

3thinking



“Dig out the right solutions...”

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KINNEY GREEN GETS TRACTION WITH PROPERTY SOLUTIONS FOR KUBOTA

Kinney Green's Industrial Agency team have been appointed by Kubota (U.K.) Limited on an ongoing review of their current premises. Kubota (U.K.) Limited is part of the Kubota Corporation of Japan, which operates worldwide and is recognised as a world leading manufacturer of compact tractors and diesel ride-on mowers.

Headquartered in Thame, Oxfordshire since 1979, the company has grown significantly and this has triggered requirements for



additional warehousing floor-space. Kinney Green have advised on lease renewals on existing buildings and recently acted for Kubota taking an assignment of the lease on a 54,000 sq ft warehouse at 2 Dormer Road, where a significant reverse premium was secured for Kubota.

Kinney Green dig out for the right solutions for their industrial clients.

For further information please contact David Apperly on 020 3691 6063.

CURRENT RESIDENTIAL MARKET INDICATORS: WHAT ARE THEY ACTUALLY TELLING US?

Possibly one of the hardest questions to answer but probably the most important and relevant to the majority of the country is, what is going to happen to the residential market in the near future.

Now that the residential sales and development market moves into the busy September period, the constant barrage of mixed messages from leading experts, building societies, government and developers will confuse even the most experienced residential surveyor. For example, both Berkeley Homes and Redrow have stated that the market is quite clearly cooling, however building societies agree that house prices are still rising even in August, a typically quiet time. Mortgage lending is falling, interest rates look set to rise and the gap between rents and capital values seems to have been broken with capital values rising whilst rents are falling due to a substantial increase in the supply of rental properties.

With residential property taking centre stage in both political and economic policies, everyone is looking for clear indicators as to what is likely to happen to the residential market. In short, it seems that at this moment in time the future is highly uncertain. Until supply starts to satisfy demand with housing becoming more affordable, it seems likely that any market cooling is a product of uncertainty regarding the upcoming election and interest rates with house prices likely to continue to rise in the short term exacerbated by new lending rules and the lag between the planning system and development.

Our residential expert Nick Thornton would be pleased to discuss any queries you may have and can be contacted on 020 7643 1507.

103 CANNON STREET FULLY LET

Kinney Green has now fully let 103 Cannon Street, a top quality, 17,000 sq ft office building in the heart of the City.

Our involvement started with Tom Whalley who bought the building in 2011 on behalf of Walbrook Land and Palmer Capital for £5.9 million. The building was substantially refurbished as a Grade A scheme which completed in May 2013. Kinney Green's City Agency team then pitched for the letting instruction and were appointed alongside Newton Perkins.

103 Cannon Street is a striking blend of old and new with modern office accommodation behind a stunning listed façade. The 6.5m high entrance hall is particularly spectacular and puts 103 Cannon Street amongst the top quality smaller office buildings in the city.

The office floors were marketed at £55 per sq ft and this rental level was achieved on all floors with a premium on the top floor, letting at £57.50 per sq ft. As an investment project for our clients, a high headline rent was of utmost importance.

As the final floor went under offer, the building was sold in an off-market deal to a private Spanish investor for £17.2m - a 4.6% yield. This transaction has doubled Palmer Capital and Walbrook Land's money on exit. Although the timing of this sale was key to such a successful outcome, due to a strong market and foreign investors desperate to secure a piece of London property, Kinney Green are proud to have performed well in the leasing side of the project resulting in a substantial increase in the investment value.

For more information please contact Tom Whalley on 020 7643 1516.



IMPROVING BUILDINGS WITH GREEN THINKING

Sustainability has moved up the list of priorities among many property owners and tenant occupiers. Understanding the environmental performance of a building is a key way to monitor and reduce operational costs. This area of property management can be overlooked and many owners and occupiers often do not fully understand how their buildings operate and where savings can most effectively be made. This is where an experienced property management firm such as Kinney Green can be best placed to guide and advise both Landlord owners and their tenant occupiers.

The first step to understanding a property's impact on the environment and its efficiency of operation is to collect and analyse energy, water and waste data. Once the "baseline" is in place then it is possible to track future usage and monitor the effect of any improvements made to the property (such as installation of energy efficient LED lighting, low flow rate taps or increased recycled waste).

For example, substantial savings can be made in many properties by simple adjustments to the timing of plant and equipment running hours. Kinney Green are well placed to provide Sustainability advice to building owners in respect of many low cost or no cost ideas to reduce service charge running costs. This exercise can be carried out for both existing and new clients. The process can be as simple or comprehensive as necessary, depending on the individual client's requirements.

For further information please contact Jonathan Burt on 020 7643 1521.

KINNEY GREEN TO MANAGE JLL!

Kinney Green's Management team are delighted to have been instructed to manage one of the best known buildings in Mayfair, 22 Hanover Square W1, on behalf of our retained client, Indiabulls.

Kinney Green will be managing the building, whose sole tenant is 'Jones Lang LaSalle', until the lease expires in 2017 with the potential to enhance the building to coincide with the opening of the Eastern Ticket Hall of Bond Street station's Crossrail development in 2018 to make it arguably London's 'best connected' square.

The 1920's building will be transformed by the delivery of Crossrail and Bond Street station developments which predict up to 220,000 passengers per day and will provide easy international access to the area with Heathrow just 29 minutes away compared to the 49 minutes today.

Kinney Green are excited to be involved with an historic building such as 22 Hanover Square and look forward to increasing their property management portfolio into Mayfair.

For further information please contact James Bell on 020 7643 1522.



