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WILKINSON WILLIAMS CELEBRATES ITS LOFTY POSITION

Wilkinson Williams celebrated its 20th anniversary last month by displacing large agency Savills as the number one agent. The company now has the most UK retail warehouse floorspace under asset management, according to Trevor Wood Associates.

This is a great achievement for the niche retail firm, which has just 16 staff, including 12 surveyors, compared to Savills, which has 700 staff in 13 offices in the UK and Ireland.

Set up by Paul Wilkinson and Robert Williams, who left two years ago – Miles Marten is now managing partner – the company operates, according to its website “at the leading edge of the dynamic out-of-town retail property market and its activities and advisory capabilities now cover investment consultancy, occupational agency, rent reviews and asset management”.

And, like Lunson Mitchenall, it flourishes under its independent banner. “By being independent we believe we can provide fully impartial and focused advice,” says Wilkinson, who adds: “Not being beholden to corporate pressure for short-term returns, we can concentrate on developing long-term relationships with our clients.

“Some of our current clients we have worked with from day one, 20 years ago, and for most, we started the relationship 10 to 15 years ago. And we have coped relatively well through the recession – we have stuck to the knitting and now asset manage 132 retail parks.”

As for expansion, Wilkinson says: “We don’t have plans for significant growth but there is further potential to expand our five-strong agency team. We see our success routed in providing the best advice across the out-of-town market.”

