



SUMMARY

- Excellent opportunity to purchase a modern, purpose built industrial estate.
- Excellent strategic location at the heart of the north west region, with excellent access to both the M60 and M6 motorways.
- Situated adjacent to the established Northbank Industrial Estate, Irlam, just 8 miles west of Manchester City Centre.
- Comprising 34,444 sq ft across 13 well-specified units.
- Currently let to 12 different tenants and producing £199,193 per annum.
- Potential ERV of £218,518 per annum.
- Freehold.
- Opportunity to further enhance the estate through pro-active asset management
- Seeking offers in excess of £2,580,000 (Two Million, Five Hundred and Eighty Thousand Pounds) subject to contract and exclusive of VAT.
- Attractive NIY of 7.25% with a reversionary yield of 7.96%.





J12

M62

J11

M60

PORT SALFORD

TRAFFORD PARK

MANCHESTER CITY CENTRE

A57

IRLAM BUSINESS CENTRE

LIDL

TESCO

A57

LOCATION

Irlam is a suburban town within Greater Manchester, located 8 miles West of Manchester City Centre and 11 miles East of Warrington. The town lies adjacent to the A57, a key arterial route linking the M60 and M6 motorways. It is located approximately 3 miles from Junction 11 of the M60 and 5 miles from J21 of the M6.

Connectivity will be further enhanced following the completion of the Western Gateway Infrastructure Scheme, a £32m package of road building and improvements, including a new 2.5km dual carriageway between the A57 and Trafford Park via a new lift bridge over the Manchester Ship Canal.

MANCHESTER: KEY INFO



Manchester is the fastest growing regional capital in the UK



Second most popular urban zone in the UK



2.5 million people within the Greater Manchester conurbation



7 million people within a 1 hour drive time



Greater Manchester has a GVA of £51bn





SITUATION

Irlam Business Centre is located adjacent to North Bank Industrial Estate, a 101.2 hectare (250 acre) industrial park. Since 1987, North Bank has emerged as a prime location for new and expanding companies with a significant amount of development during this period.

The estate has undergone a £26m investment programme of capital works, including the construction of a new access road, improvements to existing road networks and extensive landscaping works to offer an attractive, low density modern environment. The quality of the location has attracted many occupiers including CAT Logistics, UPS, CEVA, Werit Biffa, Rehau and Parceline amongst others.

The location will be further enhanced following the completion of the Port Salford Development, a £138 million project with planning permission to develop the UK's first Trimodal (Road, Rail and Short Sea Shipping) inland port facility and distribution park.

Irlam Business Centre is situated in an excellent location on Soapstone Way, with direct access to the A57 via Fairhills Road.

APPROXIMATE JOURNEY TIMES

J11 M60 MOTORWAY	8 MINUTES
J21 M6 MOTORWAY	10 MINUTES
MANCHESTER CITY CENTRE	16 MINUTES
MANCHESTER AIRPORT	21 MINUTES
LIVERPOOL	41 MINUTES
LEEDS	1 HOUR
BIRMINGHAM	1 HOUR, 30 MINUTES
LONDON	1 HOUR, 25 MINUTES
EDINBURGH	1 HOUR, 50 MINUTES

DESCRIPTION

Irlam Business Centre comprises a modern, purpose built, multi-let industrial estate of 25 well specified units arranged across 4 terraces. The estate was constructed in 2008 and provides high quality units of traditional steel portal frame construction beneath a pitched metal roof.

Each unit typically benefits from the following:

- Eaves height of 6.1 to 7.6m
- 30kn per sq m floor loading
- Electrically operated loading doors
- 3 phase electricity
- First floor level floor offices or storage use.

The property is situated on a secure, gated site providing excellent circulation and loading provision, together with parking for approximately 95 vehicles.

12 of the 25 units at Irlam Business Centre have been previously sold freehold.



ACCOMMODATION

The retained property comprises 34,604 sq ft across 13 units with unit sizes ranging from 1,744 sq ft to 3,411 sq ft.

Irlam Business Centre has a total site area of 3.21 acres (1.30 hectares).

TENANCY

- The estate is currently let to 12 different tenants and producing £199,193 per annum.
- Passing rents currently range from £4.93 per sq ft to £6.70 per sq ft, with the potential for rental growth on a large number of these units.
- Property has a AWULT of 4.48 years to expiry (3.39 years to break).
- We consider the property to have the potential ERV of £218,518 per annum (£6.34 per sq ft).
- The leases are on effective FRI terms via the service charge.

