

# Brentwood Enterprise Park

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## Commercial Market Analysis

Strutt & Parker

October 2013

The logo for Strutt & Parker, featuring the company name in white serif font on a red rectangular background.

STRUTT  
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## 1.0 Introduction

This report is written in accompaniment to support the allocation of land at the former M25 works site (south of A127) (site 101A) for employment uses within the Brentwood Borough Local Plan 2015 – 2030 to form part of Brentwood Enterprise Park.

The site extends to approximately 23.5 ha (58.06 acres) gross and is situated adjacent to J29 of the M25 approximately 24 miles to the East of Central London. The site occupies a particularly strategic location for commercial uses due to its excellent road communications and connections via the A127 to the M25 and the wider national motorway network.

### Strutt & Parker

Strutt & Parker are one of the leading advisors on business and science parks and mixed use development, advising on masterplanning, asset management, marketing and investment.

The firm has been involved in this sector of the market since the early 1980s when it was instrumental in identifying opportunities in the UK and introducing the concept of large scale out of town business areas that had evolved in the United States, particularly as a response to the growing demands of the high technology and R&D growth industries.

The firm is an advisor to Goodman (formerly Arlington Securities) and have advised them on all aspects of their Business Park portfolio on some 15 business parks across the UK. The role has been to advise on masterplanning, asset management, marketing, leasing and investment.

Strutt & Parker helped establish business parks as an independent asset class working with Investment Property Databank in producing the Annual Business Park Index which has now been in existence for 17 years.

In preparing this report, we have also consulted Mass & Co, an established commercial property consultancy based in Brentwood since 1990.

## 2.0 Brief

The purpose of this report is to provide analysis of the subject site and comment on its suitability and viability for employment development as well as providing evidence to support the potential mix of uses that will ultimately be developed at Brentwood Enterprise Park.

The Brentwood Borough Local Plan 2015-2030: Preferred Options document highlights the potential for commercial uses on the site and that it should have “*a particular onus on high quality B1 employment floorspace along the site frontage with the A127 exit road to M25 Junction 29. Behind this frontage will be a mix of B1, B2 and B8 employment floorspace.*”<sup>1</sup> It is therefore important to provide a commercial view on the likely occupier demand for these uses and the extent to which an allocation should be made for each use on this site. To support this, we will analyse supply of other existing employment sites within the Borough as well as considering the built stock and competing sites that are currently being promoted in both the immediate and wider area, with a particular focus on Brentwood, Romford, Basildon and West Thurrock. This will have a particular weighting towards the industrial market as it is envisaged that this is the sector from which we are likely to see greatest demand for a site of

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<sup>1</sup> Brentwood Borough Local Plan 2015 - 2030: Preferred Options (p.38-39)

this nature, whether that be from light industrial, general industrial or storage and distribution occupiers. This is examined in more detail later.

The report will also consider the potential for other uses on the site within the 'B' use class, such as office use and research and development uses, as the preference towards "*high quality (B1) employment floorspace*" is typically more likely to come from buildings of this nature. It is anticipated that a site of this nature could attract headquarters and R&D users which will incorporate a high office content. It should also be noted that modern manufacturing and storage design and architecture now regularly showcase high quality, energy efficient and modern buildings that can sit comfortably next to these other B class uses in a business / enterprise park environment.

Based on the information gathered and comment provided in this report from a commercial viewpoint, the conclusion will draw together a final view on the mix of uses that should be allocated within the Brentwood Borough Local Plan to meet anticipated market demand. This will also identify a percentage against each suggested use class.

### 3.0 Brentwood Overview

As the subject site lies within Brentwood Borough and Brentwood itself is the largest town within that Borough, we have provided a brief overview of Brentwood and its demographics.

The Borough has a resident population of approximately 74,800 people<sup>2</sup> and benefits from excellent transport links with the M25, A12 and A127 running through the Borough and the towns of Brentwood, Shenfield, Ingatestone and West Horndon provide regular, fast rail services to the City Of London. With the introduction of Crossrail in 2018 these excellent communications are set to be further improved with stations situated at both Brentwood and Shenfield. Brentwood town is also served by nearby airports Stansted, London City and Southend whilst there are nearby ports at Tilbury, Harwich and Felixstowe as well as the new container terminal currently under construction at DP World London Gateway.

### 4.0 Review of Employment Sites

Set out below is a review of the other key employment sites within the Borough that are relevant in terms of the viability of the proposed employment allocation at the subject site whether by being re-allocated and redeveloped for alternative uses such as residential or as a competing employment site.

#### 4.1 West Horndon Industrial Estate

The West Horndon Industrial Estate is made up of two parts, Horndon Industrial Estate and Horndon Industrial Park. We understand the site is to be earmarked for change of use to residential, with the potential for 5 ha of employment land to be retained as part of a new redeveloped site. Given the site's location and access off Childerditch Lane / St Mary's Lane it does not provide a prime development site for commercial uses when compared to the subject site.

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<sup>2</sup> Heart of Essex: Economic Futures Study June 2012 (p. 19)

The industrial estate has a mix of older buildings and some more modern accommodation. Horndon Industrial Park is owned by Hansteen Holdings and offers a complete variety of uses made up of 68 units in total, comprising industrial and office units as well as stores and yard areas. There are currently 7 vacant industrial buildings, 4 office units and 3 available yard areas on the estate and there are a wide range of tenants, from local businesses to national and even international companies, all occupying units of varying sizes ranging from approximately 100 – 45,000 sq ft (GIA). We consider that there is potential for a number of the occupiers on this estate to be moved to buildings at the subject site given the mix of occupiers currently there.

Wolseley, who are based on this estate, have been active in the market recently, having just acquired two distribution buildings in the West Midlands and now also have an active requirement in the south east for a large scale distribution building of up to 300,000 sq ft (GIA).

## 4.2 Wates Way Industrial Estate

The Estate, accessed off Ongar Road, provides small industrial/storage units that can be available on short term flexible leases. The occupiers are generally local businesses and it is not anticipated that many, if any at all, would suit new premises to be provided on the subject site, given the large difference in quality and cost of leasing a new unit.

## 4.3 Hutton Industrial Estate

The Hutton industrial Estate is made up of two main estate roads, Tallon Road and Prospect Way. It is located on the eastern side of Brentwood town centre and is accessed off Wash Road which, if heading north, is compromised by a low bridge where the railway crosses overhead. The height restriction of 13'0" undoubtedly limits the potential for large scale occupiers to locate here as heavy traffic will have to pass through the town centre, rather than have quick access up to Mountnessing roundabout and the A12.

The estate is however well established with a mix of older and some modern, recent development, such as the Chancerygate scheme, which has provided both leasehold and freehold premises for local and regional occupiers with individual unit sizes ranging from approximately 2,000 – 3,750 sq ft (GIA). There may be potential for occupiers on this estate to re-locate to the subject site, particularly some of the larger businesses, if they are outgrowing their current premises. Due to a lack of other suitable options on the estate, these occupiers would have to look elsewhere for larger or more modern units and it will be important to be able to retain these in the Brentwood area.

## 4.4 Mountnessing Roundabout Site

The land at Mountnessing Roundabout, which is well located adjacent to the A12 and will remain allocated as an employment site, does not in our opinion, compete with the subject site and in fact may be more suited to convenience retail / drive-thru uses due to its prominence.

## 4.5 Summary of Employment Sites

We do foresee the potential to attract some of the occupiers from a number of the sites that are being lost to residential; however it is likely to be the more established businesses that are attracted to the subject site. Given that the industrial market in the Borough of Brentwood is generally made up of small to medium sized businesses, the smaller units that can be provided on the site are likely to appeal to the majority of locally based demand. However, the difference in quality between older existing stock and a new development will have with it an increase in rental value which could potentially deter some of these occupiers from coming to the site. That said, and as explored in further detail when considering the current industrial market, there is increasingly becoming a flight to quality from occupiers in various locations across the south east which is in line with economic sentiment and increasing occupier confidence in the stability and growth of their businesses. It is anticipated that a site of this locational quality will be able to attract inward investment to the area with both regional and national requirements.

