



## **UPDATED MARKETING REPORT AND COMMENTARY**

**IN RESPECT OF**

**1 – 9 SANDYCOMBE ROAD**

**RICHMOND**

**SURREY**

**TW9 2EP**



**8 NOVEMBER 2016**

**BUSINESS SPACE DEPARTMENT**

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## **1.0 BACKGROUND**

1.1 This report has been produced as a supplement to our original report dated 17 December 2015 and update report of 11 March 2016 in connection with the marketing undertaken at 1 – 9 Sandycombe Road, Richmond, Surrey, TW9 2EP.

1.2 Copies of the reports dated 17 December 2015 and 11 March 2016 are added to this report for ease of reference.

## **2.0 MARKETING**

2.1 In respect of marketing, we can confirm that the marketing campaign has been continuous since instructions were originally received in April 2015, and is ongoing.

2.2 Since our last report of 11 March 2016, the marketing set out below has been undertaken.

2.3 As part of the ongoing marketing campaign, advertisements have been placed in the Richmond and Twickenham Times in the following publications dated: 2 September, 7 October and 4 November 2016, 2 December 2016. Prior to that a series of advertisements appeared in that publication in March and April of 2016, as detailed in our previous report dated 11 March 2016. Attached as Appendix 1 is a copy of the advertisement in the current edition of that Newspaper publication.

2.4 We confirm that lineage advertisements appeared in the Thames Valley and Heathrow Commercial Property Register in the June – September 2016 and October – February 2017 publications (see attached copy advertisement as Appendix 2).

2.5 We further confirm that a marketing board remains prominently erected to the front of the development advertising the available space.

2.6 In addition, the following further advertising is due to occur:-

- a. The lineage advertisement in the Thames Valley & Heathrow Commercial Property Register is presently running until February 2017.

- b. The main 425 Central London regional and local commercial agents have also been re-circulated with particulars in the week commencing 7<sup>th</sup> November 2016.

### **3.0 CURRENT INTEREST**

- 3.1 An updated enquiry schedule is attached as Appendix 3.
- 3.2 We believe the best suited applicants are those looking for modern, good quality B1a office space in the locality, or possibly quality B8 storage or D1 uses.

### **4.0 POTENTIAL COMMERCIAL USES**

- 4.1 In our report of 11 March 2016, we provided detailed commentary upon the potential commercial use types to include B2 General Industrial use, B1c Light Industrial uses, B1a, B1b uses (and D1 uses) and B8 use.
- 4.2 The comments, observations and conclusions of our report dated 11 March 2016 remain unchanged following the further period of marketing which has taken place between the date of that report and November 2016.
- 4.3 Those conclusions were that the most likely demand from employment generating uses on this site would be B1 office space or possibly D1 space or smaller B8 units.

### **5.0 MARKET COMMENT**

- 5.1 Since March 2016, we are seeing some evidence of the commencement of a slowdown in demand for commercial property in the area. In the second quarter of 2016, in the period in the run-up to the EU Referendum, a number of occupiers and operators deferred decision making on commercial property acquisition until the results of the vote became clear in late June 2016.

- 5.2 Many businesses were not expecting the outcome of the EU Referendum to be an exit for Britain from the European Union, and in the weeks to follow this, it became evident that some occupiers have become nervous and cautious of the probable outcome to economic prospects as a result of the Brexit vote. This cautiousness results in hesitancy to expend upon business expansion or relocation, which directly negatively effects demand levels in the commercial property sector.
- 5.3 By the beginning of the third quarter 2016, it has become apparent to us that take-up levels of space particularly in the corporate office market sector are slowing, and it is already proving necessary for landlords to increase incentives to entice tenants to lease space.
- 5.4 Moving forward, the general sentiment amongst economists and commercial property analysts is that we are now entering a period of economic uncertainty, and we envisage continued slowing of demand for commercial property, and resultant downward pressure on rental levels and pricing in the foreseeable future.
- 5.5 Adverse sentiment to the commercial property sector following Brexit is proven by the need for several major funds to suspend share dealing in their commercial property portfolios, as investors rushed to withdraw their investment in the sector.
- 5.6 Several funds are now needing to sell assets to fund investment withdrawal in the sector and the prospects for the market could be very challenging in the months and years to come.
- 5.7 In terms of this site at Sandycombe Road, it is therefore important to develop a scheme for which there is likely to be demand, to create a viable and enhanced environment on this site.
- 5.8 The one sector that presently seems to be holding-up in terms of demand levels is smaller B1, D1 or B8 type uses. Potential occupiers with cash resources currently appear to remain prepared to consider investing in the purchase of their own property facility, upon the basis that returns in the general investment market are very low, with base bank base rate interest at a record low level.

- 5.9 Mature small businesses appear to consider investing in the purchase of their own property a prudent medium to long-term investment, often placing property in self-managed pension schemes for example, with a leaseback to their business, where they are able to secure a favourable and tax efficient rate return upon their investment.
- 5.10 In addition, we have noticed an increase in enquiries for low profile storage units for investments such as classic cars, which potentially could work well on this site.

## **6.0 AVAILABLE ALTERNATIVE LIGHT INDUSTRIAL AND STORAGE SPACE**


- 6.1 There is a selection of space available to occupiers that are seeking between 1,000 and 6,000 sq. ft. in the South West, West and North West London areas. Those occupiers that would require space with good access to, and in close proximity to Richmond (5 mile radius) have a variety of units available at the time of writing in locations which in our opinion would better suit their needs than the micro-location of the site at 1 – 9 Sandycombe Road.
- 6.2 Attached at Appendix 4 is a Schedule of Available Space being advertised between 1,000 – 6,000 sq. ft. We have not included larger units than this which are also available, which could potentially be sub-divided to provide smaller units.
- 6.3 We conclude from this Availability Schedule that there are 36 units currently being advertised, within a 5-mile radius of Richmond.

