



COUNTY OAK RETAIL PARK
CRAWLEY

▲ METROBOX[®]

INVESTMENT HIGHLIGHTS

- An opportunity to acquire one of the strongest retail parks in the UK.
- County Oak is the only significant retail park in Crawley and dominates the region.
- The nearest competing parks are 40 - 55 minutes' drivetime giving County Oak an exceptionally large and dedicated catchment.
- The tenants at County Oak trade very strongly. Units rarely become available and when they do they are readily re-let at premium rental levels.
- 155,553 sq ft retail park with mezzanines of 87,858 sq ft.
- Open Class E (a) planning permission with 26,985 sq ft of floating consent for the sale of food.
- Very well let to Next, Boots, TK Maxx, Hobbycraft, Wren, Furniture Village, B&M, Currys, Halfords and Costa. Three tenants have been in occupation since the scheme was built.
- Very well secured with 94% of the income is payable by tenants whom Dun & Bradstreet rate as having either a 'Minimum' or 'Lower than Average' Risk of business failure. The WAULT is 4.9 years to expiry (4.2 years to expiry/break).

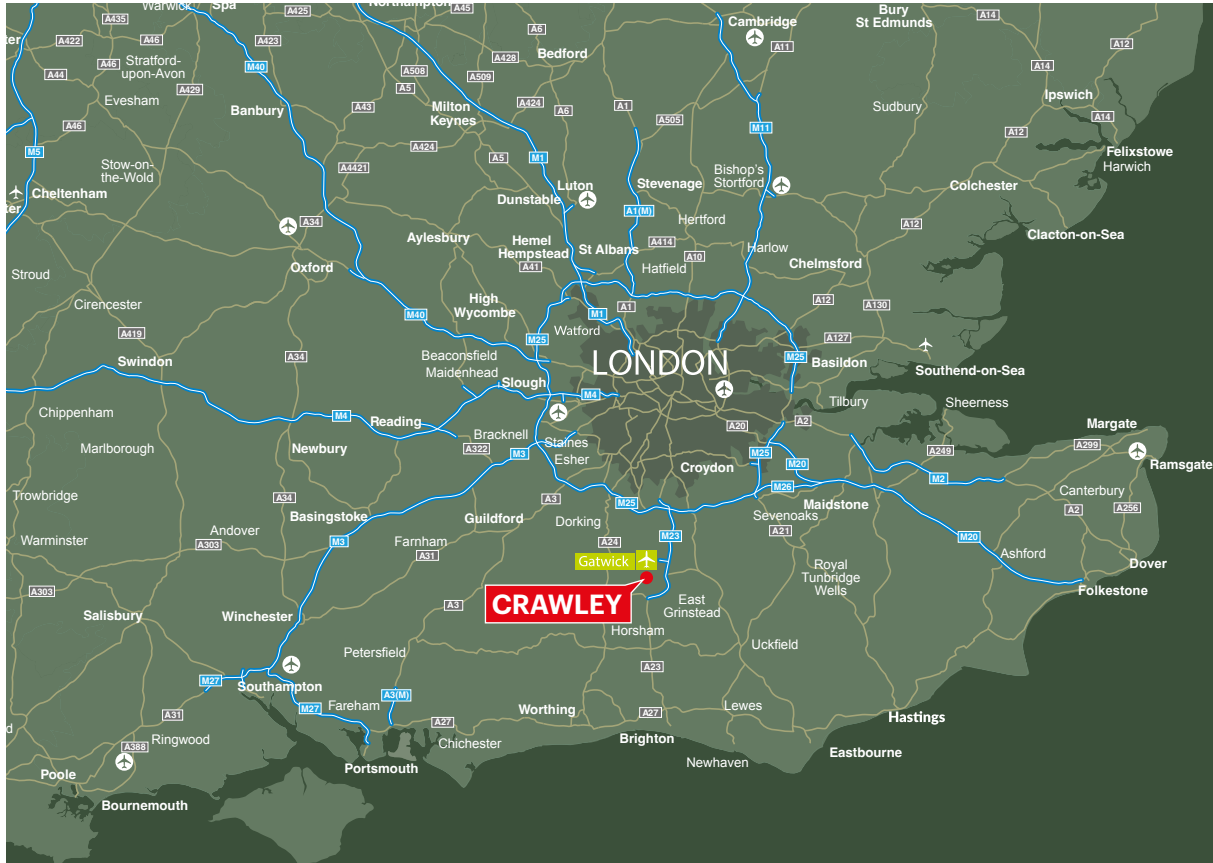
PROPOSAL

Offers in excess of **£83.14 million**. A purchase at this level would show an initial yield of **5.75%**, rising to **6.0%**, assuming an asset purchase with 6.8% purchaser's costs.

Alternatively, as the property is held within a Jersey domiciled SPV, a corporate purchase would give an initial yield of **6.03%**, rising to **6.29%**, assuming purchaser's costs of 1.8%.



‘Prime regionally dominant retail park with very limited competition.’



LOCATION

Crawley is located 20 miles south of central London and enjoys outstanding communications with the capital itself, the wealthy South East region and globally via London Gatwick Airport.

London Gatwick Airport is the UK's 2nd largest airport, Europe's 8th largest and is the most efficient single runway airport in the world. In 2023, 40.9 million passengers used London Gatwick and it handled 162,000 tons of cargo.

