



Being a large part of the overall developmental lifecycle of this investment asset added real value to the process and end result.

The Client Miller Developments
Walnuts Shopping Centre, Orpington

The Brief Offer this asset to the market and optimise price

The Solution A high-profiled retail asset, in an affluent South-East commuter town.

We originally acted to purchase the site off-market in 2011. Over a period of time we worked with the client to develop and re-positioned the asset during their ownership including the addition of an Odeon Cinema, Premier Inn Hotel and a selection of restaurants.

Where We Add Value KLM Retail's advice helped in the evaluation, purchase and development of the site.

By creating a clear vision and a complete occupational story for the final destination of this retail site underpinned by our overall investment insight, we were able to take it to market at the right time in the investment cycle to optimise the sale.

By identifying and connecting with the best potential buyers we achieved in excess of £44 million.