

WINCHESTER

71 & 73 ST GEORGE'S
STREET S023 8AH

PROMINENT, REVERSIONARY, FREEHOLD RETAIL INVESTMENT OPPORTUNITY





INVESTMENT SUMMARY

- Located in the **most affluent** of PROMIS centres in the UK whilst benefiting from excellent communication links including access to **London Waterloo in 57 minutes**.
- In close proximity to national retailers including **River Island, Primark, Marks & Spencer, Sainsbury's, Boots, Fat Face, The White Company, Ernest Jones, Monsoon** and **Phase Eight**.
- **Prominent corner location** on the **busy St George's Street**.
- Total accommodation of **342 sq.m (3,680 sq.ft)**.
- Freehold.
- Total current rent of **£110,000 per annum exclusive**.
- Average Weighted Unexpired Lease Term of **circa 6.2 years**.
- **Reversionary**.
- Both units benefit from fixed uplifts at next review.
- Offers in excess of **£2,050,000 (Two Million and Fifty Thousand Pounds)**, Subject to Contract & exclusive of VAT, reflecting a **net initial yield of 5%** increasing to a **reversionary yield of 5.5% in 2018**, allowing for purchaser's costs of 6.3%.

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LOCATION

Winchester is an affluent cathedral city and an important retail and commercial centre located approximately 12 miles (19 km) north of Southampton, 19 miles (30 km) south west of Basingstoke and 60 miles (96 km) south west of London.



Winchester is popular with commuters due to its attractive environment and excellent communication links. It is situated close to Junctions 9 and 10 of the M3 motorway, providing access to the M25 motorway and London to the north east and the M27 motorway (J12) and Southampton to the south.



Winchester is accessed by rail services from London Waterloo in a quickest journey time of 57 minutes.



Southampton Airport is located 9 miles (14 km) to the south whilst London's Heathrow International Airport is located approximately 46 miles (74km) to the north east.



DEMOGRAPHICS

An estimated **4 million day trips** are made to Winchester per year **generating circa £154 million** in trip expenditure. In addition, estimated annual tourism expenditure in Winchester is over **£230 million (Tourism South East 2012)**.

Winchester has a total population within its primary catchment of 104,000 and an estimated shopping population of 71,000. The catchment population is the most affluent of PROMIS centres ranking **1st on the PMA Affluence Indicator**. The service sector accounts for 81% of total local employment, with 'financial & business services', accounting for 27% of this figure.

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RETAILING IN WINCHESTER

Winchester's retailing provision totals approximately 570,000 sq.ft of floorspace, and is focused on the High Street and supporting streets including St George's Street where the subject property is located. Major national retailers represented in the city include **Marks & Spencer, Debenhams, Boots, Next** and **Primark**. The city also boasts a strong representation of upmarket/boutique retailers, including **LK Bennett, Jigsaw, Hobbs** and **Cath Kidston**, which have added to the

vibrant central retailing core. Tenant demand within the city is healthy with a number of occupational requirements currently unfulfilled.

The Brooks Shopping Centre is the towns only covered scheme, comprising 100,000 sq ft of retail space housing tenants such as **Primark, Waterstones** and **Beales Department Store**.



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SILVER HILL DEVELOPMENT

An area of circa 500,000 sq. ft. bounded by High Street and Middle Brook Street, has long been mooted as a potential retail and supermarket development site. The scheme comprises a refurbishment of the current bus station, approximately 150,000 sq.ft of retail space, 60,000 sq.ft available for large store, 184 residential dwellings, 180 private parking spaces and 279 public spaces.



SITUATION

71 & 73 St Georges Street is located directly opposite **Primark** and the entrance to **The Brooks Shopping Centre** on the pedestrianised St Georges Street. Other retailers in close proximity include **Marks & Spencer**, **Superdrug**, **Jojo Maman Bebe**, **McDonald's** and **Sainsbury's**.

THE PROPERTY

The holding comprises two modern well configured retail units. Both 71 & 73 St George's Street are arranged over ground and first floors. The tenant at 71 St George's Street trades both ground and first floor as sales with some ancillary back up while 73 St George's Street trades from ground floor level, utilising the whole first floor as ancillary space.

ACCOMMODATION

Our clients have advised us that the property offers the following (NIA) floor areas:

Unit Description	Tenant Name	Area Analysis (sq.ft.)				
		GF Sales	ITZA (units)	GF Ancillary	FF Sales	FF Ancillary
71 St Georges Street	Jaeger	1,073	847.5	19	680	214
73 St Georges Street	Paperchase	893	581	-	-	801



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TENURE

Freehold.

TENANCY SCHEDULE

Unit Description	Tenant Name	Rent pax	G&P ERV pax	Start Date	Expiry Date	Comments
71 St Georges Street	The Jaeger Company's Shops Limited	£65,000	£70,000	22/08/2012	21/08/2022	5% positive allowance for return frontage. 10% negative for shape. £74 ZA. Fixed uplift to £70,000 pax in 2017.
73 St Georges Street	Paperchase Products Limited	£45,000	£50,000	01/04/2013	31/03/2023	£70 ZA. Fixed uplift to £50,000 pax in 2018.
Total		£110,000	£120,000			

TENANT COVENANT

Company Name	D&B Rating	Financial Year	Sales Turnover	Profit Before Tax	Tangible Net Worth
The Jaeger Company's Shops Limited	2A2	28/02/2015	£82,221,000	£35,207,000	£6,858,000
Paperchase Products Limited	4A1	31/01/2015	£102,626,000	£3,577,000	£23,687,000

CURRENT INCOME PAX

£110,000 per annum exclusive.

EPC

EPC is available upon request.

VAT

The property has been elected for VAT and any disposal will be by way of a Transfer of a Going Concern (TOGC).



Winchester was one of the only retailing centres to experience



rental growth during the last recession



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INVESTMENT COMPARABLES

Date	Address	Tenant	Lease Expiry	Rent (pax)	Lot Size	Purchaser	NIY
December 2015	123-124 High Street	Signet Group t/a Ernest Jones	1 year	£110,000	£2.6m	Alterity	3.98%
October 2015	47 High Street	White Stuff	10 years	£140,000	£3m	Private Investor	4.41%
November 2014	111/112 High Street	Phase 8	8 years	£185,000	£4.03m	Private	4.32%



MISREPRESENTATION: These particulars do not constitute an offer or contract. They are intended as a guide to prospective purchasers. All reasonable care has been taken in the preparation of these particulars but their accuracy is not guaranteed. The purchaser should satisfy himself and as to the correctness of these details. Neither the agents nor the vendors or lessors are to be or become under any liability or claim in respect of these particulars. These particulars are supplied on the understanding that all negotiations are conducted through this office. September 2016.

Adrian Gates Photography & Brochures 07710 316 991

PROPOSAL

We have been instructed to seek offers in excess of **£2,050,000 (Two Million and Fifty Thousand Pounds)**, Subject to Contract & exclusive of VAT, reflecting a **net initial yield of 5%** increasing to a **reversionary yield of 5.5% in 2018**, allowing for purchaser's costs of 6.3%.

FURTHER DETAILS

For further details, access to the data room or to arrange an inspection, please contact:

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