We Know Retail
Valuation & Advisory
Valuable Retail Insight

**RECENT LEASING WINS:**
10 SHOPPING CENTRES COMPRISING OVER 2.7M SQ FT

**VALUE 60 SHOPPING CENTRES FOR FINANCIAL REPORTING TOTALLING £4.5BN**

**LOAN SECURITY SHOPPING CENTRE VALUATIONS IN EXCESS OF £3BN ANNUALLY**

**RECENT VALUATION WINS:**
INTU, C&R, CBREGI, M&G & NEWRIVER

**TOP TWO IPD CONTRIBUTOR**

**RESEARCH CAPABILITY:**
CACI, MINTEL & OXFORD CONSULTING

**£7BN OF OUT OF TOWN RETAILING VALUED IN 270 LOCATIONS**

**SUBSTANTIAL TRACK RECORD OF VALUING HIGHEST PROFILE REITS**

**OVER 60 MULTI-DISCIPLINARY PROFESSIONALS WORKING TOGETHER ACROSS LEASING, VALUATIONS, INVESTMENTS, RESEARCH AND CONSULTANCY**

**WELL OVER 100 RETAIL DISTRIBUTION BUILDINGS VALUED ON A REGULAR BASIS FOR A VARIETY OF CLIENTS**

**IN HOUSE SPECIALISTS WITH DEEP UNDERSTANDING OF CASH FLOW MODELLING FOR NUMEROUS SITUATIONS INCLUDING DEVELOPMENTS, SERVICED OFFICES AND FACTORY OUTLETS**
There’s a human element in the world of property that is too easily overlooked.

At Knight Frank we build long-term relationships, which allow us to provide personalised, clear and considered advice on all areas of property in all key markets. We believe personal interaction is a crucial part of ensuring every client is matched to the property that suits their needs best – be it commercial or residential.

Operating in locations where our clients need us to be, we provide a worldwide service that’s locally expert and globally informed.

Headquartered in London, we have 418 offices in 60 countries and more than 15,000 people. Operating in locations where our clients need us to be, we provide a worldwide service that’s locally expert and globally connected.

At Knight Frank we firmly believe that there is much opportunity in the sector for retailers, investors, and developers. Retail and Leisure is firmly in the UK psyche and as a sector a far more consistent performer than the majority believe.

We have invested significantly in our retail platform and offer our clients trusted advice from experienced individuals across the full retail property spectrum.

We have put together a selection of highlights from the key service lines to demonstrate the depth and range of our knowledge and experience and are proud of the client testimonials that sit alongside.
Shopping Centres  Case Studies

**VALUATION**

**BURGESS HILL, WEST SUSSEX**
91,000 SQ FT
Redevelopment proposals to include residential, restaurants and major space users.
Valued as part of a portfolio of New River schemes for loan security purposes.
Client: HSBC

**LAKESIDE SHOPPING CENTRE, WEST THURROCK**
1,400,000 SQ FT
One of the largest shopping centres in the UK with over 25 million visitors annually.
Valued bi-annually.
Client: intu

**INVESTMENT**

**BLUEWATER, KENT**
1,600,000 SQ FT
One of the largest shopping centres in the UK anchored by House of Fraser and John Lewis.
Acquired a 30% interest along with asset management rights for £260m.
Client: Landsec

**DICKENS YARD, EALING**
105,000 SQ FT
A new mixed use development in the heart of Ealing.
Currently letting the retail/leisure accommodation.
Client: St George/Berkley Group

**AGENCY**

**LAKESIDE SHOPPING CENTRE, WEST THURROCK**
1,400,000 SQ FT
One of the largest shopping centres in the UK with over 25 million visitors annually.
Valued bi-annually.
Client: intu

**VICTORIA QUARTER, LEEDS**
225,000 SQ FT
Grade II* Listed shopping centre with 70 shops with a high quality fashion line up.
Asset sold to Hammerson for £136m.
Client: Kennedy Wilson

**ROYAL ARCADE, CREWE**
150,000 SQ FT
Redevelopment to include a new eight-screen cinema, gym, restaurants, shops, a new bus station and refurbished Market Hall.
Instructed to let the retail and leisure accommodation.
Client: Cordwell Property Group & Peveril Securities Ltd

Examples of some of our shopping centre activity.
Out of Town Case Studies

VALUATION

SPRINGVALE RETAIL PARK, ORPINGTON
100,233 SQ FT
Comprising nine Open A1 retail units over two tenances, constructed in the late 1990's.
Valued monthly.
Client: BlackRock UK Property Fund

INTERCHANGE RETAIL PARK, IPSWICH
62,165 SQ FT
Instruction: Schroder’s

AGENCY

RIVERSIDE RETAIL PARK, NORTHAMPTON
180,000 SQ FT
Currently instructed as letting agents.
Client: M&G Real Estate

INVESTMENT

THE FORT SHOPPING PARK, BIRMINGHAM
342,931 SQ FT
Open A1 retail park constructed in the 1980’s provides supermarkets, home improvement, lifestyle and entertainment stores, a fitness centre and restaurants.
Valued monthly.
Client: M&G Real Estate

B&Q TRIMDON STREET, SUNDERLAND
78,670 SQ FT (INCL. A GARDEN CENTRE)
Retail warehouse unit let to B&Q which includes a 30,000 sq ft garden centre.
Acquired off market for £37.70m.
Client: The Harro Group

BRAINTREE LEISURE & SHOPPING PARK, BRAINTREE
200,000 SQ FT
Retail and leisure park including 10 retail warehouse units, an amusement centre and a cinema.
Instructed as letting agents.
Client: The Williams Group