As a result, the airport generates £5.5bn of gross value added per annum to the UK economy and supports 76,000 jobs.

Crawley has a population of 118,500 people within the town itself, with a Consumer Base of 304,000 (PMA). Employment in the town is split between commuters, airport related industries, manufacturing and construction. Significant employers include Virgin, Nestlé, Thales, Easyjet Hub and London Gatwick Airport.

Manor Royal Business District is located just to the east of the subject property and is the largest mixed use business park in the South East. Comprising 540 acres and 9 million sq ft of commercial floorspace, Manor Royal employs over 30,000 people and adds £1.23 bn of gross value added per annum to the local economy.



Road – Crawley is located on the M23, just 9 miles south of the M25, London's orbital motorway. As such, it has excellent road communications both nationally and throughout the South East. In addition the town is just 72 miles/75 minutes' drive from the Channel Tunnel and 55 miles/60 minutes from the port city of Portsmouth.



Air – London Gatwick Airport is the UK's second largest airport and provides an extensive network of global connections.



Rail – Trains from Gatwick Airport Station serve both London Victoria and London Bridge Stations, with a fastest journey time of just 29 mins. Three Bridges also has direct services to these stations, with journey times from 39 minutes.

DEMOGRAPHICS

Crawley has a population of 118,500 (2021 Census), having grown by 11.2% since 2011. A total of 230,836 people live within a 20 minute drivetime of Crawley, with 583,150 living within 30 minutes.

As a result of its outstanding location Crawley is a prosperous town, with an over representation in all the main indicators of affluence. Indeed the population of Crawley is ranked as the highest earning in Sussex, with an average household income of £76,900 pa. Likewise the surrounding towns of Horsham, Haywards Heath and Burgess Hill also have high average incomes of £68,800 pa, £66,300 pa and £66,700 pa respectively (Sussex Life).



