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LEWIS ELLIS

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# EASTGATE COURT

195-205 HIGH STREET GUILDFORD GU1 3AW

**SOUTH EAST OFFICE & RETAIL INVESTMENT  
WITH ATTRACTIVE ASSET MANAGEMENT OPPORTUNITIES**

## INVESTMENT SUMMARY

- Retail and office investment occupying a **prominent position in Guildford town centre**.
- **34,582 sq ft (NIA)** attractively arranged around a courtyard, comprising ground floor retail accommodation and office accommodation.
- Multi-let to **7 tenants with a WAULT of 1.71 years to break and 3.38 years to expiry** on the contracted income.
- **National retail tenant line up** of Knight Frank, Toni & Guy and Kutchenhau.
- Office **occupiers include Larian Studios and Fuse Games Limited**, demonstrating Guildford's global reputation as a **major hub for video game development**.
- **Passing rent of £998,365 per annum**, with no rental top ups on the vacant offices.
- **Highly reversionary** investment, with prime office rents in Guildford recently reaching £50 per sq ft.
- Strong environmental credentials with an **EPC B achieved** across all units.
- Significant **asset management opportunities** including refurbishment of the existing unrefurbished office accommodation or conversion to residential use.
- **Freehold**.

## PROPOSAL

Offers are sought in excess of **£9,700,000 (Nine Million, Seven Hundred Thousand Pounds)** subject to contract and exclusive of VAT. A purchase at this level would reflect:

- **Net initial yield of 10.21%** on the current income and a **capital value of £100 per sq ft** on the vacant (not leased) office space\*
- **Reversionary yield of 14.45%\*\***

\* with no top ups and purchasers costs of 6.69%.

\*\* assuming refurbishment of all office accommodation.





## LOCATION

Guildford is the county town of Surrey and is considered as one of the region’s main commercial centres, hosting an established South East office market. The town is located 32 miles south west of Central London, is adjacent to the Surrey Hills Area of Outstanding Natural Beauty and is known for its blend of medieval architecture with modern amenities. The town is an established destination with premium retailers, award-winning restaurants and a variety of leisure facilities.

Guildford is home to The University of Surrey, one of the UK’s leading research universities which achieved Royal Charter in 1966. Due to the university’s research focus, Guildford benefits from a highly skilled workforce. Guildford also offers the state-of-the-art Surrey Sports Park, which opened in 2010 and boasts £36m worth of health and fitness facilities.

## CONNECTIVITY

Guildford has excellent connectivity being situated on the A3 which connects with the M25 (Junction 10) a short distance to the north west. Guildford is a key commuter town and offers regular direct train services into central London as well as other major southeastern hubs, such as Reading and Portsmouth. Guildford is also within an hour’s drive time of both London Gatwick and London Heathrow, which are two of the UK’s busiest airports.



### ROAD

Destination	Distance	Journey Time
Woking	7 miles	24 minutes
Portsmouth	43 miles	51 minutes
Reading	33 miles	1 hour 7 minutes
Southampton	49 miles	1 hour 13 minutes
Central London	32 miles	1 hour 30 minutes



### RAIL

Train Station	Journey Time
Farnham	23 minutes
Reading	44 minutes
Gatwick Airport	49 minutes
Portsmouth Harbour	59 minutes
London Waterloo	1 hour 10 minutes

