



Marketing Report

111-113 Bartholomew Road, London NW5

March 2015

1.0 Introduction and Summary

- 1.1 Shaw Corporation has been instructed by the Elite Group to prepare a Marketing Report summarising the marketing undertaken in respect of the ground floor commercial floorspace (Use Class B1) at 111-113 Bartholomew Road, NW5. This Marketing Report is prepared in support of a planning application for the change of use of the rear of the commercial unit to provide student accommodation (seven no. student 'studios'). The planning application retains a consolidated commercial unit on the frontage of Bartholomew Road.
- 1.2 Although the property has been marketed in total for near eight years and intensely following completion from January 2011 to June 2014, very little interest carried through to offer. Where offers were received to either lease or purchase the premises, these were not commercially workable. In a number of cases, enquiries were received asking whether the accommodation could be sub-divided to create smaller units. The organisation of the space meant that this was not possible. Interest was also expressed in the rear of the unit becoming a self-contained residential unit. It is our view therefore that the proposal to change the use of the rear portion of the space to provide additional student accommodation, linked to and managed as part of the wider development, makes the most practical and beneficial use of the space.
- 1.3 Having regard to the requirements of London Borough of Camden (LB Camden) Planning Guidance 5 (Town Centres, Retail and Employment – Employment Sites), this Report demonstrates the following in support of the planning application:
- That the commercial floorspace was extensively marketed by Shaw Corporation Limited over a protracted period of time. Shaw Corporation is a firm of Chartered Surveyors with over 25 years experience marketing a variety of properties in the local LB Camden market;
 - That the commercial space was advertised with a visible letting board on the property;
 - Property details were repeatedly circulated via the Estate Agents Clearing House;
 - Whilst Shaw Corporation first started marketing the opportunity as far back as 2006, continuous marketing took place following the practical completion of the development from early 2011 to June 2014, which clearly significantly exceeds a period of two years;
 - That advertised rents were reasonable, reflecting market rents in the local area and the condition of the property;

- Lease terms were tailored to be attractive to the market; and
- That where interest was received, this either fell away or could not be pursued for reasons summarised in the report and on the supporting schedules.

1.4 We summarise below the relevant background and marketing undertaken.

2.0 **Background and Experience**

- 2.1 Planning permission was granted by LB Camden on 25 June 2008 (ref. 2008/1277/P) for the redevelopment of Osborne House at 111-113 Bartholomew Road to include the erection of a part one, four and five storey building comprising Use Class B1 offices on ground floor and Sui Generis student accommodation (containing 54 self-contained units plus shared facilities) on the ground and upper floors. The development was completed in 2010.
- 2.2 The original planning permission was obtained by Unite, which specialises in the delivery and management of student accommodation.
- 2.3 The completed development included a split-level ground floor Use Class B1 commercial unit in shell finish and comprised 371.60 sq. m GIA (approximately 4,000 sq. ft GIA).
- 2.4 Shaw Corporation was instructed to market the property at various times from 2006 through to June 2014, when we were informed about the sale of the Bartholomew Road development. This report focusses on the most intense period of marketing from January 2011 (following completion of the unit in 2010) to June 2014.
- 2.5 Shaw Corporation was well placed to take on the instruction having acted as commercial letting and sales agents in Camden and surrounding areas for over 25 years. For example, Shaw Corporation also advised on the redevelopment of Parkway Plaza to include securing a mixed-use consent as well as the lettings of the retail and B1 office elements to include a letting to Starbucks, Virgin Megastore and Diabetes UK. The firm has also advised on other diverse projects throughout Camden Town Centre including Camden Wharf, The Glass Building, 3-29 Jamestown Road, 149-157 Camden High Street, 187 Camden High Street, Kings Studios and 1/1A Parkway, 11-13 Hawley Wharf, 30 Oval Road, Camden Lock and Stables Market and 64-70 Camden High Street.

2.6 We also acted as the strategic lead in delivering the redevelopment of 103 Camley Street including business incubator space and student accommodation as well as recently obtaining planning permission for the redevelopment of 101 and 102 Camley Street adjacent to Kings Cross, which provide commercial space including affordable work space for small and medium sized enterprises as well as residential accommodation. We therefore have extensive experience working in the borough with an in-depth understanding of the commercial (and residential) property market.