The Brentwood Employment Land review states “A local business survey identified a high level of satisfaction with current business premises. In order to expand, 50 per cent of businesses surveyed stated they would require additional space and the majority were unable to accommodate their additional floorspace needs at their existing premises.”<sup>3</sup> This lack of opportunity for businesses to expand in their current premises provides further support to the potential for them to move to new premises at the subject site.

## 5.0 Office Market Overview

Brentwood is an established north east M25 office location with a total estimated stock of circa 1.7m sq ft. This has remained constant for the past 10 years with no new buildings developed in that time. Most of the existing stock is located in the town centre, within close walking distance of Brentwood train station. The out of town market consists principally of Warley Hill Business Park, which is fully built out, and a limited number of single buildings, many of which are located on London Road.

### 5.1 Supply

There is limited availability in Brentwood at present with just under 100,000 sq ft (NIA) available, equating to a very low vacancy rate of 5.8%. Less than 50% of the available accommodation is classed as Grade A, and this is typically made up of older stock built in the 1970s, 80s and 90s and refurbished more recently to provide Grade A accommodation. The remainder of the available space is Grade B accommodation and includes tenant surplus space. There is no Grade A New office space currently available in Brentwood. There is a site on St James Road with planning consent for just over 30,000 sq ft (NIA) of offices, but this is being marketed on a pre-let basis and is unlikely to be built speculatively. A schedule of current office supply is attached as Appendix 1.

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<sup>3</sup> Heart of Essex: Economic Futures Study June 2012 (p. 26)

## 5.2 Take-up and Demand

Average annual take-up (over 5,000 sq ft NIA) in Brentwood over the last 5 years has been approximately 24,500 sq ft (NIA), with the 10 year average standing at 26,500 sq ft (NIA). 2013 to date has seen no transactions over 5,000 sq ft (NIA) completing, although there have been a number of transactions in the sub 2,000 sq ft (NIA) market. These were all in the town centre, most of them in a single building, with rents in the low teens. Take-up in 2012 totalled 64,500 sq ft (NIA), exceeding the 5 and 10 year average. However, the majority of this take-up was in a single transaction of 49,500 sq ft (NIA) at 1 London Road and the remainder was made up of two lettings at Warley Hill Business Park, totalling 7,000 sq ft (NIA) and 8,000 sq ft (NIA).<sup>4</sup>

The average size of office take-up in Brentwood currently stands at around 5,000 sq ft (NIA). Whilst there have been some larger transactions over the last 18 months, the majority of take-up has been in the sub 5,000 sq ft (NIA) market. A schedule of recent transactions is attached as Appendix 2.

Demand for offices in Brentwood has declined since the 1980s, when it was the preferred location for office occupiers looking in the north M25 area. Occupiers now tend to favour the larger centres of Chelmsford and Basildon due to the superior train links and amenity offer. Demand now tends to come from small local companies or start-ups looking for their first office and most of them favour the town centre to be close to the train station and amenities.

The lack of demand for larger offices has undoubtedly been one of the factors behind the move towards conversion of existing offices for alternative use. In the town centre, a number of older buildings have recently been sold for alternative uses, such as 169 Kings Road which has been redeveloped as a Premier Inn and Melville House and Coptfold House which were both sold for residential conversion.

Although it is difficult to predict the impact it will have on demand for office space, the introduction of Crossrail to Brentwood in 2018 will undoubtedly improve connectivity to the town from Central London, and may lead to increased demand from City occupiers looking to move back office functions to less expensive areas.

We believe that the availability of a large scale mixed use park could however attract a relocation to Brentwood, most likely for a mixed use R&D type user who would require a significant office content. We believe also that a development of this scale will require an element of amenity provision on site and have assumed that an hotel will be located close to the entrance, although we have not undertaken a demand study at this stage. We believe also that the site will require an element of convenience retail to support the employment uses proposed.

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<sup>4</sup> Source: Focus and S&P

## 6.0 Industrial Market Overview

The last 20 years have seen a significant evolution in warehousing as distribution occupiers have increased in profile, now contributing between 60-80% of all industrial/warehouse market activity. This is in line with the decline in the manufacturing industry in the UK over the same period. This has resulted in a major change in building use, design and specification, along with a logistical approach to the selection of locations for such facilities. Logistics has been one of the fastest-growing sectors of the UK economy, expanding at a rapid pace over the past 15 years.

It should be noted that whilst manufacturing had seen a decline over the previous 20 years, this has been reversed somewhat over the past 5 years with steady growth of manufacturing in a number of locations, however with a particular focus on the West Midlands and North West. This growth has been particularly prevalent in the car industry with global companies such as Jaguar Land Rover and Nissan investing heavily in new manufacturing facilities around the UK in recent years. This also undoubtedly has had an effect on many smaller businesses that play vital roles in the supply of components and the distribution of finished products to and from the major manufacturing hubs. We are therefore beginning to see further property requirements emerge from the manufacturers and their related industrial / distribution companies. It is typically the case that the industrial occupiers will be tendering for contracts to supply or operate on behalf of the manufacturers and the type and length of these contracts will ultimately influence the size, location and use of building that is taken.

The change towards distribution has been brought about due to the application of computer technology and in particular bar coding, which has allowed occupiers to have far greater stock control and management with a consequent reduction in the levels of stock held within the supply chain. The EPOS (Electronic Point of Sale) system has ensured that an extremely efficient supply chain can be set up to minimize the cost of the provision of products. This has led to the creation of a hierarchy of distribution facilities falling broadly into three categories of National, Regional and Local Distribution Centres.

The scale of these facilities is very much driven by the specific nature of each organisation, however in broad terms, the National facilities are predominantly located in the Central Midlands area and are seeking to maximise their UK coverage as from the Central Midlands approximately 90% of the UK population can be reached within a 4.5 hour drive time. These are usually involved in servicing the whole of the country and include holding as well as the distribution of goods. The scale of these buildings can be anything from 100,000 (GIA) to in excess of 1 million square feet.

The location and access to the major commercial ports is also influencing the distribution sector and increasingly, rail terminals. However, rail orientated freight continues to have a relatively limited impact in the market given the rail capacity limitations in the network at present. The Working Time Directive and Road Transport Directive, both pieces of EU legislation, have an impact on the distribution market with regards to the hours that lorry drivers are permitted to work during the average working week.

Regional facilities (RDCs) which have been a growth market in the last 5 years, are seeking to achieve a balance between the speed of access to the consumer and the scale of the subject market. These facilities tend to be located in the major regional centres where there are particularly good motorway links and often rail access. Consequently, locations on the main arterial routes and access to the M25 have consistently attracted these types of facilities. Whilst initially these units may have been from 50-250,000 sq ft (GIA), more

recently these sites have attracted facilities of up to 700,000 sq ft (GIA) to service London and the South East particularly.

On a more local level, there has recently been a move towards the provision of Local Distribution Centres, often supplementing the RDC network. These are very much orientated to specific localised markets and often concern high value goods or operators involved in next day/rapid delivery activities. For certain types of distribution operators, these local facilities ensure that the distribution network produces maximum efficiency and are now being promoted by the wave of parcel companies responding to retailing and general user's needs for rapid market response.

In terms of manufacturing buildings, their scale can range from 20,000 sq ft (GIA) up to 700,000 sq ft (GIA) in some instances, depending on the particular organisation's size and their operational requirements. An example of this is the Jaguar Land Rover facility under construction at i54 Business Park in Wolverhampton, where the proposed unit extends to over 700,000 sq ft (GIA) and will create as many as 1,400 jobs. This job creation is because the larger the facility, the greater the likelihood that other functions of the organisation will be incorporated within the building, such as a greater office function, research and development operation or ancillary storage. The suppliers that are linked to the major manufacturing hubs can take buildings ranging from as little as 5,000 sq ft (GIA) up to over 100,000 sq ft (GIA), depending on the scale and length of the contracts they hold, as referred to previously. We estimate that one job is created for every 1,000 sq ft (GIA) of developed distribution centre floorspace and further jobs in supporting suppliers equivalent to one per every 2,000 sq ft (GIA) of distribution centre floorspace.

