

Waterfall Planning Ltd
1st Floor
86 Whitechapel High Street
London
E1 7QX

23rd October 2023

Dear Mr Abdul

HAMPTON WATER WORKS, SUNBURY: 2023 UPDATED MARKETING REPORT

Further to your instructions the above property was first inspected by Andrew Shaw MRICS in May 2021 in order to recommence a full marketing campaign to let the property in existing condition.

Stirling Shaw & Co are commercial property consultants with over 20 years combined experience of commercial property lettings in the Richmond Borough. The company was set up in June 2020 following their departure from Martin Campbell and Co and in consideration of their extensive knowledge of the subject property they were instructed to recommence the marketing.

Market Commentary

After the UK emerged from Covid, there was a universal review by businesses into how they operate and what their future property requirements would be. Whilst the recovery rate of each sector varied on their relative sub-markets and consumer spending, the storage and logistics markets bounced back relatively quickly as the demand for online retailing, last mile logistics etc surged ahead. Locally, there has been sustained demand for small industrial units but tenants have become extremely cost sensitive and unwilling to commit to long leases. Premises that require extensive modifications are being overlooked for more suitable 'plug and play' options that allows tenants to move in and start trading with minimal cost and disruption to services.

Marketing Strategy

In addition to Martin Campbell's marketing report dated 6th May 2020, we have undertaken a robust and active marketing campaign. The site was first re-advertised as 'All Enquiries' in June 2021 and the following marketing strategy was subsequently implemented:

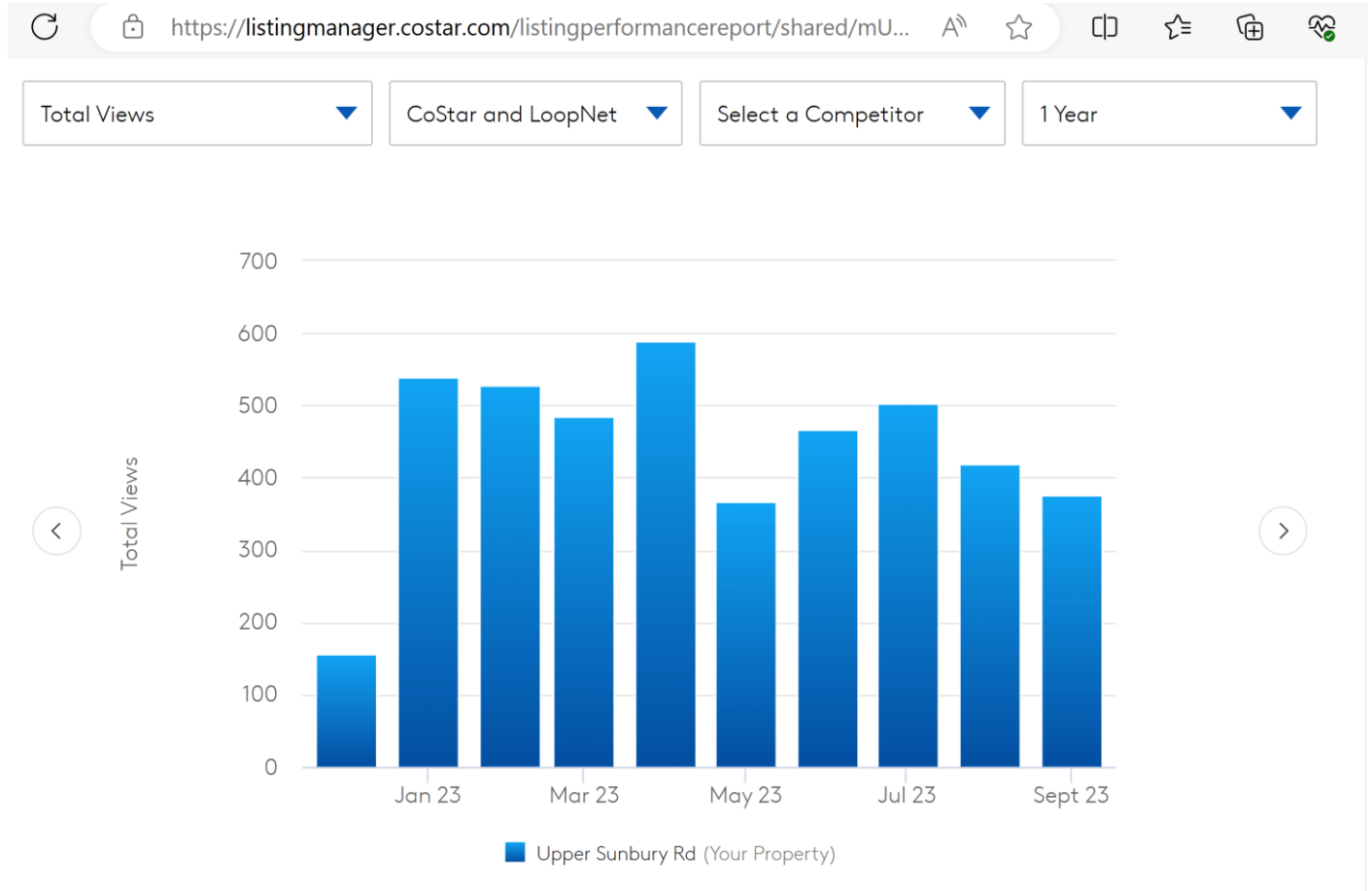
- Highly prominent 'To Let' board placed on the entrance gates ordered on the 14th June 2021 (Appendix 1)
- In house marketing details advertised on Stirling Shaw's website 24th June 2021 (Appendix 2)
- Details circulated on EACH, CoStar/Loopnet, EG Property Link (Appendix 3)