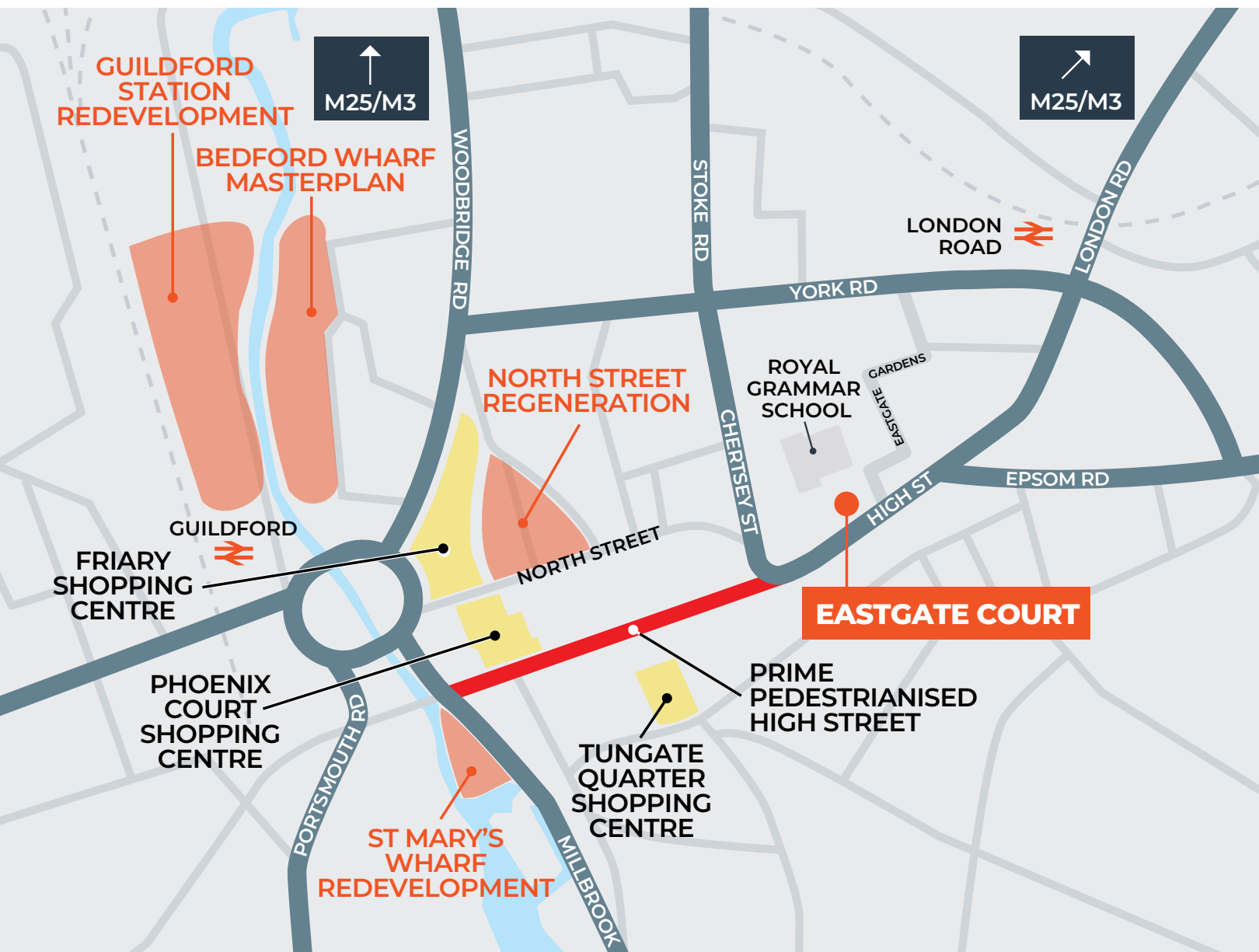


### AIR

Airports	Distance	Journey Time
London Heathrow	24 miles	46 minutes
London Gatwick	30 miles	48 minutes
Southampton	47 miles	1 hour 4 minutes

## SITUATION

Eastgate Court is situated in a prominent position on the High Street and 150 metres from the prime retailing pitch within Guildford town centre. The property is situated in a mixed use area and is adjacent to Royal Grammar School (RGS) to the northern and western elevations. Eastgate Gardens and the Upper High Street car park is to the eastern elevation and the High Street is to the southern elevation. The immediate area benefits from numerous amenities typical of that of a major town centre and the property is within a 15 minute walk of Guildford train station.



Guildford Station Redevelopment

Guildford is currently undergoing significant transformation through several major development projects including:

- Guildford Station Redevelopment** - £200m redevelopment to provide 440 new residential units, as well as £25m of upgrades to the railway station, retail and office space, a multi-storey car park and significant public realm improvements.
- North Street Regeneration** - £150m project to create 477 new homes, over 2 acres of public space, environmental regeneration, a new medical centre, pedestrian-friendly streets and a new bus station.
- St Mary's Wharf (Former Debenhams Site)** - £125m redevelopment of the former Debenhams site to create 185 new residential units, 21,000 sq ft of retail, restaurant and business space, as well as an acre of new public riverside walkways.
- Bedford Wharf Masterplan** - Proposed redevelopment to provide a mixed use scheme comprising 270 new homes and 390,000 sq ft of leisure, entertainment and office space.

## GUILDFORD LOCAL ECONOMY

Guildford boasts a resilient local economy and is a key commuter hub to central London given its excellent connectivity. Situated in the heart of Surrey, Guildford benefits from a diverse commercial landscape including a multitude of boutique shops, restaurants and a thriving arts community. The town is also home to the Guildford Spectrum Leisure Centre, featuring an Olympic sized ice rink, ten pin bowling and four swimming pools, as well as the G Live Entertainment Venue which hosts a variety of events, conferences and exhibitions.

The University of Surrey is one of the largest employers in Guildford, employing over 3,200 staff and hosting over 17,500 students on its campus. Other key employers include major professional services corporations, as well as companies within high-growth sectors such as gaming, cybersecurity, life sciences and telecommunications. Guildford is globally recognised as a leading centre for video game development in the UK, with companies including Electronic Arts, Hello Games, and Supermassive Games contributing to a vibrant gaming cluster.



## GUILDFORD DEMOGRAPHICS

Guildford is regularly listed amongst the top locations in the South East to live due to its excellent transport links, high-performing high street, strong schools and proximity to countryside. The town is considered a premium commuter town and as a result has led to:



**Strong Purchasing Power** - Full-time salary in Guildford is estimated to be £43,280 per annum, significantly ahead of the UK average of £37,430 per annum.



**Strong Residential Values** - The average house price in Guildford is £536,000, 85% above England's average of £290,000, highlighting the area's desirability.



**Highly Qualified Workforce** - 64% of residents aged between 16 and 64 in Guildford have RQF Level 4+ (degree level or equivalent), significantly ahead of England's average of 47% and the South East of England's average of 48%.



**Professional Occupations** - 72% of those in employment in Guildford are in the highest Standard Occupational Classification (Groups 1-3), significantly ahead of the UK's average of 56% and the South East of England's average of 53%.