3.0 Marketing Summary

3.1 Our marketing particulars for the premises are attached at **Appendix 1**. The commercial space was marketed on the basis that it formed part of the wider new development, which included student accommodation. Detail was provided that the unit was in shell finish and comprised a split level ground floor area. It was made clear that the unit had frontage directly off Bartholomew Road, capable of accommodating feature doors or gates and with the potential for off-street parking or roller shutter loading, depending on the final use. The floor level steps up in height by approximately 1m to the rear of the unit. The rear portion benefits from overhead skylights and windows to a side elevation.

3.2 The property was advertised on the basis that the access arrangements and split level configuration described above allow a variety of uses on fit out, ranging from creative studios and offices, to include storage and distribution. In summary, the unit benefitted from the following amenities:

- Finished to developer's shell ready to receive personal fit out
- 100 Amp three phase power supply
- B1 use – and potentially suitable for other uses subject to Planning Consent
- Walking distance to Kentish Town Underground and National Rail Thameslink station
- Large frontage to accommodate feature doors / roller shutter
- Maximum floor to ceiling height of 3.70m
- Good natural light – overhead skylights and windows to side elevation
- Self-contained with 24 hour access
- EPC 'C' Rating

3.3 A marketing board was erected on the property advertising the available space. This is photographed at **Appendix 2**.

- 3.4 Attached at **Appendix 3** are updated copies of the marketing schedules listing interested parties to whom sets of marketing particulars have been issued or who have made direct contact requesting this information on their own behalf or on behalf of retained clients. The schedules record the interest received during the most intense period of marketing from January 2011. The schedules show that enquires were received from a variety of interested parties in the B Use Class range, however with additional enquiries from other non B Use Class operators, such as retail / leisure, training providers and residential developers.
- 3.5 The property was most recently marketed at a guide rent of £80,000 pax (equating to approximately £20 per sq. ft.), subject to lease term and covenant and including a rent free period for fitting out purposes. We believe that this guide rent was reasonable having regard to comparable rents. You will note from our commentary below however in respect of offers received that prospective occupiers were advised that the landlord may accept lower offers reflecting the shell condition of the premises. We had advised the landlord for example in 2012 that given the unit was being offered to shell only, we should consider offers in the region of £12-£15 per sq. ft.
- 3.6 No restriction has been placed on the type of businesses or users that will be considered for the lease or purchase of the property and interest covers the spectrum of small and medium occupiers.
- 3.7 During the most intense period of marketing from 2011 to June 2014, a significant number of sets of particulars were distributed. In addition to the release of sets of particulars responding to direct enquiries, or where the accommodation accorded with targeted market searches, we have also issued a significant number of brochures by direct marketing and through the Estate Agents Clearing House, releasing not less than five sets of marketing details per annum with focussed marketing throughout the key periods of market activity in the year (e.g. February-July and September-November).
- 3.8 The attached schedules of enquiries at **Appendix 3** record the viewings of the property to potential occupiers. These parties have been interested in either the purchase of the accommodation for owner occupation or in leasing the space.
- 3.9 As will be seen from the schedule of enquires, although a number of enquiries were received in respect of the property and viewings undertaken, despite responding to queries and providing information requested, very little interest was carried through to offer.

- 3.10 Two notable offers were received to lease the commercial unit although ultimately both were not considered acceptable by the landlord and were not pursued. The first of these two offers was made in March 2013 by a digital print and design company (Brilliant Media). The initial offer was to lease the entire unit at £9 per sq. ft. on a ten year lease (internal repairing only) with a tenant only option to break at year five and year seven. The offer was contingent on a two-year rent free period to cover the refurbishment and fit-out costs of the shell unit.
- 3.11 The rental level offered (£9 per sq. ft.) was significantly below market rent at the time – whilst the property was marketed at £20 per sq. ft., the landlord would have considered £15-£18 per sq. ft, reflecting that the property was being marketed in shell only. A rental level of £9 per sq. ft. however was significantly below this. The rental level offered was not considered acceptable. In addition, Brilliant Media was advised that the landlord may consider a 12 month rent free period however the offered 24 month rent free period was not acceptable and was significantly greater than the market was offering at the time.
- 3.12 Brilliant Media did improve its offer to £10 per sq. ft. however requested an even longer rent free period of 2.5 years or alternatively for the landlord to fully fit-out the unit at its own expense with a reduced rent free period of three months. Again, this offer was rejected on the basis that the rental level offered was significantly below market levels whilst a two and a half year rent free period was simply not acceptable. Neither was the option of the landlord incurring the full fit out costs for the benefit of such a low rent. Concern was expressed by the landlord concerning the ability of Brilliant Media to cover the cost of the fit out works and pay the future rent.
- 3.13 A second offer was made over a year later in May 2014 by a neighbouring lighting company, Basis Lighting Ltd. Basis Lighting Ltd offered to lease the unit at a rental of £15 per sq. ft. but with a two year rent free period to cover refurbishment / fit out costs of the shell unit. Whilst the rental level of £15 per sq. ft. was at the lower end of the target rental level sought by the landlord and therefore potentially acceptable, the rent free period of two years was not considered acceptable to the landlord. Basis Lighting failed to improve its offer. This offer was therefore not pursued by the landlord.
- 3.14 Two offers were also received for the purchase of the long leasehold of the commercial unit. One of these was rejected by the landlord on the basis that it was significantly under our assessment of market value whilst an earlier offer in April 2011 was received from an educational charity on a conditional basis requiring a change of use to Use Class D1. This was not pursued at the time whilst the landlord sought a commercial occupier within the existing planning permission.

