

INDUSTRIAL & LOGISTICS FOCUS Q1 2025



SHWPROPERTY



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SHW

**MAKING
PROPERTY
WORK**

SHW.CO.UK

WELCOME

Q1 FOCUS 2025

Welcome to the Q1 2025 edition of SHW's South East Industrial & Logistics Focus.

Following a big fall in take up in the first half of 2024 (56% down), the year came to a close looking largely better than expected at just 22% down on the previous year, demonstrative of decisions being made as the new government was confirmed and the Autumn Budget changes became clearer.

Rents have broadly remained level across the South East and there is an uptick in availability across most areas, providing more options for high quality space for occupiers looking to move and to grow.

ESG remains important for occupiers and investors alike. Green buildings with lower running costs remain attractive for occupiers, and developer appetite for sites for new build is still high, with speculative schemes going ahead to cater for the demand in new stock.

This report reviews recent activity and market trends, comparing this with past take-up and availability.

For more information and a view on what the year ahead will bring, please contact any member of the SHW team.



TIM HARDWICKE
Partner Head of Agency



UK ECONOMY AND THE INVESTMENT MARKET

- GDP in the UK economy has steadily and resiliently grown since the covid volatility of 2020/2021, despite the impact of covid, Brexit, inflation and higher interest rates.
- With UK domestic interest rates likely to be ‘higher for longer’ as the Bank of England seeks to combat inflation, the higher cost of money has reduced the margin between the amount of interest that borrowers must pay for debt and the rent that they hope to collect.
- Some buyers have been seeking higher yields to maintain margins – thus reduced sale prices. This is now somewhat ameliorated by some buyers being impatient to invest.
- Despite this, many buyers and sellers are seeking to trade for their own reasons, often driven by factors such as generational change, inheritance tax, project completion, fund life ending, redemptions, lender pressures crystallising profit, or wanting to trade before 5th April 2025.

INDUSTRIAL INVESTMENT YIELDS

Industrial Yields **4.5% - 10%**

Depending on:

- Location
- Letting
- Covenant
- ESG credentials
- Parking / site cover
- Specification

FUTURE

- Continued occupier and investor demand from trade counter, warehousing and other use types.
- New build occupier demand is high depending on the cost savings available and total occupational costs, and this is reflected in correlating investor demand for new buildings.
- The changing retail habits will continue to drive industrial demand.

BUYER TYPES

- HNW Individuals
- Family Property Companies
- Pension Funds
- Family Office/Trust
- Property Investment Companies
- SIPP and SSAS entities
- Property Developers

Resilience – Well let, low site cover, asbestos free, great location, good specification and ESG.

Re-Pricing – Short leases, high site cover, poor ESG unknown refurbishment costs.

DEALS DONE



Manford Industrial Estate, Erith sole agents
27 unit estate sold by SHW to institutional investor



Lottbridge Drive, Eastbourne
Grahams / St Gobain 40,000 sq ft investment with development potential acquired for private clients



PetsCorner, Handcross
Investment acquired by SHW for Mileway

MEET THE TEAM



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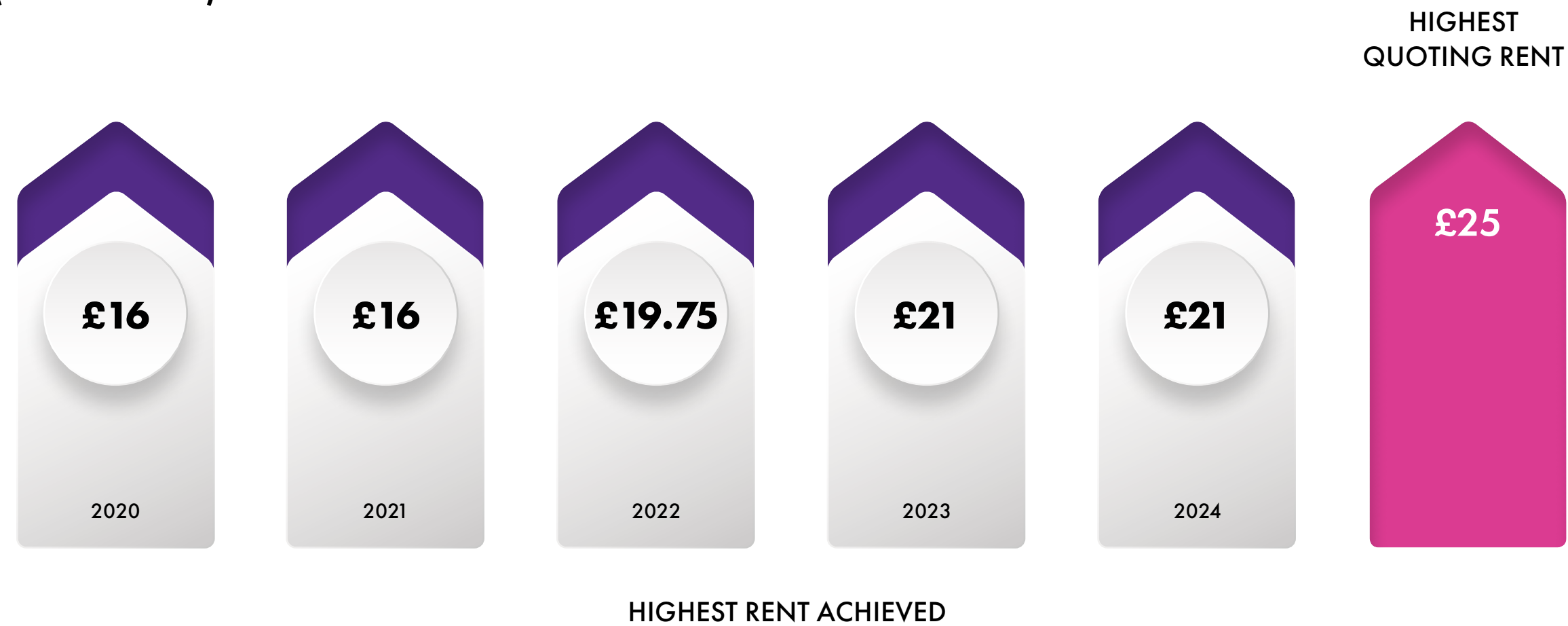