**Low Unemployment** - Guildford has an unemployment rate of 2.5%, significantly lower than the UK average of 4.7%.





Guildford

Guildford Cathedral

Tunsgate Quarter Shopping Centre

The Friary Shopping Centre

Bedford Wharf Masterplan

St Mary's Wharf Development

Phoenix Court Shopping Centre

Guildford Station Redevelopment

Waitrose

Bottle Works Office Development

Sainsbury's

PRIME RETAIL PITCH

North Street Regeneration

Royal Grammar School

High Street

**EASTGATE COURT**

## DESCRIPTION

Eastgate Court is a mixed-use property totalling 34,582 sq ft comprising retail, office and residential uses (sold off long-leasehold) built around an attractive central courtyard. Beneath the development there is an underground car park with 68 spaces, which is accessible through a secure gate from Eastgate Gardens. 10 car parking spaces are allocated to the residential units, resulting in a car parking ratio for the remaining 58 spaces of 1:596 sq ft.

There are 14 flats with their own dedicated entrance from the High Street. The flats have been sold off long leasehold and are entirely separate to commercial accommodation, however they have access to the car park. The residential flats do not benefit from access through the central courtyard.

### Southern Elevation (High Street Frontage)

At ground floor level there is 5,007 sq ft of retail accommodation which is currently configured as three units. Above the retail accommodation on 1st and 2nd floors there are 9 office suites totalling 8,649 sq ft. The office accommodation is accessed either by a lift or a stair core to the rear of the retail accommodation.

The office accommodation is not refurbished and currently benefits from the following specification:



Suspended ceilings



Newly installed 8 x person lift access to 1st floor



Perimeter trunking



Perimeter wall mounted heating



EPC B on all units



## North and Eastern Elevation

To the northern and eastern elevations of the courtyard there is 20,926 sq ft of Grade A office accommodation at ground, 1st, 2nd and 3rd floors.

The accommodation can be accessed directly from the basement car park or at ground floor level from the courtyard. All office accommodation has been refurbished to a high standard within the last 10 years on a rolling basis at a total cost of approximately £2.3m.

The accommodation benefits from the following specification:



