January 2025
Issue 07

ANNUAL REPORT

Commercial - Investment - Industrial - Development

HENSHALL & PARTNERS
REAL ESTATE ADVISORS

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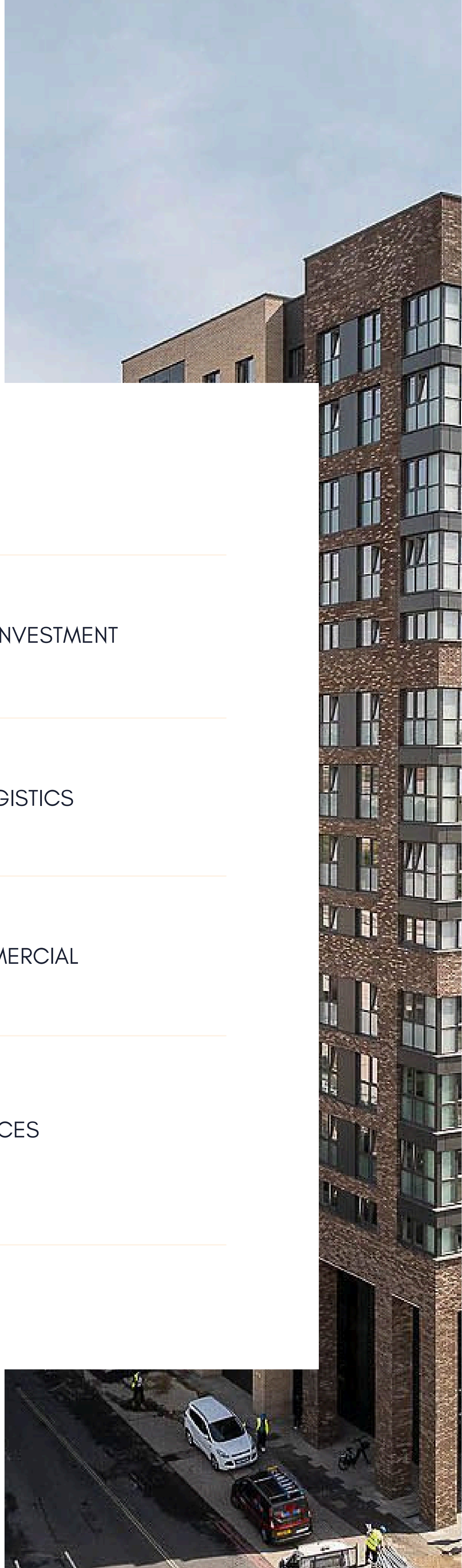

2024 Overview

‘Has social media verged into too much of a good thing, with self-proclaimed super agents creating too much noise’

We proudly celebrated our 7th birthday this year, providing the opportunity to reflect on being in business since 2017.

A diet of hard work, perseverance and plenty of deals has kept us going to this point. However, whilst I have my soap box for my annual ramblings, I would like to challenge how social media is used in property.

Has it now verged into too much of a good thing, with self-proclaimed experts telling us all what to do in the form of opinion based content, over a proven data-driven approach.

Perhaps agents who are posting are too focused on promoting their own brand, as opposed to their clients’ properties.

A reminder may now be overdue on why online platforms became so popular in the first place. They showcased opportunities, deals and data, rather than what we think everyone else should have for breakfast. This, a lesson I hope the prospective owners of the Estates Gazette will apply to revive the once great publication.

The success of a property agency is predicated on deal volume and what it achieves for its clients. This has and will always be our main aim at H&P.

Our success this year has been in the commercial and industrial markets, enabling a strong return for the business. I am now excited to shift our attention to our 2025 target, with the pipeline well set.

I wish you all a healthy and prosperous year ahead and hope you enjoy our latest report.

