



Valuation Advisory

Identifying Risk and Capturing Value

Deloitte has a dedicated Real Estate Valuation team with 25 specialist RICS Registered Valuers.

The team is highly experienced and advises investors, lenders and occupiers of real estate across the UK and cross-border. It connects with a broad range of Deloitte's wider business advisory offerings to deliver a truly unique service to clients and is genuinely differentiated to 'traditional' valuation houses.

As well as providing formal valuation opinions for regulatory purposes, the team has an impressive track record in delivering complementary services such as assurance, buy/sell-side due diligence and strategy input – often as part of a multi-disciplinary 'cross-Deloitte' team.

**Formal RICS
"Red Book" Valuations**

**Appraisal Scenarios &
Sensitivity Analysis**

**Transaction
Due Diligence**

**"Second Opinion"
Valuation Reviews**

**Asset Management
'Health Checks'**

How we can help with current key issues...



Objective 'Deal Review'

- With 'acquisition teams' often rewarded on completion of a deal, advice is at risk of being motivated by completing the purchase rather than addressing performance and ownership risks.
- Our valuation team provide independent and objective insight to enable purchasers to make informed and balanced decisions.



Property "Resilience" Insight

- Real Estate as an asset class is evolving rapidly – whether it be a result of changing occupier demands (eg. through the use of technology and staff wellbeing agendas in offices), sectoral shifts (such as in the retailing) or issues such as Sustainability/Climate Change. Our valuation team is abreast of these changes and benefits from unique insight gleaned from the breadth of expertise across our wider Firm. Our valuers actively engage in industry debates and are at the forefront of considering valuation impact.

Selected Valuation Advisory engagements include:

- **Bank of England:** Annual financial reporting valuation advice on the Bank's estate.
- **Malaysian investor:** Valuation advice in connection with large mixed-use (office and hotel) development opportunity in west London.
- **European HNW Family Office:** Independent review of purchase due diligence in respect of a Central London office acquisition.
- **Major UK Central London office REIT:** Specialist valuation insight across portfolio in connection with annual valuation audit assurance.
- **Hong Kong investor:** Independent review of investment opportunities and supporting appraisals to assist objective decision-making and selection of ultimately successful acquisition in City of London.
- **UK investor:** Independent review and challenge of acquisition due diligence undertaken by purchasing agent. Advice provided in respect of c.£400m of real estate across multiple London and South East UK locations.
- **UK Institutional Investor:** Independent valuation reporting in respect of the acquisition of a portfolio of four self-storage assets.

Contacts



Philip Parnell
Partner
Head of Valuation & ESG
London
+44 20 7303 3898
pparnell@deloitte.co.uk



Edwin Bray
Partner
Birmingham
+44 121 695 5636
ebay@deloitte.co.uk



Chris Baldwin
Partner
London
+44 20 7303 3385
chbaldwin@deloitte.co.uk



Andrew Hamilton
Director
Manchester
+44 161 455 6453
andrhamilton@deloitte.co.uk



Wendy Robertson
Director
London
+44 20 7007 5308
werobertson@deloitte.co.uk



Neil Gammie
Director
London
+44 20 7303 3627
ngammie@deloitte.co.uk

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