Examples of some of our out of town activity
Leisure Case Studies

VALUATION

DEANSGATE LOCKS, MANCHESTER
52,322 SQ FT
Leisure scheme completed in the early 1990’s from disused railway arches. 12 units let to tenants such as Inventive Leisure & Stonegate Pub Co.
Valued monthly.
Client: Aberdeen Asset Management

JUBILEE STREET, BRIGHTON
44,678 SQ FT
Purpose built prime restaurant led scheme in Brighton town centre with offices on the upper floors.
Valued quarterly.
Instruction: Bishopsgate LTPFUT

INVESTMENT

DOPHIN SQUARE, WESTERN-SUPER-MARE
73,600 SQ FT
Tenants are Cineworld, Pizza Express, Nandos & Costa.
Full forward funding of town centre scheme. Acquired for £18.45m.
Client: Knight Frank Investment Management

PROJECT PEPPER
103,422 SQ FT
Portfolio comprising 17 pubs and 5 convenience stores across England.
Acquired for £20m.
Client: AEW UK Real Return Fund

AGENCY

12 ST JAMES’S STREET, ST JAMES’S, SW1A 1ER
18,341 SQ FT
Basement, Ground Floor and Mezzanine to be converted to gym use.
Acquired for our retained client on a 25 year lease.
Client: Equinox

THE BEACON SHOPPING CENTRE, EASTBOURNE
175,000 SQ FT
£85m retail and leisure extension providing 22 new shops, 7 new restaurants and a 8 screen multiplex cinema.
Instructed as letting agents. Lettings agreed with Cineworld, Nandos, Wagamama and Chiquito.
Client: Legal & General Investment Management

Examples of some of our leisure activity
**High Street Case Studies**

### VALUATION

**136-140 HIGH STREET, GUILDFORD**
5,096 SQ FT
The property comprises a prime retail unit trading on basement, ground and first floors.
Valued annually.
Instruction: Barclays Life Fund

### INVESTMENT

**18,441 SQ FT**
A prime high street unit with trading levels at ground and first floors together with three small units fronting the western side of Union Street.
Sold off-market to a special purchaser for £12.65m.
Client: M&G Real Estate

**UNITS 65/66 WHITE ROSE SHOPPING CENTRE, LEEDS LS11 8LL**
25,000 SQ FT
Prime Flagship MSU Retail Unit in White Rose Shopping Centre.
Acquired for retained client on a 10 year lease.
Other recent sites also recently acquired for the same client include Braehead for first UK Standalone Kids Store, Livingston, Telford, Shrewsbury and Romford.
Client: River Island Clothing Co Ltd

### AGENCY

**THE HANNINGTONS ESTATE, BRIGHTON**
121,608 SQ FT
Includes 29 retail units, 41 flats and 19,500 sq ft office space.
Acquired for £56.70m.
Client: Redevco

**THE LEADENHALL BUILDING, LEADENHALL STREET, EC3V**
The Unit is 1,107 SQ. FT. GF AND 727 SQ. FT. MEZZ WITH APPROX. 320 SQ. FT. EXTERNAL SEATING AREA.
Retail unit on the ground floor with a mezzanine level and external seating area.
Acquired for our retained client.
Client: Black Sheep Coffee

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About the Group

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Commercial Sector
- Automotive
- Energy
- Healthcare
- Hotels
- Industrial & Logistics
- Leisure
- Office
- Retail
- Retail Warehouses
- Student

Services
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- Building Consultancy
- Building Consultancy
- Corporate Services
- Energy and Sustainability Consultancy
- Financial Services
- Interiors
- Litigation
- Research
- Residential Asset Management
- Residential Mortgage Broking
- Rural Consultancy
- Valuations
- Workplace Consultancy

To find out more about our worldwide expertise, visit KnightFrank.com

Connecting people & property, perfectly.

People

2,145 People
85 Offices
2,145 People
80 Offices
1,035 People
3 Offices
50 People
23 Offices
700 People

Offices

418 Offices
60 Markets
15,020 People

Continental Europe

16 Territories
- Austria / Belgium / Cyprus
- Czech Republic / France
- Germany / Ireland / Italy / Monaco
- The Netherlands / Poland / Portugal Romania / Russia / Spain Switzerland

- 169 Offices
- 5,475 People

- 85 Offices
- 2,145 People

The Americas

15 Territories
- Argentina / Brazil
- Canada / Chile / Colombia
- Costa Rica / Dominican Republic
- Mexico / Peru
- Puerto Rico / The Caribbean (4)
- USA

- 169 Offices
- 5,475 People

- 80 Offices
- 1,035 People

Africa

10 Territories
- Botswana / Kenya / Malawi
- Nigeria / Rwanda / South Africa
- Tanzania / Uganda / Zambia
- Zimbabwe

- 23 Offices
- 700 People

The Middle East

2 Territories
- The Kingdom of Saudi Arabia
- The United Arab Emirates

- 3 Offices
- 50 People

Asia Pacific

14 Territories
- Australia / Cambodia
- China / Hong Kong
- India / Indonesia
- Japan / Malaysia
- New Zealand / Philippines
- Singapore / South Korea
- Taiwan / Thailand

- 58 Offices
- 5,615 People

United Kingdom

Continental Europe

16 Territories
- Austria / Belgium / Cyprus
- Czech Republic / France
- Germany / Ireland / Italy / Monaco
- The Netherlands / Poland / Portugal Romania / Russia / Spain Switzerland

- 85 Offices
- 2,145 People

- 80 Offices
- 1,035 People

- 89 Offices
- 2,145 People

418 Offices
60 Markets
15,020 People
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