## **7.0 CONCLUSION**

- 7.1 Whilst marketing will continue over the coming weeks, we do not anticipate that enquiry levels are likely to change in terms of the type of employment generating space that would be required by applicants, or indeed would be suitable in this location.
- 7.2 Accordingly, we would encourage London Borough of Richmond to look favourably upon a residentially led scheme, incorporating some B1 office space within the development, or possibly D1 space or small B8 units. We envisage these types of users would be welcomed by local residents and occupiers.

7.3 A well designed scheme in this location could provide an enhanced property on this site in relation to the existing terrace of units. This would be a beneficial long term improvement in terms of the street-scape and provision of employment generating land uses, for which there is demand in this locality.

We trust that the aforementioned is self-explanatory, although please do not hesitate to contact me should any further information be required.



John Vokins MRICS

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**APPENDIX 1**

**COPY ADVERTISEMENT**

**Richmond & Twickenham Times:**

**rtimes.co.uk/homes**  
**JOIN FORCES**



Joint ownership of a property can mean legal complications. You and your partner may have bought a house together and, after that, something has happened which has meant that the relationship goes sour or you die. In such cases, there is a problem. How do you split the property and the proceeds? It is not always as simple as it first appears. In fact, joint ownership of a property can be a minefield. It is not a simple matter of splitting the proceeds of a sale. There are many legal traps to be aware of. For example, when a property is jointly owned, the law can be very strict. It is important to get legal advice before you sign any documents. This is especially true if you are not a professional. The law can be very strict. It is important to get legal advice before you sign any documents. This is especially true if you are not a professional. The law can be very strict. It is important to get legal advice before you sign any documents. This is especially true if you are not a professional.

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NOVEMBER 4, 2016 www.rtimes.co.uk news 21

**SITE FOR COMMERCIAL / EMPLOYMENT USES**  
 1-9 Sandycombe Road  
 Kew, Richmond, Surrey, TW9 2EP  
 Approximate Site Area: 0.36 Acres  
 15,775 SQ. FT. (1,465.6 SQ. M.)  
**INTEREST INVITED FOR COMMERCIAL USES AS NEW DEVELOPMENT OPPORTUNITY**

Further information available through the agents:  
**John Vokins** 020 8400 9000 **Luke Storey** 020 8400 8876



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# APPENDIX 2

## Thames Valley & Heathrow CPR Magazine Edition:



**Sharps**  
COMMERCIAL

**TO LET**



**Hurst Grove, Sandford Lane, Winkesh, Berkshire RG10 0SQ**  
1,000 – 2,125 sq ft

- Modern Good Quality 1st Floor Office
- 15 Parking Spaces
- Air Conditioning
- Excellent Transport Links

**TO LET**



**45 Boulton Road, Reading, Berkshire RG2 0NH**  
2,711 – 5,477 sq ft

- Modern Detached Office Building
- 25 Parking Spaces
- Fitted Office Accommodation
- Excellent Commercial Location Close J11/M4

**TO LET**



**ECJ House, Kingsland Business Park, Basingstoke RG24 8LJ**  
2,458 – 6,075 sq ft

- Flexible Office Space
- 31 Parking Spaces
- Only 68.56 sq ft
- Excellent access to J6 M3 Motorway

**TO LET**



**Robert Cort Ind. Est., Britten Road, Reading, Berkshire RG2 0AU**  
500, 3,000 and 7,000 sq ft

- Industrial / Warehouse / Trade Counter Units
- Private and Over Flow Parking
- Large Loading Doors
- Refurbished

**TO LET**



**Units 1 & M Lambs Farm Business Park, Reading, Berkshire RG7 1PY**  
4,518 & 4,615 sq ft

- Industrial/Warehouse Unit
- Large Loading Doors
- Modern Business Park
- Excellent Access To J11 of M4

**FOR SALE**



**6 Commercial Road, Reading, Berkshire RG2 0QZ**  
7,320 sq ft

- Industrial/Warehouse Unit
- 10,000 sq ft Secure Yard/Parking
- Two loading doors
- Close to J11 of the M4

**TO LET**



**Unit 1 Pincents Lane Ind. Pk., Pincents Kin, Calton, Reading RG31 7SD**  
10,270 sq ft

- Detached Warehouse with Secure Yard
- Ground Floor Office/Showroom
- First Floor Office
- Excellent Access to J12 of M4

**TO LET**



**Unit 7 Theale Commercial Estate, Ely Road, Theale, Berks RG7 4BQ**  
9,388 sq ft

- Refurbished
- Industrial/Warehouse Unit
- Modern Well-Established Estate
- Only 3 minutes from J12 of the M4

**TO LET**



**Units 6 & 9 Nimrod Industrial Estate, Reading, Berkshire RG2 0EB**  
6,206 & 7,200 sq ft

- Industrial / Warehouse / Trade Counter Units
- Refurbished
- Excellent Parking
- Easy access to J11 of M4

