



## Alex Minchell BSc (Hons) Msc MRICS

Senior Surveyor

RICS Registered Valuer

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### Personal Profile:

Alex holds a BSc (Hons) in Geography from Portsmouth University, and an MSc in Real Estate from University College of Estate Management (UCEM). He joined Flude in 2017, is a qualified Chartered Surveyor and RICS Registered Valuer.

Alex is an experienced Chartered Surveyor with over 7 years at Flude, specialising in the office, industrial, and retail sectors. He has a strong track record in valuation and lease advisory, acting for both tenants and landlords to achieve strategic objectives. His expertise lies in negotiating favourable lease terms, driving rental savings for tenants, and securing rental growth for landlords. With a deep understanding of market conditions and a thorough grasp of valuation methodologies, he provides tailored, insightful advice that helps clients maximise the value of their property assets. He takes a proactive approach, and consistently delivers measurable outcomes, whether optimising lease terms or identifying opportunities for long-term growth. Passionate about building lasting client relationships, he is committed to delivering exceptional service and contributing to clients' success in an ever-changing property landscape.

### Recent Projects:

Lancing Business Park, Lancing (Industrial) – Acted for tenant on a 70,000 sq ft industrial premises used for manufacturing and distribution. Agreed savings on both a historic rent review and current lease renewal.

Queens Road, Brighton (Office) – Acted for tenant on a well-presented secondary office building in central Brighton, generating a significant saving on the landlords initial quoting rent. Agreeing the review at NIL increase.

Bond Street, Brighton (Retail) – Acted for landlord on a rent review generating an increase in line with market sentiment in this popular and well-known North Laine retailing street.

Freshfield Industrial Estate, Brighton (Industrial) – Acted for tenant on a rent review of circa 6,000 sq ft unit in Brighton, generating a saving of around £26,000 per annum based on the landlords' initial proposals.