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RENTS
(£ PER SQ FT)





LOGGED DEMAND
(SQ FT)





MEET THE TEAM

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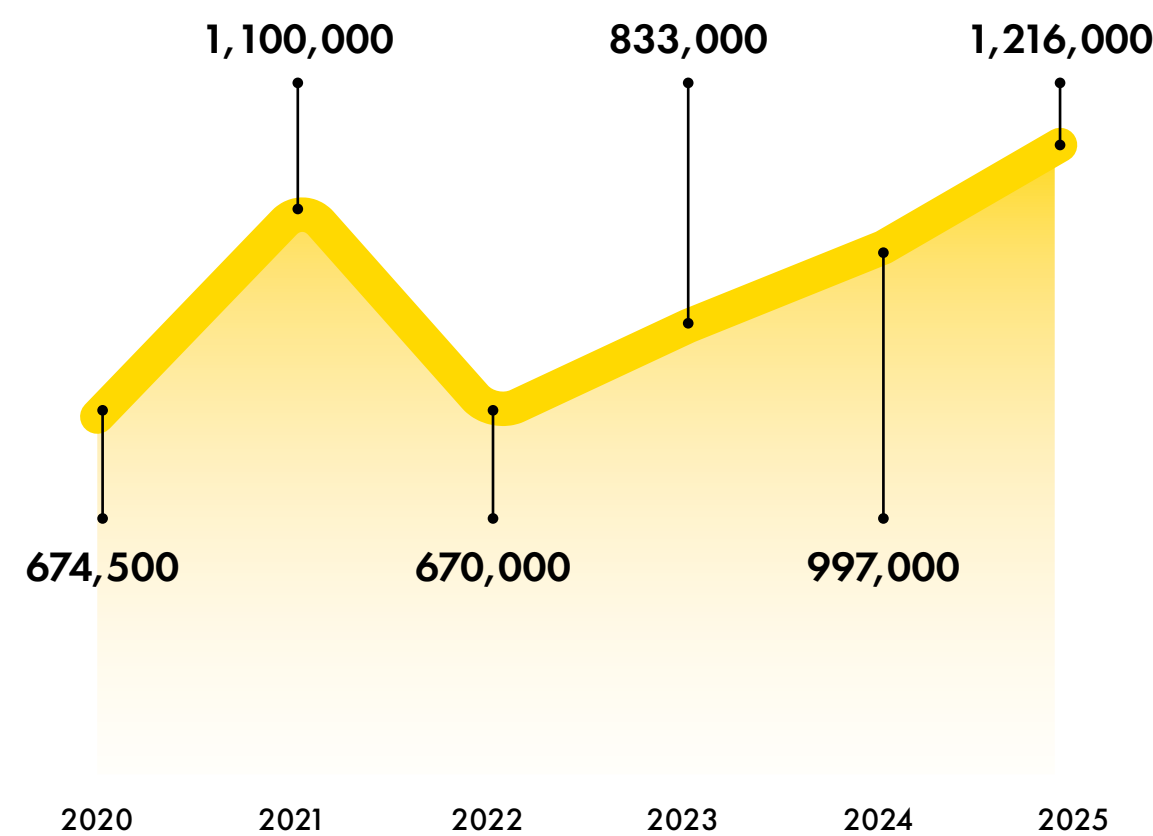
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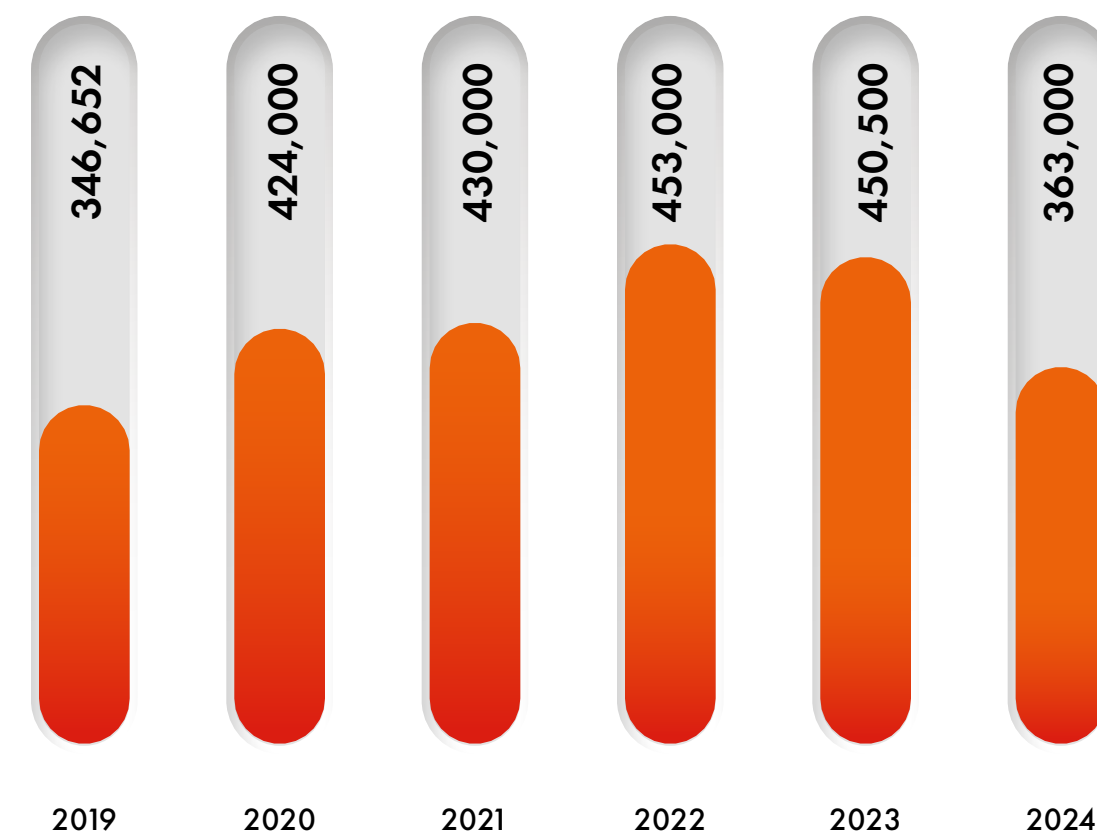
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AVAILABILITY
(SQ FT)



