

Honest, practical no nonsense advice from people with huge experience in retail.

Quality service for quality clients.

We are passionate about retail. Whether acting for landlord, tenant or developer we recognise the strong fundamentals that make a retailer and retail location a success by creating real and long-lasting excitement.

Our aim is to engage with the hearts and minds of leading British and international retailers to thoroughly understand their needs and become part of the team.

Our wealth of knowledge provides clients with the best possible advice. That advice will be delivered by highly experienced people providing a truly personal service. We offer a quality service from strategy through to agency and into management.

We advise on all types of retail property in high streets, shopping centres and outlet centres. Our experience ranges from shops and department stores to supermarkets, restaurants, bars, public houses, banks, health clubs and casinos.

Buying, selling and developing property across all retail sectors.

■ Acquisition.

■ Disposal.

■ Development.

■ Consultancy.

Specialist advice on

the disposal, acquisition and development of retail space throughout the UK.

Who have we worked with recently?

| **Abercrombie & Fitch**

UK acquisitions for Hollister Co, including Brent Cross, Bluewater, Westfield, Meadowhall and West Quay, Southampton.

| **Boots**

Disposal of properties in the surplus estate.

| **Chester Properties Group**

Letting of outlet centres at Springfields in Spalding and Festival Park, Ebbw Vale.

| **Peel**

Development, consultancy and letting Gloucester Quays outlet centre as part of a 30ha waterside regeneration project.

| **Pure Gym**

A new health club concept targeting expansion throughout the UK.

| **RBS / NatWest Bank**

Management and agency advice around the UK including branch relocations.

Gloom and doom or sunshine and tequila?

People in the UK love to shop and they continue to enjoy this fundamental part of their life despite the economic doom and gloom.

Demand for the prime space continues to outstrip supply supported by the influx of international retailers whether Abercrombie & Fitch, Inditex or Apple.

The massive increase in floor space through the opening of major new shopping centres in recent years will take time to settle down but they have certainly enhanced the retail offer to the customer.

Restrained development pays off.

The amount of retail space in the UK has increased by an average of just 1.5% or 1.04 million sq m per year over the last decade. There is now approximately 109.4 million square metres of retail space in the UK compared to nearly 99 million square metres in 1998.

The development of new retail space in the run-up to the credit crunch has been much more moderate than in the run up to the last crash in commercial property values in the late 1980s.

There has been far less speculative retail development over the last cycle. The vast majority of new schemes have been sited in areas with good transport links with well researched and sustainable levels of retail spending.

Although demand for retail space is being hit by the credit crunch, the more restrained approach by developers and planners over the past decade means that new developments should be better protected from a downturn than last time around.

Based on Valuation Office Agency Figures

“The economic uncertainty brings with it the opportunity for change throughout our high streets and shopping centres. The door is open to entrepreneurs and international businesses to add life and vitality to the street scene and make Britain an, exciting place to shop.”

Ray Dowse, Director

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Director

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