

Arnolds Keys ADDRESS



Welcome to our Autumn Newsletter

We continue to see high levels of interest in industrial units and whilst the way we work may be changing, offices are still in reasonable demand. Please enjoy the newsletter and the views and opinions that it expresses regarding the changing landscape of commercial property.

We would also be very interested to hear from you and know how your situation has changed so do get in touch with the team.

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In a year when we all thought that economic news would be dominated by Brexit, it is something else entirely which is causing us uncertainty about the future. The Covid-19 pandemic has been with us for more than six months now, and realistically it will be at least the same amount of time again – probably much longer – before life starts to return to anything like normal.

Actually, it will probably never return to normal, if by normal we mean the world as it was 12 months ago. The crisis has led to a seismic change in the way we work, and that won't go back. For commercial property investors this will have a profound impact on investment strategies and property management decisions.

Workplaces have changed for good; shopping habits, which were already changing quickly, have transformed in a very short period. They say it takes 66 days for a habit to become ingrained; nearly 200 days after the World Health Organisation declared the pandemic, our habits have clearly changed for good.

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We were delighted to have been able to speak to Stefan Gurney, Executive Director of the Norwich Business Improvement District about Norwich's recovery, what the consumer trends are and what the future of Norwich looks like.

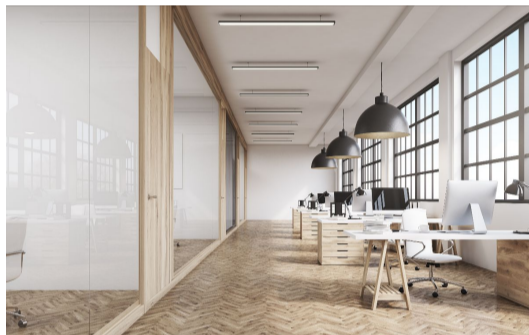
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Many commentators are saying that the retail world has been transformed by Covid-19 – but in fact what has mainly happened is that existing trends have been greatly accelerated by the pandemic.

The growth of online shopping was already well-established before March and was already making changes to the complexion of our High Streets.

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Whilst it's true that the way that businesses use office space is likely to change, it is simply wrong to say that the office as a concept is dead in the water. Those of us who were glued to our screens on Zoom and Teams meetings during lockdown know only too well that there is no substitute for face-to-face human contact.

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[Nick Williams](#) answers common questions about how to deal with negotiations in the light of the Covid19 crisis.

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Meet [Mark Mayhew](#), Commercial Partner and Head of Commercial Agency

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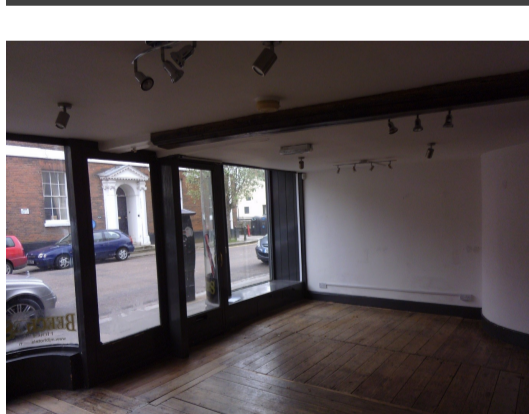


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95a Upper St. Giles
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The team are currently based remotely but everyone is still contactable on either email or telephone [CONTACT THE TEAM](#)



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