- 3.15 It can be noted from the schedule of enquiries that in a number of cases the interested party enquired about the possibility of sub-dividing the accommodation on the basis that the floor area was too large for the type of businesses that tended to be enquiring (i.e. small enterprises). The accommodation is narrow and so the only way that the accommodation could be sub-divided would be at the front and rear. However, the entrance to the commercial unit is at the front of the property from Bartholomew Road. Whilst there is an emergency door to the rear portion of the commercial space, this can only be accessed by passing through the entrance to the student accommodation and so could not be used as a sole main entrance to sub-divided rear commercial space. The sub-division of the unit was therefore not an option and enquiring parties were advised that the unit could only be let in whole as a single space. As a consequence of this, a number of interested parties fell away.
- 3.16 We were advised in June 2014 that Unite was in the process of disposing of the Bartholomew Road property and accordingly ceased actively marketing the commercial unit at that time.
- 3.17 The property was subsequently acquired by Elite Group who wishes to secure a beneficial use and occupation of the commercial space in order that the building can be rendered fully occupied and income producing.

4.0 Conclusion

- 4.1 The attached schedules demonstrate that the premises were actively marketed from 2011 to June 2014, although we had also notified parties about the opportunity at various times from 2006. The terms on which the premises were being marketed were equivalent to market terms. The premises were being offered to a variety of businesses within the 'B Use Class'.
- 4.2 Whilst two notable offers were received to lease the premises, these were not considered acceptable. Although the landlord was willing to consider lower rental levels reflecting the location of the premises, the premises only became of interest to weaker covenanted tenants who did not have the capital to undertake the fit out works without significant rent free periods, such as two and two and a half years. Rent free periods of this length were not considered acceptable to the landlord and we therefore consider that part of the premises can be put to better alternative use.

4.3 In a number of cases, enquiries were received asking whether the accommodation could be sub-divided to create smaller units. The organisation of the space meant that this was not possible. It is our view therefore that the proposal to change the use of the rear portion of the space to provide additional student accommodation, linked to the wider development, makes the best use of the space. The commercial floorspace is not lost in its entirety. The change of use of the rear portion of the commercial space to provide student accommodation may result in the remaining commercial space with a frontage to Bartholomew Road having a better chance of being let and becoming occupied. The potential for an active frontage is not lost by the application but rather enhanced.

Appendix 1

*** SPLIT LEVEL BRAND NEW CREATIVE STUDIO ♦ OFFICES ***

111 – 113 BARTHOLOMEW ROAD, LONDON NW5

Approx. 4,000 sq ft (371.60 sqm)



Location:

The premises are located to the eastern side of Bartholomew Road, close to the junction with Leighton Road which links directly with Kentish Town Road.

The immediate area is a mix of residential and business use with a good variety of shops, cafes and restaurants.

Kentish Town station is both Northern Line and National Rail Thameslink. There are ample local bus routes that allow quick and easy access to all parts of Central London.

The premises lie outside the Central London Congestion Charging Zone and benefit from good road links to main arterial roads serving London and the national road network.

Description:

The accommodation forms parts of a new substantial development at the Bartholomew Road/ Leighton Road junction.

The commercial accommodation is in shell finish and comprises a split level ground floor area. The unit has frontage directly off Bartholomew Road capable of accommodating feature doors or gates and with the potential for off-street parking or roller shutter loading dependent on use.