The property was marketed at a rate of £10 per sq ft on a new lease, terms to be agree, which was commensurate with the existing condition and location of the property. Nearby industrial property on Oldfield Road, Hampton was available at over £15 psf but this was for good quality, standard industrial accommodation with loading facilities, 4.5m eaves and ample parking.

Marketing Results

In addition to the marketing results stated in our 2022 report, since Jan 2023 the online advert was viewed a total of 4,435 times through Costar /Loopnet alone. NB - Co Star are the UK's no 1 online property search engine.

(Screenshot from CoStar listing)



In addition to the above, the property has been extensively marketed through EGi, EACH, our own dedicated site, and a 'to let' board. The marketing has been highly effective and has generated significant interest to a wide range of potential occupiers.

Marketing Conclusion

In consideration of the extended marketing campaign and in addition to the conclusions drawn in the 2020 and 2022 report, the latest 12 months of marketing evidence also overwhelmingly supports the following conclusions:

- the property has now been advertised to let in existing use for a combined period of over 5 years
- there is demand from commercial occupiers for this location but it is limited and predominantly for small unit sizes
- there is demand for e-class and basic storage use but occupiers need to undertake substantial internal and external alterations to provide suitable accommodation, such as installing full height roller shutter doors, 3 phase power, w/c's
- the property as a whole far exceeds any single occupier use and needs to be divided into smaller units
- the strongest demand was from personal storage users

To conclude, we are firmly of the opinion that the building has no potential whatsoever to be let in its current condition. The restrictions and physical constraints of the building's Listed status renders the site not fit for any commercial purpose as a whole, The site could be occupied by personal storage users or light industrial traders but it would require substantial internal and external alterations in order to provide suitable accommodation. Furthermore, the low estimated rental value that could be generated from short term licence, in conjunction with the prohibitively high costs of fitting out, renders the building completely unviable for commercial in its current condition.

I trust this provides sufficient commentary on the marketing history of the site.

Yours sincerely

Stirling Shaw

Stirling Shaw Ltd

APPENDIX 1: TO LET BOARD



APPENDIX 2: IN HOUSE WEB BROCHURE

<input type="checkbox"/>	Surga Web ID	External ID	Web Portal	Group	Listing Title	Site Name	Street Address	Town/City	Postcode	Initial Upload	
>	<input type="checkbox"/>	101638	EACH	No	Unit 1 of 3	Hampton Water Works	Karslake and Ruston & Ward Buildings Upper Sunbury Road	Hampton	TW12 2DS	24/06/2021 15:21:13	
>	<input type="checkbox"/>	101638	Stirling Shaw Website	No	Unit 1 of 3	Hampton Water Works	Karslake and Ruston & Ward Buildings Upper Sunbury Road	Hampton	TW12 2DS	24/06/2021 15:21:40	
>	<input type="checkbox"/>	101638	5721469	Propertylink	No	Unit 1 of 3	Hampton Water Works	Karslake and Ruston & Ward Buildings Upper Sunbury Road	Hampton	TW12 2DS	24/06/2021 18:52:58



