

# SOUTH EAST OFFICE INVESTMENT AND LEASING MARKETS Q3/2024

## INVESTMENT

**£507m transacted**  
(Completed & exchanged Unconditionally)



**33 transactions / 3.7m sq ft**



**Best quarter since Q1/2023**  
With increases of 53% on Q2/2024 & 133% on Q3/2023



**£15.36m average transaction size**  
(Up from £14.4m in Q2/2024)



**Private Equity were the top buyers accounting for 35% of transaction volumes**



**Financial Institutions remain top sellers at 42%**



"At £507m for transactions completed and exchanged this is by far the strongest trading since Q1/23. The three largest deals; Cody Business Park in Farnborough acquired by Tristan Capital & XLB (£112m), Jealott's Hill, Berks by Mitsubishi (£70m) and Building 8, Chiswick Park to Hillcrest (£48.4m) accounted for 44% of this total.

Outside of these sizable deals, whilst assets with potential for alternate uses continue to trade well, we are also witnessing strengthening demand from investors looking to return to the office sector, who are focussing both on prime & repositioning opportunities in the stronger markets."

**Rob Cregeen, Bray Fox Smith**

## INVESTMENT SUMMARY

	Q3/2023	Q4/2023	Q1/2024	Q2/2024	Q3/2024
Volume	£218m	£402m	£270m	£330m	£507m
# of Transactions	20	29	24	23	33
Sq Ft Traded	1.18m	1.82m	2.01m	1.90m	3.7m

## HEADLINE TRANSACTIONS Q3 2024

TRANSACTIONED BY BRAY FOX SMITH



### 40 Oxford Road, High Wycombe

Vendor: BA Pension Fund  
Purchaser: BMR Property  
Exchanged - Quoting £5.0m



### St Andrews House, Woking

Vendor: BA Pension Fund  
Purchaser: BMR Property  
Exchanged - Quoting £6.0m



### Maple Cross House, Maple Cross

Vendor: Overseas Investor  
Purchaser: Kier Property  
£11.75m / £125 cv psf / £3.5m per acre



### Ashcombe House, Leatherhead

Vendor: Workspace  
Purchaser: Private Propco  
Exchanged - Quoting £4.25m



### Cody Technology Park, Farnborough

Vendor: QinetiQ  
Purchaser: Tristan Capital & XLB  
£112.0m / £86 cv psf



### Building 8, Chiswick Park, Chiswick

Vendor: Abrdn  
Purchaser: Hillcrest  
£48.4m / 9.25% / £384 cv psf

## UNDER OFFER Q3 2024



### One Bell Street, Maidenhead

Vendor: Citibank  
Q. £9.23m / 9.0% / £464 cv psf



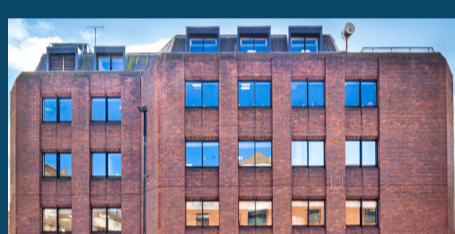
### Witan Studios, Milton Keynes

Vendor: CEG  
Q. £15.415m / 9.2% / £251 cv psf



### Abbey Gardens, Reading

Vendor: Palm Capital  
Offers Invited



### Spencer House, Richmond

Vendor: Floreat Real Estate  
(In Administration)  
Q. £11.75m / 9.86% / £408 cv psf



### Circus Street, Brighton

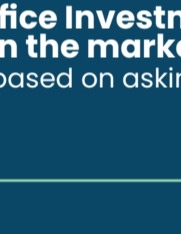
Vendor: Scape  
Q. £16.75m / 6.25% NIY / £495 cv psf



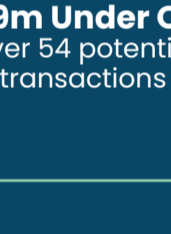
### Lotus Park, Staines

Vendor: L&G  
Q. £43.2m / 7.5% / £429 cv psf

## WHAT'S IN STORE FOR INVESTMENT Q4 2024?



**88 Office Investments on the market**  
£1.2bn based on asking price



**£659m Under Offer**  
Over 54 potential transactions



**Sentiment for Grade A offices continues to improve**

## LEASING

**Total take-up - 794K sq ft in Q3 2024**

13% increase on Q2 2024



**2.3M sq ft take-up year to date**

In line with post Covid 5 year average



**74% of take-up was Grade A for Q3 2024**



**A lack of new development pipeline will see the return of pre-lets in the short to medium term**



"Tenant demand remains robust across the region as occupiers continue their return to the office and set their policies in place for at least 3 days a week.

The focus still remains best-in-class, Grade A space in town centre locations or single ownership business parks. Assets that do not fit this profile remain stranded considering alternative uses."