The floor level steps up in height by approximately 1 metre to the rear of the unit. The rear portion benefits from overhead skylights and windows to a side elevation.

These access arrangements and split level configuration allow a variety of uses on fit out ranging from **creative studios and offices** to include **storage and distribution**

PROPERTY PARTICULARS

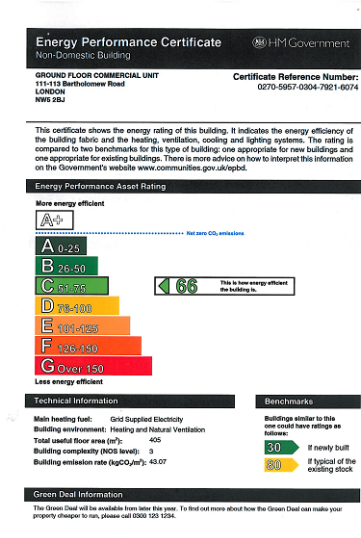
SHAW CORPORATION LTD 42 LANGHAM STREET LONDON W1W 7AT T 020 7409 0909 F 020 7499 4499

W www.shawcorporation.com E enquiries@shawcorporation.com

Misrepresentation Act 1967 and Property Misdescription Act 1991. Shaw Corporation Limited for themselves and for the vendors or lessors of their property, whose agents are, give notice that: 1. The particulars do not constitute any part of an offer or a contract. 2. All statements contained in these particulars as to this property are made without responsibility on the part of Shaw Corporation Limited or the vendors or lessors. 3. All descriptions, dimensions and other particulars are given in good faith and are believed to be correct, but any intending purchasers or tenants should not rely on them as statements or representations of facts and must satisfy themselves by inspection or otherwise as to the correctness of each of them. 4. No person in the employment of Shaw Corporation Limited has any authority to make or give representation or warranty whatever in relation to this property. All transactions are subject to formal contract.

Amenities:

- Finished to developer's shell ready to receive personal fit out
- 100 Amp three phase power supply
- Flexible B1/B8 use – other uses subject to Planning Consent
- Walking distance to Kentish Town Underground and National Rail Thameslink station
- Large frontage to accommodate feature doors/roller shutter
- Maximum floor to ceiling height of 3.70m
- Good natural light – overhead skylights and windows to side elevation
- Self-contained with 24 hour access
- EPC 'C' Rating



Floor Area:

Ground Floor – 4,000 sq ft (371.60 sqm)

NB: The unit has a built depth of 127 ft (38.71m) with the change in floor level occurring 64 ft (19.51m) into the unit.

Lease:

A new lease for a term by arrangement.

Rent Guide:

£80,000 pax subject to lease term and covenant.

Service Charge / Business Rates:

As a brand new development these figures are to be assessed.

Legal Fees:

Each party to be responsible for their own legal fees.

Viewing:

Strictly by prior arrangement through sole agents Shaw Corporation

T: 020 7409 0909

E: enquiries@shawcorporation.com

Appendix 2



**B1 OFFICES
TO LET**

Approx 4,000 sq ft (371.60 sq m)

**SHAW
CORPORATION**

CHARTERED SURVEYORS
020 7409 0909
enquiries@shawcorporation.com

Appendix 3

111-113 Bartholomew Road

Schedule of Interest

2011

Schedule of Interest

111-113 Bartholomew Road, London NW5

Letting Agents Monthly Update Sheet

Agent: Shaw Corporation

Contact Name: Nigel Davies

Vacant Properties: 111 – 113 Bartholomew Road London NW5

Month: January 2011

Date	Property	Unit	Size of Unit	Use	Name of Interested Party	Comments
04/01/2011	111-113 Bartholomew Road		4000 sq ft	B1/B8	Philip Smith / Smith Land	Inspection on site. Use for B1 offices and D1 training.
06/01	111-113 Bartholomew Road		4000 sq ft	B1/B8	Marcus Inniss	B1 office requirement – uncommercial location a concern
07/01	111-113 Bartholomew Road		4000 sq ft	B1/B8	Oliver Korn / GMB Surveyors	Client requirement for recording studios – location concern
07/01	111-113 Bartholomew Road		4000 sq ft	B1/B8	Mr MacIntosh	Enquiry concerning the potential virtual freehold interest
12/01	111-113 Bartholomew Road		4000 sq ft	B1/B8	Robin Lester / MERJS	Enquiry on behalf of client for offices