Population within
10 min – 81,413
20 mins – 230,836
30 mins – 583,150



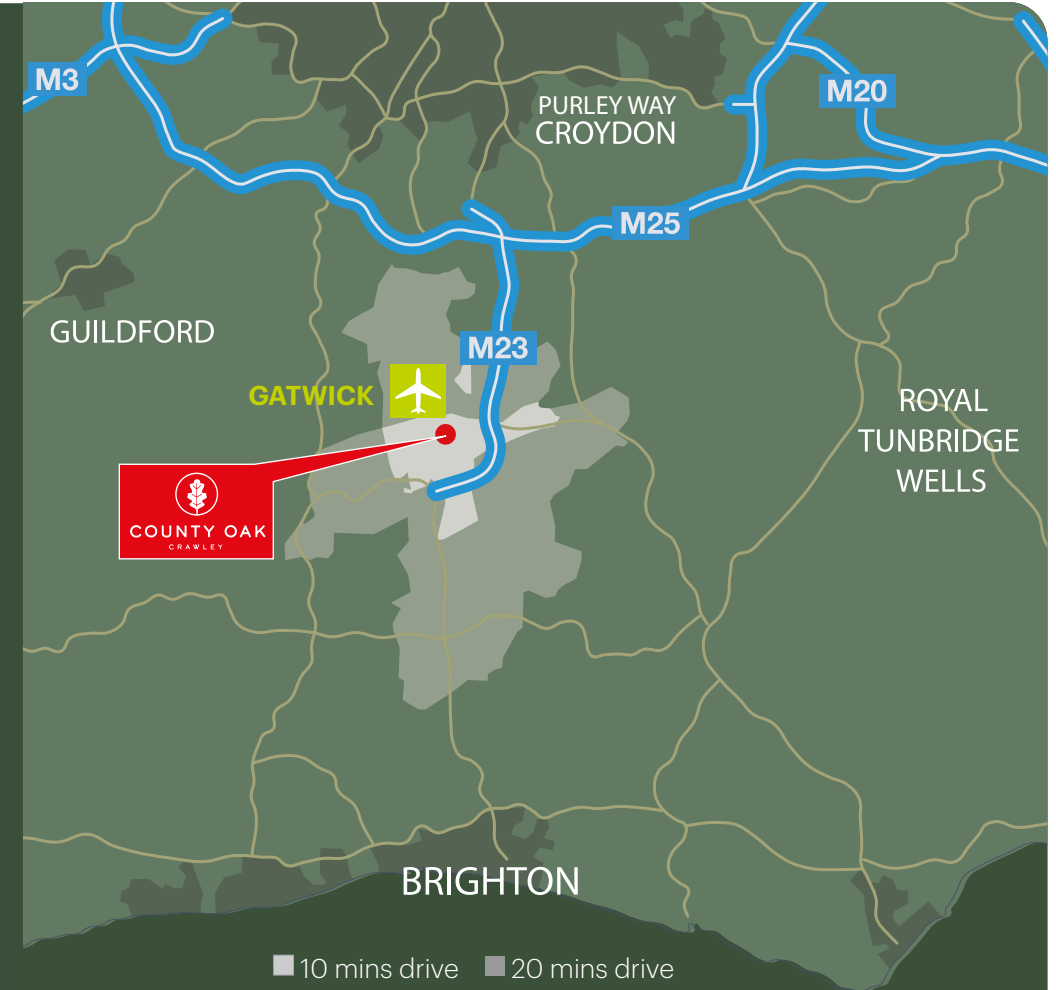
AB/C1 Social Grade
10 min – 54.5%
20 min – 58.1%
30 min – 62.3%
UK Base – 53.2%



Car Ownership
10 min – 80.0%
20 min – 84.3%
30 min – 84.7%
UK Base – 75.6%



Total Weekly Spending per Household (£)
10 min – £876
20 min – £922
30 min – £916
UK Base – £790



‘Very affluent catchment and above average retail spend.’

SITUATION

County Oak Retail Park is located immediately to the north of Crawley town centre, fronting the A23 London Road.

The A23 London Road links the town centre with London Gatwick Airport, the M23 and the large commercial area of Manor Royal.

Acorn Retail Park (Aldi, M&S, Smyths Toys) lies immediately to the north of County Oak, and the park is flanked by solus Wickes and Pets at Home units to the east.



