



# Commercial

## Track Record

Market Leading Property Investment & Development Consultants

**Trusted. Proven. Experienced.**





# Estate Office

---

Estate Office is well established as a leading player in the investment and development markets for residential and commercial property in the United Kingdom.

Founded in 1983, with almost 40 years' experience and longevity in business, we have helped private and institutional clients complete transactions with a total value in excess of ten billion pounds.

We have built up an envied reputation for our strategic advice, deal making expertise and attention to detail which together with our dedicated and personal approach makes us the agency of choice for both local and international clients.

## Our Strengths

### Commercial Investment

Our specialist commercial investment team brings a wealth of experience and knowledge to the property investment process: identifying the best opportunities to match our clients' investment criteria through to executing our clients' business plans and strategies from acquisition to disposal.

Our UK and international clients benefit equally from our distinctive hands on approach. We are available at any time to assist them regardless of time zone and regularly make trips abroad to meet our overseas client base. The relationships we have formed with these clients is a testament to our proactive attitude and professional advice.

### Development

Estate Office has been operating at the heart of London's property market for nearly 40 years. Therefore, we are highly adept at identifying confidential opportunities through our relationships with property owners and developers both in the commercial and residential sectors, long before our competitors become aware.

### Inward Investment

We have dedicated significant effort and resources in building key relationships with many overseas investors and are now their advisor of choice for securing opportunities on their behalf in London and across the UK.

### Professional Services

Being able to provide expert advice comes from experience, and our experience comes from nearly four decades in business. Our track record speaks for itself and we have learnt that standing still is not an option. Markets are constantly changing and evolving, revealing different challenges which must be identified, understood and navigated through precise and clear thought processes, with both speed and composure.



# Commercial Investment.



## Challenges. Success. Growth.

**Our specialist commercial investment team bring a wealth of experience and knowledge to the property acquisition and disposal process, providing both our UK and international clients, in equal measure, with a distinctive and dedicated approach to meeting their needs.**

### **Deal Making Expertise**

We utilise our wealth of experience to get you the best deal.

### **Strategic Advice**

We tailor our approach to your unique requirements.

### **Long Term Relationships**

You are at the centre of what we do so building strong and lasting relationships is important to us.

# Trophy Properties

Sold & Acquired



**Smithson Plaza, St James's Street, London SW1**

The tallest building in St James's totalling c. 80,000 sq ft with record office rents in excess of £200 psf. Acquired on behalf of one of Europe's largest insurance companies.



**Garden House, Throgmorton Avenue, London EC2**

Trophy acquisition of a prime office in the heart of the City of London on behalf of a Hong Kong-based private family office from a UK Institutional vendor.



**Lloyds Bank Plc, Grey Street, Newcastle-upon-Tyne NE99**

Prime landmark city centre bank investment secured to Lloyds Bank Plc. Acquired on behalf of an overseas investor.



**Hotel Verta, London SW11**

Landmark luxury 70 room hotel located on the banks of the River Thames in Battersea. Acquired for private investors from receivers.



**Royal Exchange, London EC3**

Iconic, Grade I listed, multi-let offices situated opposite the Bank of England. Acquired on behalf of a UK property company.

# London Properties

Sold & Acquired



## Shaftesbury Avenue, London W1

Restaurant investment with residential upper parts in the heart of the West End, acquired for private overseas clients.



## Wigmore Street, London W1U

Prime freehold investment with income from two retail showrooms, located close to Selfridges. Acquired for an overseas private client.



## Pizza Express, Dean Street, London W1

Prime freehold investment property located in Soho. Bought and sold (with a substantial profit) for a Singaporean private client.



## St John's Wood High Street, London NW8

Unbroken parade of retail shops, with residential upper parts. Located in one of London's most affluent neighbourhoods. Acquired on behalf of private clients.



## Camden Island, London NW1

Office-led Art Deco property with offices as well as retail and residential space. Sold to a UK Institutional purchaser.



## Bell Street, London NW1

Four retail units with planning permission to reconfigure and refurbish upper parts to provide 8 x 2-bedroom flats.



## New Oxford Street, London WC1

Prime central London location. Mixed-use building with vacant office space above retail with planning to extend and convert into 9 apartments. Sold on behalf of a European private client.



## Hilton Hyde Park, London W2

Prominent hotel overlooking Hyde Park let to Hilton with 21 years unexpired lease term. Acquired on behalf of an overseas client.



## Red Lion Square, London WC1

Offices with potential to convert to residential use. Acquired for a UK developer.