Hampton Water Works, Karslake and Ruston & Ward Buildings Upper Sunbury Road, Hampton TW12 2DS

TO LET

Area: 14,516 FT² (1,349M²) | Rent: POA |



24 Hour Access
Unlimited access



Area
516 - 14,594 sq ft



Availability
Available immediately



Ceiling Height
Excellent floor to ceiling height

LOCATION:

Hampton is an affluent London Suburb located some 9.5 miles south west of London with transport links via South West Train lines at Hampton Station offering a direct service to Waterloo in approximately 40 minutes and the M3 motorway, accessed via the A308. The property is located at the junction where Upper Sunbury Road meets Lower Sunbury Road.

www.stirlingshaw.co.uk

Misrepresentation Act 1967 – Stirling Shaw Ltd for themselves and for the vendors or lessors of this property, whose agents they are, give notice that: 1. The particulars are set out as a general outline only for the guidance of intended purchasers or lessees and do not constitute part of an offer or contract. 2. All descriptions, dimensions, reference to condition and necessary permissions for use and occupation, and other details are given without responsibility and any intending purchasers or tenants should not rely on them as statements or representations of fact but must satisfy themselves by inspection or otherwise as to the correctness of each of them. 3. No person in the employment of Stirling Shaw Ltd has any authority to make any representation or warranty whatsoever in relation to this property. Finance Act 1999 – Unless otherwise stated, all prices and rents are quoted exclusive of Value Added Tax (V.A.T.). Any intending purchasers or lessees must satisfy themselves independently as to the incidence of V.A.T. in respect of any transaction. 4. All information and correspondence is Subject To Contract

Hampton Water Works, Karslake and Ruston & Ward Buildings Upper Sunbury Road, Hampton TW12 2DS

DESCRIPTION:

Situated within the historic Hampton Waterworks the site offers a range of storage units of varying sizes between 516 and 14,594 sq ft at ground floor and mezzanine levels.

FLOOR AREA:

FLOOR	AREA SQFT	AREA SQM
Mezzanine	516	48
Warehouse	14,000	1,301
TOTAL	14,516 sqft	1,349 sqm

AMENITIES:

- Suitable for storage use
- Double height ceilings
- Accessible from the Upper Sunbury Road
- On-site parking

LEASE:

Upon application.

RENT: POA

VAT: Applicable.

SERVICE CHARGE: Upon application.

RATES PAYABLE: To be assessed.

EPC: Available upon request.

LEGAL COSTS: Each party to be responsible for their own legal costs.

CONTACT:



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APPENDIX 3: EXTERNAL WEBSITE ADVERTISING

EACH

Stirling Shaw 07843 511 820 Investment 57 Lock Road,Ham,TW10

EACH
Julius de Mattos

TW12
Hampton
Unit 1, Karslake And R
516 - 14,594 sf

210524161204

Available 0 min

updated 0 min

created Jun 21

Light Industrial, Storage

TW12 516 - 14,594 sf
Unit 1, Karslake And Ruston & Ward Buildings Lease £ROA
Hampton Water Works

write occupier / reference

set Industrial Amenities

Upper Sunbury Road Suitable for storage use
Hampton Accessible from the Upper Sunbury Road
 Double height ceilings
 On-site parking

Stirling Shaw

Ham

07843 511 820

Julius de Mattos


Description


The site offers a range of storage units of varying sizes at ground floor and mezzanine levels. Accommodation:Unit 1: 516.00 sqft

Location


Hampton is an affluent London Suburb located some 9.5 miles south west of London with transport links via South West Train lines at Hampton Station offering a direct service to Waterloo in approximately 40 minutes and the M3 motorway, accessed via the A308. The property is located at the junction where Upper Sunbury Road meets Lower Sunbury Road. Situated within the historic Hampton Waterworks.


a note - visible only for your Department











+ url

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Stirling Shaw Ltd (Reg: 12608134)

Director: Andrew Shaw (MRICS)

Head of Agency: Julius de Mattos (MSC Real Estate)

COSTAR / LOOPNET



Ruston & Ward Building | Upper Sunbury Rd

Hampton, TW12 2DS | Office For Rent | 516 SF - 14,516 SF | Rent Not Disclosed

In the last 30 days, **197** people have seen your property **474** times. Your listing is getting **12x** more exposure than a typical basic Office listing.