26-28 Southampton Street  
Reading  
Berkshire  
RG1 2QL

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Industrial	Reading, Aldermaston, Theale - continued	Agent	Tel. No.		
Sq Ft	Description of Property	HT (ft)	LR		
26,424	Unit C, Decker Way Industrial Estate, Reading	10	5m	Indus J&J	0118 931 3515 020 7495 4933
15,775	1-9 Sandycombe Road, New		10/10m	Indus	020 6400 9000
<b>Industrial Slough, Langley</b>					
Various	482-483 Sandstone Avenue, Slough Trading Estate, Slough	1	5.4m	Indus	020 8569 1600
Various	Coventry, 544-546 (ground floor), Slough Trading Estate, Slough	10	15m	Indus	020 8569 1600
Various	Unit 225, Bath Road, Slough	15m	10m	Indus	020 8569 1600
Various	Units 1 & 2, Langley Connect, Langley Park Road, Slough	8-10	10m	Indus	020 8759 4141 0118 931 4144
746	883 Royal Road, Slough Trading Estate, Slough	10	3.2m	Indus	020 8569 1600
1,578	146.4 887 Plymouth Road, Slough Trading Estate, Slough	8	3.2m	Indus	020 8569 1600
3,485	Unit 2/1c, Chelvey Road east, Slough	10	10m	Indus	020 8759 4141
2,739	883 Plymouth Road, Slough Trading Estate, Slough	10	5.3m	Indus	020 8569 1600
3,881	2683 2681 Burnish Avenue, Slough Trading Estate, Slough	10	4.3m	Indus	020 8569 1600
4,385	428.5 553 Spanish Road, Slough Trading Estate, Slough	10	6m	Indus	020 8569 1600
4,775	443.6 Unit 3, Parkton Road Trade Park, Slough	8	10m	Indus	020 8759 4141
5,661	528.3 347 Chesham Avenue, Slough Trading Estate, Slough	10	5.3m	Indus	020 8569 1600
5,757	534.8 1 White Horse Lane, Chelvey, Slough	10	6m	Indus	01753 839396 Christopher Thomas
5,784	533.5 864 Weston Avenue, Slough Trading Estate, Slough	10	6.4m	Indus	020 8569 1600
5,802	544.8 954 Royal Road, Slough Trading Estate, Slough	10	7.3m	Indus	020 8569 1600
5,885	546.7 588 Spanish Road, Slough Trading Estate, Slough	10	10.1m	Indus	020 8569 1600
6,513	685.1 Unit 8, Slough Interchange, Whitefriars Close, Slough	7.5	10.1m	Indus	0118 939 7483
15,276	1,428.4 681/689 Slough Road, Slough Trading Estate, Slough	10	6.5m	Indus	01753 839396 Albus Group
18,130	1,843.7 887/889 Avenue, Slough Trading Estate, Slough	10	6m	Indus	020 8569 1600
18,276	1,729.6 246/1 Leckham Road, Slough Trading Estate, Slough	10	6.3m	Indus	020 8569 1600
24,312	2,258.6 79/80 Sandstone Avenue, Slough Trading Estate, Slough	10	6.3m	Indus	020 8569 1600
34,100	3,206.1 779 Sandstone Avenue, Slough Trading Estate, Slough	10	10m	Indus	020 8569 1600
35,435	3,310.5 729/730 Weston Avenue, Slough Trading Estate, Slough	10	7.3m	Indus	020 8569 1600
50,845	4,725.4 765 Slough Road, Slough Trading Estate, Slough	10m	10m	Indus	020 8569 1600
52,701	4,946.1 Unit 1 & 2, Langley Connect, Langley	8.2m	10	Indus	0118 931 4144
<b>Industrial Staines, Egham</b>					
1,878	161.8 Unit 6, Oakham Road, Thorne Industrial Park, Egham	1	4.6m	Indus	01753 839396 020 8759 4141
3,827	355.5 Unit 8 Sky Business Park, Vesley Way, Egham	1	10m	Indus	01753 839396
6,210	576.9 Unit 2, Brite Way, Thorne Industrial Park, Egham	10	6.3m	Indus	01753 839396
8,365	772.1 Unit 1, Brite Way, Thorne Industrial Park, Egham	10	6.3m	Indus	01753 839396 020 8759 4141
16,887	1,561.4 Unit 1, Slough Way, Thorne Industrial Park, Egham	10	5.5m	Indus	01753 839396

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**Commercial Industrial Property Details**

Property Size: 10,775 Sqft / 1,485.9 Sqm  
 Property Lease Type: LHM - Leasehold  
 EPC Rating: E  
 Price/Rent: £750k ppa  
 Property Description: Site for Commercial/employment uses  
 Address: 1-9 Sandycombe Road, Kew, Richmond, TW9 2EP

**Property Agent Details**

Agent: V. Adams  
 Email: [v.adams@jansons.co.uk](mailto:v.adams@jansons.co.uk)  
 Tel: 01753 9433 9333

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**SITE FOR COMMERCIAL / EMPLOYMENT USES**

**1-9 Sandycombe Road, Kew, Richmond, Surrey TW9 2EP**

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## APPENDIX 3

### ENQUIRY SCHEDULE

ENQUIRY DATE	SITE / UNITS	COMPANY CONTACT NAME	PROPOSED USE	ENQUIRY SOURCE	COMMENTS
June 2015	Site	Cimeco – John Moolenschot	B2 Industrial Joinery	Vokins Website	Freehold premises required to develop into joinery workshop. Site unsuitable due to surrounding residential location.
June 2015	Site	Redrock Property Consultants - Peter Saville	Residential Conversion	Property Week	General enquiry in respect of the development for residential development for unnamed client.
June 2015	Site	Viewranks - Richard Beim	Residential Conversion	Property Week	General enquiry in respect of the development for residential development for unnamed client.
June 2015	Site	Hartnell Taylor Cook LLP - Martin Perry	Residential Conversion	Property Week	General enquiry in respect of the development for residential development for unnamed client.
July 2015	Site	JLL - Adam Creighton	Residential Conversion	Vokins Website	General enquiry in respect of the development for residential development for unnamed client.
July 2015	Site	- Alistair Dobbie	Hotel	Marketing Board	Currently run a bed and breakfast at 271 Sandycombe Road. Interested in developing part of the site into an apart-hotel.
August 2015	Site	Richmond Gymnastics Association - Philip Jeffcock	Gymnastics Centre	Vokins Website	Searching for alternative premises for a gymnastics centre.
August 2015	Site	Rockhopper Real Estate Ltd - Jeremy Titchen	Residential Conversion	Property Week	General enquiry in respect of the development for residential development for unnamed client.
September 2015	Site	Joe Burke	Residential Conversion	Vokins Website	General enquiry in respect of the development for