From 2000 to 2007, there was significant investment demand in the property sector and this resulted in a boom in the speculative development of distribution properties which in many locations resulted in an over-supply. The economic downturn in the UK followed shortly thereafter and following a period of inactivity, landlords became more competitive in the terms that they were prepared to accept and many occupiers then took advantage of the market conditions and acquired property on favourable lease terms that would not be viable to support new construction.

This trend was seen across the country and we have now reached a point where in certain locations and for certain size bands there is a distinct shortage of supply of modern specification distribution buildings, particularly in the South East and East Midlands. There has recently been an increase in the number of design and build enquiries, which is largely through necessity as a result of the lack of availability of appropriate existing accommodation and contributed in some instances by the requirements being for bespoke buildings.

As a consequence, a two tier market has emerged where the terms achieved on existing buildings have been fairly weak with short term leases and large incentives available. Conversely, design and build transactions have tended to result in long term leases, at high rents and with limited rent free periods or incentives available. With the recent contraction in the supply of existing buildings, we anticipate that net effective rents will further increase over the next 18 months to two years.

The supermarket operators continue to be a driving force behind the take-up of distribution properties with demand not only from the food side of their businesses but also from the increase in internet requirements. In addition to the big 5 supermarket operators of Tesco, Sainsbury's, ASDA, Morrisons and Co-Op, Ocado have been particularly active as have Waitrose who have now launched their own internet home delivery service.

## 6.1 Supply

When considering the likely competition for the site we have analysed both the current supply of existing buildings in the key neighbouring established centres of Brentwood itself, Romford, Basildon and West Thurrock for units larger than 5,000 sq ft (GIA).

We have chosen to incorporate these towns as we feel an occupier looking at the subject site, particularly for units larger than 20,000 sq ft (GIA), will also consider buildings that are available in the surrounding areas.

We have also considered the supply of distribution buildings larger than 100,000 sq ft (GIA) across the south east as well as land that is currently available and is being promoted for industrial development.

### 6.1.1 Existing buildings

Total supply of existing buildings larger than 5,000 sq ft (GIA) in Brentwood, Romford, Basildon and West Thurrock currently stands at approximately 1,145,000 sq ft (GIA). The table below shows the breakdown of supply by size band.

Size Band (sq ft GIA)	Current Supply Existing Buildings	
	Sq Ft (GIA)	No. of Units
5 – 10,000	188,579	28
10 – 20,000	297,118	22
20 – 30,000	91,869	4
30 – 40,000	183,846	5
40 – 60,000	201,646	4
60 – 100,000	69,750	1
100,000 +	110,771	1

The table highlights the current lack of supply of buildings larger than 40,000 sq ft (GIA) within this region with only 6 currently available. There is also only one building in the 60 – 100,000 sq ft (GIA) size band which is where we are currently seeing increased demand from occupiers for units of this size, led largely by parcel and postal companies, and third party logistics operators. The lack of supply of these units is currently shared in many other key markets around the M25, such as Enfield.

The only building larger than 100,000 sq ft (GIA) is Unit 1 Central Avenue in West Thurrock which has recently been granted planning consent for a data centre use and therefore is now unlikely to be let as a distribution unit. Therefore there are currently no available distribution buildings within this eastern M25 region.

A breakdown of all the currently available buildings for each town is provided at Appendix 3.

Across the south east there is currently approximately 4,145,000 sq ft (GIA) of existing buildings available that are larger than 100,000 sq ft (GIA). Whilst this would appear to be a significant amount of supply and is made up of 22 units, when you look at the individual buildings there are a number which are in secondary locations, others currently have good interest from occupiers and others have competition in the same town. For example there is currently over 650,000 sq ft (GIA) available in Harlow in two buildings which has a significant impact on the total supply figure.

### 6.1.2 Land

We have identified 13 sites, totalling over 900 acres of land, which are currently being promoted for design and build development across the eastern corridor of the M25 and that are north of the river Thames. A full schedule of all of these sites is attached as Appendix 4.

Of these 900 acres, it should be noted that 560 acres of land is allocated at DP World's London Gateway development in the Thames' Estuary for logistics development on the back of the new container port. Once completed it is set to be Europe's largest logistics park with up to 9.25m sq ft (GIA) of logistics development. They have recently agreed terms with Marks & Spencer for a 900,000 sq ft (GIA) distribution facility and as well as having the links to the port there will also be a rail freight interchange. It has been reported that this will create 700 jobs. Clearly, the subject site will not be pitched against this scale of development however it may serve as a nearby distribution location for occupiers who do not need to be directly on the port itself and provide a viable alternative location.

When considering the other sites from a distribution perspective, whilst there is land available within relatively close proximity of the subject site at Basildon, West Thurrock, Purfleet and Tilbury, none of these sites benefit from the same accessibility from or strategic position next to the M25. From a commercial viewpoint the potential for access almost directly on to the M25 sets the subject site apart from the other available sites in the region.

### 6.2 Take-Up

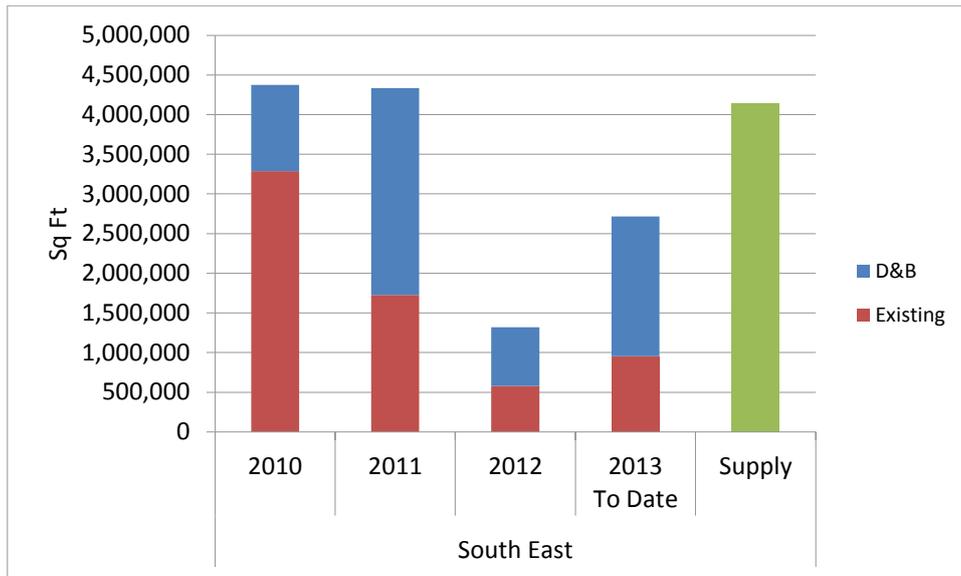
Total take-up across the south east in the first half of 2013 is estimated at 9.125m sq ft (GIA). This total is 17% down on the same point last year where take-up for Q1 and Q2 2012 stood at 11m sq ft (GIA), however there was only 7.4m sq ft (GIA) of take-up in the second half of 2012 which showed a significant slowdown in Q3 and particularly Q4. This slowdown has halted in the first half of 2013 and in fact in Q1/2 2013 we have seen an increase in take-up of 19% compared to Q3/4 2012. This is in line with current economic sentiment and the feeling of increased occupier confidence in taking new space and expanding their businesses, as is shown by take-up in Q2 this year increasing by 34% on Q1.<sup>5</sup>

As mentioned, many core locations are now starting to see a lack of supply in certain size bands which has resulted in pent up demand from occupiers. Thus when a building within that size band does come available we have seen a number of competitive bidding situations and landlords have been able to achieve higher rents and also reduce the level of incentives offered to occupiers. This has also meant there are still a number of unsatisfied occupier requirements in various locations, particularly in the core markets around the M25.

Take-up of units larger than 100,000 sq ft (GIA) across the south east is detailed in the following chart, where take-up so far this year currently stands at 2.71m sq ft (GIA).

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<sup>5</sup> Source: Focus and S&P



This highlights the increasing amount of design and build transactions that have happened so far this year and when compared to 2012, we have seen a total increase of 106% in sq ft transacted. It should also be noted that 65% of the transactions over 100,000 sq ft (GIA) so far in 2013 were design and builds.