TAKE UP
(SQ FT PER YEAR)



NUMBER OF NEW ENQUIRIES
(PER QUARTER)



8.2% VACANCY

Statistics assume 5,000 sq ft and above

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CR1 & CR2 CROYDON

52,500 - 107,770 sq ft AVAILABLE NOW.

PHASE 2

PROLOGIS PARK BEDDINGTON

On site 15,000 – 46,000 sq ft.

RENTS
(£ PER SQ FT)



LOGGED DEMAND
(SQ FT)



MEET THE TEAM

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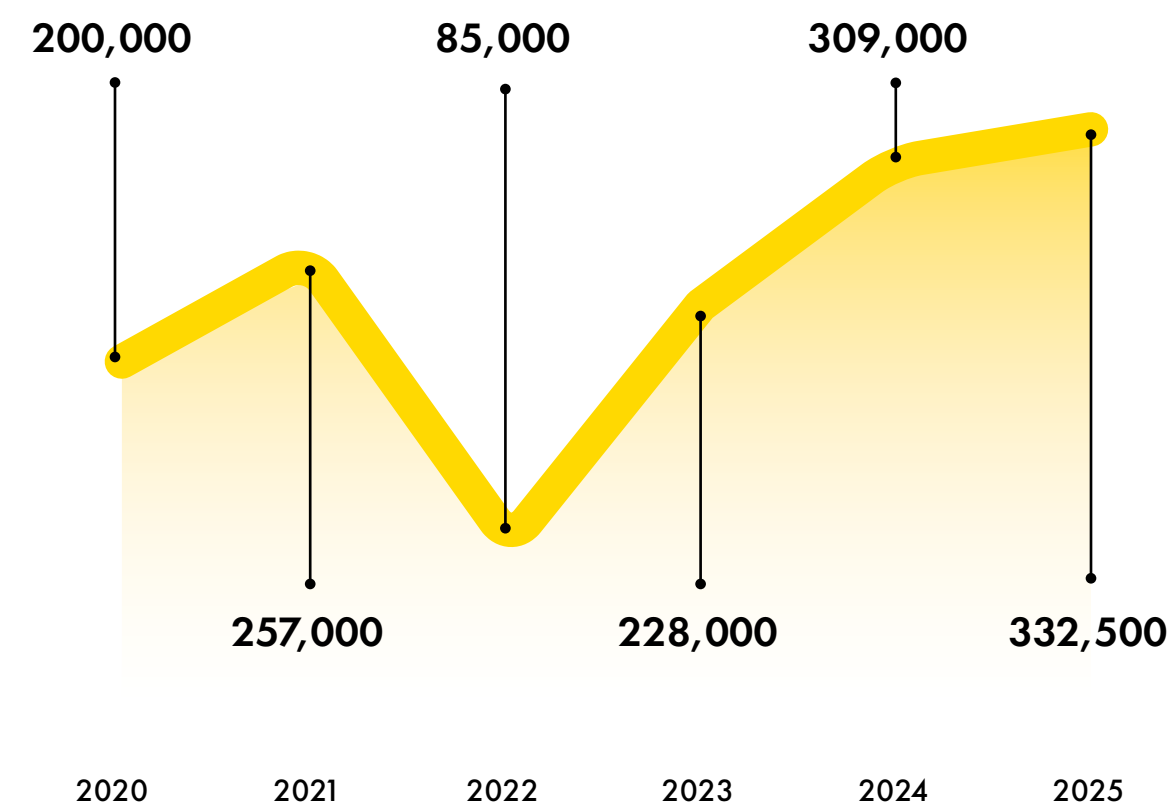
