction.

### *People*

A primary focus to give as much attention to the 'people' occupying the building as to the physical building itself and the legal contract between landlord and tenant.

### *Leadership*

Strong direction to galvanise disparate strands of disciplines to create a clear focus on client goals.

### *Attitude*

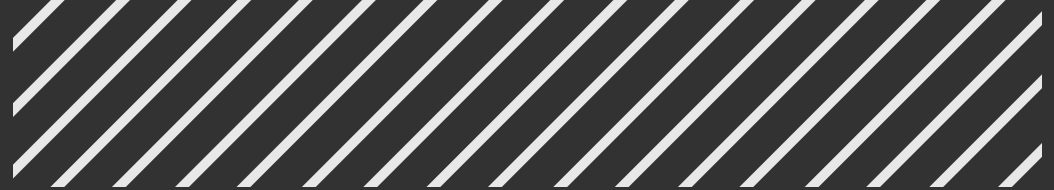
A belief that the only thing that stands in the way of converting 'problems' into 'opportunities' is having the wrong attitude, poor experience and insufficient time and commitment.

### *Experience*

A set of skills, harnessed and developed over 25 years, used to identify and unlock opportunities.



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GET IN TOUCH WITH YOKE

If you have  
the following  
feelings towards  
*investment  
management...*

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+ *Time*

No time to immerse yourself in all the granular moving parts of a commercial estate.

+ *Management*

Modern property management is so process led and time consuming, they can't do the things they used to do. We need more.

+ *Valuation*

We've yet to be asked for our valuation by a property manager or an agent, so how do they understand how to better it?

+ *Risk Assessment*

Landlord inspections these days involve risk assessments, not value add assessments, so we need someone on site who thinks as we do!

+ *Staff Turnover*

Constant staff changes within our consultants businesses amplify management issues and absorb time. We need someone who's going to stay long term.

+ *EPC Ratings*

I'm worried about 2030 and the requirement to get a B EPC but don't have the time to keep compliant.

