

Newsletter

Spring 2017

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Fresson & Tee
CHARTERED SURVEYORS

BUILDING EXPERTISE
SINCE 1929



A Tale of Many Markets

The property market at the moment is a tale of many different, sub-divided markets. For those who are renting commercial property in London, the market for occupiers/agents continues to be flat. Rental values are beginning to fall while rent free periods are slowly increasing. What's been a landlords' market for around three years has seen the tables turn towards tenants who are now beginning to get better deals.

The question, of course, is why? Is it because of Brexit? Is it because the market became overheated? Or is it due to global political and economic uncertainty? We're not sure that any of us have the answers, but at Fresson & Tee, we first noticed a slowdown in 2015 when there was a definite tailing off of activity. A patchy occupier market continued through 2016 with peaks and troughs of activity.

So for tenants or occupiers needing to move property, how can they capitalise on this? How can they maximise on knowing what the insiders know and get the best deal? Should they be speaking to highly experienced commercial property experts rather than going it alone? The answer to the last question is, of course, a definite 'yes'.

The flip side however is that in the capital and investment markets, demand for investment property remains as strong as ever. Pricing is higher than it's ever been, with competition for

opportunities every bit as fearsome.

The fundamental driver at the moment is that whilst interest rates remain at their lowest in, probably, living memory, the demand for income generation has sky rocketed. On current savings rates, a million in the bank will return a paltry £100 in interest.

£1million invested in a commercial property should yield a minimum return of £30,000 PA, in London, potentially rising to £50,000 PA in the regions.

Volatility and the fear of having too much cash in the bank are also stoking the property investment flames due to the perceived stability that bricks and mortar brings. While real property might go down in value, the owner will always be left with a tangible asset, as opposed to a stock or a share that could end up as a worthless piece of paper.

Changes are also afoot with investor profiles too. While there have always been investors in property, the investment markets have been segmented with property companies & institutional funds mainly purchasing commercial property investments and private individuals mainly buying residential investment properties.

Some of the biggest names in commercial property are now investing in residential and many private investors are now looking at entering the commercial markets. Private investors into

commercial are being driven by the high cost of residential properties relative to the returns, along with the unfavourable stamp duty and tax regime, which hasn't affected commercial property in the same way. The market is now seeing a distinct shift from buy to let investors moving to commercial property. But how do investors know what to buy and where to do they go to buy these properties?

For the best return on all aspects of commercial property, please talk to us at Fresson & Tee. We've been advising clients for almost 90 years, and our highly experienced commercial property team has unrivalled in-depth knowledge.

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Commercial Property &
Property Management
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Read All About It!!!

Fresson & Tee will be announcing some big company news over the next few weeks, so watch this space! The full story will appear in a special edition of the Fresson & Tee newsletter.



INVESTMENT OPPORTUNITIES

Welcome to Fresson & Tee's property investment pages where you will find a selection of current investment properties for sale. Fresson & Tee are not retained to sell these properties. We are acting as facilitators and fees will apply where a property is acquired as a result of our introduction of it to you.

Please select at least one option.

Region: Price: Asset: Town:

LATEST PROPERTIES

<p>EDUCATIONAL, 20 YEAR INCOME</p> <p>Reference: 486 Region: Midlands</p>	<p>FREEHOLD LEISURE INVESTMENT OPPORTUNITY</p> <p>Reference: 457 Region: Midlands</p>	<p>DEVELOPMENT OPPORTUNITY - LONDON</p> <p>Reference: 471 Region: London</p>	<p>MIXED USE INVESTMENT IN CATHEDRAL CITY</p> <p>Reference: 469 Region: Yorkshire</p>
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Investing In The Community

Acting on behalf of a private property company, Fresson & Tee has acquired a large office investment in Chelmsford, Essex.

This investment was successfully acquired as a direct result of the company's extensive contacts within the property investment world.

Osprey House is currently occupied by the Secretary of State for Communities and Local Government for a further two years, after which, the new owner will be looking to refurbish and re-let the building.

The deal was concluded between Christmas and New Year 2016, with negotiations stretching across the globe, from a boat in Antigua to a hotel in Tenerife and the far less glamorous world of Fresson & Tee's King's Cross offices!

We're not sure if Santa came early or late for our investor client but all parties to the transaction had a happy start to the new year...



No Win, No Fee!!

Fresson & Tee has recently launched fandtinvestments.com, showcasing property investment opportunities that have been brought to market by various sources.

The new online investment site is a shop window service for new investors in commercial property and provides investors with an opportunity to view examples of investment properties being sold across the UK.

The property prices range from circa £500,000 in the North of England to several million pounds in the South East, with general returns averaging from 5% upwards.

Asset classes include high street retail, warehousing, offices and industrial.

With the market being very buoyant to satisfy investor demand, the properties are being updated regularly.

Fresson & Tee are not directly instructed to sell these properties and we are therefore not being paid by the vendors to sell them. We are acting as introducers and brokers and we will look to charge successful purchasers a fee on a no win, no fee basis.

The fee represents our introduction and the ongoing input thereafter to enable an investor to successfully acquire the property.

Visit fandtinvestments.com to see what's on offer or call us on 020 7391 7100 to discuss the fee arrangements first if you prefer.

A Fond Farewell

After 27 years with the company, Fresson & Tee's indomitable internal accountant Carol Partridge, has taken the decision to take life a bit easier and take semi retirement to a gite in France.



Carol has been responsible for the smooth running and management of the extensive client accounts for Fresson & Tee's asset management team.

As the company continues to take on more buildings, and with the property management team expanding as a result, Carol's role will be taken over by Jay Kerai and Maria Emate. Fresson & Tee currently manages close to 100 properties with a combined value of almost £500 million.

Call Fresson & Tee's Stevan Kelsey if you wish to discuss your own property management requirements.

News In Brief

Fresson & Tee will soon be bringing a funky new warehouse office to the market, which boasts spectacular views towards King's Cross and a stunning, exposed vaulted ceiling. For more details, go to the property listings page at fandt.com or call Jonny Novick on 020 7391 7100.

A surrender and regrant of a lease between a family trust landlord, a doctor's surgery and the NHS has been successfully engineered and completed by Fresson & Tee's asset management team.

Fresson & Tee has disposed both available suites at Tankerton Works, Argyle Walk. 12 Argyle Walk was let to a leading new media company. An international lighting design company has taken a lease of Tankerton Works vacant 1st floor suite. Both were leased at close to their quoting terms.

10 REASONS WHY YOU SHOULD CONTACT FRESSON & TEE:

1. Purchases and sales
2. Leasing
3. Property management
4. Design
5. Building conservation
6. Party walls
7. Project management
8. Rent reviews and lease renewals
9. Dilapidations
10. Ten decades in business, ten decades of experience

Featured Properties



Offices to let

12/13 Clerkenwell Green, London EC1

Various suites available on 1 year inclusive agreements in this quirky, architecturally designed building that is 3 minutes to Farringdon Station.



Office to let

Part 3rd floor, Derbyshire House, St Chad's Street, London WC1

1,750 sq. ft. £60 per s.q ft. A modern office suite in a recently refurbished art deco building, 1 minute from Kings Cross. On site facilities include a concierge, meeting rooms and stunning roof garden.



Office to let

8 Southampton Place

750 sq. ft. – 4,000 sq ft. Various suites available on a short term basis in a period office building, 2 minutes from Holborn underground station.

Find more properties at www.fandt.com