**Toby Lumsden, Bray Fox Smith**

## QUARTERLY TAKE-UP ABOVE 5,000 SQ FT FOR Q3 2024

Size (sq ft)	5,000 to 9,999	10,000 to 19,999	20,000 to 29,999	30,000 to 49,999	50,000>	Total
Total	162,812	173,770	145,537	124,629	187,523	794,271
Count	22	12	6	3	3	46

## SOUTH EAST OFFICE TAKE-UP BY REGION Q3 2024

**255,344 sq ft**

Northern Sector

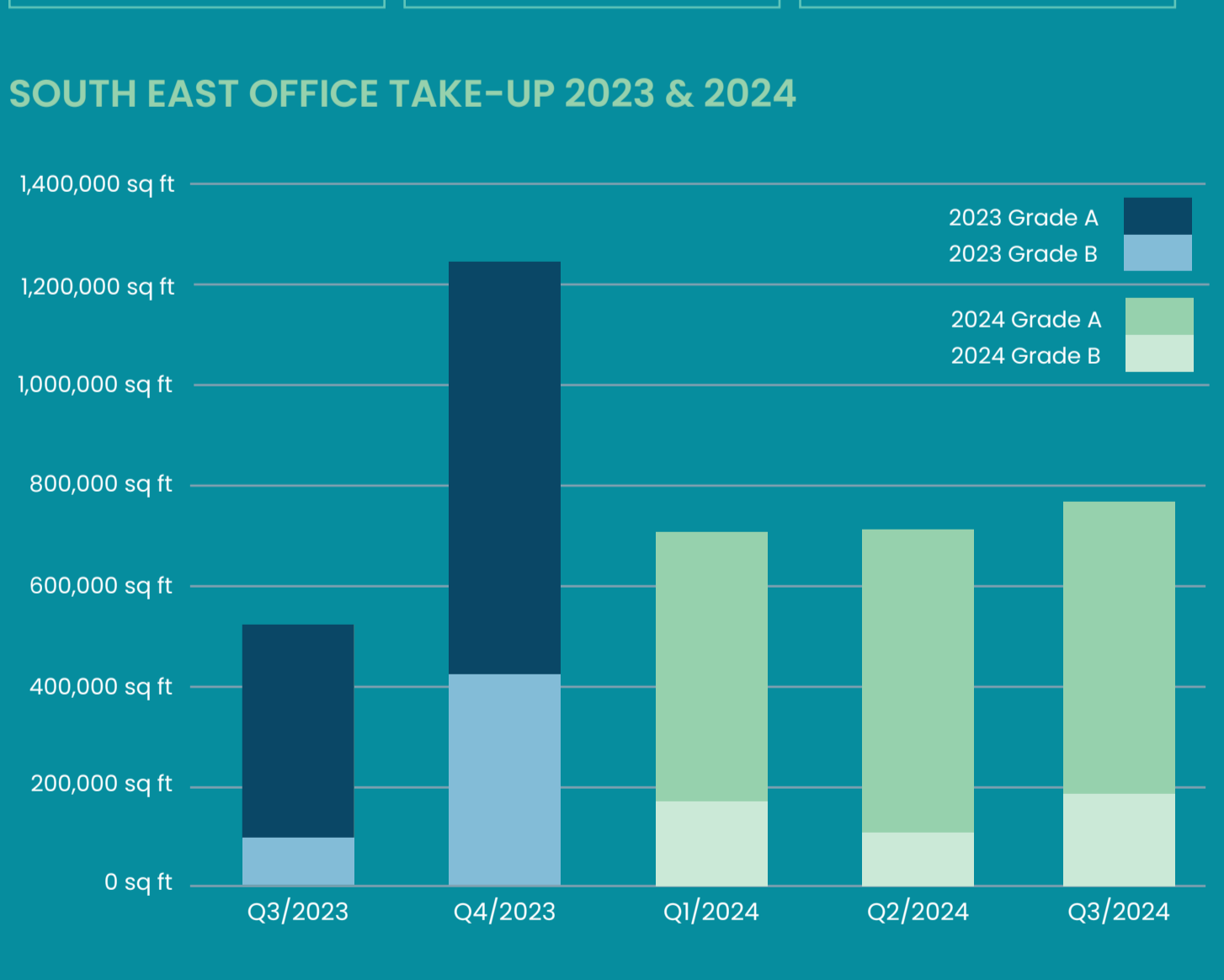
**325,436 sq ft**

Western & West London Sector

**213,491 sq ft**

Southern & South-West London

## SOUTH EAST OFFICE TAKE-UP 2023 & 2024



## LEASING HEADLINE TRANSACTIONS Q3 2024

LET BY BRAY FOX SMITH



### CGI letting at Campus, Reading

Owner: Tristan Capital / Alchemy AM  
Size: 24,000 sq ft



### TUI letting at 500 Capability Green, Luton

Owner: Mandell Ltd c/o MCR  
Size: 81,460 sq ft



### HCL letting at 7 Croxley Park, Watford

Owner: Watford Borough Council  
Size: 50,000 sq ft



### Lease regear with Abbvie at Vanwall, Maidenhead

Owner: Rasmala  
Size: 55,500 sq ft



### Lease regear with Technip at The Pinnacle, Milton Keynes

Owner: Abrdn  
Size: 20,000 sq ft



### Letting to BYD at B5 Arc, Uxbridge Business Park

Owner: ARC Group  
Size: 27,300 sq ft



### Letting to Suntory / Lucozade at B1 Arc, Uxbridge Business Park

Owner: ARC Group  
Size: 26,000 sq ft



### Letting to Imperial College at MediaWorks, White City

Owner: Stanhope / Mitsui  
Size: 47,650 sq ft



### Letting to Populous Architects at ParkLife, Putney

Owner: Akoya London  
Size: 32,950 sq ft

For further information please contact one of the team:

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