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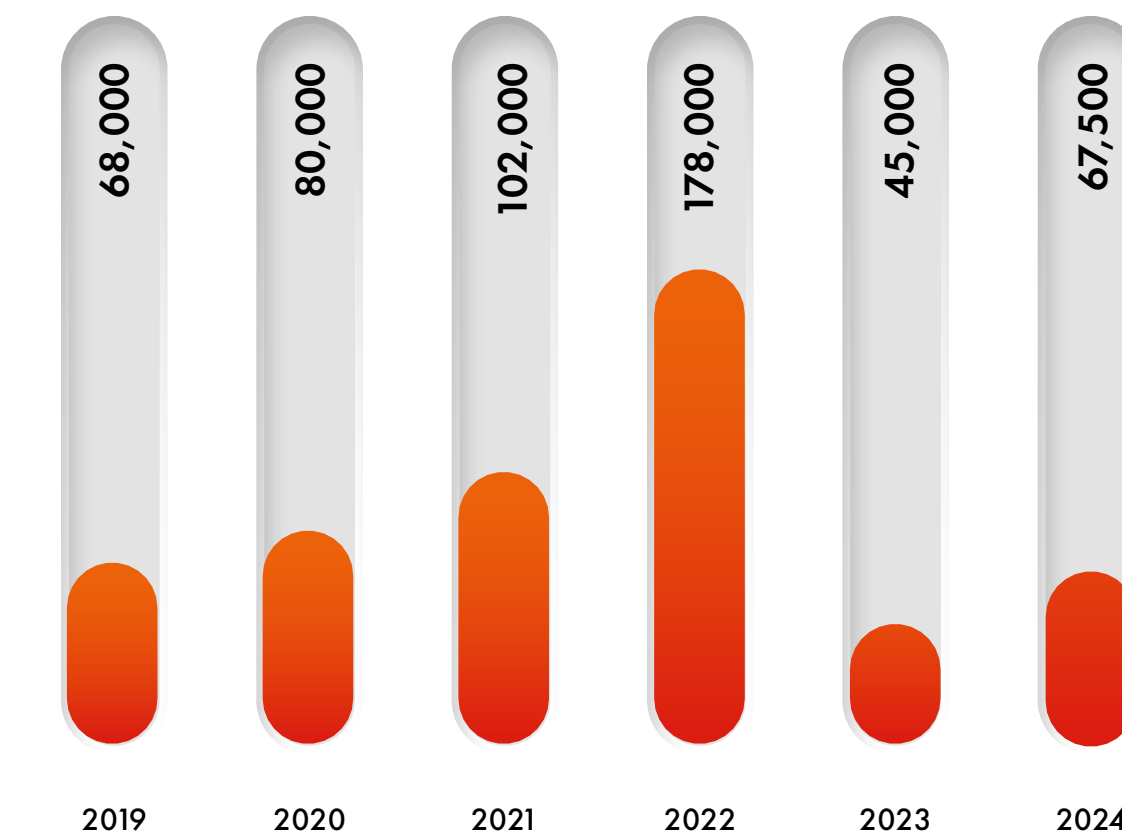
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AVAILABILITY
(SQ FT)



TAKE UP
(SQ FT PER YEAR)



NUMBER OF NEW ENQUIRIES
(PER QUARTER)



7.6% VACANCY

Statistics assume 5,000 sq ft and above

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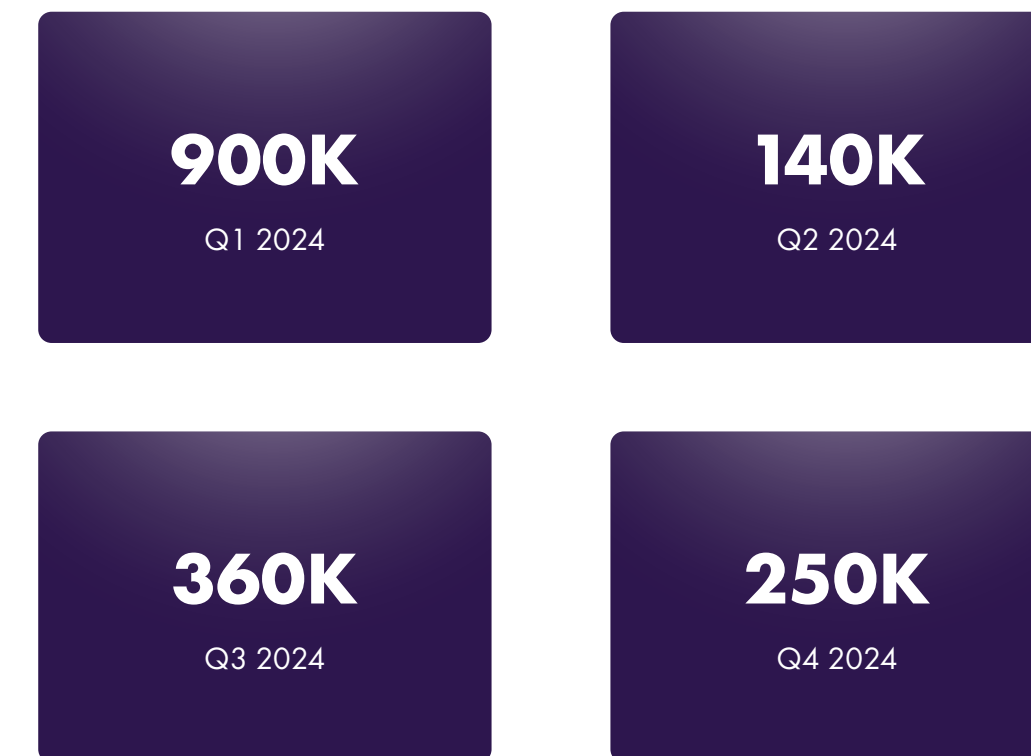
METROPLEX TOLWORTH