					residential development for unnamed client.
<b>September 2015</b>	Unit	Rascals Softplay - Rachel von Rietberg	D2 Children's Activity Centre	Zoopla	Established children's activity company looking for a second branch within West London.
<b>September 2015</b>	Unit	Caverswall Properties UK LLP - Tom Audley	D2 Gym	Vokins Website	New gym venture searching for 4,000 sq. ft. unit within South West London.
<b>September 2015</b>	Site	Kew Brewery - David Scott	B2 Industrial Use	Marketing Board	Tentative enquiry in relation to a potential site relocation within Kew.
<b>October 2015</b>	Site	Thomas Puthumana	B1/B8 Industrial Use	Zoopla	Relocating existing frozen food business from Birmingham. Looking across London, not needing to be in SW London in particular. Access required for articulated lorries required, industrial estate type location would probably be better suited.
<b>October 2015</b>	Site	Edouard Pelier	Residential Conversion	Zoopla	General enquiry in respect of the development for residential development from local investor.
<b>November 2015</b>	Site	Stuart Seabrook	Residential Conversion	Zoopla	General enquiry in respect of the development for residential development from local investor.
<b>November 2015</b>	Site	Matthew Lowe	Residential Conversion	Zoopla	General enquiry in respect of the development for residential development from local investor.
<b>December 2015</b>	Site	E Awad	Residential Conversion	Moovehut	General enquiry in respect of the development for residential development from local investor
<b>December 2015</b>	Site	HNG Chartered Surveyors - Grazyna Bangniska	Residential Conversion	Property Week	General enquiry in respect of the development for residential development from local investor
<b>December 2015</b>	Site	Rush Fitness - Colin Carter	D2 Gym	Property Week	Gym franchise requirement for freehold development sites of 7,000 sq. ft. + in Greater London. Not particularly focused upon Richmond and concerns about level of competing operations in the locality.
<b>December 2015</b>	Site	Belville - Aram Lachin	Residential Conversion	Property Week	General enquiry in respect of the development for

					residential development from local investor
<b>December 2016</b>	Site	Breslin Properties Limited - Liam Breslin	Residential Conversion	Property Week	General enquiry in respect of the development for residential development from local investor
<b>January 2016</b>	Site	Rupert Sharp	Residential Conversion	Property Week	General enquiry in respect of the development for residential development from local investor
<b>January 2016</b>	Unit	City of London Distillery – Jonathan Clark	B2 Industrial for Distillery	Zoopla	Searching for alternative premises for the production of alcoholic drinks. Location unsuitable due to noise, fumes and anticipated HGV access.
<b>January 2016</b>	Site	Vause Cribb - Thomas Cribb	Classic Car Showroom	Commercial Property Register	Freehold search for car showroom in South West London. Discounted due to lack of main road frontage.
<b>January 2016</b>	Site	John Watts	Residential Conversion	Zoopla	General enquiry in respect of the development for residential development from local investor
<b>January 2016</b>	Site	Gurdeep Sandhu S	Residential Conversion	Vokins Website	General enquiry in respect of the development for residential development from local investor.
<b>January 2016</b>	Site	Michael Pringle	Residential Conversion	Vokins Website	General enquiry in respect of the development for residential development from local investor.
<b>January 2016</b>	Site	Fordgate Group - Steven Gertner	Residential Conversion	Vokins Website	General enquiry in respect of the development for residential development from local investor.
<b>January 2016</b>	Unit	Trade Flooring - Amir Ahmed	Flooring Company	Movehut	Searching for a freehold sites to relocate flooring company within West London.
<b>January 2016</b>	Site	West London Motor Group - Naeem Hanif	Car Showroom	Movehut	Freehold search for car showroom in London. Inadequate A316 road frontage.
<b>January 2016</b>	Unit	Buttercups Nursery - Paul Whitehouse	D1 Children's Nursery	Vokins Website	Established day care nursery looking to relocate within West London. Richmond too far South – focused on Ealing and Acton.
<b>February 2016</b>	Site	Alex Horsfall	Residential Conversion	Zoopla	General enquiry in respect of the development for residential development from local investor.

<b>February 2016</b>	Site	DD Classics Daniel Donovan	Car Showroom	Vokins Website	15,000 – 60,000 sq. ft. for classic car storage.
<b>February 2016</b>	Site	Simon Slater	Residential Conversion	Movehut	General enquiry in respect of the development for residential development from local investor.
<b>February 2016</b>	Site	Masons Plumbing - Francis Grimes	Trade Counter	Vokins Website	Freehold site required for retail and plumbing supplies. Shop yard and ancillary storage more suitable.
<b>February 2016</b>	Site	TIW Fabrications - David Golding	Storage	Movehut	Currently based in Acton. Freehold site required for yardage and heavy industry in West London. Site too far South.
<b>February 2016</b>	Site	GAP Development - Alex Hearn	Residential Conversion	Vokins Website	General enquiry in respect of the development for residential development from local investor.
<b>February 2016</b>	Site	Travis Perkins - Aqleem Khokar	Builders Merchants	Vokins Website	Searching for freehold/leasehold sites for trade counter and tool-hire outlets within London. Concerns over access for numerous large lorries and HGVs causing disruption, which is a feature of this type of operation, together with audible noise levels, (timber cutting, JCBs for sand etc).
<b>February 2016</b>	Unit	Blitz CrossFit - Oliver Langston	D2 Gym	Marketing Board	Gym operator - leasehold requirement in London. Tentative enquiry for low grade industrial suitable for conversion into gymnasium. Concept in its infancy, as focused on developing existing Twickenham facility. No further feedback or interest in this site obtained.
<b>February 2016</b>	Site	Michael Grievesson & Company - Michael Grievesson	Residential Conversion	Vokins Website	General enquiry in respect of the development for serviced office operator happy to be in mixed use scheme.
<b>March 2016</b>	Unit	Modus Utilities - Jayne Paterson	Storage	Zoopla	Utility suppliers to power, water and gas distributor