Similarly to supply, we have analysed take-up in the surrounding areas of Brentwood, Romford, Basildon and West Thurrock, wherein take-up of units larger than 5,000 sq ft (GIA) since 2008 totals approximately 4,815,000 sq ft (GIA). This represents an average year on year take-up of approximately 837,000 sq ft (GIA).<sup>6</sup> These figures are influenced heavily by the largest centre, West Thurrock, which accounted for 2.25m sq ft (GIA) of take-up (47%) over the same period.

Some recent transactions of note on existing buildings within this area are outlined below:

**Area 2, Unit E Queen Elizabeth Distribution Park, West Thurrock (August 2013)**

55,953 sq ft (GIA) let to Breezemount on a 5 year lease at £8.00 psf with 6 months' rent free.

**Unit 1 Watkins Close, Basildon**

57,029 sq ft (GIA) let to Yodel on a 10 year lease on a stepped rental rising to £6.50 psf in year five.

**Unit 1 Juniper Park, Basildon (June 2013)**

127,732 sq ft (GIA) let to Tiger Global Logistics on a 5 year lease at £2.50 psf.

**Unit 8a, Festival Way, Basildon**

52,523 sq ft (GIA) currently under offer to P2P Mail on confidential terms. The quoting rent for the unit was £6.00 psf.

### 6.3 Demand

As identified above, there are certain sub-sectors within the industrial market that are currently performing well and are generating the majority of enquiries on both existing buildings and land promoted for development. The location is a key driver attracting certain

<sup>6</sup> Source: Focus and S&P

types of businesses. In the case of the subject site, given its location on the eastern M25 and prominence to the motorway junction, we see an obvious opportunity to provide high quality distribution space, as well as the potential for manufacturing and light industrial uses.

There are currently a number of requirements in the market that remain unsatisfied. Depending on the occupier, the timing of occupation varies greatly. It is anticipated that a number of these businesses could be attracted to a potential design and build at the subject site and we set out below various named requirements that are currently in the market. Requirements of this size are nearly always led by a property agent and there are more searches currently being undertaken with the name of the end user currently undisclosed and these have therefore been excluded from the examples below.

<b>Occupier</b>	<b>Size (GIA)</b>	<b>Location</b>	<b>Use</b>
Dupont (Data Centre)	10 acres plus	SE	B1(Data Centre)
SMP Group	100,000 sq ft	Eastern M25	B1c/B2
Wincanton	30,000 sq ft	Kent / Essex	B8
DHL	30-40,000 sq ft	Eastern M25	B8
TNT Express	60,000 sq ft (7 - 10 acres)	SE/E London/M25	B8
Dole Group	80,000 sq ft	Eastern M25	B8
William Turner	100,000 sq ft	Eastern M25	B8
Fork Logistics	100,000 sq ft	SE focus	B8
Theo Paphitis Retail Brands (Rymans, Robert Dyas)	150,000 sq ft	SE, E London	B8
Europa Transport	250,000 sq ft	Eastern M25	B8
Wolseley	300,000 sq ft	M25	B8
Ocado	350,000 sq ft	M25	B8

In the upper size ranges, there are currently a significant amount of B8 enquiries in the market (the total displayed above is for 1.46m sq ft (GIA) of warehouse space) and these are relatively easy to name. The demand for smaller units is harder to track as many businesses requirements are unknown to the market until they are actively looking for space. We do however anticipate demand for smaller units on the proposed sites and this is likely to come from businesses located in the surrounding areas that are looking to expand or upgrade from their existing accommodation, as well as incorporating some of the occupiers within the Borough that are being displaced by the proposed redevelopment of their sites.

Whilst B8 uses may typically be associated with a lower workforce than say B1b/B1c/B2 uses, this is not always necessarily the case. In fact it is becoming increasingly common, with retailers in particular, to require a significant office presence alongside their warehousing operations and this can often take the form of a call centre which will employ a significant number of people. This has recently been the case with retailers such as Ikea and Amazon who require the capacity to deal with a large volume of enquiries daily. This additional employment is alongside a warehouse operation that is operating shift patterns 24 hours per day.

It should also be noted that occupier requirements are constantly changing, not just in terms of their target locations but also in their requirements for building specification. The drive towards more energy efficient buildings is prevalent as businesses seek to reduce their overall impact on the environment. This is leading to advancements in building design and sustainability which now allow for the provision of high quality industrial units for occupiers within B1(c), B2 and B8 uses classes.

## 7.0 Summary

The opportunity to develop a high quality business and enterprise park on the subject site is clearly an exciting prospect and we feel there will be demand from B1, B2 and B8 users. We do anticipate the strongest demand to come from industrial/distribution occupiers given the strategic location of the site on the M25 and the current levels of supply and demand within the market, as detailed within this report, and this should be accommodated in the proposed allocation of uses for the site. This will also be important in attracting pre-let enquiries to support the viability of the development proposals.

Looking at the potential for smaller units, business 'starter units' and office buildings, we feel there may initially be limited demand from occupiers for buildings of this nature as we are anticipating demand initial demand from uses on a much larger scale. That said we are of the opinion that demand for these uses is likely to come forward stronger in the future and particularly once the park is better established and a number of the plots are occupied. There will remain a choice of alternative employment sites in the Borough that might be more suitable for these occupiers. This is also referred to in the Epping Forest District and Brentwood Borough Employment Land Review which references the Brentwood Borough Local Plan (2005) in referring to land adjacent to the Council Highways Depot, Warley.<sup>7</sup>

A sustainable link between Brentwood and Shenfield Crossrail stations, and the subject site, whilst increasing the potential for future B1 uses with higher density job creation, will also enable the development to comply with Policy DM5 (Employment Development Criteria) of the emerging Brentwood Borough Local Plan 2015-2030 which refers to the requirement for sustainable modes of transport to be incorporated into any proposed development.

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<sup>7</sup> Epping Forest District and Brentwood Borough Employment Land Review September 2010 (p. 19)

In summary, based on the occupational market for the proposed uses on the site, we feel the allocation should be led towards B8 use at 50%, followed by a flexible allocation of B1/B2 and B8 uses representing 25%, and finally with the remaining 25% allocated for B1 uses. This proposed flexibility will allow the site to accommodate a variation of different types of occupier and whilst we would anticipate B8 uses to be the initial driver of activity on the site, we do foresee an opportunity to provide for both B1 and B2 users as well.

## **8.0 Financial Viability**

From the market analysis set out above, we have concluded that a mixed use development on this site would meet a local need but also attract inward investment from outside the area.

On the basis of historic and anticipated take up rates and values for the quantum and mix of uses anticipated, we believe the project would be financially viable.

We have undertaken some preliminary development appraisals based on the indicative Masterplan prepared by GMTW Architects and considered transport infrastructure advice by Ardent. Whilst more detailed studies will be required in terms of providing services to the site, these preliminary appraisals indicated that a profitable development could be undertaken which would attract interest from leading UK development companies and development finance from institutional investors or other property investment finance providers.

## Appendices

## **Appendix 1 – Brentwood Office Availability**

## BRENTWOOD OFFICE AVAILABILITY



Address	Size Sq. ft.	Quoting Rent per sq. ft	Service charge per sq. ft.	Car Parking Ratio Sq. ft.	Comments
Jupiter House, Warley Hill Business Park, The Drive, Brentwood CM13 3BE	8,279	£21.50	£3.50	1: 197	Built mid-1980s. Self-contained office building with excellent car parking ratio. Service charge covers common areas only.
Kingsgate, 1 King Edwards Road, Brentwood, Essex CM14 4HL	11,894	£19	£5.80	1: 325	Built in the early 1990s. Currently fully let until June 2014, although the lease is available by way of assignment for the building as a whole or a new sub-lease is available on the ground floor and first floor extending to 8,833 sq ft and 3,061 sq ft respectively.
Regent House, Hubert Road Brentwood Essex CM14 4JE	200 – 26,567	£15	£5.00	1:300	Recently purchased by Rainham Steel and undergoing a gradual refurbishment on a floor by floor basis including the common areas and remodeling the reception. It is possible that the car parking allocation could be improved.
The Reservoir Great Warley Brentwood, Essex CM13 3JR	12,831	£18.75	£1.50	1: 237	Built to a shell specification. Will take 6 months to fully fit with air conditioning and raised floors, etc. Service charge covers landscaping only. Pleasant semi-rural environment and close to M25 but poor access to railway station.
New North House, Ongar Road, Brentwood, Essex CM15 9BB	5,590 – 13,090	£14	£5	TBA	Second hand space on third and fourth floors. New leases available.
Academy Place, 1-9 Brook Street, Brentwood, CM14 5NQ	7,281 – 18,024	£19	£6.50	1:264	Space available on new leases over ground and part first floors.