Schedule of Interest

111-113 Bartholomew Road, London NW5

13/01	111-113 Bartholomew Road		4000 sq ft	B1/B8	Lucy Williams / Complicity Theatre Group	Requirement for offices, rehearsal space and storage
24/01	111-113 Bartholomew Road		4000 sq ft	B1/B8	Robin Lester / MERJS	Viewing on site with client – location concerns
24/01	111-113 Bartholomew Road		4000 sq ft	B1/B8	Lucy Williams / Complicity Theatre Group	Viewing on site – close to MD home – second viewing to be arranged
28/01	111-113 Bartholomew Road		4000 sq ft	B1/B8	Turker Acar / Green Lives	Viewing on site for gymnasium/boxing school-partner to consider and possible second viewing TBC.

Schedule of Interest

111-113 Bartholomew Road, London NW5

Letting Agents Monthly Update Sheet

Agent: Shaw Corporation

Contact Name: Nigel Davies

Vacant Properties: 111 – 113 Bartholomew Road London NW5

Month: February 2011

Date	Property	Unit	Size of Unit	Use	Name of Interested Party	Comments
10/02/2011	111-113 Bartholomew Road		4000 sq ft	B1/B8	Michael Boardman / MB&A	B1 office requirement for Accountancy practice searching WC1 , WC2 and NW1 postcodes
11/02	111-113 Bartholomew Road		4000 sq ft	B1/B8	Damien Field / RIB	B1 office search for media clients 2 -4000 sq ft searching NW1 , N1 and NW5 postcodes
14/2	111-113 Bartholomew Road		4000 sq ft	B1/B8	Joanna Price / Prime London Partners	B1 office / studio search for designers – budget driven
14/2	111-113 Bartholomew Road		4000 sq ft	B1/B8	Jo Campbell / Peter Burrowes Ltd	Office and studio/showroom requirement for jewellers 2 x Viewings on site – concern on security and safety of area (large Estate opposite unit)

Schedule of Interest

111-113 Bartholomew Road, London NW5

15/2	111-113 Bartholomew Road		4000 sq ft	B1/B8	Ayde Mir	B1 office requirement – 3000 sq ft.
15/2	111-113 Bartholomew Road		4000 sq ft	B1/B8	Philip Smith / Smith Land	Agent for London Camden Congregation of Jehovah Witnesses – site visit
17/2	111-113 Bartholomew Road		4000 sq ft	B1/B8	Neil Stevens / MBM Ringley	Office showroom requirement for fashion company – viewing on site – layout and core position for WCs not ideal
25 /2	111-113 Bartholomew Road		4000 sq ft	B1/B8	Philip Smith / Smith Land	Offer on behalf of London Camden Congregation of Jehovah Witnesses - £675,000 subject to contract and change of use for D1 [Note: See commentary provided in marketing report].

Schedule of Interest

111-113 Bartholomew Road, London NW5

Letting Agents Monthly Update Sheet

Agent: Shaw Corporation

Contact Name: Nigel Davies

Vacant Properties: 111 – 113 Bartholomew Road London NW5

Month: MARCH 2011

Date	Property	Unit	Size of Unit	Use	Name of Interested Party	Comments
3/3	111 – 113 Bartholomew Road	Ground floor	4000sq ft	B1/B8	Tony Gerver / Gerver Freedman	Office search for approx. 2500 – 3000 sq ft North London postcodes but preference for close to Camden Town. Budget driven circa £20psf fitted.
8/3	111 – 113 Bartholomew Road	Ground floor	4000sq ft	B1/B8	David Matthews / Dutch & Dutch	Warehouse and office search for purchase – 3000 sq ft (2500 sq ft warehouse – 500 sq ft offices – ability to park small van within premises).
11/3	111 – 113 Bartholomew Road	Ground floor	4000sq ft	B1/B8	Jenny Norwood / Otway Norwood	2500 – 3000 sq ft office requirement: prefer central Camden Town.