					requiring storage for scaffolding. Discounted due to restricted eaves height.
<b>March 2016</b>	Site	Hopetown – Thayne Weston	Residential Conversion	Vokins Website	General enquiry in respect of the development for residential development from local investor.
<b>March 2016</b>	Site	Mark Nicholls	Music tuition & Recording Studios	Estates Gazette	Requirement for a site to build a music tuition centre. Proximity to rail lines not ideal – property not of interest.
<b>March 2016</b>	Site	CityCom Technologies – Vinod Kakkar	Residential Conversion	Vokins Website	General enquiry in respect of the development for residential development from local investor.
<b>March 2016</b>	Site	Sharps Commercial – Justin Fincham	Residential Conversion	Estates Gazette	General enquiry in respect of the development for serviced office operator happy to be in mixed use scheme.
<b>March 2016</b>	Site	Transteele Electrical – Neil Ohyon	Warehouse for Storage & Distribution	Vokins Website	Warehouse or site requirement for storage & distribution – requirement shelved due to more suitable premises being available in Brentford..
<b>March 2016</b>	Unit	Elegance Tyres – Zia Tuofiq	B2 Vehicle Repairs	Zoopla	B2 use requirement for car garage and tyre sales and storage. Established industrial area amongst other car repairers more suitable than this site.
<b>April 2016</b>	Site	London Ebor – Duncan Brown	Residential Conversion	Zoopla	General enquiry in respect of the development for residential development from local investor.
<b>April 2016</b>	Site	Graham Sibbald – Kevin Happs	Residential Conversion	Estates Gazette	General enquiry in respect of the development for residential development from local investor.
<b>April 2016</b>	Site	Zen Developments – James Frener	Residential Conversion	Vokins Website	General enquiry in respect of the development for residential development from local investor.
<b>May 2016</b>	Site	RS & Co – Richard Stephens	Residential Conversion	Estates Gazette	General enquiry in respect of the development for residential development from local investor.
<b>May 2016</b>	Unit	Morena Musaraj	D2 Children's activity centre	Movehut	Searching for leasehold D2 Children's soft play centre. Requirement was tentative and has not progressed.

<b>May 2016</b>	Site	Investre - Piers Cartwright-Taylor	Residential Conversion	Estates Gazette	General enquiry in respect of the development for residential development from local investor.
<b>June 2016</b>	Site	Laura Sevenus – Kirsten Sevenus	D1/D2 Swim School	Marketing Board	Currently based in Stamford Brook and looking for an additional site to build a swimming pool for children within West London. Concerns about micro-location and competition from Pools on Park etc.
<b>June 2016</b>	Site	John Shelvey	Residential Conversion	Vokins Website	General enquiry in respect of the development for residential development from local investor.
<b>June 2016</b>	Site	Bankfoot Group – Chris Moore	Residential Conversion	Estates Gazette	General enquiry in respect of the development for residential development from local investor.
<b>July 2016</b>	Site	Making Waves Swim School – Robert Steven	D1/D2 Swim School	Vokins Website	Swim school business looking for a property to convert for commercial use to install a pool circa 20m x 10m area. Concerns about micro-location and competition from Pools on Park etc.
<b>July 2016</b>	Site	Lydian Properties Howard Swinhoe	Residential Conversion	CoStar Showcase	General enquiry in respect of the development for residential development from local investor.
<b>July 2016</b>	Unit	Harrison Goate – Robert John	Warehouse	CoStar Showcase	3,500 sq. ft. light warehouse in SW London to service a Fulham based business. Search focused now in Fulham, Putney area.
<b>August 2016</b>	Site	GA Group UK – Nevyan Markov	Residential Conversion	Propertylink	General enquiry in respect of the development for residential development from local investor.
<b>August 2016</b>	Site	Carl McDaid	Residential Conversion	Propertylink	General enquiry in respect of the development for residential development from local investor.
<b>August 2016</b>	Unit	Roberto Bermudez	B2 Vehicle Repairs	Propertylink	Leasehold B2 use requirement for car garage. Low grade activity, needing secondary older style garage accommodation, not suited to this site.

