



THE REQUIREMENT

Real Estate Investment Management (REIM), are Landlords of Refuge House, 9-10 River Front, Enfield, a multi let office building of circa 25,000 sq ft in Enfield Town. Three of the leases were subject to rent reviews and in a rising market, it was important to achieve the best possible rent.

OUR ROLE

sbh Page & Read were instructed as sole agents to market the freehold interest. A full marketing campaign was agreed with the client and then implemented to ensure the building was fully exposed to the market. Interest was received from investors, developers and owner occupiers. A number of offers were received and an informal tender was held to ensure the client received the best possible terms.

RESULTS

The rent review negotiations resulted in an increase in the passing rents without recourse to a third party for determination, and thus increasing the value of REIM's investment.



RealEstateIM

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