



MARKETING AND DISPOSAL OF WOODLANDS INDUSTRIAL UNITS, ABERDEEN

PROJECT SUMMARY

Commercial Property Acquisition and Property Disposals (Letting and Sale) for Clowes Developments in Aberdeen.

TEAM

Aberdeen Commercial Agency

CLIENT

Clowes Development

LOCATION

Units 1-8 Woodlands Road, Aberdeen, AB21 0GX

DATES

June 2023 - October 2024

SUMMARY

Our Aberdeen Commercial Agency Team were instructed to identify commercial property opportunities for the client where they can add value through refurbishment or redevelopment. Thereafter G+S were appointed to market, jointly (with another agent), the eight commercial units for lease or sale.



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.

APPROACH

The first part of the project was identifying that the dilapidated units could offer the market something different and would be financially feasible.

The scheme had two clear USP's. The first was each unit came with its own dedicated yard space, something that is not common with units of this size in Aberdeen but often sought after. The second was the opportunity for occupiers to lease or purchase the units. There are few units of this size that occupiers can purchase as often landlords will retain the ownership of an estate and sell as a whole.

The key to the success of this scheme was making sure the USP's were marketed clearly alongside the other highlights such as all units having an EPC A rating.

As well as open marketing, we utilised our database of lease events and requirements to specifically target occupiers whom we believed would find these units of interest.

ADDED VALUE

Identified the opportunity and successfully marketed the property to local / national market with all eight units being disposed of within 6 months of practical completion.



“Graham and Sibbald Partner Chris Ion added: “The Woodlands Road project is a great success story of refurbishing and giving new life to outdated stock, which otherwise would have been ripe for demolition.”

Chris Ion, Partner, Aberdeen Commercial Agency

Key contact:



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