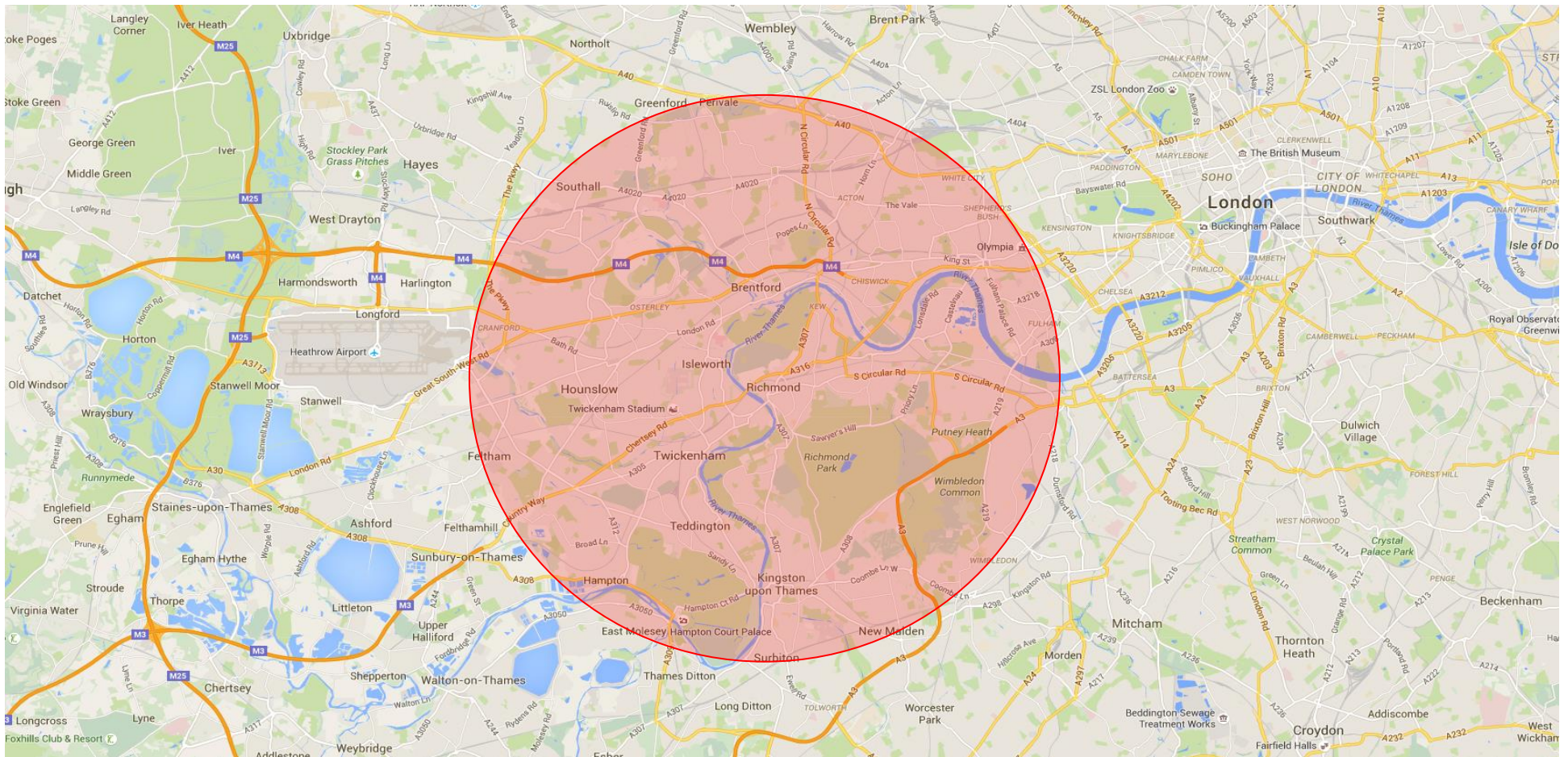


<b>August 2016</b>	Site	Mark Sims	Residential Conversion	Propertylink	General enquiry in respect of the development for residential development from local investor.
<b>September 2016</b>	Site	Car Capital UK – Ali Jaffery	Car Showroom	Zoopla	Freehold requirement for a car showroom within M25. Discounted due to lack of main road frontage.
<b>September 2016</b>	Site	Howden Joinery Properties – William Mansfield	Trade/ Retail operation selling kitchens, with ancillary yardage.	Vokins Website	10,000 – 15,000 sq. ft, plus yardage and customer car parking. within West London. Concerns over HGV movements and activity at this location; better suited to established trade park location
<b>September 2016</b>	Unit	Sullivan’s of Mortlake – Ashley Sims	Scrap Metal dealers	Estates Gazette	Scrap metal trade unlikely to work in this micro location – prefer to be nearer other recycling depots.
<b>September 2016</b>	Site	Phillips Lockhart Starr – Daniel Richards	Residential Conversion	Estates Gazette	General enquiry in respect of the development for residential development from local investor.
<b>September 2016</b>	Site	Neptune Land – Paul Stoodley	Residential Conversion	Estates Gazette	General enquiry in respect of the development for residential development from local investor.
<b>October 2016</b>	Site	WLT Surveyors – Paul Sulma	Residential Conversion	Estates Gazette	General enquiry in respect of the development for residential development from local investor.
<b>October 2016</b>	Site	Tudor Property Services – Ekam Sandhu	Residential Conversion	Estates Gazette	General enquiry in respect of the development for residential development from local investor.
<b>October 2016</b>	Site	6 Stanco – Ruth Hodkinson	Food Distribution	Vokins Website	Freehold site requirement on behalf of an Italian food distributor to build warehouse & offices. Interest not progressed beyond tentative enquiry.
<b>October 2016</b>	Site	Shiral WS Group – Richard England	Residential Conversion	Propertylink	General enquiry in respect of the development for residential development from local investor.
<b>October 2016</b>	Site	Salmon Property – Paul Stoodley	Residential Conversion	Vokins Website	General enquiry in respect of the development for residential development from local investor.

## **APPENDIX 4**

### **SCHEDULE OF AVAILABLE SPACE**

# INDUSTRIAL/WAREHOUSING SPACE AVAILABILITY REPORT WITHIN 5 MILES OF RICHMOND UPON THAMES





**Former BT Workshop,  
5 Ewell Rd.,  
Surbiton, KT6 6AB**

Building Type	SF Avail	Rent/SF/Yr	Type	Amenities
Warehouse	5,263 SF	£12.00/tbd	TBD	



**Argent Court,  
Unit B Hook Rise South,  
Surbiton, KT6 7LD**

Building Type	SF Avail	Rent/SF/Yr	Type	Amenities
Light Industrial	4,205 SF	Withheld	Withheld	12 Surface Spaces are available; Ratio of 2.85/1,000 SF



**87 – 89 Island Farm Rd.,  
West Molesey,  
KT8 2LN**

Building Type	SF Avail	Rent/SF/Yr	Type	Amenities
Warehouse	2,722 SF	£7.71	FRI	6 Surface Spaces are available; Ratio of 2.33/1,000 SF