New High specification units. 3 UNDER OFFER.
From 6,707 - 18,000 sq ft.


RENTS
(£ PER SQ FT)





LOGGED DEMAND
(SQ FT)



MEET THE TEAM

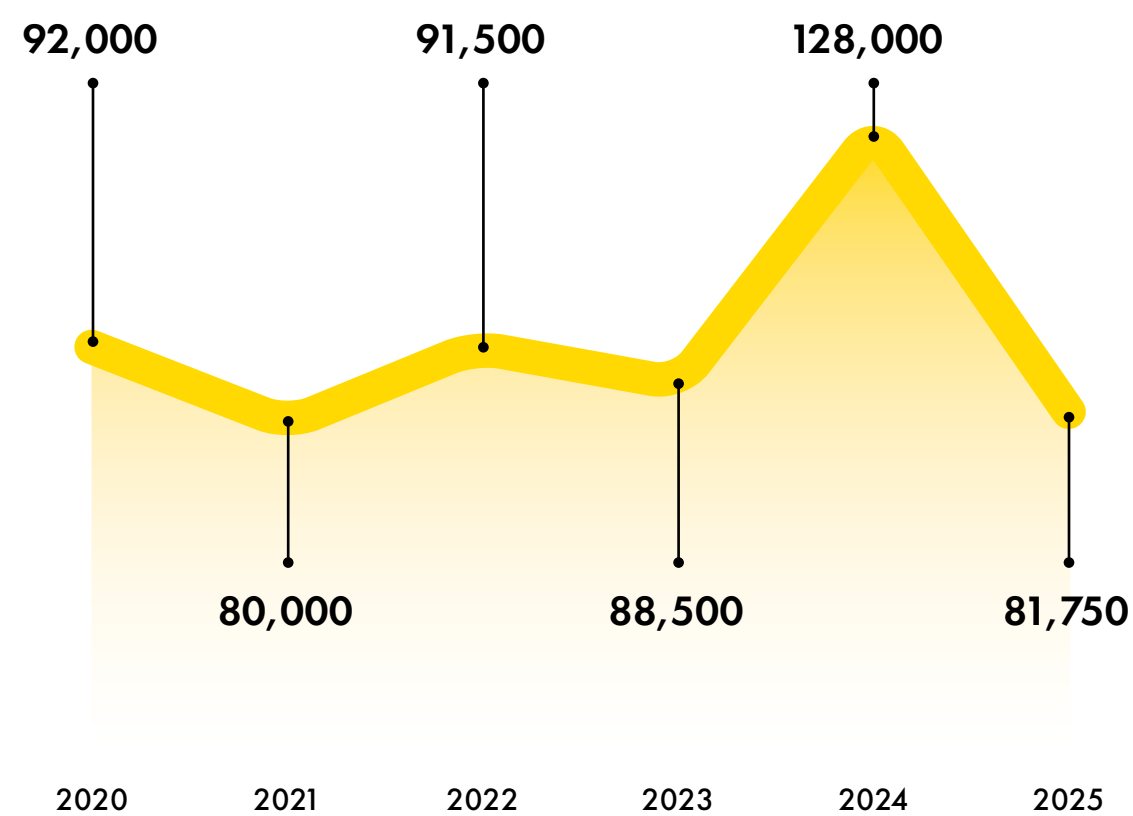
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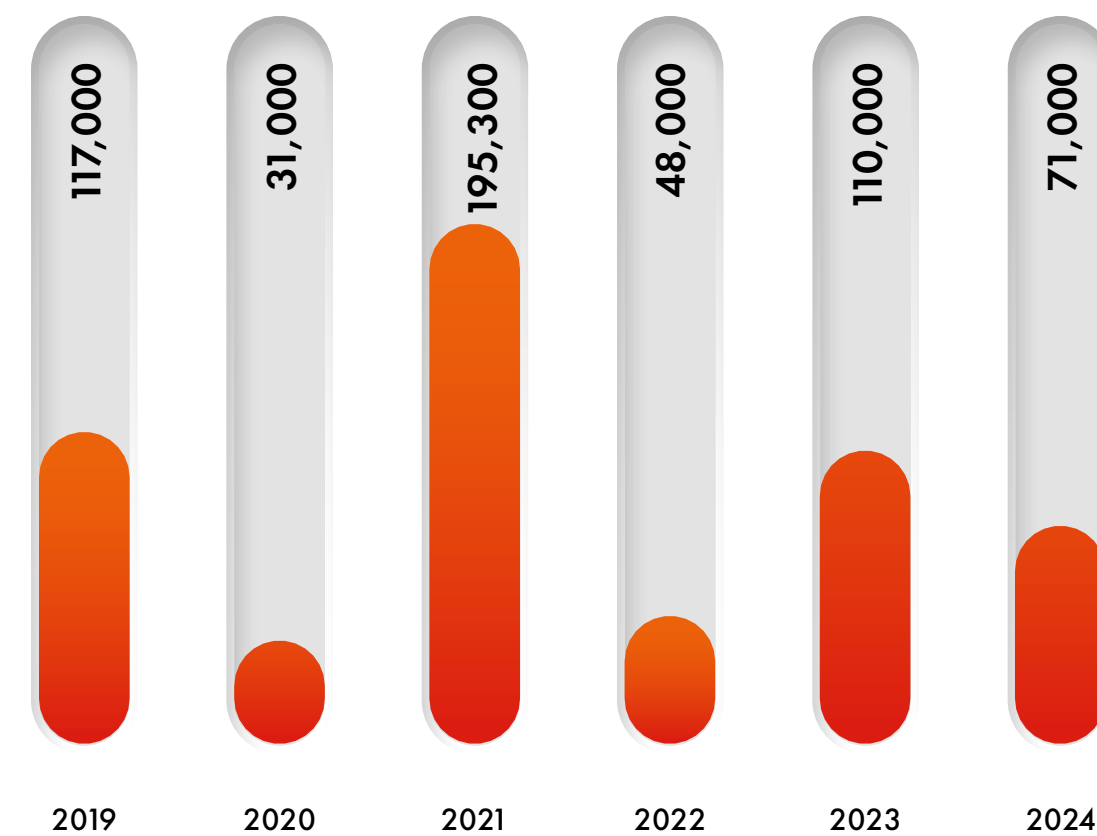
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AVAILABILITY
(SQ FT)