## Notting Hill Gate, London W11

Existing commercial upper parts with planning permission to convert and extend. Bought and sold for a UK property company.

# London Properties

Sold & Acquired



## Praed Street, London W2

Former public house close to Paddington Basin with A3 use and residential upper parts. Bought for a private European client.



## Centre Heights, London NW3

Mixed-use investment comprising ground floor retail space, offices and 28 residential apartments. Bought and sold for a private European client.



## Chiswick Lane South, London W4

A former public house with residential upper parts ideally located in Chiswick, with prominent frontage to the Great West Road (A4) on the Hogarth Roundabout.



## Old Town, London SW4

Attractive freehold mixed-used investment in an affluent London location. Highly prominent corner property overlooking Clapham Common.



## Wardour Street, London W1

Prime central London restaurant investment with residential upper parts, located in London's Soho district.



## Pall Mall, London SW1

Prime central London commercial investment fully let to HSBC. Acquired on behalf of an overseas investor.



## Kensington Rooms Hotel, London SW7

Prime freehold hotel with planning permission to increase the number of bedrooms from 88 to 126.

# Income Properties

## Sold & Acquired

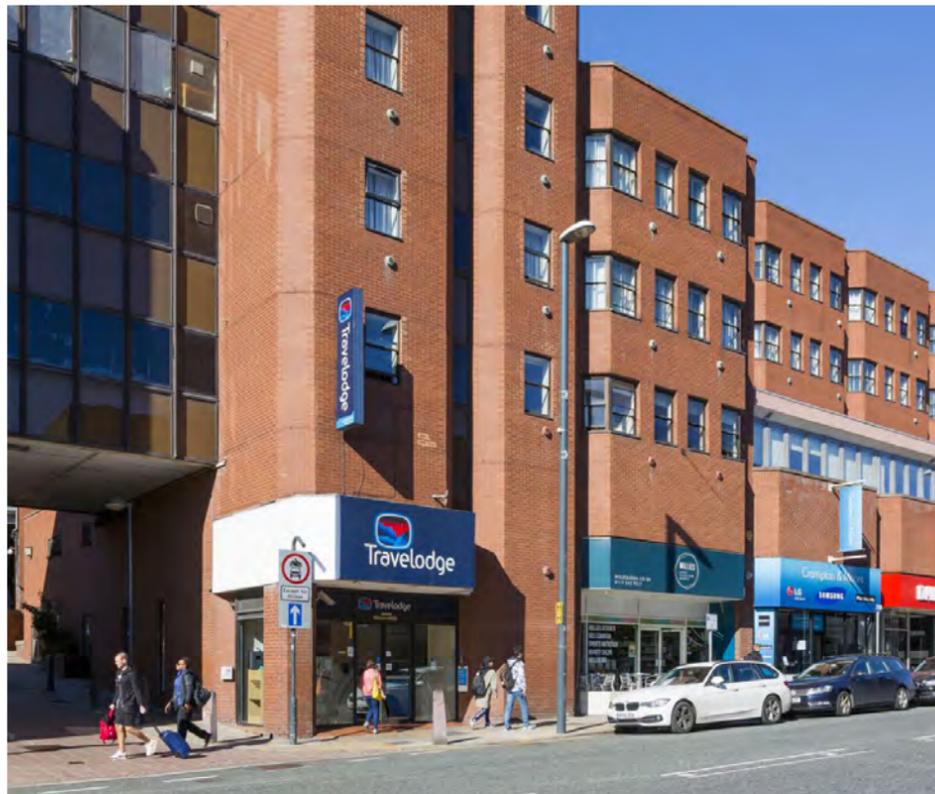
### Equiniti, Crawley RH10

Acquisition of a freehold office investment let for 15 years to a FTSE 250 company. Acquired on behalf of an overseas investor.



### Travelodge, Leeds LS1

127 bedroom hotel let to Travelodge with a term certain of 23 years and rent reviews linked to inflation.



### B&M, Newcastle

Well located retail warehouse, single let to B&M with approximately 10 years unexpired term certain. Acquired for a private UK investor from an institutional vendor.



### Boots and NatWest, Stoke-on-Trent ST1

Retail investment property let to Boots and NatWest with a WAULT of 20 years. Acquired for an AIM listed plc real estate investment company.



### Vue Cinema, Birkenhead CH41

Acquisition of a freehold leisure investment providing 12 years income and fixed rental uplifts. Bought for an overseas fund and sold 18 months later for a substantial profit.



### PureGym, Croydon CR1

New leisure investment let for 15 years to PureGym with RPI rent reviews. Sold to a private investor on behalf of a developer.