TENANCY SCHEDULE

UNIT	TENANT	AREA (SQ FT)	LEASE START	LEASE EXPIRY	RENT REVIEW	BREAK OPTION	RENT (PA)	RENT (PSF)	ERV (PA)	ERV (PSF)	COMMENTS
Unit 10/11	Aquamatic Ltd	5,712	17/05/2016	16/05/2021			£32,005	£5.60	£35,700	£6.25	Outside L&T Act.
Unit 12	CEB Services (UK) Ltd	2,906	27/09/2017	26/09/2027	27/09/2022	27/09/2022	£17,342	£5.97	£18,889	£6.50	Schedule of condition. Yr 1 half rent (£8,671), topped up to £17,342 by vendor)
Unit 15	Buddhas Tree Ltd	2,495	21/11/2017	20/11/2020			£14,201	£5.69	£16,218	£6.50	£3,043.13 plus VAT rent deposit. Outside L&T Act Schedule of Condition Stepped rent of £13,018 (yr1), £13,525 (yr2), £14,201 (yr 3) - topped up by vendor.
Unit 19	Under Offer	1,758					£11,029	£6.27	£11,427	£6.50	Letting currently in legal for a new 10 year lease (break yr 5) at £11,029 pa. Rent free period to be topped up by vendor
Unit 21	MDS Trays Ltd	1,744	22/05/2017	21/05/2022			£10,080	£5.78	£11,336	£6.50	Stepped rent of £7,920 (yr 1), £9,600 (yr 2), £9,996 (yr 3) and £10,080 (yr 4 and 5) - topped up by vendor. Rent deposit of £3,547.13 plus VAT. Outside L&T Act
Unit 22	Stok UK Ltd	2,020	01/10/2017	30/09/2018			£13,536	£6.70	£13,130	£6.50	Outside L&T Act Landlord rolling break from 01/07/18 (3m notice) £2,538 plus VAT rent deposit.
Unit 23	Magic Kitchens Manchester Ltd	2,050	01/01/2018	31/12/2022			£12,413	£6.06	£13,325	£6.50	£2,539.13 plus VAT rent deposit. Outside L&T Act Stepped rent of £10,156 (yr 1), £11,285 (yr2), £12,413 (yr 3, 4, 5) - topped up by vendor.
Unit 29	Corroventa Ltd	3,196	09/08/2015	08/08/2018			£15,750	£4.93	£19,975	£6.25	Outside L&T Act
Unit 30	Frazer Nash NDT Ltd	3,121	22/06/2016	21/06/2021			£16,800	£5.38	£19,506	£6.25	Outside L&T Act.
Unit 31	E-Liquid Wholesale Ltd	3,005	01/01/2018	31/12/2023			£17,634	£5.87	£18,781	£6.25	Outside L&T Act £3,778.88 plus VAT rent deposit. Stepped rent £15,115 (yr 1), £16,795 (yr 2 & 3), £17,634 (yr 4 & 5) - topped up by vendor.
Unit 32	Monks & Crane Industrial Group Ltd	3,026	26/10/2017	25/10/2022		26/10/2020	£18,469	£6.10	£18,913	£6.25	Outside L&T Act. 6m notice on break. Stepped rent of £16,160 (yr 1), £17,629 (yr 2 - 4) and £18,469 (yr 5) - topped up by vendor.
Unit 33	Fast Fashion Collections International Ltd	3,411	01/02/2018	31/01/2023		31/01/2021	£19,934	£5.84	£21,319	£6.25	£4,271.63 plus VAT rent deposit. Stepped rent of £17,403 (yr 1), £19,554 (yr 2), £19,934 (yr 3) - topped up by vendor. There is a further fixed uplift at 01/02/2021 to £20,883.50 (not topped up). Outside L&T Act
TOTAL		34,444					£199,193		£218,518		

MARKET COMMENTARY

The North West industrial market continues to experience significant demand for well specified units which, coupled with low void rates, has resulted in significant rent growth across both refurbished and new build units. Prime rentals for North West multi-let units are established at £7.50 - £7.95 per sq ft. which are predicted to rise further in the next couple of years due to the weight of demand from occupiers.

Irlam is considered to be at the heart of the North West region due to its unrivalled position at the intersection of the M62 and M60 motorways. There is a significant skilled local workforce and an extensive and varied occupier base, evidenced by neighbouring Trafford Park. The location has been further enhanced by the recent completion of the A57 Link Road, which now feeds directly into Trafford Park from Irlam

There is extremely limited supply of quality buildings in this area of the North West and there is little speculative development planned due to high demand for land from competing uses.



The North West industrial investment market continues to generate strong demand and we consider that this investment opportunity represents good value when compared the recent multi-let industrial transactions detailed below:

ADDRESS	DATE	AREA (SQ FT)	RENT PA (RENT PSF)	PRICE	NIY	CAP VAL (PSF)
Bishops Court, Warrington	Q4 2017	107,814	£425,000 (£3.94)	£6,700,000	5.95%	£62.14
Thames Trading Estate, Irlam	Q4 2017	31,146	£159,411 (£5.12)	£2,205,000	6.80%	£70.80
Stag Industrial Estate, Altrincham	Q3 2017	80,909	£475,080 (£5.89)	£7,500,000	5.93%	£92.70
Bridge Trading Estate, Bury	Q2 2017	49,880	£166,492 (£3.34)	£2,200,000	6.70%	£44.11
Holmes Chapel Business Park, Holmes Chapel	Q2 2017	82,498	£519,168 (£4.76)	£7,250,000	6.71%	£66.52
Blackpool Trade Park, Blackpool	Q1 2017	26,233	£190,633 (£7.57)	£2,600,000	6.89%	£99.11
Parkway 4 Trading Estate, Trafford Park	Q1 2017	64,924	£330,442 (£5.09)	£4,968,000	6.24%	£76.52
Brymau One, Saltney	Q1 2017	25,404	£123,342 (£4.86)	£1,710,000	6.80%	£67.31

ASSET MANAGEMENT

We consider that there are a number of inherent asset management opportunities, which include:

- Improve the AWULT through pro-active re-gears and lease renewals
- Continue to improve the rental tone across the estate
- Continue to sell units on an individual basis
- Improve the existing signage and branding of the estate

SERVICE CHARGE

The service charge is administered throughout the estate. The service charge budget for the current year is £23,200 (£0.35 per sq ft).

EPC

Energy Performance Certificates are available upon request.

VAT

The property is elected for VAT and it is the intention to treat the transaction as a Transfer of a Going Concern (TOGC).



PROPOSAL

We are instructed to seek offers in excess of **£2,580,000 (Two Million, Five Hundred and Eighty Thousand Pounds)** subject to contract and exclusive of VAT.

A purchase at this level will reflect an attractive net initial yield of 7.25%, and reversionary yield of 7.96%.

CONTACT

For further information please contact:



SIMON WOOD

01925 320520
simon@b8re.com

JOHN BURROWS

01925 320520
johnb@b8re.com



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