

# CASE STUDY

COMMERCIAL



## 166 HIGH STREET, EDINBURGH

### PROJECT SUMMARY

Acquire office accommodation for Dow Investments PLC in Edinburgh City Centre.

### TEAM

Commercial Agency

### CLIENT

Dow Investments PLC

### LOCATION

166 High Street, Edinburgh, EH1 1QS

### DATES

November 2021

Graham + Sibbald were instructed to acquire office accommodation within the city centre of Edinburgh on behalf of Dow Investments PLC.

If you are looking to purchase accommodation, we can help you find the best options that will meet your strategic needs and budget.

Thanks to our expertise, experience and nationwide network of local offices we deliver a professional, cost-effective service with a personal touch. We prioritise building long-term client relationships based on trust.





#### KEY CHALLENGES

The main challenges for the team were the current competitive nature of the market paired with a rarely available High Street location desired by our client.

#### RESULTS

Successful acquisition in Edinburgh's historic Royal Mile, satisfying the client's needs within the proposed time frames.

#### KEY MESSAGE

A targeted approach, utilising our relationships with agents to explore all of the opportunities available to our client allowed the team to secure a property that met all their needs within the parameters of the brief.

*"Graham + Sibbald have been amazingly helpful in sourcing this office investment for Dow Investments, working to a detailed brief in a speedy and efficient manner."*

Dow Investments PLC

#### WHY G+S

We provide a full range of business acquisition services, including effective market research and negotiation services. We can also provide strategic and financial advice on mergers and acquisitions, helping you to build a dynamic and profitable business portfolio.

With over sixty years providing property services, and a team made up of some of the most respected names in the business, we pride ourselves on our knowledge of the sectors in which we work. This expertise translates in to exceptional service.

#### APPROACH

Graham + Sibbald discussed the requirement with their client to understand their brief. Upon securing the brief, we undertook a search of the market to find the right property. Using our well-established contacts with agents, we discussed possible opportunities for our client including any off-market prospects that could fit the brief.

Our team presented our client with short list of potential opportunities and thereafter organised and attended viewings on the client's behalf. We then provided a report to our client with our thoughts on values and the investment potential of each property.

We ensured our client was kept up to date on all progress whilst the team liaised with the selling agent and the solicitors to make sure the process was moving at all times, allowing our client to have a smooth transaction.

#### Key contacts:



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