Suspended ceilings with LED lighting



New cycle store and shower facilities



Raised access floors



Two newly installed 8 x person lifts



VRF air conditioning



Newly refurbished reception / entrance hall and W.C.'s



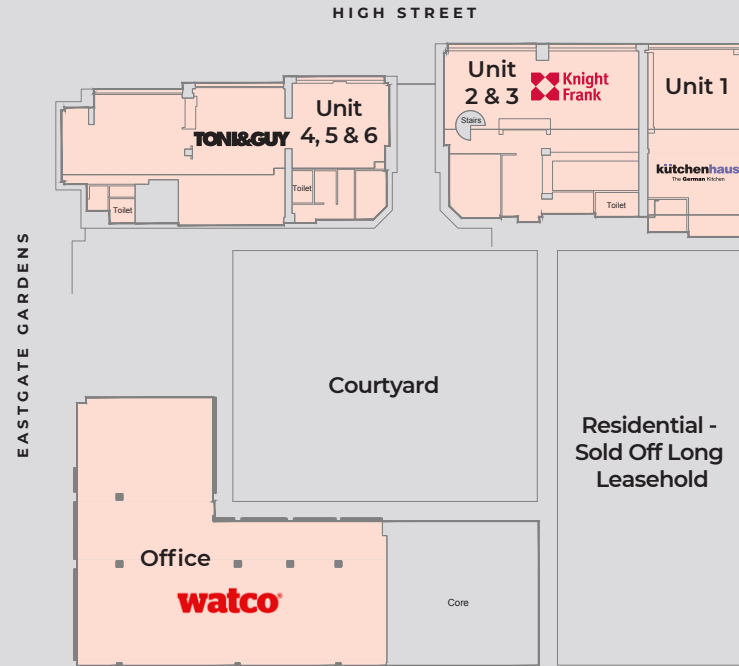
EPC B on all units



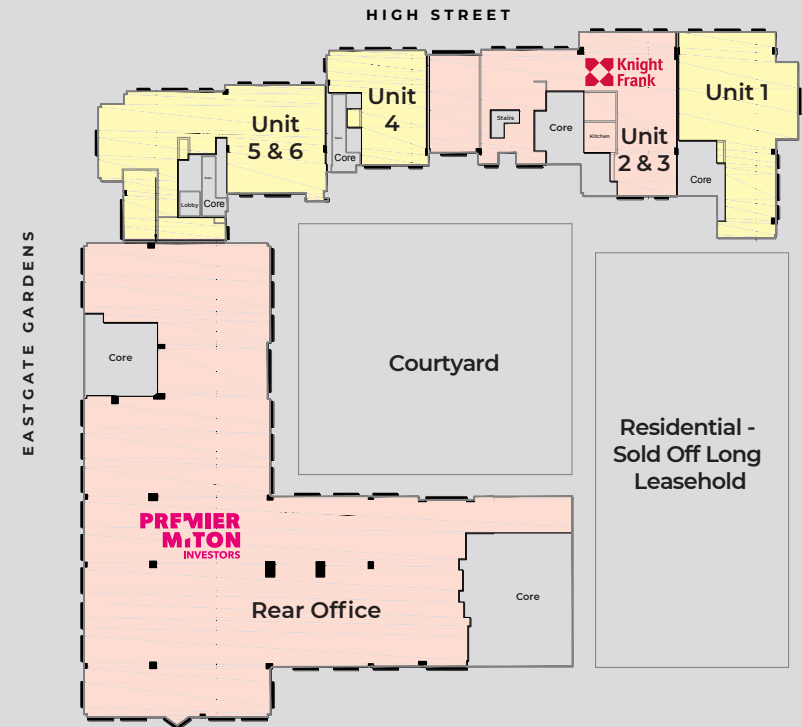
## FLOOR PLANS

- Vacant
- Occupied

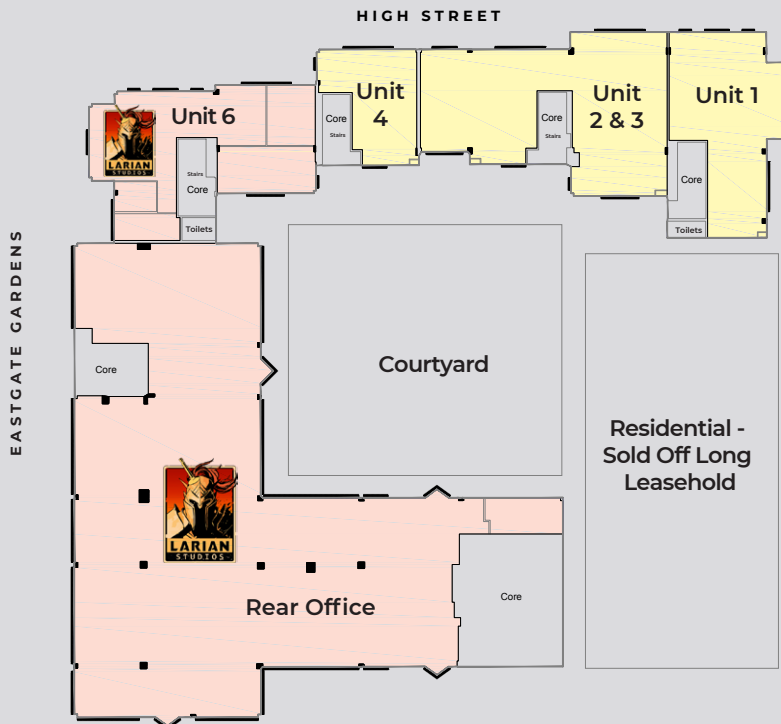
**Ground Floor**



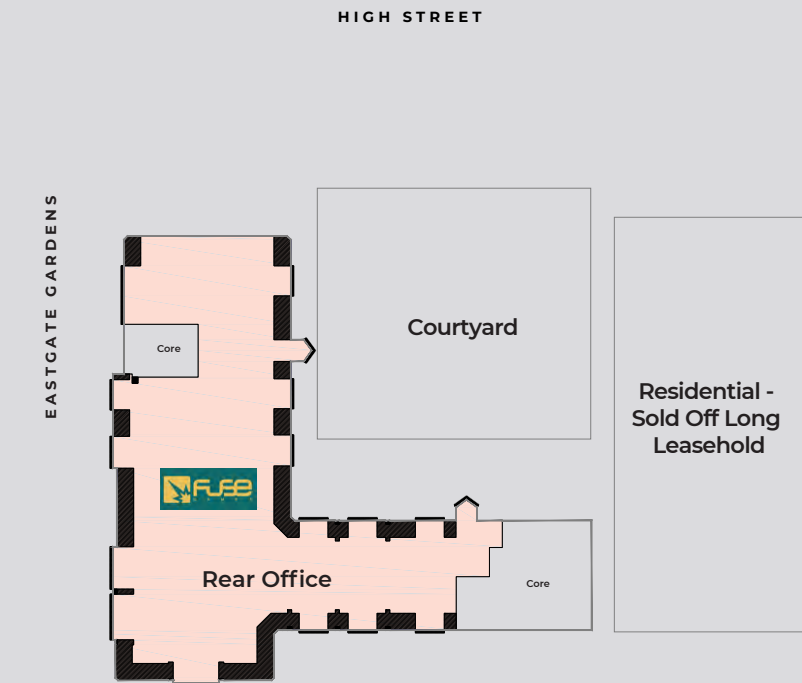
**First Floor**



**Second Floor**



**Third Floor**





## TENANCY

The property is let to 7 tenants by way of 9 leases, with a WAULT of 1.71 years to break and 3.38 years to expiry.

