



“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

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 targeting 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.