## **Appendix 2 – Brentwood Office Take-Up**

**BRENTWOOD OFFICE TAKE-UP**



Date	Address	Size Sq. ft.	Rent achieved per sq.ft.	Lease Length	Tenant	Comments
October 2012	One London Road, Brentwood	49,500	£19	10 years	IFDS	Rent review and tenant's option to break in fifth year. One year rent free period.
August 2012	Ground Floor, Jupiter House, Warley Hill, Brentwood	7,207	£19	10 years	Microdec	Rent review and tenants option to break at the fifth year. One year rent free period plus years 2 and 3 at half rent (24 months total rent free).
March 2012	First Floor, Jupiter House, Warley Hill, Brentwood	7,841	Circa £18	10 years	FRP Advisory	Thought to be circa £18 per sq. ft. with 12 months rent free with a further 12 months rent free if break not taken.
March 2012	One London Road, Brentwood	17,405	£18.25	10 years	IFDS	12 months rent free. Tenants break at 3 <sup>rd</sup> and 5 <sup>th</sup> year subject to rent penalty and additional rent free if 5 <sup>th</sup> year break not taken.
March 2011	Part 1 <sup>st</sup> floor, Academy Place, Hubert Road, Brentwood CM14 4JE	8,750	£17.50	10 years	ITS Testing Services (UK) Ltd	6 months rent free. Break clause on 14 April 2014. Additional 6 months rent free if break clause not taken.

**BRENTWOOD OFFICE TAKE-UP**



March 2011	2 <sup>nd</sup> Floor, Academy Place, Hubert Road, Brentwood CM14 4JE	12,669	£17.50	10 years	Intertek International Limited	6 months rent free. Break clause on 1 April 2016. Additional 6 months rent free if break clause not taken.
February 2011	6 <sup>th</sup> Floor, Regent House, Hubert Road, Brentwood CM14 4JE	9,070	£14.00	6 years	Macarthys Laboratories Limited	18 months rent free. Break at 4 <sup>th</sup> year. Tenant spending £250,000 fitting out.
June 2010	Ground floor, Juniper House, Warley Hill, Brentwood CM13 3BE	4,973	£20.00	5 years	Veolia	A rolling annual break from the 3 <sup>rd</sup> year was agreed, so no rent free period.
November 2009	Juniper House, Warley Hill Business Park, The Drive, Brentwood CM13 3BE	4,973	£21.50	10 years	Vantage Insurance	6 months rent free with further 6 months rent free if the break clause is not taken. Break clause at 5 <sup>th</sup> year.

## **Appendix 3 – Available Property Schedules**

# BASILDON

## SUPPLY OF EXISTING BUILDINGS



No.	Photo	Address	Size (sq ft)	Quoting Rent / Price (per sq ft)	Tenure	Comments
1		Unit 11 Basildon Business Centre Bentalls Basildon SS14 3FT	5,193	£4.00	Leasehold	<ul style="list-style-type: none"> <li>• Industrial/warehouse unit</li> <li>• Steel portal frame construction</li> <li>• Office accommodation</li> </ul>
2		Unit 5 Olympic Business Park Paycocke Road Basildon SS14 3EX	5,363	£340,000	Freehold	<ul style="list-style-type: none"> <li>• Mid-terrace industrial/warehouse unit</li> <li>• Steel portal frame construction</li> <li>• 1 loading door</li> <li>• Office accommodation</li> </ul>
3		6, Honywood Square, Honywood Road, Basildon, Essex, SS14 3HT	5,480	£4.56	Leasehold	<ul style="list-style-type: none"> <li>• Refurbished end of terrace industrial unit</li> <li>• Steel portal frame construction</li> <li>• 6.47m maximum ceiling height</li> <li>• Office accommodation</li> <li>• 1 loading door</li> </ul>

# BASILDON

## SUPPLY OF EXISTING BUILDINGS



4		<p>Unit 6 Bentalls Business Park Bentalls Basildon SS14 3BN</p>	5,560	£7.00	Leasehold	<ul style="list-style-type: none"> <li>• Modern industrial/warehouse unit</li> <li>• Steel portal frame construction</li> <li>• 6m minimum eaves height</li> <li>• 1 loading door</li> </ul>
5		<p>Burnt Mills Industrial Estate 2 - 8 Buckwins Square Basildon SS13 1BJ</p>	5,796	£200,000	Freehold	<ul style="list-style-type: none"> <li>• Industrial/warehouse unit</li> <li>• Steel portal frame construction</li> <li>• Office accommodation</li> <li>• 1 loading door</li> </ul>
6		<p>Tuskite Works Block A Pitsea Hall Lane Basildon SS16 4UH</p>	5,975	£5.86	Leasehold	<ul style="list-style-type: none"> <li>• Single storey Factory/workshop/warehouse space</li> <li>• 1 roller shutter door</li> <li>• 3.4m eaves height</li> <li>• Car parking</li> </ul>
7		<p>Ilford Trading Estate Unit 5 Paycocke Road Basildon SS14 3DR</p>	6,390	£4.54	Leasehold	<ul style="list-style-type: none"> <li>• Industrial/warehouse unit with office accommodation</li> <li>• Steel portal frame construction</li> <li>• 4.24m eaves height</li> </ul>

# BASILDON

## SUPPLY OF EXISTING BUILDINGS



8		15 Bakers Court Paycocke Road Basildon SS14 3EH	6,525	Not Quoting	Freehold	<ul style="list-style-type: none"> <li>• Single storey industrial/warehouse unit</li> <li>• 4.75m minimum eaves height</li> <li>• Currently being refurbished</li> <li>• Steel frame construction</li> <li>• Roller shutter loading door</li> </ul>
9		Unit 21 Heronsgate Trading Estate Paycocke Road Basildon SS14 3EU	6,716	£395,000 £4.47	Freehold/Leasehold	<ul style="list-style-type: none"> <li>• Mid-terrace industrial warehouse unit</li> <li>• Concrete portal frame construction</li> <li>• 2 roller shutter doors</li> <li>• 3.95m minimum eaves height</li> </ul>
10		Unit 4 Heronsgate Trading Estate Paycocke Road Basildon SS14 3EU	6,940	£6.48	Leasehold	<ul style="list-style-type: none"> <li>• Terrace of industrial/warehouse units</li> <li>• Concrete portal frame construction</li> <li>• Roller shutter loading door</li> <li>• 3.9m eaves height</li> </ul>
11		Bakers Court 21/22 Paycocke Road Basildon SS14 3EH	9,386	Not Quoting	Freehold	<ul style="list-style-type: none"> <li>• Single storey industrial/warehouse unit</li> <li>• 4.75m minimum eaves height</li> <li>• Currently being refurbished</li> <li>• Steel frame construction</li> <li>• Roller shutter door</li> </ul>

## BASILDON

### SUPPLY OF EXISTING BUILDINGS



12		Unit 2 Fortune Industrial Park The Hemmells Basildon SS15 6ED	9,696	£6.02	Leasehold	<ul style="list-style-type: none"> <li>• Refurbished industrial/warehouse unit</li> <li>• Steel portal frame construction</li> <li>• Office accommodation</li> </ul>
13		2 Christy Court Christy Way Basildon SS15 6TL	9,960	£500,000	Freehold	<ul style="list-style-type: none"> <li>• Mid terraced unit of warehouse/production space</li> <li>• Fully fitted first floor offices</li> <li>• Electric loading door</li> <li>• Car parking</li> </ul>
14		Burnt Mills Industrial Estate 16 Swinborne Road Basildon SS13 1LD	9,972	£400,000 £3.51	Freehold/Leasehold	<ul style="list-style-type: none"> <li>• Detached single storey industrial/warehouse unit</li> <li>• Steel portal frame construction</li> <li>• 5.2m minimum eaves height</li> <li>• 2 loading doors</li> <li>• Ground and first floor offices</li> </ul>
15		Unit 3 Quatro Paycocke Road Basildon SS14 3GH	10,189	£6.25	Leasehold	<ul style="list-style-type: none"> <li>• Modern industrial/warehouse unit</li> <li>• Steel portal frame construction</li> <li>• Fully fitted office accommodation</li> <li>• 6.5m eaves height</li> <li>• 2 loading doors</li> </ul>

