

property focus

BUILDING ON SUCCESS SINCE 2007

SPRING/SUMMER 2024 ISSUE



Generally, the industrial/warehouse market is proving resilient in Suffolk, although the total number of industrial transactions is down on 2023.

Typical industrial yields are circa 6.75%. Headline rents for new mid-box units are £11.25 per sq ft. The largest warehouse let was 1.2M sq ft at Gateway 14 in Stowmarket.

We are seeing headline rents in the industrial sector of up to £11.75 in Ipswich and £13.00 in Colchester (Easter Park). We are cautiously optimistic that inflation and interest rates will come down a little to meet two per cent targets on inflation in two years' time, and all signs seem positive towards achieving this.

We also believe that yields should start to recover by the end of the year, and a lot of property owners are watching and waiting for interest rates to come down.

Penn is undertaking numerous site searches for clients for industrial/warehouse space across the region. We are also starting to service enquiries from Sizewell C across the board for offices, training, outside storage and warehousing, as the project gathers pace. A typical example of this is a two-acre site sold at Needham Market, with 15,000 sq ft of industrial and offices for a training centre.

Freehold offices are proving popular, hence several sales at Suffolk Central in Stowmarket, and this is certainly a sector of the market where there is proven demand.

Retail remains challenging, although we were pleased to have let the 26,044 sq ft former Poundland in the town centre to an international supermarket operator, and a 4,000 sq ft unit on the outskirts of Stowmarket to Budgens.

We are still experiencing



Pictured in front of the Smart House at BT Adastral Park, Penn Affiliates Networking Event 30th April.

strong demand from drive-thru and standalone food franchises, with some new operators coming into the marketplace.

We believe that, generally, the market will be a bit 'sticky' this year, with uncertainty on interest rates, the General Election and the economy as a whole, but that business should pick up in the Autumn.

We are delighted to have recruited Danny Kelly, who has considerable experience in property and facilities management, to further expand our offering to our management clients.

As a long term season ticket holder and recent sponsor, it's fantastic to see ITFC promoted into the Premier League. This should provide a catalyst for more well-known brands wanting to be represented in our town centre and promote further investment from property funds, who will now see this town as truly on the map.

We hope that you enjoy reading our latest news and developments, and thanks for your continued support.

Vanessa Penn
Managing Director, Penn Commercial

PRESTIGIOUS NEW INDUSTRIAL INSTRUCTIONS

Penn Commercial is pleased to be partnering with BT and ABP on some prestigious new industrial instructions:

TO LET:
Industrial/Workshop Unit, with large yard, approx. 511.75 sq m (5,508 sq ft):
Joint agent with Avison Young.
BT Fleet, Adastral Park, Martlesham, Ipswich, IP5 3RE



- Vehicle servicing facility, with three service bays, accessed by four shutter doors
- Minimum eaves height of 5.5m
- Large external yard, on a secure site
- Dedicated car parking area, ground floor reception and offices

To let on a new sublease, at a rent of £45,000 per annum exclusive.

TO LET:
Covered quayside storage, approx. 4,410 sq m (47,468 sq ft)
Shed 10, ABP Port of Ipswich, West Bank Terminal, Wherstead Road, Ipswich IP2 8NB



- Secure covered hardstanding suitable for a variety of potential uses, within West Bank Terminal at the Port of Ipswich.
- Covered Yard: 4,410 sq m (47,468 sq ft) / Height to Eaves: 5.1m / Height to Haunch: 8.2m

To let on flexible new lease terms.

To find out more, call the Penn team on 01473 211933.

PENN WEBSITE RELAUNCHED



Penn Commercial has launched a new customer-facing website at www.penncommercial.co.uk, in partnership with leading property website and app, Zoopla, with the aim of creating a more interactive, user-friendly journey and experience for commercial property clients and applicants.

Vanessa Penn, Managing Director of Penn Commercial, said:

"We are pleased to launch our new website and updated search facility. We have also included a dedicated new 'Sizewell C' section, highlighting Penn's commercial property agency role in one of the East of England's most ambitious development projects in decades."

Penn Commercial's new website will provide visitors with an enhanced, sector-specific commercial property search function, underpinned by an interactive map of all available properties within Penn's extensive sales and letting portfolio across East Anglia and further afield.



Penn Commercial is proud to be named winner of CoStar's Office Award - Most Active Single Branch Agency Acquisitions & Disposals in its prestigious annual awards.

CoStar - the leading provider of commercial real estate information, analytics, and online marketplaces - has analysed all active agencies' transactions for 2023 to identify Penn Commercial as a winner in its market.

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TOWN IS ON THE UP!



We couldn't have been prouder to see Ipswich Town Football Club win promotion to the Premier League on 5th May with an incredible 2-0 victory against Huddersfield Town – featuring Penn's sponsored defender, Axel Tuanzebe, on the winning team.

With ITFC's promotion, we can't wait to see a rejuvenation of our town centre – which was bustling in anticipation of the Club's celebratory bus parade on the Bank Holiday Monday!