Schedule of Interest

111-113 Bartholomew Road, London NW5

16/3	111 – 113 Bartholomew Road	Ground floor	4000sq ft	B1/B8	Joshua Rosenbaum / Ereira Mendoza	Studio office requirement approx. 5000 sq ft for fashion designers – require good local transport and restaurants / coffee shops etc
18/3	111 – 113 Bartholomew Road	Ground floor	4000sq ft	B1/B8	Nick Terry / Devono Property	Freehold search for religious training centre (Buddhist) 4,000 – 6,000 sq. ft. Require mixed use local area and good location / transport as long term hold.
24/3	111 – 113 Bartholomew Road	Ground floor	4000sq ft	B1/B8	Jo Campbell / Peter Burrows	Jewellers considering building for rental purposes and have viewed twice – checking on availability but will not compete with other interested parties.
31/3	111 – 113 Bartholomew Road	Ground floor	4000sq ft	B1/B8	Philip Smith / Smith Land	Further discussions and negotiations on bid – revised figure (£725,000 subject to planning and contract) to be submitted [Note: see commentary in main body of Marketing Report].

111-113 Bartholomew Road

Schedule of Interest

2012-2013

Schedule of Interest

111-113 Bartholomew Road, London NW5

<u>Name</u>	<u>Date</u>	<u>Requirement</u>	<u>Use</u>	<u>Viewing</u>	<u>Action</u>	<u>Comments</u>
Paul Rees [REDACTED]	04.04.12					1,000-1,5000 sq. ft. commercial for photographic studio – Camden/surrounding area
Mr Cosgrave [REDACTED]	12.04.12					
Tom Ballhatchet Bouncepad 020 3432 4131	04.05.12					
Gerry Judah [REDACTED]	14.05.12					
Will Hunting Aitchison Rafferty 020 7518 3452	16.05.12					
Will Gyngell HNG 020 3205 0203 [REDACTED]	30.05.12					
Tom Shutes [REDACTED]						
Jay Patel 020 7380 0671 [REDACTED]	06.06.12					
Philip Hoppenbrowers ASD Learning Ltd [REDACTED]	17.07.12					Space required for a small school in Camden / Kentish Town area
Alex Gatsy Even Group 020 8349 2001 [REDACTED]	26.07.12					

Schedule of Interest

111-113 Bartholomew Road, London NW5

<u>Name</u>	<u>Date</u>	<u>Requirement</u>	<u>Use</u>	<u>Viewing</u>	<u>Action</u>	<u>Comments</u>
Tony [REDACTED]	31.07.12					Looking for approx. 2,500 sq. ft. for new web design company; preferably ground floor and open plan
Daniel Green Bravado [REDACTED]	21.09.12 01.10.12					Looking for 3,500-4,000 sq. ft.
Damien Field RIB 23-24 Margaret Street London W1W 8LF 020 7637 0821 [REDACTED]						1,500-3,000 sq. ft.
Daniel Perceval Yogacentrik [REDACTED]	15.10.12					
Tim Price Accanthus [REDACTED]	19.10.12 18.10.12					CJS called – Only interested in purchase.
Justin Cummings Cummings Commercial 54 Conduit Street London W1S 2YY DD: 020 7758 4132 0207 7349255 [REDACTED]	09.10.12 23.10.12					1,500 – 2,000 sq ft B1(a) offices for Architectural Practice. Email sent explaining shell spec and pros.

Schedule of Interest

111-113 Bartholomew Road, London NW5

<u>Name</u>	<u>Date</u>	<u>Requirement</u>	<u>Use</u>	<u>Viewing</u>	<u>Action</u>	<u>Comments</u>
David Horwich London Packshot 020 8829 8926 [REDACTED]	05.11.12			05/11/12		
Tim Kourides Stephen Kourides TK Retail Property Consultants Morley House 320 Regent Street London W1B 3BG 020 7323 6050 / 020 7323 6053 [REDACTED]	14.11.12			14/11/12		D1 Req of 2,000 – 10,000 sq ft. Details sent 14.11.12. Tim emailed saying only interested in sale of freehold or long lease (15.11.2)
Sean Cunningham Cluttons LLP Portman House 2 Portman Street London W1H 6DU 020 7647 7172 M: [REDACTED]	24.01.13			24.01.13		
Sean Cunningham Cluttons LLP Portman House	28 Jan 13			22.02.13	Emailed brochure/	SC suggested looking at details for suitability to Cluttons client. Viewing 22.02.13. Client

