



218 ST VINCENT STREET, GLASGOW

PROJECT SUMMARY

Investment Acquisition of Property in Glasgow

TEAM

Glasgow Commercial Agency

CLIENT

Private Client

LOCATION

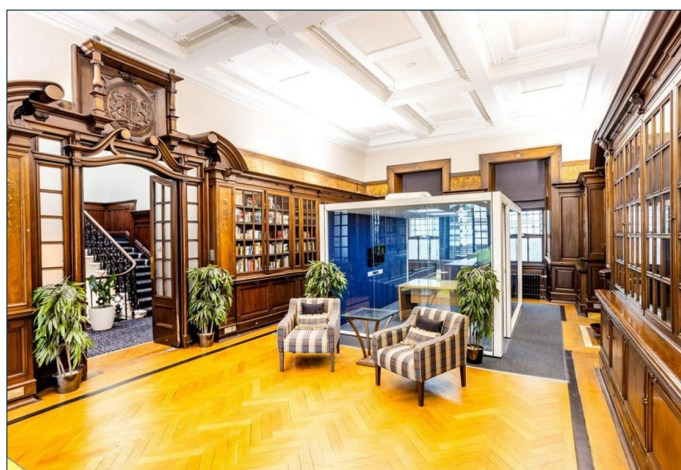
Glasgow

DATES

April – November 2023

SUBHEADER

Graham + Sibbald Capital Markets team introduced the off-market opportunity to acquire the imposing 218 St Vincent Street, Glasgow to a private client. This was an opportunity that appealed to our client and G+S were subsequently appointed to act on their behalf to acquire the income producing asset.



WHY G+S

If you are looking to buy or sell a commercial property as part of an investment strategy, our team of highly experienced Agents will give you consultancy and marketing advice and deliver you the best possible deal.

We offer a high-value, results-driven commercial property investment service, delivered in a friendly and professional manner. We provide a comprehensive range of property investment services, and deal with all commercial property sectors, including commercial, retail, industrial and student accommodation.

Our teams are all highly trained, with most of our agents registered to the Royal Institution of Chartered Surveyors (RICS). They have significant experience of investment transactions involving complex property portfolios, with multiple sitting commercial tenants.

APPROACH

Graham + Sibbald Capital Markets team introduced the off-market opportunity to acquire the imposing 218 St Vincent Street, Glasgow to a private client. This was an opportunity that appealed to our client and G+S were subsequently appointed to act on their behalf to acquire the income producing asset.

The Capital Markets team discussed the objectives with their client and outlined the excellent opportunity to mirror these at 218 St Vincent Street. With a strong income stream as well as a vacant 1st floor, the property offered asset management opportunities to add value and improve the yield. Accordingly, a key factor in this instruction, following the acquisition at a fair market value, was the ability to re-let the void office accommodation and deliver on the clients objectives.

Upon securing the instruction, the Capital Markets team liaised with the vendor and legal representatives of their clients until completion. Post acquisition of the asset, the Glasgow Commercial Agency team undertook a full targeted marketing campaign of the property. Using our well-established contacts with agents and occupiers as well as ensuring the property was clearly advertised on the open market using various methods, we maximised exposure of the vacant 1st floor office suite.

KEY CHALLENGES

Despite a competitive market, our team generated good levels of interest and after a brief marketing period, terms were agreed with a suitable Tenant and solicitors were instructed to progress the letting. Once we had the office suite under offer, our client was made aware of all progress and the team liaised with the Tenant to make sure the process was

always moving forwards, ensuring our client experienced a smooth transaction.

The new Tenant will be a great fit to the building and G+S wish them all the best in their new long-term home.

ADDED VALUE

This project displays G+S ability to understand the objectives of our clients, add real value and deliver fast, professional services with consistently reliable results, as well as enjoying a uniquely personable and enjoyable working relationship with our clients.

Key contacts:



Tom Conway
Senior Surveyor
tom.conway@g-s.co.uk
07810 544 912



Mark Gillies
Partner
mark.gillies@g-s.co.uk
07787 291 149