PRIME MAYFAIR INSTRUCTION

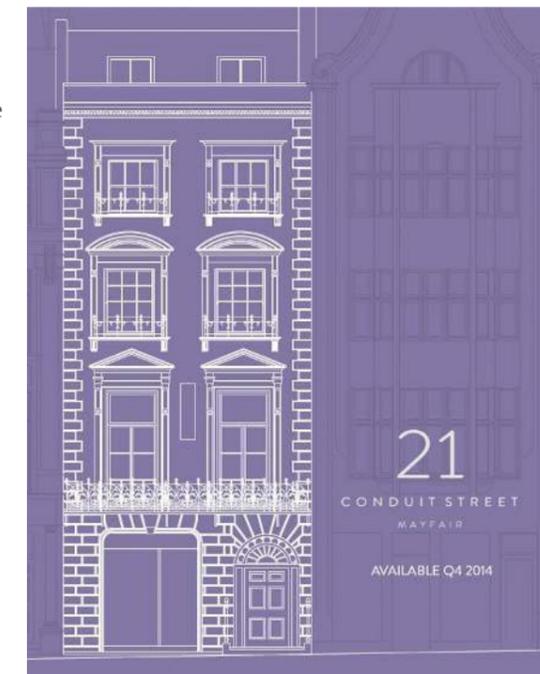
We are delighted to announce that on its completion in Q4 this year, Kinney Green have been instructed to let the newly refurbished offices at 21 Conduit Street W1, a scheme carried out by Apperly Estates, who have owned the property since 1923.

The development, situated on one of the most prestigious streets in Mayfair, will provide Grade A boutique office accommodation arranged over four upper floors behind a retained period façade, with floors ranging from approximately 800-1,000 sq ft.

The specification includes new VRV air conditioning, metal tiled suspended ceilings with inset lighting, raised floors, an architect designed entrance hall, automatic passenger lift, roof terraces and balconies.

The offices will be available on new leases by arrangement on a floor by floor basis. Kevin Kemplen, the Partner in charge of Kinney Green's West End office, comments, "There is a severe shortage of top quality office accommodation in Mayfair, particularly so within this size range and we are confident that the accommodation will not only let quickly, but will also achieve a record rent for the street".

For further information please visit www.21Conduit.co.uk or speak with Kevin Kemplen or Henry Brewster on 020 3691 6060.



JONATHAN BURT JOINS KINNEY GREEN

Jonathan Burt has joined Kinney Green as a Partner to further develop our already strong Property and Asset Management team. He brings with him a breadth of experience, having spent the last 12 years at a national consultancy, where he managed a number of key client portfolios and prime assets for institutions.

Jonathan comments "I am excited to join Kinney Green and look forward to working with the Property and Asset Management team. I am very fortunate to be joining such a respected company that prides itself on high levels of service to their clients."

His appointment is a sign of Kinney Green's on-going commitment to providing high quality Partner led property and asset management services. Jonathan is particularly keen to develop our sustainability services to both owners and occupiers. We are delighted to welcome him to the team.

Jonathan Burt can be contacted on 020 7643 1521.



KINNEY GREEN WELCOMES TWO NEW GRADUATES



We are delighted to announce the recruitment of Nick Moore, a graduate from Oxford Brookes University who joins our City Professional team and Edward Godfrey, a graduate from Bristol UWE who joins our City Agency team.



Nick will focus on rent reviews, lease renewals and rating work and Edward will focus on acquisitions and disposals.

You can contact Nick on 020 7643 1501 and Edward on 0207 643 1508.

HOUSING MARKET 'REACHED PEAK'

The housing market has 'plateaued' according to the Royal Institution of Chartered Surveyors, which said that a possible interest rate rise and new curbs on mortgages have put off some buyers. Activity in the housing market slowed in August to the same level as last year, while new enquiries fell for the second consecutive month.

Not Enough New Homes Built

The Home Buyers Federation has warned that not enough new homes are being built. Total number of planning approvals for homes reached 56,647 in the second quarter of this year, which is the highest for six years, but the number of actual sites gaining approval was only 715 compared to more than a thousand per quarter in 2007 and 2008.

For more information please contact Nick Thornton on 020 7643 1507.

NICK EDEN

As many of you are already aware, Nick Eden, our Senior Partner was involved in a serious motor racing accident at the Nurburgring in Germany in August. Nick has undergone a number of operations and has now returned to England to undergo rehabilitation at Addenbrookes Hospital in Cambridge. We all wish him a speedy and full recovery.

POLO FOR HEROES

On the 6th September Neil Warwick, the Partner in charge of our Midtown office was privileged to play in a charity polo match against a well drilled army team and despite the odds came out victorious. The subsidiary game on the day included three seriously injured soldiers who have battled back and are now regularly playing in Para-polo matches. Money is still rolling in and tens of thousands of pounds has been raised in support of Help for Heroes.



KINNEY GREEN TAKE THE PLUNGE

The Kinney Green team recently took on the white-water rapids of Lee Valley White Water Centre, experiencing the thrills of the world class venue that Team GB won Gold and Silver in Canoe Slalom at the 2012 London Olympics. The exciting course was fast and furious; exhilarating rapids with many thrills, not too many spills, nail-biting competition and teamwork.



STEPHEN GRIFFITHS

Over two adjacent weekends this summer Stephen Griffiths, one of the partners in our City Property Management Team, undertook two very different 'tasks' to raise funds for Macmillan Cancer Support.

The first was taking part in his local village show parade as one of the 'Dengie Majorettes' (picture did not pass the sensor!) collecting funds as he performed, the second was taking part in the London Triathlon for the first time. He is still not sure which was the more daunting.