# Retail Properties

Sold & Acquired



**Barclays Bank plc, Albion Street, Leeds LS1**  
Flagship banking hall on Albion Street, one of Leeds' prime retail locations let to Barclays. Acquired on behalf of overseas investors.



**FCUK, Long Acre, London WC2**  
Prime retail unit in Covent Garden, let to FCUK. Acquired for overseas investors from Receivers.



**Lloyds Bank Plc, Grey Street, Newcastle-upon-Tyne NE99**  
Prime landmark city centre bank investment secured to Lloyds Bank Plc. Acquired on behalf of an overseas investor.



**Tesco Extra, Victoria Street, Grimsby DN31**  
Modern food store investment. Acquired from an institutional vendor on behalf of a Local Authority client.



**Castle Street, Hinckley LE10**  
Prime retail parade with offices and residential accommodation above. Sold for a private UK investor.



**Sainsbury's, Streatham Hill, London SW2**  
Secure income from Sainsbury's with low rent. Acquired for a UK private investor.



**Tesco Express, Wandsworth High Street, London SW18**  
Over 10 years' income from Tesco with consent for massing. Sold on behalf of a UK Property Company.



**High Street, Burton-upon-Trent DE14**  
Freehold retail parade with residential upper parts. Sold on behalf of a UK family trust.



**Costa, Harrow Road, London W9**  
Mixed-use investment comprising retail and six flats. Sold for private clients.



**Sainsbury's, Fulham Road, London SW10**  
Let to Sainsbury's with inflation linked rent reviews. Acquired on behalf of overseas investors.



**Poundland, Green Lanes, London N13**  
Retail unit let to Poundland for 10 years with residential above. Sold on behalf of a UK private investor.



**Matalan, St Thomas Street, Scarborough YO11**  
Modern purpose-built retail unit constructed in 2005. Let for 14 years to Matalan. Acquired for private overseas clients.



**McDonald's, High Street, Southend-on-Sea SS1**  
100% prime location fronting the High Street. Let to McDonalds for 7.5 years. Bought for a private UK client.

# Industrial Properties

Sold & Acquired



## Aycliffe Industrial Estate, Newton Aycliffe DL5

Well located industrial warehouse in the North East, adjacent to the A1(M). Single let for 23 years with RPI uplifts every 5 years. Acquired for an overseas private client.



## Opsec Security Group, Crowther Industrial Estate, Washington NE38

Strategically located industrial investment on a large site let to a long-standing tenant. Acquired on behalf of an overseas investor.



## TDX, Team Valley Trading Estate, Gateshead NE11

A long income industrial investment located in the North East's premier industrial & logistics location. Acquired on behalf of a UK property company.



## Nissan, Bristol BS34

Prime car showroom investment located in Bristol.

# Alternative Properties

Sold & Acquired



## CASINO Grosvenor Casino, Manchester M1

City centre freehold casino investment with value-add potential. Acquired for a UK investor.



## HOTEL Hilton Garden Inn, Luton LU2

157-bedroom hotel situated close to Luton Airport. Acquired for a private overseas client.



## HOTEL The Arch Hotel, London W1

82-bedroom hotel sold as a going concern for a UK private family to a Japanese purchaser.



## PRS Wilburn Basin, Salford M5

New residential investment with 106 apartments. Sold on behalf of a UK developer to an overseas fund.



## STUDENT Stockton on Tees TS18

Student block comprising 382-bed spaces. Acquired on behalf of an overseas investment fund.



## STUDENT Albion House, Newcastle NE1

56 unit student accommodation in the city centre, let to Newcastle University. Sold on behalf of a private investor.



## BINGO HALL Mecca Bingo, Leeds LS15

Substantial building and site located close to Cross Gates Shopping Centre. Acquired on behalf of overseas clients.



## GYM PureGym, Croydon CR1

New leisure investment let for 15 years to PureGym with RPI rent reviews. Sold to a private investor on behalf of a developer.



## NIGHTCLUB Greek Street, London W1

Nightclub with a valuable late-night licence, and two apartments. Sold to an overseas investor.

# Global Reach



We have advised clients from across the globe as far afield as Hong Kong, China and Australia, and our ability to identify suitable opportunities has been paramount to our success.

We take pride in our ability to deliver up to date market research, impart our knowledge and offer advice on a spectrum of sectors and locations through our dedicated commercial investment team.

Many years of regular trips overseas means our connection with our international clients is strong, which is one of the reasons we have previously been listed as one of the Top 20 Investment Agencies for Inward Investment into the UK.

