

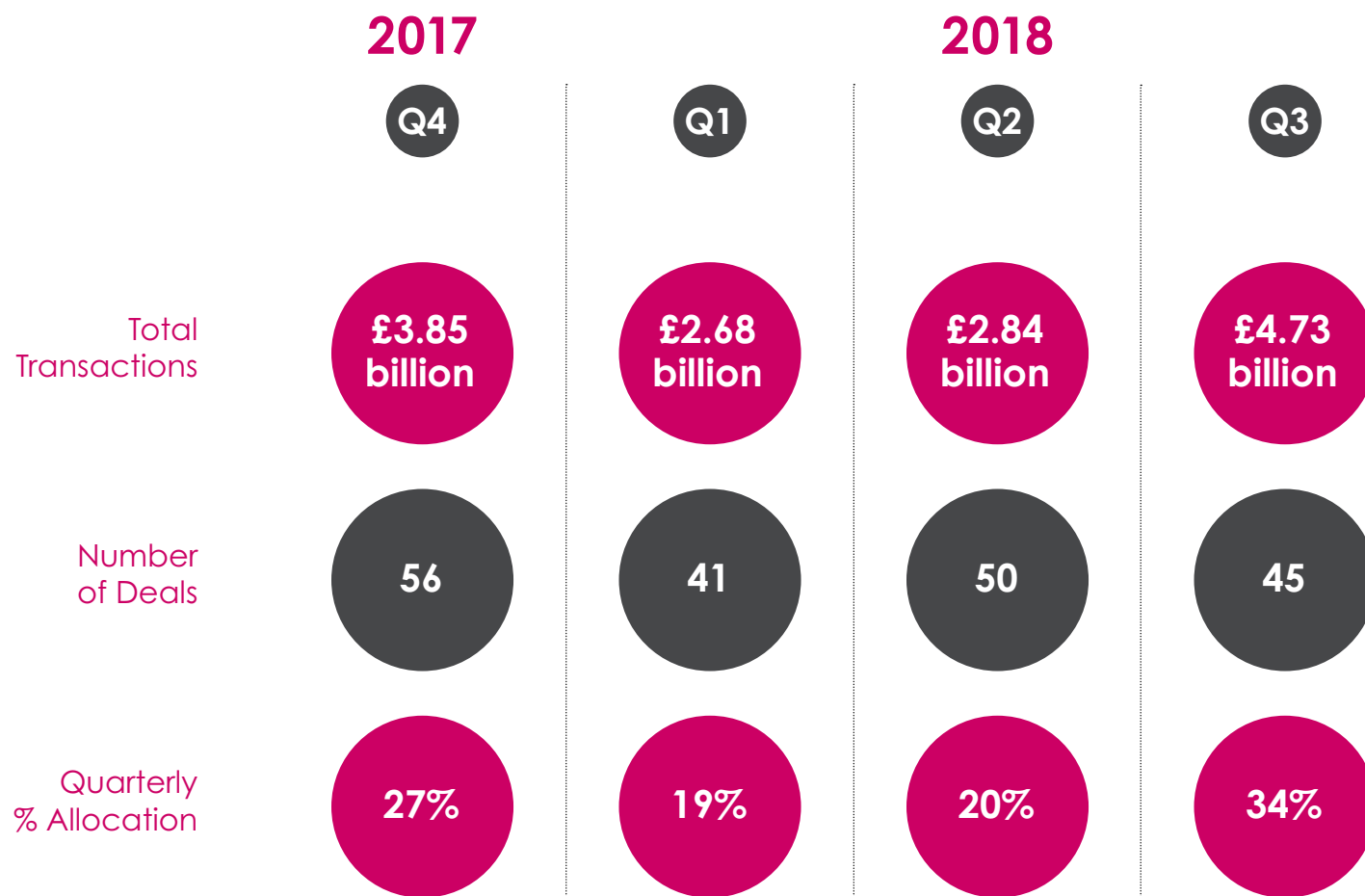


COMMERCIAL  
PORTFOLIO  
TRANSACTIONS

NATIONAL INVESTMENT

allsop

# PORTFOLIO SALES ANALYSIS



Year on Year  
Transactional Volume

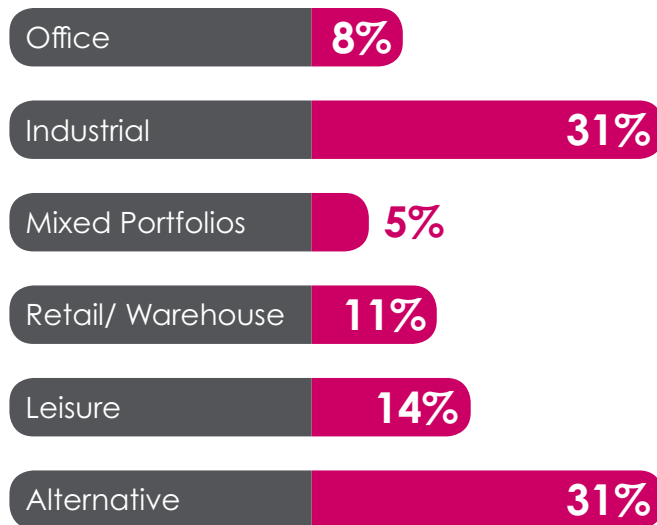
8%

Year on Year  
Number of Deals

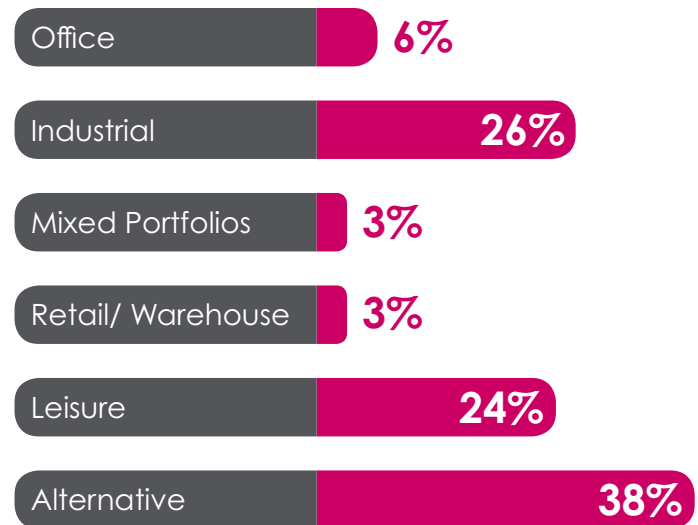
25%

# PORTFOLIO SECTOR ANALYSIS

## 2017



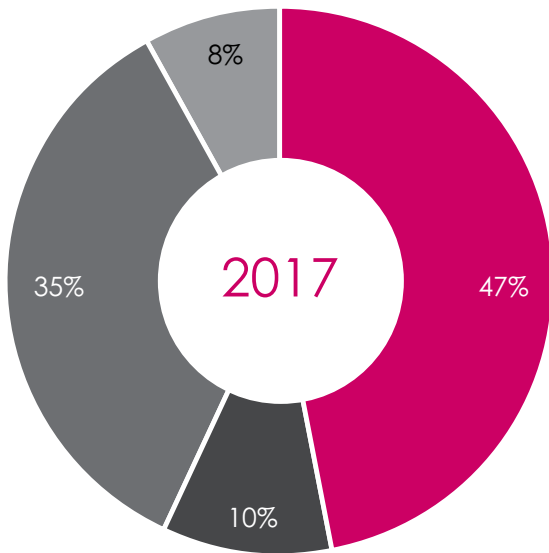
## 2018 YTD



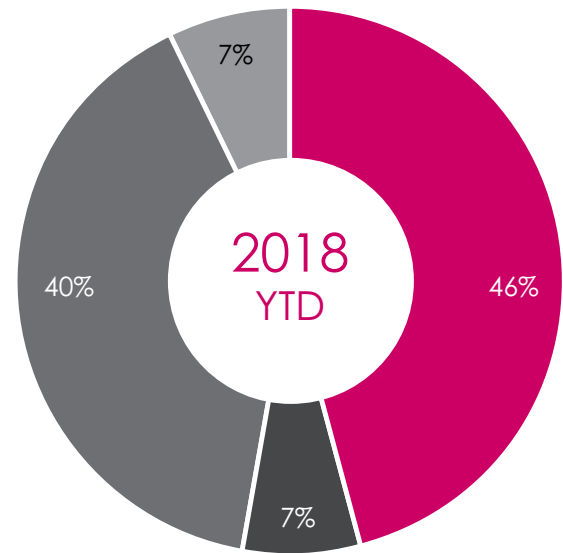
Industrial and Alternative sectors continue to dominate portfolio transactions, significantly above the long term average

