



**PROPERTY is in Charles Trafford's blood - not even the small matter of the economic downturn has deterred him from launching his own commercial property consultancy.**

He has established Trafford Oliver to specialise in advising on the development, sale, letting and acquisition of commercial property and investments. The focus will be particularly in the retail, roadside and leisure sectors predominantly around the greater Midlands area.



Drawing on expertise gained from 20 years in the industry, he is offering clients a dedicated personal and professional service, enhanced by his "inside out" knowledge of the sectors in which he's operating and the regional market.

It's that same experience that enables him to acknowledge that economic times are still tough - and relish the challenges it brings. "The climate is still difficult and some may question why I have decided to take the leap now, yet even in the most challenging markets you will always find activity and it is a case of focusing your efforts on the more robust sectors and operators," he says. "I do think that things generally are improving, albeit slowly. That said, I am sure there will be many obstacles to overcome and I am under no illusions that I will have to work very hard to make my way.

"I am ready for, and looking forward to the next few months and the challenges they may bring. I am confident that with the knowledge, contacts and relationships I have built, I can create a really successful agency."

For Charles, working in the property sector is the continuation of family tradition as his father was a Chartered Surveyor who started his career in Nottingham in the 1960s at what was then Walker Walton & Hanson, before establishing his own practice, and spending a lifetime in property.

Charles has followed an equally impressive path in the industry over the last two decades. Most recently he was a director at Bartlett Property in Birmingham, where he dealt with all aspects of advice within the retail, roadside, trade counter and automotive sectors across the UK.

Before then he was an associate director at Innes England in Nottingham for seven years, and prior to that, a senior surveyor at Chesterton for six years. "I felt the time was right to make a break and set up my own business myself," he says of his new venture. I have strong ties and contacts in Nottingham and the

surrounding regions and already have a number of instructions on which I am working for clients who include national, regional and local developers and property companies to private individuals, as well as tenant occupiers who are seeking new opportunities. I have been really delighted by the support and encouragement shown to me by existing clients, and contacts within the industry generally."

His new offices are at 23 Regent Street, in the city centre - a location he has selected with care.

"I have chosen a base that I feel is right at the heart of the property community here in the city," he explains.

"I am surrounded by fellow surveying practices, other professional services businesses and property developers, which is great for keeping an ear to the ground.

"It is a cliché but property is a people business and over the years I have learnt that the odd chance encounter in the street can often provide that little snippet of valuable information that can lead to clinching a deal or even a new instruction. I think it's a great spot to start up."

**For further information about Trafford Oliver and its services visit [www.traffordoliver.co.uk](http://www.traffordoliver.co.uk). To make an enquiry telephone 0115 959 8848.**

## NEW NEIGHBOURHOOD SHOPPING CENTRE TO LET



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- Adjacent to main A15 (London Road)
- Units ranging from: 694 sq ft (65 sq m) - 3000 sq ft (279 sq m)
- 10,165 sq ft (929 sq m) retail floor space
- 15 Residential apartments above
- Detailed planning application approved
- Due on Site: June 2011
- Delivery: Early 2012
- C-Store Let to Tesco

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