



allsop

# The Sub £10M Market is Alive and Well!

## Why – and How to Access the Buyers

7<sup>th</sup> June 2023

Alex Butler  
George Walker

Bringing property & people together

## Private Client Team Sales September 22 to May 2023



### Retail



**14 Transactions**  
**£51m**  
**34%**

### Industrial



**7 Transactions**  
**£38m**  
**17%**

### Office



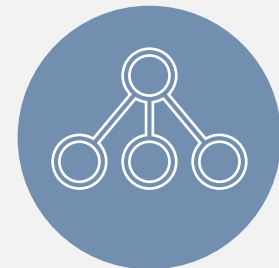
**7 Transactions**  
**£28m**  
**17%**

### Alternatives



**9 Transactions**  
**£36m**  
**22%**

### Supermarkets



**4 Transactions**  
**£12m**  
**10%**

## Commercial Auction Activity

From November 2022 to May 2023



### Retail



**£199m**  
386 Lots

### Industrial



**£19.6m**  
19 Lots

### Office



**£13.2m**  
16 Lots

### Leisure



**£26.7m**  
30 Lots

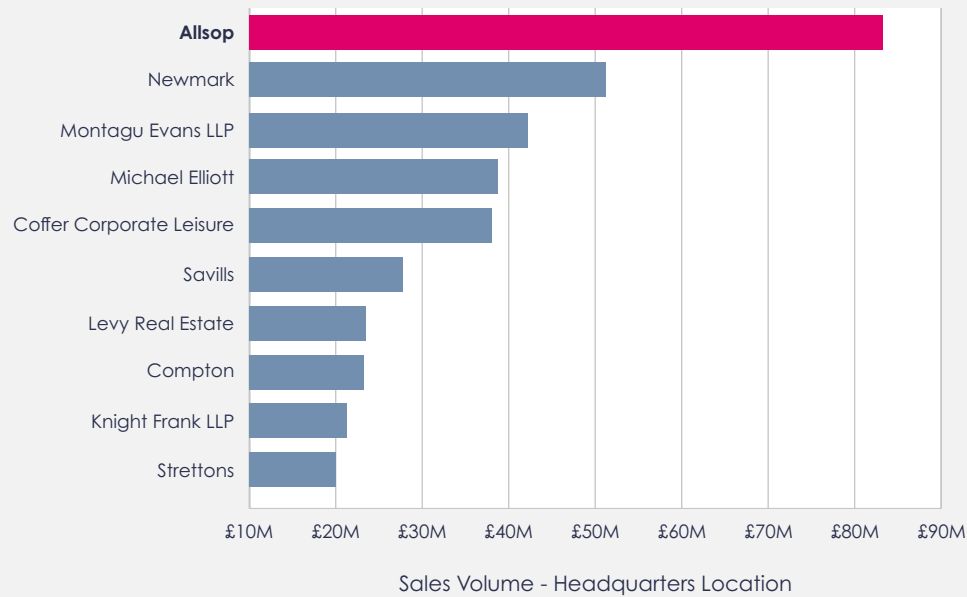
### Other



**£60m**  
91 Lots

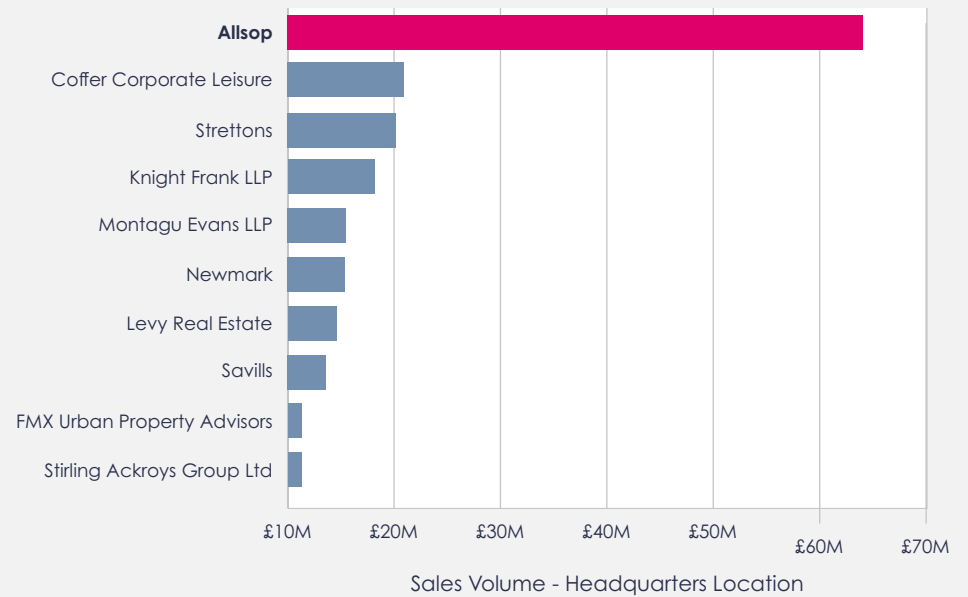
## AllsoP Market Share of this sector according to Co Star 12 months to include Q1 2023

**Top Seller Agents**



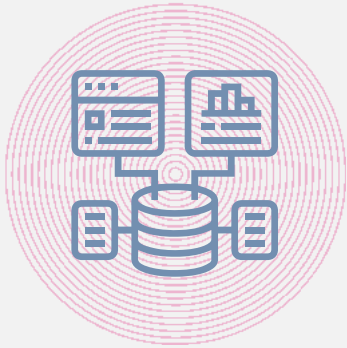
**Sub £10m sales**  
**Total sales £939M**  
**AllsoP 36.2%**

**Top Seller Agents**



**Sub £5m sales**  
**Total sales £588M**  
**AllsoP 47%**

## How do Allsop find the buyers?



The database of **60,000 buyers** is at the core



**150 lots** in the market every **6 weeks** and at least one PT sale / week keeps the list live and buyers engaged



**800 lots** means **800+** under bidders ready to invest



Digital Marketing spend is constant, targeted and effective  
Not just emails!  
Data collection is the key

**= Largest pool of live buyers in the market**

Bringing property  
& people together

**allsop**

## Offices

### Head office:

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### City office:

2 Copthall Avenue, London EC2R 7DA  
Tel: +44 (0)20 7588 4433

### Leeds office:

8th Floor, Platform, New Station Street,  
Leeds LS1 4JB  
Tel: +44 (0)113 236 6677

## Services

Asset Management

### Auctions

Build to Rent

Business Rates

Development Consultancy

### Investment (Sale & Acquisition)

Lease Advisory

Letting and Management

Office Leasing (Central London)

Receivership

Student Housing

Valuation

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