Global Capital Markets

Knight Frank is an independently owned real estate consultancy, operating globally, advising on both residential and commercial real estate. Our Global Capital Markets Group has a reputation for acting on the most high-profile property transactions around the world.

The group acts for institutional, private equity, family offices, sovereign wealth and real estate companies in the cross-border acquisition and disposal of international property. Our services cover the office, residential, retail, industrial, leisure and hotel sectors, as well as the specialist areas of student property and health care.

Excellent information sharing and market intelligence ensure clients receive the optimum advice. Establishing good relationships is absolutely essential. Rapport and trust are crucial.

We believe the principal drivers of our success are our access to stock, the right client base and a highly collaborative network of global teams.

We look forward to working with you.


Our teams work on a daily basis with sector experts around the world, giving investors access to up-to-date intelligence and transaction opportunities in key global investment markets.

We seek to build strong, lasting relationships with our clients, providing consistently high levels of personalised service and advice. We have a record of integrity. Our expertise includes:

- Investment acquisition and disposal
- Capital raising and equity placement
- Joint ventures
- Land sales
- Debt advisory
- Evaluation of assets within Non-Performing Loans
- Post-purchase asset and property management

*The pillars of people and partnership made Knight Frank an outstanding winner in this category. Strategic appointments in key roles have helped this agent to complete market-leading deals across the globe.**

Our Global Platform.

Knight Frank has a dedicated global network of over 550 investment advisors across 60 countries providing unrivalled insight and access to global capital markets.

The Americas
- Atlanta ● Boston ● Chicago ● Los Angeles ● New York ● San Francisco ● São Paulo ● Washington

Europe
- Amsterdam ● Brussels ● Berlin ● Dublin ● Frankfurt ● London ● Madrid ● Milan ● Moscow ● Prague ● Vienna ● Warsaw

Middle East & Africa
- Abu Dhabi ● Cape Town ● Dubai ● Johannesburg ● Nairobi ● Riyadh ● Tel Aviv

Asia Pacific
- Bangkok ● Beijing ● Brisbane ● Hong Kong ● Jakarta ● Kuala Lumpur ● Melbourne ● Mumbai ● Seoul ● Shanghai ● Singapore ● Sydney ● Taipei ● Tokyo

14,000 PEOPLE
413 OFFICES
60 COUNTRIES
Global Capital Markets

Unique & Unparalleled.

Personal Culture.

Knight Frank is in the largest privately owned real estate consultancy in the world and as a partnership, is driven by a uniquely personal culture. This culture enables us to provide a tailored approach to assisting our clients, driven us to continually strengthen relationships across our network and importantly allows us the agility to stay ahead of our larger competitors.

We strive to provide a “personalised service on a global scale.”

* We highly appreciate the pro-active and highly professional approach of Knight Frank’s Capital Markets team. They have proven their extraordinary effort and excellent investment expertise in several projects with us and we look forward very much to working with them in the future again.*

Hearing Koch
Head of Acquisitions and Sales, Europe Credit Suisse

Collaborative Approach.

Knight Frank’s integrated global teams are uniquely positioned to focus on real estate asset classes, implementing cross-border strategies for both long and short term investment opportunities.

Our collaborative approach across our multi-disciplinary business units provides us with a thorough understanding of the key buyers and sellers, what drives their requirements and how their investment processes work.

* Knight Frank were highly professional and passionate throughout the campaign and provided us with a personal and high quality service. With strong support from Knight Frank’s Worldwide Network, the local Knight Frank team demonstrated a genuine connection to the real active local and offshore investors, and this allowed them to offer significant competition to the asset which resulted in a strong outcome for us.*

Steven Bulloch
Managing Director
Pramerica Investment Management (Australia) Pty Ltd

Access to Ultra High Net Worth Individuals.

We specialise in identifying the most aggressive capital globally through our platform of 413 offices across the four core hubs of Europe, the Americas, Middle East and Asia Pacific.

Our strong track record of selling major assets in key gateway cities in combination with our local offices throughout the world, and our unique access to over 2,000 Ultra High Net Worth Investors provides us with unparalleled access to the sharpest capital in the global marketplace.

Our very strong residential and commercial networks provide a unique approach to investors and capital.

* For this large landmark sale it was imperative we could access the largest investors globally and Knight Frank’s international network allowed us to do just that. When we got into the detail, working with a leading investment team also assisted us in making fast and achieve our goal without any hiccups. We look forward to working with them again.*

Rosa Blake
Managing Director
Hines UK
Amazon Phase VIII, Seattle.
Office

Vendor: Vulcan Ltd
Purchaser: Mirae Asset Global Investments (Korea)
Size: 317,328 sq ft
Tenancy: Single
Price: US$246,800,000
Cap Rate: 4.30%
Capital Value: US$777 per sq ft

Phase VIII is a trophy core-quality, newly constructed creative office building that is net-leased to Amazon.com through to June 2031. It is ideally located in the heart of Seattle’s South Lake Union - one of the most dynamic and best performing submarkets in the United States.
10 St. James & 75 Arlington, Boston.