PARTNERING WITH THE RNL Lifeboats



Penn is pleased to be favoured with instructions on behalf of the RNL.

Its Ipswich HQ at 34 Bluestem Road, Ransomes Europark – comprising a two-storey office/workshop of ca. 923.77 sq m (9,944 sq ft), with a 0.239 hectare (0.59 acre) secure yard – is now under offer freehold.

PENN AFFILIATES RECEIVE AN INSIGHT INTO THE FUTURE!

Our exclusive Penn Affiliates visit to BT Adastral Park on 30th April was mind-blowing, to say the least!

Our sincere appreciation to the University of Suffolk's Michael Johnson, Rory Bannerman and Dr. Alison Pooley for kindly hosting us and allowing 'behind the scenes' access to the pioneering eco-friendly Smart House and UoS' on-site campus, DigiTech.

We would also like to thank BT for sharing their amazing Showcase with us, highlighting all the latest trends and research for living in the future.

Thanks also to Henry Tapp for being our guest speaker and giving us a fascinating insight into the important work of Suffolk Community Foundation across the county.





INTRODUCING DANNY KELLY

Penn Commercial has welcomed Danny Kelly to its Property Management and Commercial Agency team, working with our Head of Property Management, Paul Keen.

Danny is responsible for ensuring the smooth running of Penn's managed estate, including property inspections and viewings, and undertaking lease renewals and rent reviews.

He is also responsible for liaising with tenants and the coordination and general supervision of contractors for works and ongoing repairs.

Danny – a BA Honours graduate of the University of Lincoln, with extensive experience of both commercial lettings and property management, on a UK-wide basis – says:

"I am excited to join and work with a dynamic, forward-thinking commercial property management company. Over the next few weeks, I hope to get to meet as many of our customers as I can and begin to support the business in enhancing our service."

Vanessa Penn, Managing Director of Penn Commercial, added:

"We are pleased to welcome Danny to the team. This is an expansion of one of our core services, property and asset management. We are sure that all our clients and tenants will enjoy working with him."



'REBUILD, REINTEGRATE AND REDISCOVER' WITH IPSWICH'S REBOOT EDUCATION

Reboot Education is a new alternative education provision in Ipswich, which opened at The Coach House, Gymnasium Street in January 2024.

Penn was pleased to assist and advise former Headteachers Paul Arch and Viv Hunt on their new premises, and occupation was arranged in super-quick time ready for the New Year start date!

Reboot Education provides an off-site alternative provision for children in Key Stages 2 and 3, and accommodates between four to eight students a day. Children can attend for between one and three days per week, from 9.30am to 2.30pm.

In its care, children develop and learn a range of computer skills that help them engage in future learning and improve their future employment prospects. They also take part in a range of social activities, and therapeutic interventions.

Paul Arch, Co-CEO & Director of Education of Reboot Education, said:

"The Coach House is the perfect setting for our provision, as it allows us to create an environment that feels like a home; it doesn't look like a classroom, but it does look like a place of learning."

"We are really pleased with how our business is going. We have nearly filled all our places until the end of this academic year, and we already have referrals for the new academic year."

"Working with Rachael and the team at Penn, has been a really positive experience. They understood our timeline to get set-up within and worked hard to ensure that we were in a property ready to open for the start of January."

To find out more about Reboot Education, visit <https://reboot-education.co.uk/>

PENN PREPARES FOR SIZEWELL C



The long-awaited Sizewell C (SZC) project is starting to produce enquiries locally, and this should pick up speed over the coming months.

Penn Commercial is working with a number of suppliers, contractors and landlords to support their various interests in the Sizewell project, from hard-

standing requirements for site equipment and industrial units for construction materials, to accommodation and offices for staff.

As a direct response to the early-stage works of the development, we are involved in the following transactions and instructions:

- Rockford House, Rendlesham – ca. 4,000 sq ft of office accommodation under offer to Sizewell C Limited
- Building 8 at Bentwaters Parks, Rendlesham – ca. 10,000 sq ft of office accommodation available to let
- Plot 1 & Units 7/7A Lion Barn, Needham Market – an industrial unit of ca. 2,056.75 sq m (22,139 sq ft) / a site area of ca. 0.873 hectares (2.157 acres), sold to Flannery Plant Hire

Vanessa Penn, Managing Director of Penn Commercial, said:

"We are encouraged by the scope and scale of the uptake so far. We would be pleased to hear from any parties either looking for accommodation in order to service the Sizewell C project, or from land owners/property owners, who think that their site may be viable for the scheme's contractors or subsidiaries."

For all your Sizewell C property requirements – offices, warehousing and land – large or small, please contact the team on 01473 211933 / sizewellc@penncommercial.co.uk

Transactions & New Instructions

Penn Commercial has been proactive in a number of transactions and new instructions:

TRANSACTIONS

LET:



Unit J, Greenways, Ravenswood, Ipswich

Day Lewis has opened a new chemist shop – in 90.34 sq m (972 sq ft) Class E retail Unit J – at Penn client Tramco Cambridge's popular 50,000 sq ft neighbourhood shopping centre at Ravenswood, Ipswich. On the same site, Penn is also offering 242 sq m (2,600 sq ft) Unit B, with scope for an additional mezzanine floor, as a new retail or coffee shop.

