

## Securing income at The Corngreaves Industrial Estate

**Property:** Multi-let Industrial estate  
**Client:** Institutional Fund Manager  
**Project:** Income security and void mitigation



### Problem

- Income risk from 'local' tenants with break events and key 'national' occupiers with shortening leases
- Recession conditions exposed the client to prolonged void risk and irrecoverable costs
- Poor presentation of the units and common area
- Secondary location
- Occupiers 'suspicious' of the landlord due to management style of previous owners.
- Lack of a continuous business relationship between landlord and tenants
- Average unexpired lease term of 3.1 years

### Solution

- Full occupier audit and review of services provided
- Single point of contact for the client, the tenants and supporting property consultants
- Intense period of tenant engagement
- Review of product quality and offer
- Review of common parts, service charge thresholds and branding
- Targeted investment in the estate and void units
- Use of repair notices to deal with presentational issues and de-risk landlords cost exposure.

### Results

- Improved landlord / tenant relations
- 'Galvanised' and motivated landlords team of consultants
- Within 9 months of appointment, transactions completed over 33% of the total space – 8 separate deals.
- Increase in rent roll by 2.25% in a sharply falling market
- Average unexpired lease term increased to 4.23 years.
- Common area improvements to the estate road delivered
- 14 deals completed over the period of instruction
- Client able to exit the asset ahead of valuation

Managed Space  
**240,000 sq.ft**

Void rate  
**Held at sub 10%**

Increase In AWULT  
**36% over 3 years**