

Capital value increases on a Business Park

Property: Multi-let office park in Leeds
Client: Institutional Fund Manager
Project: Income enhancement and value growth



Problem	Solution	Results
<ul style="list-style-type: none"> • A Business Park with one of two buildings vacant (50%) • A high void rate • An occupier was identified for the vacant building by the letting agents, but the interest was subject to a canteen being built on land leased to the adjoining occupier. 	<ul style="list-style-type: none"> • Engagement with the adjoining occupier to understand its business and how the building worked for them. • Identified that its main concern was shortage of car parking. • A deal brokered to exchange some car parking spaces in lieu of an amendment to the lease, sufficient to allow the canteen to be built for the prospective occupier. • On the back of the relationship formed, the occupier's lease was then re-gearred, providing further capital performance. • New occupier subsequently relocated following rapid expansion. An expansion of the existing occupier was negotiated to ensure the park remained fully occupied. 	<ul style="list-style-type: none"> • £360,000 per annum of income secured by the original transaction (deal 1). • Average unexpired lease increased as a result of the lease re-gear (deal 2). • Capital value increased by 27% following the occupier exercising its break and re-letting to the adjoining occupier (deal 3)
<p>Two buildings 3 further deals</p>	<p>Income secured £360,000</p>	<p>Capital Value increase 27%</p>