Type	Demise	Tenant	NIA (sq ft)	Lease Start	Rent Review	Break	Lease Expiry	Headline Rent (£ p.a.)	Headline Rent (£ psf)	ERV (£ p.a.)	ERV (£ psf)	WAULT to Expiry	WAULT to Break	EPC	S24-28 LTA 1954	Comments
Retail	Front - Shop 1	CTD Kitchens Ltd t/a Kutchenhaus	1,012	03/11/2023	03/11/2028	03/11/2028	02/11/2033	£42,500	£42.00	£50,600	£50.00	7.54	2.61	B (38)	Yes	Stepped rent: £40,000 year 1 and 2, £42,500 year 3, 4 & 5. Rent reviewed to OMV. Tenant break subject to 6 months notice and 3 month penalty. Rent deposit of £24,900 held by the vendor.
	Front - Shop 2 & 3	Knight Frank LLP	1,772	29/09/2024	29/09/2029	29/09/2029	28/09/2034	£90,000	£50.79	£88,600	£50.00	8.45	3.51	B (50)	Yes	Rent reviewed to OMV. Tenant break subject to 6 months notice.
	Front - Shop 4,5,6	Mascolo Ltd t/a Toni & Guy	2,223	25/03/2020			24/03/2030	£125,000	£56.23	£111,150	£50.00	3.94	4.00	B (37)	Yes	1 demised car parking space. Side letter confirming the annual rent will be capped at £125,000 p.a.
<b>TOTAL</b>			<b>5,007</b>					<b>£257,500</b>	<b>£51.43</b>	<b>£250,350</b>	<b>£50.00</b>					
High Street Office Suites	First Floor - Unit 1	VACANT	954							£28,620	£30.00			B (49)		ERV assumes refurbished demise.
	First Floor - Units 2 & 3	Knight Frank LLP	1,465	29/09/2024		25/03/2026	28/09/2029	£25,500	£17.41	£43,950	£30.00	3.45	0.50	B (50)	No	Mutual break option on 25/03/2026 and on a rolling basis thereafter subject to 6 months notice. 1 demised car parking space. ERV assumes refurbished demise.
	First Floor & Second Floor - Unit 4	VACANT	984							£29,520	£30.00			B (49)		ERV assumes refurbished demise.
	First Floor - Unit 5 & 6	VACANT	1,356							£40,680	£30.00			B (50)		ERV assumes refurbished demise.
	Second Floor - Unit 1	VACANT	982							£29,460	£30.00			B (49)		ERV assumes refurbished demise.
	Second Floor - Units 2 & 3	VACANT	1,610							£48,300	£30.00			B (50)		ERV assumes refurbished demise.
	Second Floor - Unit 5 & 6	Larian Studios UK Ltd	1,298	24/03/2026		15/02/2027	14/02/2029	£30,000	£23.11	£38,940	£30.00	2.83	0.83	B (50)	No	Underlease to Larian Studios UK Ltd (Guarantor: Larian Group Holdings Limited). Extension of existing demise on the 2nd floor of the Grade A office to the rear. Service charge cap of £12,000 p.a to be reviewed annually in line with CPI (uncapped). ERV assumed refurbished demise.
<b>TOTAL</b>			<b>8,649</b>					<b>£55,500</b>	<b>£20.09</b>	<b>£259,470</b>	<b>£30.00</b>					
Grade A Offices (Rear)	Rear - Grd	Watco UK Ltd	3,352	30/06/2022			29/06/2027	£99,990	£29.83	£150,840	£45.00	1.20	1.20	B (41)	No	Guarantor: TOR Coatings Ltd 6 demised car parking spaces. ERV assumes refurbished demise. Service charge cap for the year 25/03/2026 - 24/03/2027 of £53,595, increasing annually in line with RPI (uncapped)
	Rear - 1st	Premier Asset Management Limited	6,487	28/05/2019			16/02/2029	£209,625	£32.31	£308,133	£47.50	2.83	2.83	B (32)	Yes	13 demised car parking spaces. ERV assumes refurbished demise. Service charge cap for the year 25/03/2026 - 24/03/2027 of £81,118, increasing annually in line with CPI (uncapped) Currently on the market for subletting or assignment.
	Rear - 2nd	Larian Studios UK Ltd	6,605	15/02/2024		15/02/2027	14/02/2029	£225,750	£34.18	£313,738	£47.50	2.83	2.83	B (34)	No	Guarantor: Larian Group Holdings Limited. 14 demised car parking spaces. ERV assumes refurbished demise. Service charge cap for the year 25/03/2026 - 24/03/2027 of £77,567, increasing annually in line with CPI (uncapped) Photographic schedule of condition. The tenant has indicated they intend to exercise break option.
	Rear - 3rd	Fuse Games Limited	4,482	29/09/2023			28/03/2028	£150,000	£33.47	£212,895	£47.50	1.94	1.94	B (43)	No	No service charge cap, however the lease stipulates that the tenant is excluded from contributing to the lift replacement works which equates to a landlord liability of £5,120 for the year 25/03/2026 - 24/03/2027. After this, the landlord liability will be £0. 7 demised car parking spaces under lease, 2 car parking spaces under licence. Rent deposit of £135,000 held by the vendor. ERV assumes refurbished demise.
<b>TOTAL</b>			<b>20,926</b>					<b>£685,365</b>	<b>£32.75</b>	<b>£985,605</b>	<b>£47.10</b>					
<b>GRAND TOTAL</b>			<b>34,582</b>					<b>£998,365</b>	<b>£28.87</b>	<b>£1,495,425</b>	<b>£43.24</b>	<b>3.38</b>	<b>1.71</b>			

## SERVICE CHARGE

The service charge budget for March 2026 to March 2027 is £400,977 per annum (£11.59 per sq ft overall). The service charge budget for March 2027 to March 2028 is anticipated to fall to approximately £365,000\* per annum (£10.55 per sq ft overall).

*\*Lift replacement was funded by the vendor in 2023. The vendor has been refunded this cost through the service charge over a 4 year period (concluding in the service charge March 2026 – March 2027).*

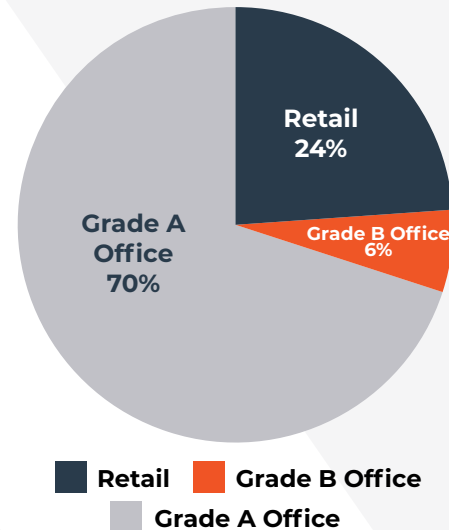
The following tenancies have service charge caps and associated shortfalls as follows:

