

RE Capital welcomes the introduction of potential property investment opportunities from property investment agents and other intermediaries; and requires all Introductions to be made in accordance with the RICS Professional Statement on Conflicts of Interest – UK Commercial Property Market Investment Agency, 1st Edition, May 2017.

RE Capital shall be under no obligation to accept any Introduction, nor shall it be liable for any fees or commission, unless a separate written agreement has been entered with the Introducing Agent. Further, the introduction status, “Active” on Propex does not imply any agreement by RE Capital to the Introducing Agent’s fee proposal.

Qualifying Introductions will remain active for a reasonable period of time (which will generally be a minimum of three months subject at all times to RE Capital’s reasonable discretion). If during this period RE Capital believe that the Introduction has materially changed and is subsequently introduced by a different Introducing Agent then such Introduction may be considered as a new Introduction and the previous Introduction declined.

RE Capital does not operate a strict ‘first past the post’ principle for Introductions. Where multiple Introductions are received in close proximity to each other RE Capital reserves the right to select an Introducing Agent.

Propex is RE Capital’s preferred method for the submission of potential investment opportunities. Propex members should introduce potential investment opportunities via Propex. For those agents or other intermediaries who are not members of Propex, Introductions may be submitted via email to the usual RE Capital contact.

RE Capital, in all instances, must receive sufficient information necessary for it to evaluate Introductions. This will generally include but shall not be limited to:

- Full address including postcode;
- Pricing – lot size and yield profile;
- Full tenancy information including rent per annum and per sq ft/ sq m, lease length and particularly relevant rent review provisions e.g. indexation; and
- With a multi-let asset, confirmation of average weighted unexpired lease term (AWULT), average passing rent and major tenants would be expected.

Any decision on whether sufficient information has been provided to be considered as a valid Introduction will be at the complete discretion of RE Capital. Introductions that we do not consider to have sufficient information, or to be deliverable within a reasonable time period may be rejected.

If accepting an Introduction from someone who, in RE Capital’s absolute discretion, is felt cannot provide sufficient deal support and appropriate advice, we reserve the right to select a further advisory firm. Fee arrangements are to be agreed in writing (to include email) at the outset of the appointment and will generally be a split of a single agent fee as opposed to an additional amount.

The continued submission of Introductions shall be deemed to be an ongoing agreement to the above Terms of Conditions.