TAKE UP
(SQ FT PER YEAR)



NUMBER OF NEW ENQUIRIES
(PER QUARTER)



- 

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- 

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3% VACANCY

Statistics assume 5,000 sq ft and above

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SALTWHISTLE BUSINESS PARK

REDHILL

5 new units from 5,310 sq ft.

Unit 1. 7,269 sq ft - LET.

Unit 2. 6,250 sq ft - AVAILABLE.

Unit 3. 5,310 sq ft - AVAILABLE.

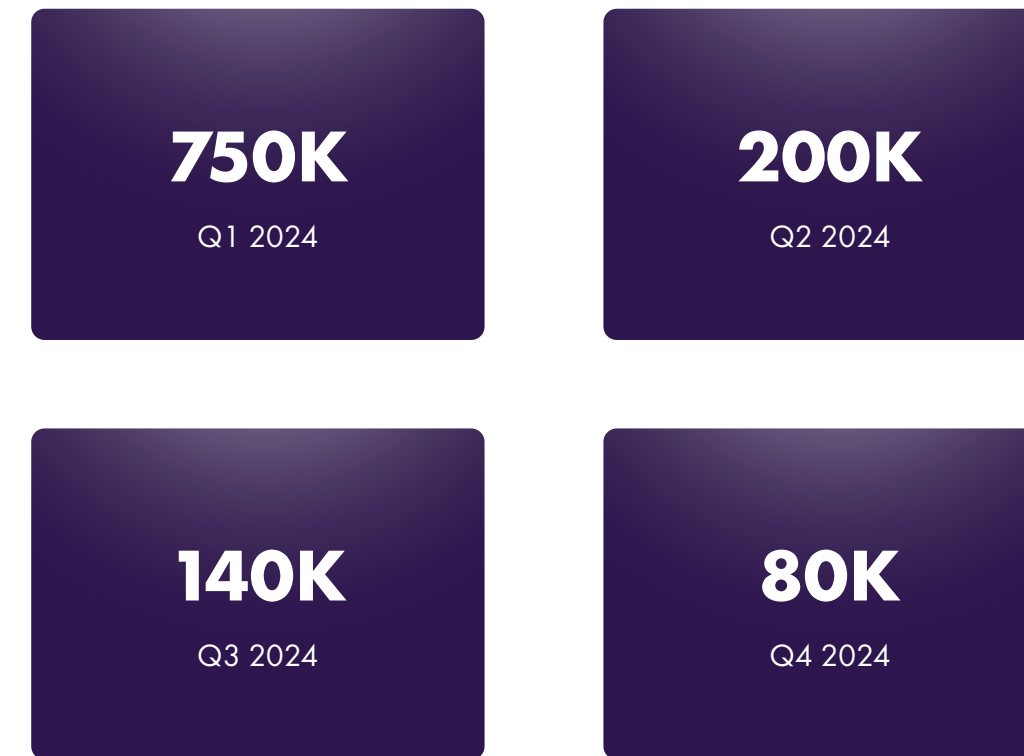
Unit 4. 5,904 sq ft - AVAILABLE.

Unit 5. 6,865 sq ft - LET.

