

Reviving the wholesale district

Property: Multi-let Industrial estate, Nottingham
Client: Institutional Fund Manager
Project: Income enhancement and cost mitigation



Problem	Solution	Results
<ul style="list-style-type: none"> • A modern wholesale market consisting of 31 units occupied by fruit & vegetable and supporting occupiers • A high void rate with many tenants holding over • The service charge was £7.50 sq.ft • This was discouraging the occupiers from completing lease renewals and preventing new occupiers from coming to the estate • At the time of instruction, the average unexpired lease term was 1.35 years and the void rate was 34.8% 	<ul style="list-style-type: none"> • Full occupier audit and review of services provided • New flexible serve charge regime agreed with the tenants • Managing the rebrand of the estate which was successfully completed • New service charge regime pitched at £2.50 sq.ft (wholesale) and £0.56p sq.ft (non-wholesale) 	<ul style="list-style-type: none"> • Improved landlord / tenant relations • Within 15 months of appointment all outstanding lease renewals were completed together with 1 reversionary lease and 4 new lettings (with 2 further units under offer) • In the same time frame, the money weighted average unexpired lease term rose from 1.35 years to 4.52 years • The void rate fell from 34.8% to 19.3% • Net income increased by 205% • Significant improvements to the estate's green credentials were achieved. • The fund sold the property 2 years after appointment with a void rate of nil (0%)
<p>Managed Wholesale Space 31 units</p>	<p>Reduction in void rate 100%</p>	<p>Increase In Net Income 205%</p>