EG PROPERTY LINK:



[Find a property](#) [Find a service](#)

[Back to search results](#)

Agent's details



Property agent
Julius de Mattos

Show phone number

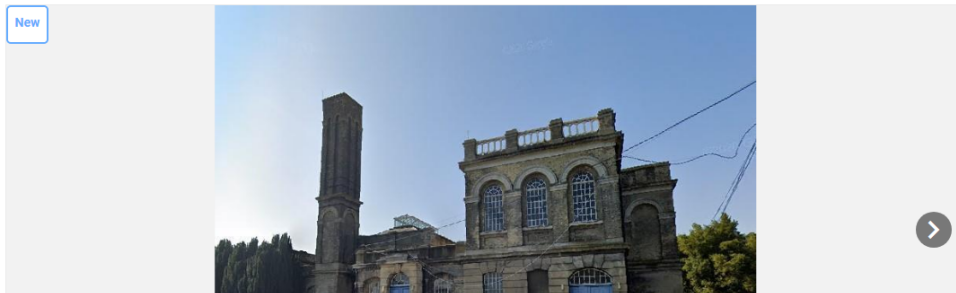
Get in touch

Hampton Water Works Unit 1 of 3 Karslake and Ruston & Ward Buildings Upper Sunbury Road, Hampton TW12 2DS



To rent: ROA | 14,516 Sq Ft | General Industrial, Industrial

New



APPENDIX 4: SCHEDULE OF INTERESTED PARTIES JUNE 2021 – OCT 2023

Contact Name	Enquiry Date	Notes	Status
Mr AL	04/09/2023	Storage Use	no further interest
Mr Robins	06/08/2023	storage use and workshop	too many alterations
Mr McGrath	17/07/2023	freehold only	no further interest
Ms Sayer	10/07/2023	general enquiry	no further interest
Mr Patel	26/08/2023	general storage	needs roller shutter door
Ms Potts	08/08/2023	Storage Office use	too many alterations
Mr Burns	02/08/2023	general storage	not suitable in existing condition
Mr Jaa	20/06/2023	restaurant use	not suitable
Mr VE	12/04/2012	general enquiry	no further interest
Mr Frost	09/03/2023	cleaning company	access not suitable
Mr Dibly	09/03/2023	needs chagne of use for dog care	not suitable
Mr JM	01/02/2023	storage	not suitable
Jeff Yates	16/11/2022	glazing co needs fh loading doors	not suitable
Tracey Huddy	27/10/2022	long term storage	no further interest
Sam Robinson	01/09/2022	food production/distribution	not suitable
Matt Cross	09/08/2022	needs 5m eaves	not suitable
Craig Robson	06/08/2022	investment company	not suitable
Moira Cameron	01/07/2022	artist studio	not suitable in existing condition
Xavier Spiller	17/06/2022	storage 500 sqft	no further interest
Ben Babty	16/06/2022	film co needs storage. Viewed	strong interest but requires substantial alterations stp
Jane	16/06/2022	private storage	not suitable
Owain Richards	01/06/2022	Bio tech needs lab facilities	stp
Brian Sherriff	05/05/2022	local company	no further interest
Nick Brown	04/05/2022	industrial co, needs 4m eaves	no further interest
Andrii Lapshii	02/05/2022	private storage - very low budget	no further interest
Bob Robbins	15/04/2022	online enquiry	no further interest
Roger Hoad	23/03/2022	online enquiry	no further interest
Martin Wright	18/02/2022	property management co. needs secure storage	not suitable in existing condition
Mark Vellacott	31/01/2022	online enquiry	no further interest
Joe Mallory-Skinner	22/01/2022	online enquiry	no further interest
Ned Casey	11/11/2021	Construction firm - needs yard area	not suitable
Rachel Berry	23/10/2021	property management. Needs vehicle storage	requires alterations
Gavin Marshall	22/10/2021	online enquiry	no further interest
Alan Cornwell	20/10/2021	online enquiry	no further interest
Graeme Tullitt	13/10/2021	online enquiry	no further interest
Sholto Silvestri	25/09/2021	online enquiry	no further interest
Kaye Devins	26/08/2021	online enquiry	no further interest
Rachel Worley	23/08/2021	pet training centre	not suitable
Mary Rankin	05/08/2021	storage	no further interest
Vinata Kutwaroo	01/08/2021	fitness training	requires alterations
Jayanne Scarrott	18/07/2021	cake making	requires alterations
Bonnie Goodwin	07/07/2021	online enquiry	no further interest
Sam Wilson	15/06/2021	online enquiry	no further interest