RENTS
(£ PER SQ FT)



LOGGED DEMAND
(SQ FT)



MEET THE TEAM

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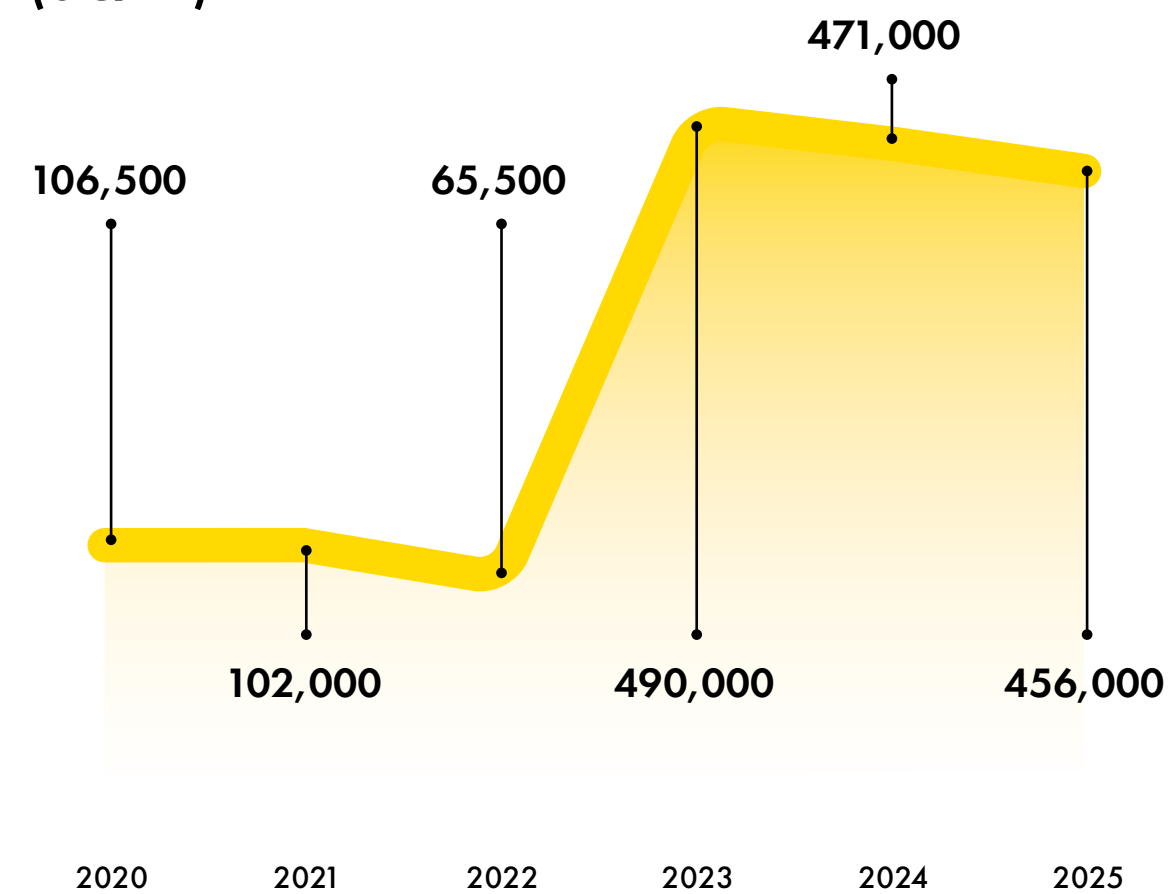
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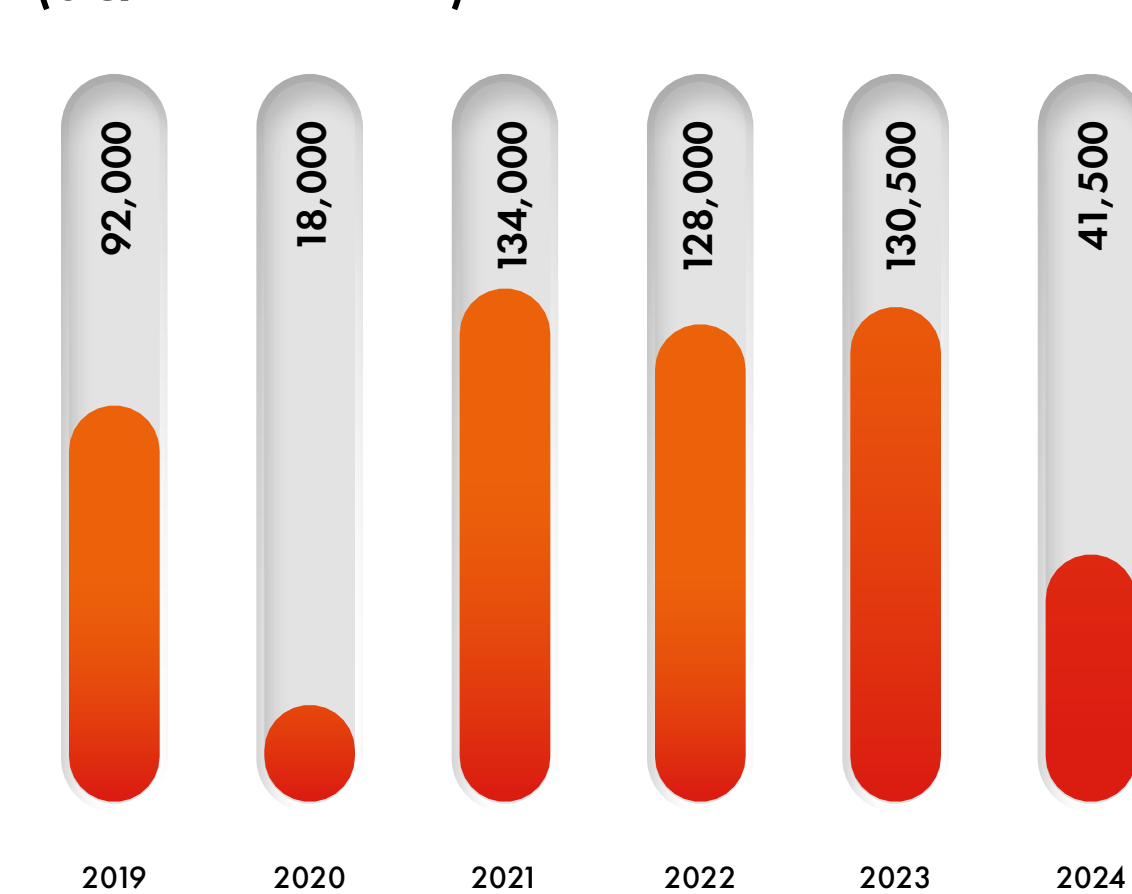
David Martin
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AVAILABILITY
(SQ FT)