Schedule of Interest

111-113 Bartholomew Road, London NW5

<u>Name</u>	<u>Date</u>	<u>Requirement</u>	<u>Use</u>	<u>Viewing</u>	<u>Action</u>	<u>Comments</u>
2 Portman Street London W1H 6DU T: 020 7647 7172 M: [REDACTED] E: [REDACTED]						looking at space for a disabled charity. Will assess layout options, timeframes and costs and revert. SC emailed for feedback or if further information required. 06.03.13
Dr Mani Shidanshid Panacea (No further info avail) M: [REDACTED] E: [REDACTED]	30 Jan 13	Student Accommodation Investment				22.02.13 – SC called and left message. SC contacted United House for instructions. SC emailed asking for update 06.03.13
Lloyd Becker Core Realty 41 Great Portland Street London W1W 7LA T: 020 7636 9600	05 Feb 13	Office/Warehouse space		20.02.13		SC showing clients (Fashion/clothing Company) round on 20 Feb at 5.00pm Fashion Manufacturers interested and arranging for their contractors to complete a 2 nd viewing.
Cormac Dolan IDM Properties Office B West Gainsborough Studios 1 Poole Street London N1 5EA T: 020 7739 1650 M: [REDACTED] E: [REDACTED]	07 Feb 13					Looking to convert commercial space into residential. 21.02.13 SC Called and left message. Follow-up email sent 28 Feb 13.
Marc Dobber/Daniel Harris Sint & Co 39 Welbeck Street	21 Feb 13	3500-6000	B1		Emailed brochure	Brand Name Fashion Co. Follow-up email sent 28 Feb 13.

Schedule of Interest

111-113 Bartholomew Road, London NW5

<u>Name</u>	<u>Date</u>	<u>Requirement</u>	<u>Use</u>	<u>Viewing</u>	<u>Action</u>	<u>Comments</u>
London W1G 8DR T: 020 7763 6363 E: [REDACTED]						
Olukayode Kuti [REDACTED]	21.02.13	2000 +	B1/ Investment	01.03.13		Speculative Oil & Gas business. Keen to have potential for car parking. Interested in BR as an investment. Second viewing undertaken but no further interest.
Lloyd Becker Core Realty 41 Great Portland Street London W1W 7LA T: 020 7636 9600	28 Feb 13		B1	04.03.13		Brilliant Media viewing 04.03.13. 04.03.13 – Brilliant Media liked the unit and took time assess how to use the space. Would like a quick move but the idea of being able to fit out themselves appealed. They ideally would like somewhere to buy but would also look at rental options. [Offer received as detailed in Marketing Report]
Matthew Hall Monmouth Dean 10 Golden Square London W1F 9JA T: 020 7025 1390 DD: 020 7025 1398 M: [REDACTED] E: [REDACTED] E: [REDACTED]	02 Apr 13				Emailed brochure	No further interest.

Schedule of Interest

111-113 Bartholomew Road, London NW5

<u>Name</u>	<u>Date</u>	<u>Requirement</u>	<u>Use</u>	<u>Viewing</u>	<u>Action</u>	<u>Comments</u>
Beth Greenacre Rokeby Gallery M: [REDACTED]	15 Apr 13					Enquiring on behalf of a consortium of property developers
Jack Masters [REDACTED]	26Jun 13					Charity Film Company requires ceiling heights of 10 ft at least.
Harriet Bourne M: [REDACTED]	18 Jul 13	Minimum 1,000 sq. ft.	Offices			Landscape architects – looking for 1,000 sq. ft. minimum office space in Kentish Town, Camden, Tufnell Park

111-113 Bartholomew Road

Schedule of Interest

2014

Schedule of Interest

111-113 Bartholomew Road, London NW5



111-113 BARTHOLOMEW ROAD, LONDON NW5

SCHEDULE OF CURRENT INTEREST 2014

Updated 02.06.14 2014

Name	Date	Req (sq ft)	Use	Viewing	Action	Comment	Reason for Rejection
Heather Grizzle [REDACTED] (Treasurer of Church on corner of Bartholomew Road) E: [REDACTED]	16 Jan 14			Viewed 07.05.14		Saw board on 06 December 2013 14.03.14 – SC called to advise property now available to lease and emailed particulars. 21.03.14 HG emailed noting interest and requesting to view. 26.03.14 SC informed HG that not in true shell form (i.e. storage for Unite next door) but, if required, could show unit in current condition. 11.04.14 SC telephoned and left message requiring update on interest. 17.04.04 – MMS called to give HG availability for viewing times w/c 21.04.14. 12.05.14 SC sent follow-up email enquiring about interest. No further interest.	