LET:



26-32 Carr Street, Ipswich

The 2,419.55 sq m (26,044 sq ft) ground floor of the former Poundland has been let to Ipswich Bazaar Ltd for use as an international food supermarket, on a 25-year lease. Pictured, Penn Commercial's Paul Keen (right) – acting on behalf of Carr Street Estates Limited – presents Ariful Islam, Director of Ipswich Bazaar Ltd, with the keys to the premises on 21st March.

SOLD:



Budgens, Suffolk Central Business Park, 9 Sorley Road, Stowmarket

Penn has arranged the freehold sale of the detached 372 sq m (4,000 sq ft) ground floor retail premises at Suffolk Central in Stowmarket to Popular Limited, acting on behalf of client RLMH Commercial Ltd, for use as a Budgens supermarket.

SOLD:



Plot 1 Phase II & Units 7/7A Lion Barn Industrial Estate, Needham Market

The industrial unit of 2,056.75 sq m (22,139 sq ft) – located on a site area of ca. 0.873 hectares (2.157 acres) on the busy Lion Barn Industrial Estate in Needham Market – has been purchased by Sizewell C provider, Flannery Plant Hire.

NEW INSTRUCTIONS

TO LET:



13 Market Place, Stowmarket

Total Area Approx. 223 sq m (2,400 sq ft) / Basement area of 58.4 sq m (628 sq ft). Former bank premises, centrally located in a high footfall pedestrian area. Flexible Class E commercial use, would suit a variety of uses, e.g. retail, restaurant, financial services, STPP. Available immediately on new lease terms, rent upon application.

FOR SALE (INVESTMENT):



Sun Buildings, 35-37 Princes Street, Ipswich

Total Area: 406.8 sq m (4,378 sq ft). Over five floors, with basement. Situated in a prominent position within the office district of Ipswich town centre. Held on a 10-year lease to Attwells Solicitors LLP, from 1st April 2024. Commencing rent of £30,500 per annum exclusive. FRI lease. Investment for sale £500,000.

FOR SALE (INVESTMENT):



26-28 Queen Street, Ipswich

Approx. 145.23 sq m (1,563 sq ft). Prominent town centre location. Has consent for restaurant/hot food takeaway use, would suit a variety of uses, S.T.P.P. The unit is held on a lease to Subway Realty Limited, expiring in November 2024, at a rental of £23,000 per annum exclusive. For sale freehold o.i.r.o. £250,000 plus VAT.

FOR SALE:



St Clare House, Princes Street, Ipswich

Freehold sale redevelopment opportunity for 111 apartments / offices. Total Floor Area approx. 7,606 sq m (81,874 sq ft). Site Area: 0.43 acres (0.174 hectares). 11-storey office block. Floors 6 / 8 / 9 refurbished as offices / Floor 10 part-completed. Current rental income of £3,000 per annum. Attractive central Ipswich location, with panoramic views. New Reception area. On-site car parking. O.i.r.o. £7 million.

NEW PENN AFFILIATE PARTNER



Penn is delighted to welcome new Affiliate partner, Becketts, to its popular B2B supplier networking club.

Becketts was established in 1988 and is recognised as one of the largest regional providers of financial advice to individuals and corporate clients.

The company has offices in Ipswich, Norwich and Bury St Edmunds, and currently manages assets in excess of £1.2 billion on behalf of its clients.

Becketts is a certified B Corporation (B Corp), which means that its business

meets the highest standards of social and environmental performance, transparency and accountability.

It holds the accreditation of Chartered Financial Planners, the most prestigious award in the profession. A recent client survey revealed an average score of 9.6 out of 10.

Becketts is ranked as being one of the Top 100 Financial Firms in the UK by FT Adviser, and Citywire's New Model Adviser, as well as receiving a number of awards for its employee engagement, client satisfaction and innovation within financial services.

Welcome aboard and we hope that you enjoy our upcoming Penn Affiliates events and new connections!

To find out more about Becketts, visit <https://beckettinvest.com/>



We recommend using our business affiliate partners, who offer a variety of services to our clients...

- Ascender Creative
- Beckett Financial Services
- Ellisons Solicitors
- Eric Dines Carpets & Flooring
- Fusion Sign Systems
- Guymer King
- Heronbuild
- Office IS Solutions
- Planning Direct
- Wincer Kievenaar
- WM Brokers



It was a great turnout for Ipswich Suffolk Business Club's Lunch with The Rt Hon. the Lord Deben at Milsoms Kesgrave Hall on 12th April, where we learnt more about climate change and its impacts from the former Environment Secretary, who was also the original founder of the Environment Agency.