# BASILDON

## SUPPLY OF EXISTING BUILDINGS



16		Unit 5 Heronsgate Trading Estate Paycocke Road Basildon SS14 3EU	10,410	£6.25	Leasehold	<ul style="list-style-type: none"> <li>• Terrace of industrial/warehouse units</li> <li>• Concrete portal frame construction</li> <li>• 3 loading doors</li> </ul>
17		Unit 3 Wollaston Industrial Estate Rowhedge Close Basildon SS13 1DJ	10,549	£525,000 £4.50	Freehold/ Leasehold	<ul style="list-style-type: none"> <li>• Single storey semi-detached industrial/warehouse unit</li> <li>• Steel portal frame construction</li> <li>• 1 loading door</li> <li>• Office accommodation</li> </ul>
18		Harvey Road, Burnt Mills Industrial Estate, Basildon, SS13 1EP	10,671	£4.95	Freehold	<ul style="list-style-type: none"> <li>• Detached industrial/warehouse unit</li> <li>• Office accommodation</li> <li>• 6m maximum eaves height</li> </ul>
19		3-4 Mill Court Burnt Mills Industrial Estate Swinborne Road Basildon SS13 1EH	11,752	£500,000	Freehold	<ul style="list-style-type: none"> <li>• Detached single storey industrial unit</li> <li>• Steel portal frame construction</li> <li>• 3 loading doors</li> <li>• Large yard</li> </ul>

## BASILDON

### SUPPLY OF EXISTING BUILDINGS



20		1-2 Burnt Mills Industrial Estate Repton Close Basildon SS13 1LE	12,448	£5.50	Leasehold	<ul style="list-style-type: none"> <li>• Refurbished adjoining industrial/warehouse units</li> <li>• Steel portal frame construction</li> <li>• 2 loading doors</li> <li>• 6.76m eaves height</li> </ul>
21		Unit 1 Wollaston Industrial Estate Rowhedge Close Basildon SS13 1DJ	14,410	£4.50	Leasehold	<ul style="list-style-type: none"> <li>• Single storey semi-detached industrial/warehouse unit</li> <li>• Steel portal frame construction</li> <li>• 1 loading door</li> <li>• Office accommodation</li> </ul>
22		E Crowley & Son Ltd Pipps Hill Industrial Estate Bentalls Basildon SS14 3BY	14,854	£700,000	Freehold	<ul style="list-style-type: none"> <li>• Industrial/warehouse unit with office accommodation</li> <li>• Masonry construction</li> <li>• 6.68m eaves height</li> <li>• 1 loading door</li> </ul>
23		8 Burnt Mills Industrial Estate Repton Close Basildon SS13 1LJ	16,520	Not Quoting	Leasehold	<ul style="list-style-type: none"> <li>• End of terrace industrial/warehouse unit</li> <li>• Steel portal frame construction</li> <li>• Office accommodation</li> <li>• 2 loading doors</li> <li>• 5.18m minimum eaves height</li> </ul>

## BASILDON

### SUPPLY OF EXISTING BUILDINGS



24		<p>Bentalls House Pipps Hill Industrial Estate Bentalls Basildon SS14 3BS</p>	17,995	£4.44	Leasehold/ Possible Freehold	<ul style="list-style-type: none"> <li>• Detached single storey warehouse unit</li> <li>• Office accommodation</li> <li>• 5 loading doors</li> <li>• 4.52m maximum eaves height</li> <li>• Car parking</li> </ul>
25		<p>Unit A Zenith Paycocke Road Basildon SS14 3DW</p>	26,480	£6.51	Leasehold	<ul style="list-style-type: none"> <li>• Detached industrial/warehouse unit</li> <li>• Steel portal frame construction</li> <li>• Office accommodation</li> <li>• 7.2m eaves height</li> <li>• 2 dock level loading doors</li> </ul>
26		<p>Essex House, Unit 1 Fenton Way Southfields Business Park Basildon SS15 6TD</p>	31,834	£1,750,000	Freehold	<ul style="list-style-type: none"> <li>• Detached industrial/warehouse unit with office accommodation</li> <li>• 10m eaves</li> <li>• 2 loading doors</li> <li>• Large yard and parking areas</li> </ul>
27		<p>Pilkington Uk Ltd Paycocke Road Basildon SS14 3EF</p>	32,527	£5.10	Leasehold	<ul style="list-style-type: none"> <li>• Detached industrial/warehouse unit</li> <li>• Office accommodation</li> <li>• 7.65m minimum eaves height</li> <li>• 8 roller shutter doors</li> </ul>

## BASILDON

### SUPPLY OF EXISTING BUILDINGS



28		<p>Josselin Road Burnt Mills Industrial Estate Basildon SS13 1YY</p>	44,438	£2,500,000	Freehold	<ul style="list-style-type: none"> <li>• Refurbished industrial/warehouse unit</li> <li>• 10.5m maximum eaves height</li> <li>• 2 loading doors</li> <li>• Secure yard</li> </ul>
29		<p>C1, Zenith Industrial Park, Basildon, SS14 3DW</p>	50,114	£6.00	Leasehold	<ul style="list-style-type: none"> <li>• Modern unit (2002)</li> <li>• 10m eaves height</li> <li>• 3 dock level loading doors</li> <li>• 2 ground level loading doors</li> </ul>

# BRENTWOOD

## SUPPLY OF EXISTING BUILDINGS



No.	Photo	Address	Size (sq ft)	Quoting Rent / Price (per sq ft)	Tenure	Comments
1		Unit 8, Horndon Industrial Park, Brentwood, CM13 3XL	5,167	£3.25	Leasehold	<ul style="list-style-type: none"> <li>• Economical warehouse/factory space</li> <li>• Available on flexible, competitive terms</li> </ul>
2		Unit 3, Horndon Industrial Park, Brentwood, CM13 3XL	6,006	£3.25	Leasehold	<ul style="list-style-type: none"> <li>• Economical warehouse space</li> <li>• Available on flexible, competitive terms</li> </ul>
3		Unit 9 Wates Way, Ongar Road, Brentwood, CM15 9TB	6,185	£8.50 psf	Leasehold	<ul style="list-style-type: none"> <li>• Single storey modern industrial/warehouse unit</li> <li>• Ground and first floor offices</li> <li>• 1 loading door</li> <li>• Car parking</li> </ul>

## BRENTWOOD

### SUPPLY OF EXISTING BUILDINGS



4		F4 Bluegate Park, Hubert Road Brentwood, Essex, CM14 4JE	6,963	£4.67	Leasehold	<ul style="list-style-type: none"> <li>• Mid-terrace industrial/warehouse unit</li> <li>• Steel portal frame construction</li> <li>• 5.57m minimum eaves height</li> <li>• 1 loading door</li> <li>• Office accommodation</li> </ul>
5		Unit 24, Horndon Industrial Park, Brentwood, CM13 3XL	7,147	£3.25	Leasehold	<ul style="list-style-type: none"> <li>• Economical warehouse space</li> <li>• Available on flexible, competitive terms</li> </ul>
6		Unit B2, Hubert Road, Brentwood, Essex, CM14 4JY	14,226	£6.00	Leasehold	<ul style="list-style-type: none"> <li>• Industrial/warehouse unit</li> <li>• Steel portal frame construction</li> <li>• 6m internal eaves height</li> <li>• Office accommodation</li> <li>• 1 loading door</li> </ul>