“Over the last few years we have concluded deals with buyers and sellers from Australia, Japan, Hong Kong, Singapore, India, Russia, Saudi Arabia, Dubai, Israel, South Africa, Turkey, Cyprus, Portugal, Greece, Germany, UK and the USA.”

# Office Properties

Sold & Acquired



**Greyfriars House, Cardiff CF10**

Multi-let, high quality refurbished office. Acquired on behalf of an overseas client.



**Equiniti, Crawley RH10**

Acquisition of a freehold office investment let for 15 years to a FTSE 250 company. Acquired on behalf of an overseas investor.



**Argo House, London NW6**

Ground floor offices below a brand new residential development. Sold with vacant possession on behalf of a developer.



**Essex Road, London N1**

Freehold mixed-use property providing retail and offices above. Sold on behalf of private clients to special purchasers.



**Black Horse Street, Bolton BL1**

High yielding office building let to the Secretary of State. Acquired for a UK property company.



**Red Lion Square, London WC1**

Offices with potential to convert to residential use. Acquired for a UK developer.



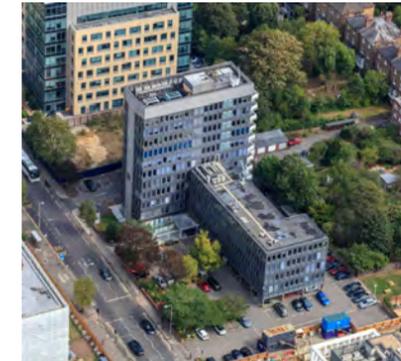
**The Forge, London E14**

Vacant listed building close to Canary Wharf with planning for B1 (office) use.



**Aspect Court, Sheffield S1**

Multi-let, regional city centre office building. Acquired for private investors.



**CP House, Uxbridge Road, Ealing W5**

Prominent self-contained Greater London office investment with unrealised asset management opportunities.



**Barclays House, Cardiff CF14**

High yielding office building let to Barclays bank. Bought and sold on behalf of a private client.



**Viewpoint, Basing View, Basingstoke RG21**

Reversionary office refurbishment or residential redevelopment opportunity.



**Princes Court, Leicester LE1**

Office building, single let to the Secretary of State. Acquired for an AIM listed plc real estate investment company.



**Branchley House, Maidstone ME14**

Substantial office and retail building with permitted development rights to convert to over 100 units. Acquired for a UK private client.

# Case Studies

The following case studies highlight our ability to provide excellent service and deliver value for our clients:



## CASE STUDY 1 LLOYDS BANK, NEWCASTLE UPON TYNE

### Client & Mandate

A single-family office from the Middle East seeking their first investment property in the UK – they sought a high-quality bank investment in a top 10 UK city.

### The Property

Lloyds Bank, 102 Grey Street, Newcastle upon Tyne is a landmark building located in the heart of the city centre which has been occupied by Lloyds Bank for more than 100 years. Comprising a Grade II\* listed property of 31,000 sq ft which was let for a further 6.7 years at an annual rent of £420,000.

### Success

The vendor of the property was a UK institution, and we advised the client on how best to present and structure their offer to the vendor to demonstrate their determination and professionalism as a buyer even though they did not have a track record. The sales process was conducted by the sellers advisors and we were able to be successful in a competitive bidding process. We then worked with the client and their solicitors to facilitate a smooth and swift conclusion to the transaction.



## CASE STUDY 2 VIEWPOINT, BASING VIEW, BASINGSTOKE

### Client & Mandate

An owner operator of serviced offices who had owned the property for circa 20 years - they were disposing of their portfolio following a strategic review of their business.

### The Property

Comprising a long leasehold 1960's office building of approximately 60,000 sq ft plus 220 car parking spaces on a circa 2-acre site providing short term income to a number of tenants.

### Success

We were instructed to carry out a targeted marketing campaign to specific parties who we knew to be interested in large office buildings offering asset management angles and / or developers who would be attracted to this location for a potential mixed use or build to rent scheme. Our market knowledge enabled us to identify parties which resulted in a number of expressions of interest and offers. We subsequently worked closely with our client to evaluate each proposal and make the appropriate recommendation to them of which party to proceed who understood the complexities of the tenure and the occupational position. Our organisational skills and collaborative approach resulted in a successful conclusion for all parties within the agreed timescale.



ESTATE OFFICE

PROPERTY CONSULTANTS



+44 (0)20 7266 8500  
[www.estate-office.com](http://www.estate-office.com)

