



THE REQUIREMENT

The property in River Road Barking is a multi let industrial estate developed and part occupied by the vendors, Michael Linnell & Company, comprising premises dating from the 1970's through to 2000.

A well located estate within an established industrial location in Barking, let to local covenants.

Our client's required a sale of the freehold interest, but negotiated to allow sufficient time for them to relocate in the certainty that a deal had been agreed.

OUR ROLE

sbh Page & Read were instructed as sole agents to market the freehold interest of the investment. A marketing campaign was put in place with particular emphasis on contacting those investors which we know to be active within the east London industrial property market, with both the resources and flexibility to be able to complete the purchase.

In addition, we needed to negotiate a lease-back arrangements for our clients in order to allow time to relocate. A number of offers were received at and above the asking price and following negotiations with the preferred bidder, contracts were quickly exchanged with a delayed completion.

RESULTS

The sale of the freehold interest was agreed above the quoting price, with sufficient time for our clients to relocate to their new premises and to ensure that the funds from the sale were held in a tax efficient manner for future investment.

LINNELL'S
MAILROOM SUPPLIES

Local Knowledge, Regional Coverage

Basildon
01268 851600

Docklands
020 747 9898

Enfield
020 8342 2700

Farringdon EC1
020 7256 7400

Harlow
01279 626555

Romford
01708 877866