

INVESTMENT CASE STUDY
THE HANNINGTON ESTATE, BRIGHTON



An integrated approach to the entire property lifecycle from investment to leasing is refreshing and adds real value.



The client RBS
The Hannington Estate, Brighton

The brief Offer this asset to the market and optimise price.

The solution One of the UK's most vibrant Cities.
Large multi let high street investment.
Repositioned asset within the Cities retailing hierarchy. Significant development opportunities. Expected sale price £50 million.

Where we add value KLM Retail's strong occupational involvement underpinned the investment sale. Our in-depth knowledge of retailer demand combined with our ability to clearly convey the benefits of a complex asset to potential investors was fundamental in securing the best sale price.

This understanding was further utilised by being able to identify and target those investors that would have a particular appetite for this investment. The process was handled discreetly and efficiently and delivered a price that was 20% above our clients target value.

Achieved in excess of £57 million.

Working with KLM Retail has been invaluable – the team has brought a level of retail intelligence to both the development and the process that has added great value and we are really pleased with the final result.

Joss Brushfield
Global Director of RBS Real Estate
Asset Management