Ongoing stock shortages continue to drive pricing, fuelled by restricted marketing and competitive bidding

# PORTFOLIO VENDOR ANALYSIS



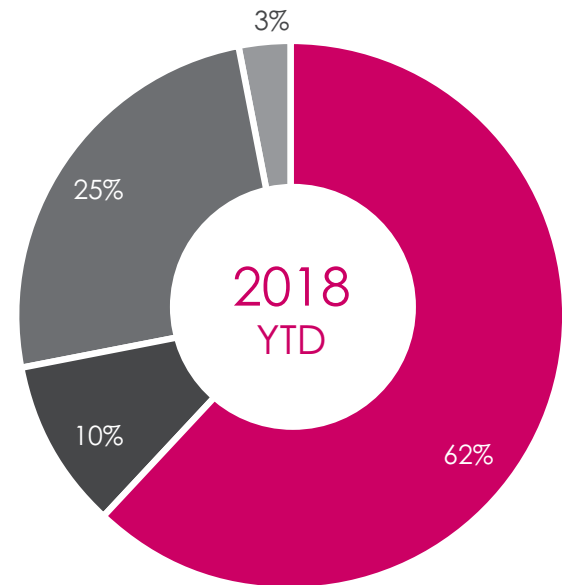
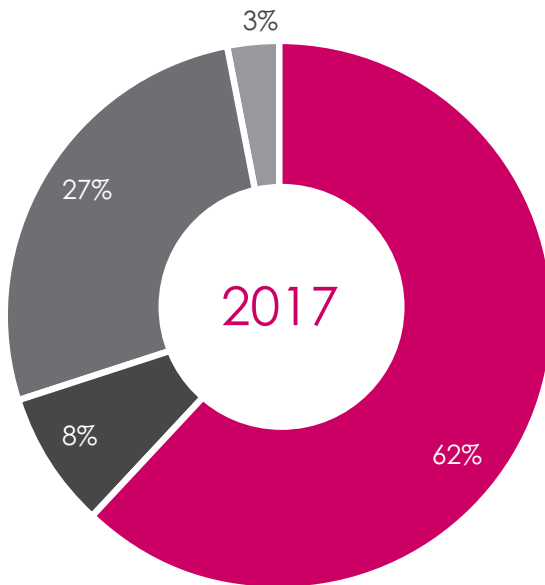
- Overseas Investors
- UK Property Company
- UK Institution
- Private Investors



- Overseas Investors
- UK Property Company
- UK Institution
- Private Investors

Overseas Investors have maintained a consistent net capital inflow to the UK over the previous 24 months highlighting the attractiveness of the UK Commercial Property Market despite ongoing Brexit negotiations

# PORTFOLIO PURCHASER ANALYSIS



- Overseas Investors
- UK Property Company
- UK Institution
- Private Investors

- Overseas Investors
- UK Property Company
- UK Institution
- Private Investors

UK Institutional Capital is firmly back in the market as cash balance and pressure to invest continues to increase





# ALLSOP PORTFOLIO TRANSACTIONS

# cedarportfolio

Highly reversionary multi-let  
trade and light industrial portfolio  
located in core commercial  
locations throughout the UK