Vendor: Liberty Mutual (US)
Purchaser: Mori Trust (Japan)
Size: 825,000 square feet
Tenancy: Multi-let
Price: US$673,000,000
Capital Value: US$816 per sq ft

Trophy 825,000 square foot urban mixed-use office asset comprising two buildings and an associated 400-space below-grade parking garage within global insurance giant Liberty Mutual's Boston headquarters campus.

245 Park Avenue, New York.

Vendor: JV of Brookfield Property and Clarion Partners
Purchaser: Under Contract to HNA Group
Size: 1,778,249 square feet
Tenancy: Multi-leased
Price: Excess of US$2 billion

Newmark Grubb Knight Frank's New York Capital Markets team was retained by sellers to advise on the acquisition of this iconic tower building in the heart of Midtown Manhattan. The property comprises 1,778,249 square feet of rentable area and is multi-leased to a high credit tenant with a weighted average remaining lease term of approximately 10 years.
Newmark Grubb Knight Frank undertook the global marketing of 101 Seaport through bespoke marketing tours across the Middle East and Asia Pacific. Face to face meetings were held with over 50 institutional investment groups, across seven cities in these regions.

Vendor: Skanska (USA)

Purchaser: Union Invest (Germany)

Size: 439,000 sq ft

Tenancy: 14 years

Price: US$452,000,000

Cap Rate: 4.00%

Capital Value: US$1,030 per sq ft

101 Seaport, Boston.
Located in Sydney's exclusive Eastern Suburbs, this property generated extensive local and international interest with over 18 bids ranging from super funds to HNWIs. The property's significant repositioning opportunities and value-add potential were key elements driving the investor interest.

Vendor: Leelong Pty Ltd (Hong Kong)
Purchaser: Londhurst Group (Australia)
Size: 11,217 sq m
Tenancy: WALE of 2.78 years
Price: AU$138,750,000
Cap Rate: 4.00%
Capital Value: AU$12,370 per sq m

Edgecliff Centre, Sydney.
Office and Retail
The World Trade Centre boats a large Yarra River frontage of approximately 154 metres. The property provides one of the largest office and retail complexes in the Melbourne CBD arranged across three interconnected office buildings, retail and a rooftop childcare centre.

Vendor: Abacus (Australia) & KKR (US)
Purchaser: Ouson Group (Australia)
Size: 49,935 sq m
Tenancy: Key tenants include Thales and the Minister of France with a WALE of 5 years
Price: AU$267,500,000
Cap Rate: 6.78%
Capital Value: AU$5,357 per sq m

The ANZ Tower is one of Melbourne’s most notable assets occupying the prominent corner of Collins and Queen Street in the heart of the Melbourne CBD. Knight Frank Melbourne handled the transaction on a conjunctional appointment with CBRE on behalf of the ANZ bank.

Vendor: Australia and New Zealand Banking Group
Purchaser: The GPT Group (Australia)
Size: 36,963 sq m
Tenancy: 2.5 years (2.5 years to breaks)
Price: AU$274,500,000
Capital Value: AU$7,623 per sq m

World Trade Centre, Melbourne.

ANZ Tower, Melbourne.

Office

Vendor: Abacus (Australia) & KKR (US)
Purchaser: Ouson Group (Australia)
Size: 49,935 sq m
Tenancy: Key tenants include Thales and the Minister of France with a WALE of 5 years
Price: AU$267,500,000
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The HSBC Tower is a fully refurbished landmark asset in the heart of Brisbane’s premier financial precinct. The office tower was sold to an overseas buyer following a competitive international EOI campaign.

Vendor: Seymour Group (Australia)
Purchaser: ARA Asset Management (Singapore)
Size: 19,364 sq m
Tenancy: Multi-let with a WALE of 4.4 years
Price: AU$188,000,000
Cap Rate: 6.73%
Capital Value: AU$9,708 per sq m

Known as “The Black Stump”, this Grade A, glass-fronted property is one of Adelaide’s most iconic buildings. Investor interest was focused not only on the attractive yield profile in comparison to other Australian capitals, but also on the $5 billion of government infrastructure projects around the Torrens River aimed at Education, Healthcare and Research.

Vendor: GDI Property Group (Australia)
Purchaser: Credit Suisse Real Estate (Switzerland)
Tenancy: Multi-let with a WALE of 5 years
Size: 5,381 sq m
Price: AU$125,100,000
Cap Rate: 7.48%
Capital Value: AU$4,929 per sq m
Pacific Century Place, Tokyo.

Office

SMTB, Knight Frank’s Partner in Tokyo, executed the sale of this prime trophy office building in the heart of downtown Tokyo, at that time, the largest investment sale in Japan.

