

## Top stories from EGi

### Colliers' new West End director

Colliers International has poached senior West End agent Jonathan Evans from Deloitte Real Estate to join the company as a director in its West End investment team. Evans joins Colliers after 15 years with Deloitte, formerly Drivers Jonas, where he focused on West End capital markets, most recently as a senior partner.

### Zolfo Cooper pubs for sale

Administrators at Zolfo Cooper are bringing a portfolio of 78 pubs and clubs to the market. The properties, which are mostly freehold, are thought to have a price tag of more than £19m. They are located across the Midlands and the North of England.

### Field Fisher lands new City HQ

Field Fisher Waterhouse has gone under offer for 80,000 sq ft at Riverbank House, EC4. The law firm is intending to sublet the top three floors of the Thames-side building from Man Group. Knight Frank acted for FFW; James Andrew International and BNP Paribas Real Estate advise Man Group.

### SFO withdraws admission

The Serious Fraud Office has asked the high court to withdraw its earlier admission of trespass in its case against the Tchenguiz brothers. The SFO is seeking to withdraw the admission that was made in writing on 27 November 2012 in respect of the dawn raids carried out on the premises of Vincent and Robert Tchenguiz in 2011.

### City take-up soars 117%

Take-up in the City of London office market has seen substantial growth during 2013 as major occupiers finally commit to taking new office space, according to Jones Lang LaSalle. Occupiers leased a total of 793,400 sq ft in May, which was a 117% month-on-month increase and 135% up on the equivalent period last year.

## Queue forms for £225m SEGRO park

NICK WHITTEN

Opportunistic funds and institutional investors are lining up to buy SEGRO's £225m IQ Winnersh business park in Berkshire.

The park, which is being sold by Jones Lang LaSalle, has attracted significant interest, reflecting a lack of stock of this size on the market.

MEPC, Harbert, Centurion, AEW, Apollo, Blackstone, Moorfield, Canmoor, and a Brockton and Landidjv have all run the rule over the park ahead of the deadline for final bids on Wednesday.

The £225m asking price

reflects an 8% yield.

One agent said: "Frankly, in this market, with there being so few opportunities of this size, it would be a brave person to bet that SEGRO won't achieve its asking price."

In April, SEGRO signed IT management services group BMC Software for a 36,500 sq ft head office in IQ Winnersh.

BMC took a 10-year lease on the two-storey office building, which SEGRO stripped back to its core in 2012 and refurbished on a speculative basis.

Quoting rents are around £27.50 per sq ft.

Other tenants at the park

include Intel, Virgin Media, Bang & Olufsen, Daewoo and Jacobs and Harris Systems. There is also a four-star Holiday Inn hotel.

A consented masterplan includes plans for a further 2m sq ft of office space on an 80-acre area adjoining the park.

The proceeds of the sale will be used to buy warehouses around major distribution hubs across Europe.

SEGRO has previously stated that it intends to sell between £300m and £500m of non-core assets this year.

SEGRO declined to comment.

## Overseas London buyers turn to the regions

The flood of international investors in London is already causing a "trickle-down effect" to the regions, according to a panel of experts.

Panellists at the Cass Real Estate Conference this week said smaller investors put off by rising prices and falling yields in London were already turning to other parts of the UK.

Phil Clarke, head of property investment at investment management firm Kames Capital,

said: "When we see a situation where local institutions are priced out of the London prime and core markets, that tells us assets are getting overpriced.

"There will eventually be a correction, but for the moment, our strategy is: sell in London, buy in the regions."

Jonathan Lurie, a managing director in Blackstone's real estate group, said rising prices in London meant investors would need to look at taking more risk

if they were aiming for capital preservation, which he said would mean looking at areas of the market they had never previously considered.

Van Stults, managing director at Orion Capital Managers, said Asian investors, who have been synonymous with prime London deals, would be prepared to look outside the capital and "go higher up the risk curve as they become more informed about UK real estate".

### CANNON FIRES UP SERVICED FLATS HUNT

Cannon Estates has launched a search for a serviced apartment operator for a £40m City development. The group wants an operator for 90 serviced apartments at the junction of Cannon Street and Queen Victoria Street, EC4. It has submitted a planning application to convert the office block into a 47,600 sq ft aparthotel (pictured). London is undersupplied by serviced apartments compared with other global cities. The capital has 1.1 per 1,000 business visitors, while New York and Hong Kong have 5.7 and 5.1, respectively. Savills and James Andrew International are acting for Cannon.