DESCRIPTION

County Oak is a purpose built park of 9 retail units and a stand alone restaurant, forming an 'L' shaped terrace focused on the customer car park, this being the preferred arrangement for both retailers and their customers. All of the units have separate rear servicing.

The units total 155,553 sq ft on the ground floor, with a further 87,858 sq ft of mezzanines.

The units are of steel portal frame construction with feature entrance structures incorporating large areas for the tenants' signage. Unit 1a (Next) is located at the southern end of the terrace and has full height glazing.

There are a total of 466 customer car parking spaces, giving a parking ratio of 1:334 sq ft.

Hollis have undertaken both measured and building surveys of the property, which can be assigned to the purchaser. Copies of these reports are included in the data room.



SITE

The property comprises a site of some 8.19 acres.

Hollis have undertaken a Phase 1 Environmental Assessment of the site which concludes that the site is 'low risk'. A copy of this report is available in the data room and may be assigned to the purchaser.

The Environment Agency confirms that the property has a 'very low risk' of flooding (being less than a 0.1% chance of flooding in each year).

PARK PLAN



Potential to extend Unit 3d, which has implemented planning consent.

For identification purposes only. Not to scale.



TENURE

Freehold.

PLANNING

The property was originally granted Open A1 (non-food) planning permission, which now falls within Use Class E (a).

There are no restrictions upon the range of goods that may be sold from the units, with the exception that food may not be sold from more than 26,985 sq ft.

There are no restrictions upon either the subdivision or amalgamation of any units.

‘Open Class E (a) planning permission with 26,985 sq ft of floating consent for the sale of food.’

TENANCIES

The property is let as follows and has a WAULT of 4.9 years to expiry (4.2 years to break).

Unit	Tenant	Ground Floor Area (sq ft)	Mezzanine Area (sq ft)	Lease Start	Lease Expiry (Break)	Next Review (Type)	Passing Rent (pa)	Passing Rent (psf)	ERV (psf)	ERV (pa)	Comments
Unit 1a	Next Holdings Ltd	25,128	1st 22,738 2nd 15,189	18 Aug-16	17 Aug-31	18 Aug-26 (OMV)	£750,000	£29.85	£32.50	£816,660	-
Unit 1b	Boots UK Ltd	9,981	1,035	6 Jun-17	5 Jun-27	-	£355,000	£35.57	£37.50	£374,288	Rent review cap of 3.5% pac.
Unit 1c	TJX UK (t/a TK Maxx)	10,445	10,217	12 Jun-17	11 Jun-32 (11 Jun-27)	12 Jun-27 (OMV)	£380,489	£36.43	£37.50	£391,688	Rent review cap of 115% of passing rent. Service charge cap of £13,628.70 pa linked annually to RPI.
Unit 2a	Hobbycraft Group Ltd	10,393	6,764	17 Feb-23	16 Feb-33 (16 Feb-28)	17 Feb-28 (OMV)	£326,860	£31.45	£37.50	£389,738	-
Unit 2b	Furniture Village Ltd	16,128	10,863	17 Nov-20	16 Nov-30	17 Nov-25 (OMV)	£485,250	£30.09	£35.00	£564,480	-
Unit 2c	Wren Kitchens Ltd	9,271	7,225	16 Sep-22	15 Sep-32	16 Sep-27 (OMV)	£333,756	£36.00	£38.00	£352,298	12 months' rent free, taken as 24 months' half rent.
Unit 3a	B&M Retail Ltd	23,388	-	7 Sep-15	6 Sep-25	-	£472,500	£20.20	£27.50	£643,170	Service charge cap of £30,938 pa, rising with RPI annually.
Unit 3b & 3c	Currys Group Ltd	32,535	5,958	5 Oct-12	4 Oct-27	-	£1,350,133	£41.50	£32.50	£1,057,388	Regear discussions ongoing. Currys could downsize and the unit lends itself well to subdivision.
Unit 3d	Currys Group Ltd	3,430	-	-	-	-	£112,453	£32.79	£45.00	£154,350	Tenancy at Will. Planning permission exists to extend the unit to 5,500 sq ft.
Unit 4b	Halfords Ltd	13,302	7,869	29 Sep-23	28 Sep-28	-	£451,180	£33.92	£36.00	£478,872	-
Kiosk Unit 5	Costa Ltd	1,552	-	13 Jun-23	12 Jun-28	-	£63,750	£41.08	£47.50	£73,720	-
Digital Advertising	Booh Media PLC (t/a Elonex)	-	-	28 Apr-23	27-Oct-30	-	£13,564	-	-	£13,564	£13,564 pa Base Rent with top ups (67% of the net advertising revenue exceeding the Base Rent). Target rent £66,430 pa. Landlord and tenant break clauses.
Commercialisation	Access Point	-	-	16 Dec-21	15 Dec-24	-	£10,675	-	-	£10,675	12 month rolling lease with mutual break options.
Total		155,553	87,858				£5,105,610	£32.58	£33.91	£5,320,891	