Demise / Tenant	Shortfall 03/26 – 03/27	Shortfall 03/27 – 03/28	Cap / Comments
Ground Floor / Watco UK Ltd	n/a	n/a	No shortfall though there is a cap of £53,594 per annum.
1st Floor / Premier Asset Management	£14,227	£6,805	Current cap of £81,118 per annum.
2nd Floor (Rear) / Larian Studios	£17,971	£10,549	Current cap of £77,566 per annum.
2nd Floor (Front) / Larian Studios	n/a	n/a	No shortfall, though there is a cap of £12,000 per annum.
3rd Floor / Fuse Games	£5,120	£0	No service charge cap however lease stipulates that lift replacement works are excluded from tenant liability.
<b>TOTAL</b>	<b>£37,318</b>	<b>£17,354</b>	

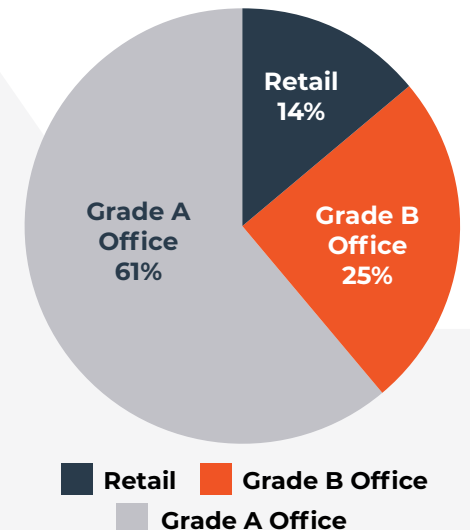
Full service charge information is available within the data room.



**% OF INCOME BY USE TYPE**



**% OF FLOOR AREA BY USE TYPE**





## ASSET MANAGEMENT

The property presents a number of immediate asset management opportunities:

### Front Office (Above Retail)

The vendor has been able to obtain vacant possession / flexible leases on this element so that a future purchaser can implement one of the following asset management strategies:

- **Office Refurbishment** - The suites are not refurbished and would immediately benefit from a full refurbishment to provide 'plug and play' accommodation, appealing predominantly to serviced office operators, corporate occupiers and local occupiers seeking flexible leases.
- **Conversion to Residential** - The space would be well suited for conversion to residential use, given the space benefits from plenty of natural light and has attractive views onto the High Street. The accommodation already has a lift and staircase access from the central courtyard. There may also be scope to utilise the existing roof space to increase the floor area. Prime residential values are currently achieving £600 per sq ft. Change of use from office to residential under Class MA does not require planning permission on this site. Further information is available in the Planning section and the data room.

### Rear Office

- **Refurbishment** - Both Larian and Premier Asset Management have confirmed that they do not intend to renew their leases and Premier Asset Management (PAM) has already vacated the property despite having a lease expiry in February 2029. This presents an opportunity to agree a surrender with PAM, undertake a comprehensive refurbishment of their space and establish a new headline rent within the building. This approach could then be rolled out on the expiry of the Larian lease (or earlier if they exercise their break option in February 2027).
- **Reception Extension** - There is the potential to improve the reception through reclaiming some space from the ground floor office (Watco) or by extending the reception into the courtyard and potentially creating a new reception that links the rear and front office elements. (The Watco lease expires in June 2027 and is outside of the 1954 Act). Furthermore, the courtyard could be reconfigured to provide additional amenity space for both office elements.

Planning advice, detailing the potential for the above, is available within the data room.

## COVENANTS

### Larian Studios UK Ltd

Larian Studios was established in 1996 and has become a global video game developer with offices across the world including Barcelona, Dublin and Warsaw.

The company is privately owned and now employs over 470 employees. Larian are best known for developing the Divinity series and most recently, Baldur's Gate 3.

Larian Studios UK Ltd has a Dun & Bradstreet rating of 2A1 representing a low risk of business failure.



Year Ending	Sales Turnover	Pre-Tax Profit / Loss	Tangible Net Worth
31/12/2024	£8,539,012	£762,123	£2,892,221
31/12/2023	£8,293,936	£753,140	£2,248,673
31/12/2022	£4,364,693	£383,532	£1,593,460

### Fuse Games Ltd

Fuse Games was founded in 2023 by Matt Webster, alongside a number of other senior game designers from the major studio Criterion Games (owned by EA). The new studio is solely focussed on high-end AAA games, aiming to develop titles that blend high quality gameplay with innovative social features.

The founding partners of Fuse Games are responsible for some of the biggest gaming titles in recent years, including Need for Speed, Battlefield and the Star Wars Battlefront series.

Fuse Games Ltd is privately owned and Eastgate Court is their UK headquarters.

Fuse Games Ltd has a Dun & Bradstreet rating of 2A1, representing a low risk of business failure. The company is exempt from providing full audited accounts as a small company. A rent deposit of £135,000 is held by the vendor.



### Premier Asset Management t/a Premier Miton PLC

Premier Miton PLC was formed in 2019 from the merger between Premier Asset Management Group PLC and Miton Group PLC. It is a UK-based asset management company that offers investment products and services to individual investors, financial advisors and wealth managers.

Premier Miton PLC is listed on the London Stock Exchange and employs over 160 people.

Premier Miton PLC has a Dun & Bradstreet rating of 4A1, representing a low risk of business failure.