Schedule of Interest

111-113 Bartholomew Road, London NW5

Name	Date	Req (sq ft)	Use	Viewing	Action	Comment	Reason for Rejection
NEW INSTRUCTION 12.03.14							
Rod Welfare BSc MRICS ACI Arb Director Fifield Glyn Ltd Tel: 0207 629 6457 Skype: [REDACTED] www.fifieldglyn.com	12.03.14		B1		Emailed Brochure	Looking for Charity HQ. 14.04.14 SC telephoned and re-sent particulars as requested. They have not yet found Charity HQ. No further interest.	
Assaf Laznik Findon Homes Unit 17 Spectrum House 32-34 Gordon House Road Kentish Town London NW5 1LP T: 020 7482 7333 E: [REDACTED]	14.03.14					Interested in rent or purchase. AL is abroad for 2 weeks, then wants to inspect. 14.05.14 – SC emailed AL enquiring if still interested in unit. No further interest.	

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Ilan Harari T: [REDACTED] E: [REDACTED]	01.04.14	Min 2,500		Viewed 23.04.14		Saw agency board – looking for space to convert into serviced offices. Explained that property not currently being shown but would email details through asap. 14.04.14 SC called to enquire about interest but no answer 16.04.14 Mr Harari called – he was on holiday thus hadn't answered SC call – SC to call on 17.04.14 and arrange viewing for w/c 21.04.14 23.04.14 SC sent through plans after viewing. They are looking to re-let office space. 12.05.14 SC sent follow-up email enquiring about interest. No further interest.	12.05.14 Not what they are after for the moment
Graham Fensome PKS Architects T: 020 7424 4800 E: [REDACTED]	02.04.14				Emailed Brochure	Saw agency board – wanted to know if unit could be subdivided. Unit unable to be subdivided. 14.04.14 MMS called and left message re. interest. No further interest.	
Tim Cockburn	03.04.14	1,500-	B1			Saw agency board – enquired	12.05.14 Unit too large

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Optic Realm T: [REDACTED] E: [REDACTED]		2,000				whether unit can be subdivided. Unit unable to be subdivided. 14.04.14 MMS called. TC asked if unit could be split as too big at present. They only require 2,000 sq ft. MMS sent floorplan informing that in principle there was no objection. 12.05.14 MMS sent follow up on interest email	
Agh Akhani Iranian Community Centre E: [REDACTED]	07.04.14		B1		Emailed Brochure	Saw agency Board. Looking for open plan shell to relocate the Iranian Community Centre Offices anywhere in North London. (MMS) 14.04.14 SC emailed requesting update on interest. 12.05.14 SC emailed again enquiring whether or not interested. No further interest.	
Michael Kraftman Get Lenses T: 020 8099 4931 E: [REDACTED] Michael Kraftman (Cont...)	09.04.14	4,000 sq ft	B1	Viewed 10.04.14	Emailed brochure	Saw agency board. Looking for office space in Kentish Town area. 14.04.14 SC telephoned requesting update on interest. 12.05.14 – SC emailed MK enquiring if still interested. No further interest.	12.05.14 – Proceeding with another property

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Name	Date	Req (sq ft)	Use	Viewing	Action	Comment	Reason for Rejection
Friedbert Meinert Basis Lighting Ltd 109 Bartholomew Road London NW5 2BJ T:020 7284 2040 E: [REDACTED]	06.05.14			Viewed 08.05.14	Emailed Brochure and Plans	Looking to expand from next door. 12.05.14 MMS emailed enquiring if interested or had queries. 15.05.14 Offer received – 2 year rent free then £15 psf. Requested further viewing. SC responded direct advising rent free too long and enquiring on length of term required. 16.05.14 – Viewed again with Tobi Schneider of Bouncepad with whom he plans to share the space 29.05.14 Emailed chasing update on requested figures. Informed no longer interested as Bouncepad wanted bigger premises.	Initial rent free period too long but subsequently interest fell away.
Eli Younger Koopmans 34a Watling Street Radlett Herts WD7 7NN T: 01923 853 749 E: [REDACTED]	12.05.14	2.5k+	B1		Emailed Brochure	No further interest received.	
Nicholas Anders E: [REDACTED]	23.05.14		B1		Emailed Brochure	No further interest received.	

Schedule of Interest

111-113 Bartholomew Road, London NW5

Name	Date	Req (sq ft)	Use	Viewing	Action	Comment	Reason for Rejection
Metin Salter Rex T: 020 7428 6801 E: [REDACTED]	02.06.14	4000+	B1		Emailed Brochure	His client requires the space for a sales team.	