## BRENTWOOD

### SUPPLY OF EXISTING BUILDINGS



7		F1 Bluegate Park, Hubert Road, Brentwood Essex, CM14 4JE	15,891	£6.60	Leasehold	<ul style="list-style-type: none"> <li>• Single storey detached industrial/warehouse unit</li> <li>• 6.3m minimum eaves height</li> <li>• 5 loading doors</li> <li>• Secure yard area</li> </ul>
8		Unit A1 Hubert Road, Brentwood, Essex, CM14 4JE	19,742	£5.82	Leasehold	<ul style="list-style-type: none"> <li>• Industrial/warehouse unit with office accommodation</li> <li>• Steel portal frame construction</li> <li>• 7m eaves height</li> <li>• 2 loading doors</li> <li>• Building can be split if required</li> </ul>
9		Unit 47, Horndon Industrial Park, Brentwood, CM13 3XL	46,358	£3.25	Leasehold	<ul style="list-style-type: none"> <li>• End of terrace warehouse/factory</li> <li>• Economical space available on flexible, competitive terms</li> </ul>

# ROMFORD

## SUPPLY OF EXISTING BUILDINGS



No.	Photo	Address	Size (sq ft)	Quoting Rent / Price (per sq ft)	Tenure	Comments
1		3 Conqueror Court, Spilsby Road, Romford, RM3 8SB	5,890	£650,000 £8.40	Freehold/ Leasehold	<ul style="list-style-type: none"> <li>• Modern warehouse unit with fitted office accommodation</li> <li>• Roller shutter door</li> <li>• 4.2m maximum eaves height</li> <li>• 14 car parking spaces</li> </ul>
2		Unit 5, Guardian House, Conqueror Court, Spilsby Road, Romford, Essex RM3 8SB	6,834	£775,000	Freehold	<ul style="list-style-type: none"> <li>• Modern warehouse unit with fitted office accommodation</li> <li>• Roller shutter door</li> <li>• 16 car parking spaces</li> </ul>
3		Ashton Gate, Unit 1, Ashton Road, Romford, RM3 8UF	10,111	£1,300,000	Freehold/ Leasehold	<ul style="list-style-type: none"> <li>• Industrial/warehouse unit with office accommodation</li> <li>• Steel portal frame construction</li> <li>• 6.68m eaves height</li> <li>• 1 loading door</li> </ul>

## ROMFORD

### SUPPLY OF EXISTING BUILDINGS



4		<p>Target House, Bryant Avenue, Romford, RM3 0AP</p>	10,628	£5.85	Leasehold	<ul style="list-style-type: none"> <li>• Single storey warehouse unit fronted by two storey brick showroom</li> <li>• Steel portal frame construction</li> <li>• Covered loading area and parking</li> </ul>
5		<p>Ashton Gate, Unit 15, Ashton Road, Romford, RM3 8UF</p>	13,523	£1,300,000	Leasehold/ Freehold	<ul style="list-style-type: none"> <li>• Industrial/warehouse unit with office accommodation</li> <li>• Steel portal frame construction</li> <li>• 6.68m eaves height</li> <li>• 1 loading door</li> </ul>
6		<p>Consolidated House, Farringdon Avenue, Romford, RM3 8SP</p>	14,105	£7.27	Leasehold	<ul style="list-style-type: none"> <li>• Industrial/warehouse unit</li> <li>• Steel portal frame construction</li> <li>• Secure yard area</li> </ul>

## ROMFORD

### SUPPLY OF EXISTING BUILDINGS



7		<p>Industrial Unit, Spilsby Road, Romford, RM3 8SD</p>	33,447	£7.25	Leasehold	<ul style="list-style-type: none"> <li>• Detached industrial/warehouse unit</li> <li>• 5.5m clear internal height</li> <li>• Steel portal frame construction</li> <li>• 3 loading doors</li> <li>• Office accommodation</li> </ul>
8		<p>Enterprise House, 34 Faringdon Avenue, Romford, RM3 8SU</p>	39,500	£5.94	Leasehold	<ul style="list-style-type: none"> <li>• Detached warehouse with two storey offices</li> <li>• 3.8m minimum eaves height</li> <li>• 6 loading doors</li> <li>• Secure yard area</li> </ul>

# WEST THURROCK

## SUPPLY OF EXISTING BUILDINGS



No.	Photo	Address	Size (sq ft)	Quoting Rent / Price (per sq ft)	Tenure	Comments
1		Unit 9 Dolphin Point, Dolphin Way, West Thurrock, RM19 1NR	5,160	£9.25	Leasehold	<ul style="list-style-type: none"> <li>• 8.5m eaves height</li> <li>• 1 ground level loading door</li> <li>• Includes mezzanine</li> <li>• Can be combined with unit 10</li> </ul>
2		Unit 10 Dolphin Point, Dolphin Way, West Thurrock, RM19 1NR	5,156	£9.25	Leasehold	<ul style="list-style-type: none"> <li>• 8.5m eaves height</li> <li>• 1 ground level loading door</li> <li>• Includes mezzanine</li> <li>• Can be combined with unit 9</li> </ul>
3		Unit 2 Dolphin Point, Dolphin Way, West Thurrock, RM19 1NR	5,408	£9.25 £700,000	Leasehold / Freehold	<ul style="list-style-type: none"> <li>• 8m eaves height</li> <li>• 1 ground level loading door</li> <li>• Ancillary offices</li> </ul>

## WEST THURROCK

### SUPPLY OF EXISTING BUILDINGS



4		Unit 1 Dolphin Point, Dolphin Way, West Thurrock, RM19 1NR	8,575	£9.25	Leasehold / Freehold	<ul style="list-style-type: none"> <li>• End of terrace warehouse unit</li> <li>• 6.5m eaves height</li> <li>• 1 loading door</li> <li>• Modern estate</li> </ul>
5		732 London Road, Grays, RM20 3NL	8,654	£14.44	Leasehold	<ul style="list-style-type: none"> <li>• 4.4m eaves height</li> <li>• 2 ground level loading doors</li> <li>• Large private yard</li> <li>• High rent is due to low site cover</li> </ul>
6		Unit 31/32 Globe Industrial Estate, Rectory Road, Grays, RM17 6ST	8,700	£4.60 £400,000	Leasehold / Freehold	<ul style="list-style-type: none"> <li>• Older style warehouse</li> <li>• 4.5m eaves height</li> <li>• 1 ground level loading door</li> <li>• External covered storage</li> </ul>

## WEST THURROCK

### SUPPLY OF EXISTING BUILDINGS



7		<p>Oliver Close, Riverside Industrial Estate, West Thurrock, RM20 3EE</p>	9,182	£950,000	Freehold	<ul style="list-style-type: none"> <li>• Detached warehouse</li> <li>• 8.1m eaves height</li> <li>• 2 ground level loading doors</li> <li>• 180kva power supply</li> </ul>
8		<p>Unit E3 Oliver Close Industrial Estate, Grays, RM20 3EE</p>	10,243	£7.25	Leasehold	<ul style="list-style-type: none"> <li>• Semi-detached warehouse</li> <li>• 5.5m eaves height</li> <li>• 1 ground level loading door</li> <li>• Ancillary offices</li> <li>• To be refurbished</li> </ul>
9		<p>Unit 12, Lansdowne Road, Tilbury, RM18 7QB</p>	11,000	£5.00 £550,000	Leasehold / Freehold	<ul style="list-style-type: none"> <li>• 5m minimum eaves height</li> <li>• 2 ground level loading doors</li> <li>• Large service yard</li> </ul>

## WEST THURROCK

### SUPPLY OF EXISTING BUILDINGS



10		Unit B5, J31 Park, Motherwell Way, West Thurrock, RM20 3XD	14,602	£5.95	Leasehold	<ul style="list-style-type: none"> <li>• 5.64m eaves height</li> <li>• 1 ground level loading door</li> <li>• Two storey offices</li> </ul>
11		Unit C Neptune Business Park, Dolphin Way, Purfleet, RM19 1NZ	15,958	£7.00	Leasehold	<ul style="list-style-type: none"> <li>• 8m eaves height</li> <li>• 1 ground level loading door</li> <li>• Ancillary offices</li> <li>• 21 car parking spaces</li> </ul>
12		Units 1-3 Thurrock Park Way, Tilbury, RM18 7HZ	17,291	£495,000	Freehold	<ul style="list-style-type: none"> <li>• 3 units combined</li> <li>• 6m eaves height</li> <li>• 3 ground level loading doors</li> </ul>