**44 Mill Pl.,  
Kingston Upon Thames,  
KT1 2RL**

Building Type	SF Avail	Rent/SF/Yr	Type	Amenities
Warehouse	2,011 SF	£12.43	FRI	



**Millfarm Business Park,  
Millfield Rd,  
Hounslow, TW4 5PY**

Building Type	SF Avail	Rent/SF/Yr	Type	Amenities
Warehouse	1,295 SF	£15.00	FRI	





**Red Lion Business Centre,  
Red Lion Rd.,  
Surbiton, KT6 7QD**

Building Type	SF Avail	Rent/SF/Yr	Type	Amenities
Warehouse	2,988 SF	£9.37	FRI	3 Surface Spaces are available; Ratio of 1.00/1,000 SF



**267 Sandycombe Rd.,  
Richmond,  
TW9 3LU**

Building Type	SF Avail	Rent/SF/Yr	Type	Amenities
Light Manufacturing	1,314 SF	£30.44	TBD	



**Teddington Business Park,  
Station Rd.,  
Teddington, TW11 9BQ**

Building Type	SF Avail	Rent/SF/Yr	Type	Amenities
Light Manufacturing	839 SF	£23.84	TBD	2 Surface Spaces are available; Ratio of 1.19/1,000 SF



**Ormsby Lodge,  
The Avenue,  
London, W4 1HS**

Building Type	SF Avail	Rent/SF/Yr	Type	Amenities
Light Manufacturing	1,850 SF	£9.73	FRI	



**Waterside Trading Centre,  
Trumpers Way,  
London, W7 2QD**

Floor	Use	SF Avail	Rent	Status	Type	Term	Amenities
P GRND	Industrial / B2	838 SF	£14.92/SF	Available	Direct	Negotiable	Car Parking, Central Heating, Demised WC facilities, Wooden Floors
P 1ST	Industrial / B2	838 SF	£14.92/SF	Available	Direct	Negotiable	Car Parking, Central Heating, Demised WC facilities, Shutters



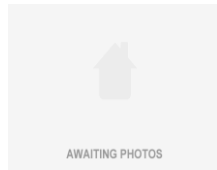
**284 Walton Rd.,  
West Molesey,  
T8 2HT**

Building Type	SF Avail	Rent/SF/Yr	Type	Amenities
Light Manufacturing	516 SF	£17.44	FRI	



**Worton Hall Industrial Estate,  
Worton Rd.,  
Isleworth, TW7 6ER**

Building Type	SF Avail	Rent/SF/Yr	Type	Amenities
Warehouse	5,000 SF	£11.50	FRI	4 free Surface Spaces are available; Ratio of 0.80/1,000 SF



**Unit 7 Bessborough Works,  
Molesey Road,  
West Molesey,  
Surrey, KT8 2QS**

Building Type	SF Avail	Rent/SF/Yr	Type	Amenities
Light Industrial	1650 SF	On Request	On Request	Mezzanine, office and w/c.



**Imperial Road,  
London SW6**

Building Type	SF Avail	Rent Total PAX	Rent/SF/Yr	Type	Amenities
Light Industrial	1092 SF	£27,000 pa	£24.72	Lease Assignment – Expires 24th March 2020.	1 car parking space, on site care taker, close separate kitchen.



**11 Cumberland Business Park,  
Cumberland Avenue,  
Park Royal,  
London, NW10 7RT**

Building Type	SF Avail	Rent Total PAX	Rent/SF/Yr	Type	Amenities
Industrial	3,498 SF	£34,000 pa	£9.72	FRI Term to be agreed.	Mezzanine, office and w/c.



**B3 St Leonards Road,  
Park Royal,  
London,  
NW10 6ST**

Building Type	SF Avail	Rent Total PAX	Rent/SF/Yr	Type	Amenities
Industrial	4,642.8 SF	£42,500 pa	£9.15	FRI Term to be agreed.	Air conditioning to offices, sound proofed recording room, modern kitchen, new w/c with shower, new boiler, loading bay, electric roller shutter, parking for 2 cars.



**Ferrier Street Industrial Estate,  
Ferrier Street,  
Wandsworth SW18**

Building Type	SF Avail	Rent Total PAX	Rent/SF/Yr	Type	Amenities
Industrial	2,171 – 4,407 SF	On Request	On Request	On Request	Roller shutter doors, kitchen, skylights, A/C units and gas heating.



**Unit 6 Airlinks,  
Spitfire Way,  
Heston TW5**

Building Type	SF Avail	Rent Total PAX	Rent/SF/Yr	Type	Amenities
Industrial	4,717 SF	On Request	On Request	On Request	24-hour on site security, 24-hour access, good transport links, generous ancillary parking.



**Unit 7 Airlinks,  
Spitfire Way,  
Heston TW5**

Building Type	SF Avail	Rent Total PAX	Rent/SF/Yr	Type	Amenities
Industrial	4,714 SF	On Request	On Request	New lease to be agreed	24-hour on site security, 24-hour access, good transport links, generous ancillary parking.



**Coronation Road,  
Park Royal,  
W10**

Building Type	SF Avail	Rent Total PAX	Rent/SF/Yr	Type	Amenities
Warehouse	3,812 SF	£44,000	£11.54	New lease to be agreed	Kitchenette, W/Cs, large shutter and separate entrance door.



**Unit 22,  
Acton Park,  
Acton W3**

Building Type	SF Avail	Rent Total PAX	Rent/SF/Yr	Type	Amenities
Industrial	2,942 SF	£50,014	£17.00	New FRI lease	1 x level loading door, designated car parking spaces, gatehouse with 24 hour estate security & CCTV, good access to central London and A40 (Western Avenue).