INCOME SECURITY

County Oak Retail Park is very well let to an attractive range of retailers, all of whom are household names. Indeed 94% of the income is payable by tenants whom Dun & Bradstreet rate as having either a 'Minimum' or 'Lower than Average' Risk of business failure. The WAULT is 4.9 years to lease expiry and 4.2 years to expiry/break.

Tenant	% of Income	D&B Score	Risk of Business Failure	Year Ending	Sales Turnover (£000s)	Pre-tax Profit (£000s)	Tangible Net Worth (£000s)
Next Holdings Ltd	15%	5A 2	Lower than Average Risk	27/01/2024	180,700	43,367	869,753
Boots UK Ltd	7%	5A 2	Lower than Average Risk	31/08/2023	7,053,000	60,000	688,000
TJX UK (TK Maxx)	7%	5A 2	Lower than Average Risk	28/01/2023	3,887,200	172,400	679,000
Hobbycraft Group Ltd	6%	N 3	Higher than Average Risk	19/02/2023	211,098	(16,261)	(118,221)
Furniture Village Ltd	10%	4A 2	Lower than Average Risk	02/07/2023	358,781	8,274	25,284
Wren Kitchens Ltd	7%	5A 1	Minimum Risk	31/12/2022	1,065,290	112,248	261,336
B&M Retail Ltd	9%	5 A1	Minimum Risk	30/03/2024	4,417,000	475,000	614,000
Currys Group Limited	28%	5 A1	Minimum Risk	29/04/2023	4,693,400	26,900	718,400
Halfords Ltd	9%	5 A2	Lower than Average Risk	31/03/2023	932,300	54,100	440,200
Costa Ltd	1%	5 A1	Minimum Risk	31/12/2022	1,117,450	245,950	362,372



‘County Oak Retail Park is very well let to an attractive range of retailers with strong tenant credit.’



OUT OF TOWN RETAIL AROUND CRAWLEY

County Oak is the only large retail park in Crawley and dominates the region. The town and the surrounding areas are notably underserved by retail warehousing. As a result, County Oak is generally considered to be the premier retail park in the south east.

The only other retail warehousing within Crawley itself is Acorn Retail Park immediately to the north (42,088 sq ft let to Aldi, M&S and Smyths), and half a mile to the south a somewhat dated 78,513 sq ft scheme let to B&Q, (Carpentryright) and Matalan. Wickes and Pets at Home have solus units of 21,000 sq ft and 6,800 sq ft adjoining County Oak, and the Range have a unit of 43,000 sq ft to the south.