COMMERCIAL & INVESTMENT

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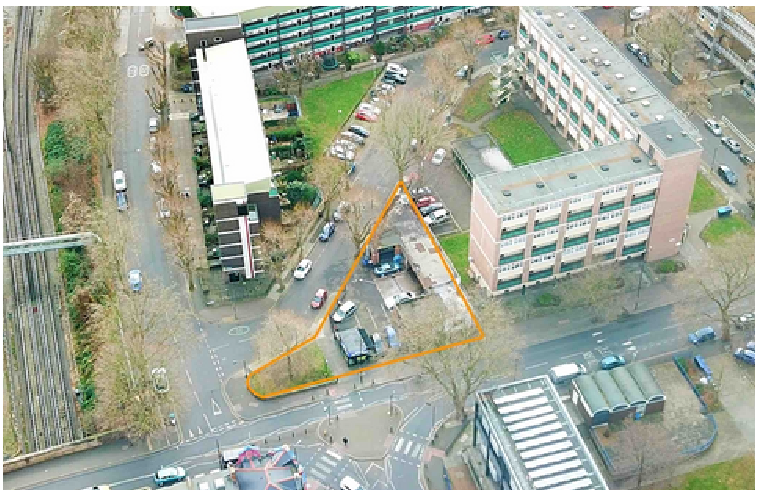
Commercial Deals

Ching Way, Waltham Forest

Commercial freehold acquired for private investor, with opportunity to improve existing income | £ Undisclosed

Bell Yard Mews, Southwark

Virtual freehold interest of ground floor office within mews development, sold to tech-solutions business | £1.195m



Rotherhithe New Road, Surrey Quays

Vacant commercial site with redevelopment potential, sold to residential developer | £2.25m

Investment Deals

Grange Road, Bermondsey

Ground floor commercial and 3 x apartments, producing £78,330pax | £1.265m (6.2%)

Queens Road, Peckham

Long leasehold investment let to Pedder Estate agents, paying £50,000pax | £620,000 (8%)

Cool Oak Lane, Hendon

Gym investment let to Anytime Fitness on new 15-year lease, paying £115,000pax | £1.1m (10.5%)

Industrial & Logistics

OPEN & SELF STORAGE

If you backed the storage sector as your horse for 2024, then you would be pleased to have collected some solid returns and still be in the race for continued capital growth.

The recession-resistant nature of these sites is a result of their stable cash flows, along with resolute demand from e-commerce, small businesses and growing urban populations. This enables investors to continue to improve their rents.

Operators have been able to combine scalability with low operational complexity to keep private and institutional money coming back for more.

After delivering a range of sales for clients during the year, we are looking forward to launching new opportunities in Egham, Thornton Heath and Staines-upon-Thames during Q1.

01 Parsons Mead, Croydon

Following the agreement of a new 10-year lease with an established occupier, paying £85,000pax.

A sale was arranged with a cash investor for £1,160,000 (7.3%).

02 Montague Road, Croydon

Freehold site producing £48,000pax across two separate lease agreements.

Deal arranged with investor for £950,000 (5.1%), who will now look to obtain planning and redevelop part into residential.

03 St James' Road, Bermondsey

Acting for the Peabody Trust, we were appointed to dispose of a storage asset just off the Old Kent Road.

An owner occupier was procured, who completed on the purchase in cash for an undisclosed sum.

New Build Commercial

ADDING VALUE TO YOUR DEVELOPMENT

We offer developers and landlords a range of bespoke campaigns to maximise returns and create the best mix of occupiers for their residents.

Our team is focused on the London market and acts for blue chip developers and private investors.

If you need advice on how to sub-divide space or an effective marketing strategy then get in touch with our team.

New Build Sales

Callis Yard, Woolwich

Disposal on behalf of Savills IM of new build unit to private dental practice | £640,000

Kingston Road, New Malden

Sale of ground floor space for Fairview NH to private investor, who will be opening a convenience store | £350,000

Thames Street, Greenwich

Split level commercial space sold to educational occupier on behalf of Kolte Patil | £320,000

Regency Heights, Park Royal

Hybrid unit, occupied as a delicatessen and cafe, sold to Hayes based investor for Fairview NH | £435,000

Leasing

Quality Green Grocers Open in Shepherds Bush

Parkway Greens signed a new 10-year lease on Askew Road, following the success of their Camden store.

Petal Vets Secured for Galliard Homes

Experienced vets open their first practice in Deptford.

Global Rice Store Expands to Park Royal

Global Japanese rice retailer opens its doors in Park Royal. With over 20 sites stateside, they will be opening their first store in the UK at Regency Heights.

Family Office Signs in Southwark

Kipling Investments has invested in Leeds United, QPR & an array of start ups and recently secured a new Southwark base.

SCOPE OF SERVICES

H&P offers a full range of services, priding ourselves on a best-in-class approach. We know this will in turn lead to best value and to ensure each property reaches its full potential.

Sales
Leasing
Asset Management
Valuations
Marketing Reports
Capital Allowances
Property Finance

Giving 100% to 100% of our instructions

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