**Unit C9 Heathrow Corporate Park  
Green Lane, Hounslow, TW4 6ER**

Floor	Use	SF Avail	Rent	Status	Type	Term	Amenities
GRND/1ST	Industrial / B8	2,185	Upon Application	Available	Direct	Negotiable	Electric Loading Door, Fully Fitted Offices, WC's, Car Park CAT2 Lighting, Electric Heating

**5, Ashford Industrial Estate  
Shield Road, Ashford TW15 1AU**

Floor	Use	SF Avail	Rent	Status	Type	Term	Amenities
GRND	Industrial / B8	2,180	£12.50/SF	Available	Direct	Negotiable	Concertina Loading Door, 8 Car Parking Spaces, 3m Eaves Height Strip Lighting, WC's



**Air Links Industrial Estate  
Spitfire Way, Hounslow TW5**

Floor	Use	SF Avail	Rent	Status	Type	Term	Amenities
GRND/1ST	Industrial / B8	4,846	Upon Application	Available	Direct	Negotiable	Loading Door, WC, 24 Hour Access



**Unit 25 Adler Industrial Estate  
Betam Road, Hayes, UB3 1ST**

Floor	Use	SF Avail	Rent	Status	Type	Term	Amenities
GRND/MEZZ	Industrial / B2	1,260	Upon Application	Available	Direct	Negotiable	Up & Over Loading Door, WC, 24 Hour Access, Mezzanine floor Office, 3 Phase Power, On-site Car Parking



**Unit 5 Kimpton Trade & Business Centre  
Minden Road, Sutton, Surrey, SM3**

Floor	Use	SF Avail	Rent	Status	Type	Term	Amenities
GRND	Industrial / B8	3,503	£12.25/SF	Available	Direct	Negotiable	Gated Communal Yard, 4.7m Eaves Height, Roller Shutter Loading Door, WC's, Car Parking





**Clayton Road  
Hayes, Middlesex, UB3**

Floor	Use	SF Avail	Rent	Status	Type	Term	Amenities
GRND/1ST	Industrial / Storage	3,800	£15.79	Available	Direct	Negotiable	Loading Area, WC's



**Unit 8 Brooklands Close  
Sunbury-On-Thames, Middlesex, TW16**

Floor	Use	SF Avail	Rent	Status	Type	Term	Amenities
GRND/1ST	Industrial / B8	4,284	£15.79/SF	Available	Direct	Negotiable	8 Car Parking Spaces, Electric Roller Shutter Loading Door, Conditioning, WC's



**Lombard Trading Estate  
Windsor Avenue, London, SW19**

Floor	Use	SF Avail	Rent	Status	Type	Term	Amenities
GRND/1ST	Industrial / B8	2,099	£13.10/SF	Under Offer	Direct	Negotiable	5 Car Parking Spaces, Loading Door, Air Conditioned Offices, V



**Unit 1 Sandow Estate  
Sandow Crescent, Hayes, Middlesex, UB3 4QH**

Floor	Use	SF Avail	Rent	Status	Type	Term	Amenities
GRND	Industrial / B2	1,100	£11.81/SF	Available	Direct	Negotiable	Parking



**Unit 8, Shannon Commercial Centre  
Beverley Way, New Malden, Surrey KT3 4PT**

Floor	Use	SF Avail	Rent	Status	Type	Term	Amenities
GRND/1ST/MEZZ	Industrial / B8	4,065	£13.53/SF	Available	Direct	Negotiable	Allocated on-site parking for eight cars, Minimum eaves height 6.98m, Full height roller shutter door to warehouse, Gas fired space heaters



**Unit 19 Oliver Business Park  
Oliver Road, London NW10**

Floor	Use	SF Avail	Rent	Status	Type	Term	Amenities
GRND/1ST	Industrial / B8	1,900	£13.16/SF	Available	Direct	Negotiable	Fluorescent strip-lighting, 3 phase power, gas central heating alarm, security shutters, WC



**Unit 3 Heliport Industrial Estate  
London SW11 3SS**

Floor	Use	SF Avail	Rent	Status	Type	Term	Amenities
GRND/MEZZ	Industrial / B8	1,557	£16.05/SF	Available	Direct	Negotiable	Mezzanine, WC



**Unit 11 Ferrier Street Industrial Estate  
Wandsworth Town, London, SW18 1SN**

Floor	Use	SF Avail	Rent	Status	Type	Term	Amenities
GRND/MEZZ	Industrial / B8	4,407	£20.00/SF	Available	Direct	Negotiable	Large Showroom/Office, Mezzanine with three offices and full storage, A/C units and gas space heating, Private Forecourt, Excellent Transport links, Roller Shutter Door, WCs, Kitchen



**Mill Farm Business Park,  
Millfield Road, Hanworth, TW4 5PY**

Floor	Use	SF Avail	Rent	Status	Type	Term	Amenities
GRND/1 <sup>ST</sup>	Industrial / B8	1,327 – 5,935	£20.00/SF	Available	Direct All Inclusive Rent	Negotiable	3 phase Power, Loading Door, Allocated car parking, WCs, Office



**Central Way  
Feltham, TW14 0RX**

Floor	Use	SF Avail	Rent	Status	Type	Term	Amenities
GRND	Industrial / B2	1,327	£11.30/SF	Available	Direct	Negotiable	3 phase Power, Loading Door, WC

## Source List

<b>Internet Databases</b>	<b>Industrial Agencies</b>
Cost Star Suite	Altus Group
RightMove Commercial	Aspect Property
Zoopla Commercial	Boston Gilmore
EGi PropertyLink	Bonsors
Movehut	De Souza
Gumtree	Dunphey's
	Dutch & Dutch
<b>Serviced Business Space Providers</b>	Grant Mills Wood
Workspace	JLL
Industrius	Lavene
Network Rail	Colliers
Serviced Industrial Units	Martin Campbell
Mill Farm Business Park/Derby Road	MJ Finn
	Mark Omis
<b>Property Magazines</b>	New Ballerino
Richmond & Twickenham Times	Segro
CRP Listings	Telsar
CPD Listings	