## CEDAR PORTFOLIO

Acquisition: £40M  
NIY: 5.85%

Client: Kames Income Fund  
Vendor: CBRE Global Investors





# ACUTE PORTFOLIO

## ACUTE PORTFOLIO

Sale: £51.85m  
NIY: 4.38%

Client: Workspace  
Purchaser: Westbrook Capital Partners

Three attractive and highly  
reversionary North London  
multi-let office buildings,  
close to Central London



# PROJECT TRIDENT

• THREE PRIME ASSETS •



**Institutional portfolio comprising two prime retail parks and a prime office investment and development opportunity with major asset management potential**

## **PROJECT TRIDENT**

Sale: £98.85M  
NIY: 6.30%

Client: Europa Capital  
Purchasers: Various

# PROJECT INFINITY

## INFINITY PORTFOLIO

Sold: £51.25M  
NIY: 6.10%

Client: Aviva Investors  
Purchaser: BMO Real Estate

Mixed use institutional portfolio comprising of eight assets strategically located in core commercial locations across England



# NED PORTFOLIO

Ten industrial assets located in the north east of England providing multi-let and well-specified accommodation

## NED PORTFOLIO

Acquired: £41.42M  
NIY: 7.85%

Client: Columbia Threadneedle  
Vendor: UK Land Estates Ltd



## PROJECT WILDCAT



### PROJECT WILDCAT

Sale: £33.4M  
NIY: 8.50%

Client: RH Properties Group  
Purchaser: Cording Real Estate

Secure long income  
portfolio providing industrial,  
leisure and hotel uses  
located in core commercial  
locations in South Wales

# network

PORTFOLIO

A highly reversionary  
single let south east  
industrial/trade counter  
portfolio

## NETWORK PORTFOLIO

Acquisition: £10.05M  
NIY: 5.65%

Client: Columbia Threadneedle  
Vendor: Brookshire Capital





## HIGH STREET RETAIL PORTFOLIO

Sale: £11.05M

NIY: 6.85%

Client: Aviva Investors

Purchaser: Kames Capital

Exceptionally prominent high street retail portfolio providing high quality income and redevelopment opportunity



# PROJECT MOUNTAIN

**Dominant community retail schemes & units located in key locations throughout England**

## **PROJECT MOUNTAIN – TRANCHE 1**

Sale: £9M  
NIY: 8.60%

Client: Local Shopping REIT  
Purchaser: London & Cambridge Properties





## FUEL STATION PORTFOLIO

Sale: £7M  
NIY: 5.50%

Client: Fusion Stations Ltd  
Purchaser:  
BAE Systems Pension Funds Trustees Limited

Long income convenience store and petrol station portfolio with over 10 years unexpired, located in the south of England



**THE BOOKING  
PORTFOLIO**

**Long Income Hotel Investment  
with 5 yearly uncapped RPI  
linked upward only rent reviews**

**THE BOOKING PORTFOLIO**

Sale: £28M  
NIY: 7.00%

Client: M&G Real Estate  
Purchaser: Mansford LLP

## SPECIALIST INVESTMENT SERVICES

With over 150 years' experience, our investment teams specialise in commercial investment sales, acquisitions, and development opportunities across the UK, in the office, industrial, retail and mixed use sectors.

- **National Investment Sales/Acquisitions & Development**
- Portfolio Sales/Acquisitions
- Dedicated Private Client Team

## THE TEAM

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**Scott Tyler**  
Partner  
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**Alex Butler**  
Partner  
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**Andy Pointon**  
Partner  
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**Dale Johnstone**  
Partner  
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**Mark Dansky**  
Partner  
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**James Salmon**  
Associate  
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**Tom Dales**  
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**Liam Stray**  
Surveyor  
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**Ronnie Morgan**  
Graduate Surveyor  
020 7543 6808

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Graduate Surveyor  
020 7543 6731

**David Hammond**  
Consultant  
020 7543 6721

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**All Sectors**

**All Sizes**

**All Sold**

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## Services

Affordable Housing  
Auctions  
Business Rates  
Development Agency & Advisory  
Investment (Sales & Acquisition)  
Lease Consultancy  
Letting and Management  
Office Leasing (Central London)  
Private Rented Sector  
& Build to Rent  
Receivership  
Valuation