There is very little retail warehousing in the surrounding towns, giving County Oak a particularly large and dedicated catchment. The nearest competing parks are in Croydon to the north, Royal Tunbridge Wells to the east, Brighton to the south and Guildford to the west. All of these parks are some considerable distance as shown in the following table:

Location	Distance - Miles	Drivetime - Minutes
Brighton	24 miles	40 minutes
Purley Way, Croydon	20 miles	45 minutes
Royal Tunbridge Wells	22 miles	50 minutes
Guildford	29 miles	55 minutes

RENTAL VALUE

The most recent letting upon County Oak Retail Park was to Wren in September 2022 at a rent of £36.00 psf upon the 9,271 sq ft unit.

MetroBox have recently received an offer of £45.00 psf upon County Oak for a small unit within the terrace.

In view of the above, we believe that if vacant and to let, a 10,000 sq ft unit would achieve at least £38.00 psf today.

As such we consider County Oak Retail Park to be reversionary with an overall ERV of £5,320,891 pa as set out in the tenancy schedule overleaf. Further details upon the latest letting interest in the park are available upon request.

TENANT DEMAND

As a result of the lack of retail warehouse supply in both Crawley and the surrounding towns, coupled with an uninspiring town centre provision, there has always been very strong retailer demand for representation upon County Oak Retail Park.

The existing retailers trade strongly and we estimate that the total combined turnover of the tenants on the park is in excess of £100 million pa. As such tenants rarely leave the park and a number of the existing retailers have been in occupation of their units for around 35 years.

When units do become available, generally following corporate insolvency, they are readily re-let at premium rents.

There is currently strong retailer demand across the range of unit sizes, full details of which are available upon request.

OWNERSHIP

The freehold property is held within a Jersey Domiciled SPV Company, the whole share capital of which is available to purchase.

VAT

The property has been elected for VAT purposes and it is expected that the sale will be treated as a Transfer of a Going Concern (TOGC).



EPC'S

All of the units have EPC ratings of A – B.

Copies of the EPC certificates are available upon request.

Unit	Tenant	EPC Rating
Unit 1a	Next	B
Unit 1b	Boots	B
Unit 1c	TK Maxx	B
Unit 2a	Hobbycraft	B
Unit 2b	Furniture Village	B
Unit 2c	Wren	A
Unit 3a	B&M	B
Unit 3b, 3c & 3d	Currys	B
Unit 4b	Halfords	B
Kiosk Unit 5	Costa	A

SERVICE CHARGE

County Oak Retail Park has a very low service charge, which is fully recoverable. For the year to 31/03/2024, the service charge equated to just £1.06 psf. The budget for the year to 31/03/2025 is just £1.07 psf.



PURCHASE PRICE

£83.14M

5.75% Net Initial Yield

Our client is seeking offers in excess of **£83.14 million**. A purchase at this level would show an initial yield of **5.75%**, rising to **6.0%**, assuming an asset purchase with 6.8% purchaser’s costs.

Alternatively, as the property is held within a Jersey domiciled SPV, a corporate purchase would give an initial yield of **6.03%**, rising to **6.29%**, assuming purchaser’s costs of 1.8%.

FURTHER INFORMATION

Nick Staunton

nick@stauntonwhiteman.co.uk
020 7287 2228
07961 300 257

Hamish Whiteman

hamish@stauntonwhiteman.co.uk
020 7287 2228
07867 501 430

Dominic Walton

Dominic.walton@knightfrank.com
020 7861 1591
07818 041 670

Freddie MacColl

Freddie.maccoll@knightfrank.com
0203 967 7133
07834 755 033



Staunton Whiteman LLP
9/10 Savile Row
London W1S 3PF

stauntonwhiteman.co.uk



Knight Frank LLP
55 Baker Street,
London, W1U 8AN

Knightfrank.co.uk

SOCIAL MEDIA



County Oak Retail Park
RH11 7XN

ANTI MONEY LAUNDERING REGULATIONS

In order to comply with anti-money laundering regulations, Staunton Whiteman LLP and Knight Frank LLP will require the identification of, and certain information upon, the successful bidder. In submitting an offer, bidders agree to provide such information when Heads of Terms have been agreed.

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