Year Ending	Sales Turnover	Pre-Tax Profit / Loss	Tangible Net Worth
30/09/2025	£63,319,000	£2,356,000	£27,501,000
30/09/2024	£64,041,000	£3,167,000	£29,849,000
30/09/2023	£66,938,000	£5,866,000	£32,720,000

### Knight Frank LLP

Knight Frank LLP is a leading global real estate consultancy, founded in 1896. Knight Frank is one of the most recognisable real estate brands in the U.K. and provides a wide range of real estate advisory and transactional services across residential, commercial and rural property sectors.

Knight Frank LLP operates from over 487 offices in 53 countries, employing over 22,750 people across the world.

Knight Frank LLP has a Dun & Bradstreet rating of 5A1, representing a low risk of business failure.



Year Ending	Sales Turnover	Pre-Tax Profit / Loss	Tangible Net Worth
31/03/2025	£744,185,000	£106,931,000	£252,998,000
31/03/2024	£672,475,000	£89,653,000	£253,055,000
31/03/2023	£683,993,000	£140,360,000	£273,487,000

## COVENANTS

### Mascolo Ltd (t/a Toni & Guy)

Founded by the two brothers Toni & Guy Mascolo, the brand Toni & Guy dates back to a single hair salon in Clapham in 1963. At present day, Toni & Guy now has over 450 salons across 38 countries. The brand is renowned for being an award-winning hairdressing brand that also provides educational services to those entering the industry.



Mascolo Ltd have a Dun & Bradstreet rating of N4.

Year Ending	Sales Turnover	Pre-Tax Profit / Loss	Tangible Net Worth
31/08/2024	£6,059,729	(£3,356,176)	(£23,568,844)
31/08/2023	£7,890,365	(£3,405,266)	(£21,162,089)
31/08/2022	£7,518,852	(£3,126,789)	(£18,208,385)

### CTD Kitchens Ltd (t/a Kutchenhaus)

Kutchenhaus is an independent brand within Nobilia, who are the largest kitchen manufacturer within Europe. Kutchenhaus have over 70 showrooms across the world and have ties back to 1949, when the Nobilia brand was formed.



CTD Kitchens Ltd are a franchisee that trade as Kutchenhaus and have a Dun & Bradstreet rating of E2. The company is exempt from providing full audited accounts as a small company. A rent deposit of £24,900 is held by the vendor.

### Watco UK Ltd

Watco are a floor maintenance specialist who are predominantly known for improving industrial facilities. They are the UK's leading manufacturer and direct supplier of industrial strength paint, repair, and maintenance materials and have been operating since 1927.



Watco UK Ltd have a Dun & Bradstreet rating of 2A1 and have surety from Tor Coatings Ltd, who have a rating of 5A2.

Year Ending	Sales Turnover	Pre-Tax Profit / Loss	Tangible Net Worth
31/05/2025	£8,964,405	£2,471,711	£5,912,771
31/05/2024	£8,574,977	£9,802,533	£4,052,272
31/05/2023	£7,510,967	£1,905,118	£27,524,113



## OCCUPATIONAL MARKET

### Office

Guildford's office market is characterised by its robust demand and limited supply, making it a thriving hub for businesses, particularly in the technology, gaming and creative sectors.

Guildford has set a new headline rent for the South West M25 market in 2024, where local occupier Penningtons agreed a pre-let at £45.00 per sq ft for a 10,000 sq ft unit at the Bottle Works redevelopment by Kingsbridge Estates. This rental tone has since been driven even further, with the letting to Trinitybridge in November 2025 at £50.00 per sq ft for a 1,420 sq ft unit. This scheme repositioned a locally listed building into Grade A office accommodation, driving prime headline rents in the town from £37.00 per sq to £50.00 per sq ft.

Availability of Grade A space is likely to remain tight in the town centre, with very limited new supply being recently delivered. Surrey County Council are currently refurbishing Ranger House to provide Grade A office space, while Bradda Capital have recently started works on 31 Chertsey Street. Both schemes are now quoting in excess of £50.00 per sq ft.

The shortage of availability is reflected across the South East - vacancy rates for refurbished Grade A space are just 1.7%, compared to 10.6% across the wider market. This critical lack of supply will likely keep an upward pressure on prime rents.

Date	Address	Size (Sq Ft)	Tenant	Rent per sq ft
On market	<b>Ranger House, GU1 4UL</b>	3,971	On market	Q. £52.50
On market	<b>Bottle Works, GU1 4HW</b>	9,277	On market	Q. £50.00
May 2025	<b>Bottle Works, GU1 4HW</b>	4,418	Oktra	£47.50
Dec 2024	<b>Andrews House, GU1 4QB</b>	2,298	Digitally Inspired	£43.50
Nov 2024	<b>Bottle Works, GU1 4QB</b>	1,420	Trinitybridge	£50.00
Jul 2024	<b>3 London Square, GU1 1UN</b>	3,704	Alliots LLP	£42.00
Feb 2024	<b>Cathedral Square, GU2 7YL</b>	6,919	DJO UK Ltd	£36.00

### Retail

Guildford boasts approximately 1.03 million sq ft of retail accommodation, earning a national ranking of 15th on the PMA Non-Food Retail Score. The pedestrianised High Street, featuring cobbled roads, boutique shops and high end retailers, represents the town's primary retail offering, with the subject property being situated at its eastern end. The remainder of the core retail area is made up by the Friary Shopping Centre, White Lion Walk and Tunsgate Square, which host numerous global and national retailers.