## WEST THURROCK

### SUPPLY OF EXISTING BUILDINGS



13		Unit 25, Clipper Park, Thurrock park Way, tilbury, RM18 7HG	20,509	£8.05 £1,950,000	Leasehold / Freehold	<ul style="list-style-type: none"> <li>• Detached building</li> <li>• 10m eaves height</li> <li>• 2 ground level loading doors</li> <li>• Two storey offices</li> </ul>
14		Unit C2 & C3, J31 Park, Motherwell Way, West Thurrock, RM20 3XD	22,340	£5.95	Leasehold	<ul style="list-style-type: none"> <li>• 5m minimum eaves height</li> <li>• 2 ground level loading doors</li> <li>• Two storey offices</li> </ul>
15		Unit 2 Dolphin Park, Dolphin Way, West Thurrock, RM19 1NZ	22,540	£7.50	Leasehold	<ul style="list-style-type: none"> <li>• Self-contained unit</li> <li>• 8m clear internal height</li> <li>• 1 dock level loading</li> <li>• 1 ground level loading door</li> <li>• Secure yard</li> </ul>

## WEST THURROCK

### SUPPLY OF EXISTING BUILDINGS



16		London Road, Purfleet, RM20 3NL	51,594	£6.95	Leasehold	<ul style="list-style-type: none"> <li>• Detached warehouse</li> <li>• 6m eaves height</li> <li>• 10 dock level loading doors</li> <li>• 2 double sized ground level loading doors</li> <li>• Secure yard</li> </ul>
17		Unit E QED, West Thurrock, RM19 1NA	55,500	£7.00	Leasehold	<ul style="list-style-type: none"> <li>• Semi-detached distribution warehouse</li> <li>• 12m eaves height</li> <li>• 6 dock level loading doors</li> <li>• 2 ground level loading doors</li> <li>• Secure yard</li> </ul>
18		Portcentric House, Thurrock Park Way, Tilbury, RM18 7HQ	69,750	£6.00	Leasehold	<ul style="list-style-type: none"> <li>• Distribution warehouse</li> <li>• 5.8m eaves height</li> <li>• 12 ground level loading doors</li> <li>• 2 acre yard</li> </ul>

## WEST THURROCK

### SUPPLY OF EXISTING BUILDINGS



19		Unit 1 Central Avenue, West Thurrock, RM20 3WZ	110,771	£7.00	Leasehold	<ul style="list-style-type: none"><li>• Distribution warehouse</li><li>• 10.5m eaves height</li><li>• 11 dock level loading doors</li><li>• 2 ground level loading doors</li><li>• Secure yard</li></ul>
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## **Appendix 4 – Current Industrial Land Supply**

**INDUSTRIAL / DISTRIBUTION SITES CURRENTLY BEING PROMOTED FOR DEVELOPMENT**



Name	Address	Developer/ Owner	Size	Comments	Website
Gateway Basildon	Christopher Martin Road Basildon Essex	Roxhill	8.4 acres	Site to be cleared for D&B LH or FH.  Planning application for up to 175,000 sq ft in 1 or 2 units.  May sell a substantial plot.	<a href="http://www.roxhill.co.uk/portfolio/basildon">www.roxhill.co.uk/portfolio/basildon</a>
Prologis Park	Christopher Martin Road Basildon  Essex  SS14 3HG	ProLogis	11 acres  for 70,000 to 260,000 sq ft	Bare site available for D&B development LH or FH.  Planning application submitted for a single unit of 250,000 sq ft.  Will agree deals on 5 year leases as a way of de-risking speculative development.	<a href="http://www.prologisbasildon.co.uk">www.prologisbasildon.co.uk</a>
Thames Gateway Park (Phase 3)	Choates Road Dagenham	Standard Life / Ravenbourne	17 acres with detailed planning consent in place for 5 B1 B2 B8 units from 22,500 sq ft to 68,000 sq ft totalling 195,000 sq ft	D&B - Seeking pre-lets from circa 40,000 to 300,000 sq ft.  A cross docked building of 160,000 sq ft can be accommodated.  £8.25 to £8.50 psf.	<a href="http://www.thamesgatewaypark.com">www.thamesgatewaypark.com</a>

**INDUSTRIAL / DISTRIBUTION SITES CURRENTLY BEING PROMOTED FOR DEVELOPMENT**



London Sustainable Industries Park	Choates Road Dagenham	London Thames Gateway DC/ Goodman	Up to 1.35m sq ft on 60 acres	£900,000/acre  Plot sales to qualifying purchasers Very limited/narrow sustainable uses permitted. Not proposing to build on spec. <ul style="list-style-type: none"> <li>• 9 acres u/o to Cyclamax but unlikely to proceed.</li> <li>• 65,000 sq ft on 4.77 acres sold to TEG/Lynton Developments for anaerobic digestion plant @ £850k/acre gross, £650k/acre net (September 2012).</li> <li>• 6 acres u/o to PDM @ £600k/acre for a meat rendering plant.</li> </ul>	<a href="http://www.londonsip.com/">http://www.londonsip.com/</a>
Beam Park	Thames Avenue / Marsh Way, Rainham  RM10 9ND	LDA	72 acres	Mixed use but will consider selling plots for B1, B2, B8.  Current proposal to build a new mega prison.	
Beam Reach 6	Marsh Way Dagenham	LDA	16 acres gross	Coming to market in due course. Landfill site with high level of abnormals/contamination.	
Goresbrook Park	Pooles lane Dagenham  RM9 6RS	ADIC/ Aberdeen Asset Management	27 acres	Existing lease to Kuehne & Nagel over 6 buildings totalling 490,000 sq ft expires October 2013.  Currently available for sale at £21 million.	

**INDUSTRIAL / DISTRIBUTION SITES CURRENTLY BEING PROMOTED FOR DEVELOPMENT**



Orion Park	Chequers Lane Dagenham	AXA/ Roxhill	Up to 440,000 sq ft on 22 acres with planning consent for 440,000 sq ft of B1 / B2/ B8 received in October 2011	Terms agreed for new build with Kuehne & Nagel	<a href="http://www.roxhill.co.uk/portfolio/dagenham/">http://www.roxhill.co.uk/portfolio/dagenham/</a>
Purfleet Industrial Park	London Road Purfleet RM15 4YD	Cordea Savills/ Graftongate	20.24 acres with Outline B1, B2, B8 consent	Offering sites from 10 acres upwards to fund infrastructure.  Potential 80 additional acres failed to get planning on appeal in October 2011.	
London Gateway	The Manorway Stanford-le-Hope SS17 9PD	DP World	560 acres for up to 9.25m sq ft	Portcentric i.e. road, rail and sea access for distribution and manufacturing on site Up to 1.29m sq ft in a single building Port and rail will open in late 2013. Seeking occupiers who will use the port facilities. Current interest from Finishing Line, M&S, and Uniserve for 1m sq ft.	<a href="http://www.londongateway.com">www.londongateway.com</a>
London Distribution Park	Port of Tilbury Tilbury	Port of Tilbury/ Roxhill	71 acres	D & B from 100,000 to 950,000 sq ft Port and non port related occupiers.	<a href="http://www.londondistributionpark.com/">http://www.londondistributionpark.com/</a>
Hardcase 2	Barclay Way West Thurrock RM20 3FG	L&G / Graftongate	7.6 acres with consent for a single high bay unit of 162,500 sq ft.	Seeking prelets / presales from 40,000 sq ft to 160,000 sq ft.	<a href="http://hardcase2.co.uk/">http://hardcase2.co.uk/</a>

**INDUSTRIAL / DISTRIBUTION SITES CURRENTLY BEING PROMOTED FOR DEVELOPMENT**



West Thurrock Distribution Park	Oliver Road West Thurrock RM20 3ED	Blackrock/ Bericote	14 acres bought in portfolio	Pre-lets being sought on D&B basis up to 330,000 sq ft  Also being offered as an open storage site from 3 acres plus.  Also known as Tower, Thurrock	<a href="http://www.towerthurrock.com/">http://www.towerthurrock.com/</a>
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