Vendor: Vendor: SICAP Holdings (China)
Purchaser: Purchaser: An international property fund
Size: Size: 418,067 sq ft
Tenancy: Tenancy: Multi-let
Price: Price: US$1,700,000,000
Cap Rate: Cap Rate: Approximately 3.00-3.50%
Capital Value: Capital Value: US$4,066 per sq ft

Enterprise Square Three, Hong Kong.

Office

Knight Frank’s Hong Kong office successfully concluded the sale of 5 floors with car parking spaces and signage area within this Grade-A office building located in Kowloon, to ESPRIT.

Vendor: Vendor: ESPRIT Holdings (China)
Purchaser: Purchaser: An international property fund
Size: Size: 72,800 sq ft
Tenancy: Tenancy: Multi-let
Price: Price: HK$918,000,000
Cap Rate: Cap Rate: 3.00-3.50%
Capital Value: Capital Value: US$1,170 per sq ft
The Summit Portfolio, Saudi Arabia.

Vendor: SEDCO Capital (Saudi Arabia)
Size: 623,510 sq ft
Tenancy: Multi-let
Price: US$155,000,000
Cap Rate: 6.60%

Knight Frank are currently undertaking the marketing of a prime portfolio of assets across Saudi Arabia. The portfolio offers the opportunity to acquire a diverse range of income-producing retail, residential, hospitality, and office assets in the Kingdom’s two main cities – Riyadh and Jeddah.
Global Capital Markets

Jebel Ali Free Zone, Dubai.

Vendor: Economic Zones World (UAE)
Purchaser: Dubai World (UAE)
Size: 32.36 million sq m (land)
Tenancy: Multi-let
Price: US$4,700,000,000

Knight Frank acted as independent advisor on the takeover of EEW by Dubai World and the transfer of the assets of EEW’s core business to Dubai World which resulted in a de-listing of Dubai World from the LSE. JAFZA is the world’s largest free zone and incorporates the Jebel Ali Port (world’s 7th largest), the largest free trade zone in the world, with significant amounts of industrial, office, warehousing, staff accommodation, conference centre, customised warehousing facilities and retail facilities.
Located at the best pitch of the Champs Elysees, the building used to accommodate one of the best known night clubs of Paris and is now let to cosmetics Italian retailer Kiko with a new lease. Knight Frank acted on behalf of the vendor as exclusive advisor.

Vendor: Thor Equities / Invesco
Purchaser: AEW Europe
Size: 700 sq m
Tenancy: 100% let to Kiko
Price: €117,000,000
Cap Rate: 2.75%

102 Champs Elysee, Paris.
We acted on behalf of the Vendor (Lone Star), managing competitive pricing through a tailor made but competitive sales process. We sold to Spain’s largest listed prop co., Merlin Properties, for ca. €380M making this the largest office deal of 2016 by sq m.

Vendor: Lone Star
Purchaser: Merlin Properties
Size: 126,000 sq m
Tenancy: Freehold
Price: €380,000,000

We acted on behalf of the purchaser (BA Pension Fund) on the off market acquisition of this newly developed mixed use investment in close proximity to the Tottenham Court Road Crossrail station.

Vendor: BA Pension Fund
Purchaser: Chinese Estates
Size: 55,126 sq ft
Tenancy: Freehold
Price: £183,000,000
Panattoni Portfolio, Poznan & Kdz, Poland.

Vendor: Panattoni
Purchaser: M&G European Property Fund
Size: 64,730 sq m
Tenancy: Freehold
Price: €38,077,000

We acted on behalf of the purchased (M&G) on the forward funding of two fully pre-let institutional distribution warehouses, representing the fund’s first transaction in Central Europe.

Times Building, D’Olier St, Dublin.

Vendor: KW Investment Funds ICAV
Purchaser: Real I.S. AG
Size: 6,318 sq m
Tenancy: Freehold
Price: €50,000,000
Capital Value: €7,914 per sq m

Off-market acquisition for one of Real I.S. newly-created vehicles.
All Sectors.

Office
Residential
Logistics / Industrial
Retail
Leisure
Hotels
Student Property
Healthcare
Multi Sector / Mixed Use
Our Insight.

Intelligence.
We provide market data and analysis of the very highest quality and deliver fast and efficient access to bespoke capital markets research. We generate local market indices and market reports which are launched globally on a regular basis.

Insight.
Our signature annual publications such as Active Capital, Global Cities and The Wealth Report go beyond the here and now market dynamic and explore emerging trends that will impact global real estate markets over the next 3-5 years. This foresight provides our clients with early signals of changing market dynamics and is invaluable in informing investment strategies.

Through our Business Intelligence Unit, we are able to track weekly search activity on our website and see how major political and economic events are affecting capital flows into key cities across the world.
The Knight Frank Network consists of Knight Frank LLP and its direct subsidiaries, which provide services in the UK, and an international network of separate and independent entities or practices providing services internationally.

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