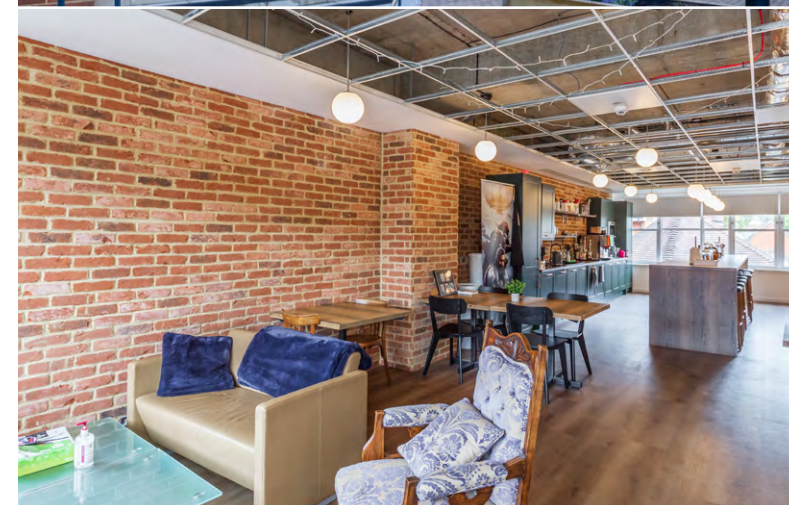
Guildford benefits from a wide retail audience including residents, tourists, commuters and students and the average household spend for the area is significantly (16%) in excess of the UK average. Guildford is a strong retailing town and is ranked as one of the most affluent of the PROMIS centres on the PMA affluence indicator.



## INVESTMENT MARKET

Office values have undergone a price correction in recent years, however, stability is now returning at the prime end of the market, driven by strong rental growth and limited supply of Grade A office space. Occupiers are increasingly focused on urban centres such as Guildford, drawn in by the fast links to London and surrounding suburbs – an essential part of strategies built around flexibility for staff. As a result, locations that can satisfy these requirements are seeing prime rents grow at increased rates, allowing investors to viably reposition Grade B office accommodation into Grade A space.

Address	Date	Price	NIY	Capital Value per sq ft	WAULT to Expiry (Break)	Rent £ p.a. (Rent £ per sq ft)
<b>One Forbury Square, Reading</b>	Mar-26	£15m	8.05%	£413	7+	£1,361,700 (£37.45)
<b>1 Suffolk Way, Sevenoaks</b>	Apr-25	£6.1m	8.29%	£380	7.7 (4.4)	£538,936 (£35.07)
<b>Brinell Building, Brighton</b>	Mar-25	£27m	7.25%	£425	6.7 (4.6)	£2,090,610 (£32.93)
<b>Windsor Dials 2, Windsor</b>	Jul-24	£17.5m	7.84%	£558	2.9	£1,465,233 (£46.72)
<b>Connaught House, Guildford</b>	Mar-24	£19.03m	8.12%	£416	4.0	£1,649,000 (£32.35)

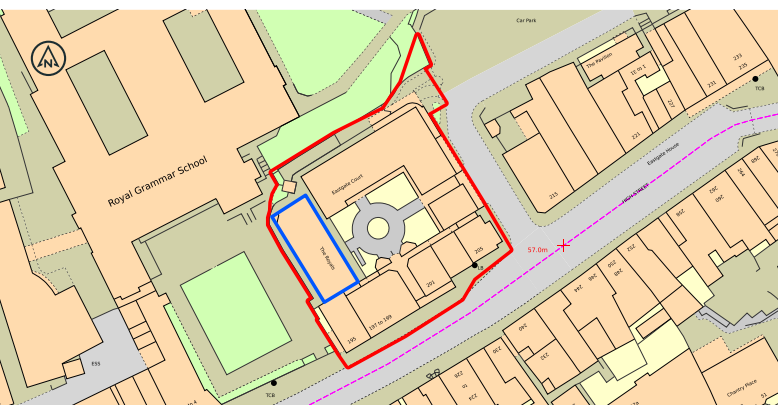


## TENURE

Eastgate Court is held freehold under title number SY546847, having recently purchased in this interest from Guildford Borough Council. Within the freehold title are two long leasehold titles with title numbers SY625045 and SY578596.

The residential element comprises 14 flats which are sold off long leasehold. For indicative purposes only, we outline this area in blue on the below OS plan.

The car park benefits from a right of access along Eastgate Gardens to the rear.



## PLANNING

The property is not statutory listed but is situated within Guildford town centre conservation area and as a result, has an Article 4 direction which removes permitted development rights for certain external alterations. However, there is not a specific Article 4 direction in place which removes permitted development rights for change of use from office to residential under Class MA within Guildford. Further information is available within a planning report in the data room.

## DATA ROOM

Access to the data room is available upon request.



## EPC

EPC ratings of B has been achieved across all retail and office units. All EPCs are available to view on the dataroom.

## AML

Any bids for the freehold interest in the property, will need to provide appropriate documentation to satisfy the requirements of the Anti-Money Laundering Regulations.

## PROPOSAL

Offers are sought in excess of **£9,700,000 (Nine Million, Seven Hundred Thousand Pounds)** subject to contract and exclusive of VAT. A purchase at this level would reflect:

- **Net initial yield of 10.21%** on the current income and a **capital value of £100 per sq ft** on the vacant (not leased) office space\*
- **Reversionary yield of 14.45%\*\***

\* with no top ups and purchasers costs of 6.69%.

\*\* assuming refurbishment of all office accommodation.

## VAT

The property is elected for VAT and it is proposed that the sale will be treated as a Transfer of Going Concern (TOGC).

## CONTACTS

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