TAKE UP
(SQ FT PER YEAR)



NUMBER OF NEW ENQUIRIES
(PER QUARTER)



15.5% VACANCY

Statistics assume 5,000 sq ft and above

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PANATTONI PARK BURGESS HILL

14 new units ready to occupy.

From 8,140 to 147,400 sq ft.

Total scheme totals 457,700 sq ft, 2 Units LET.


RENTS
(£ PER SQ FT)





LOGGED DEMAND
(SQ FT)




MEET THE TEAM

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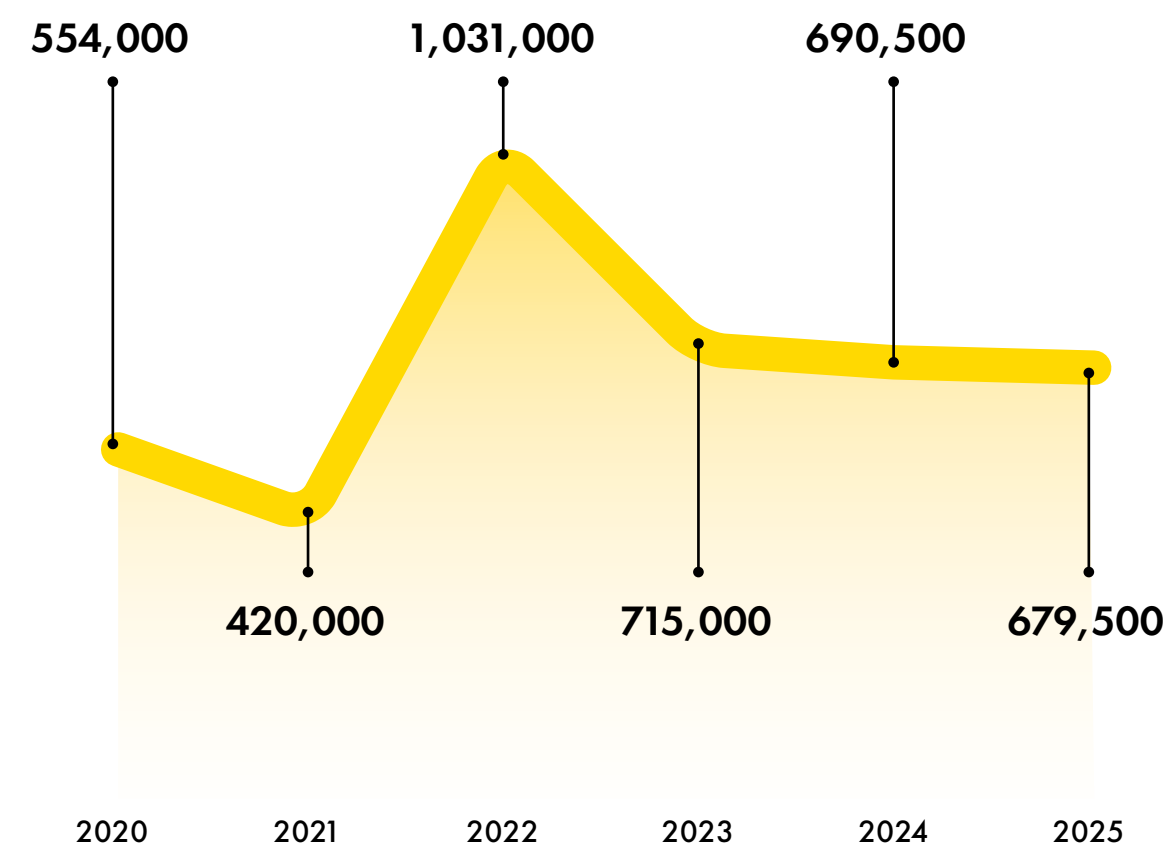
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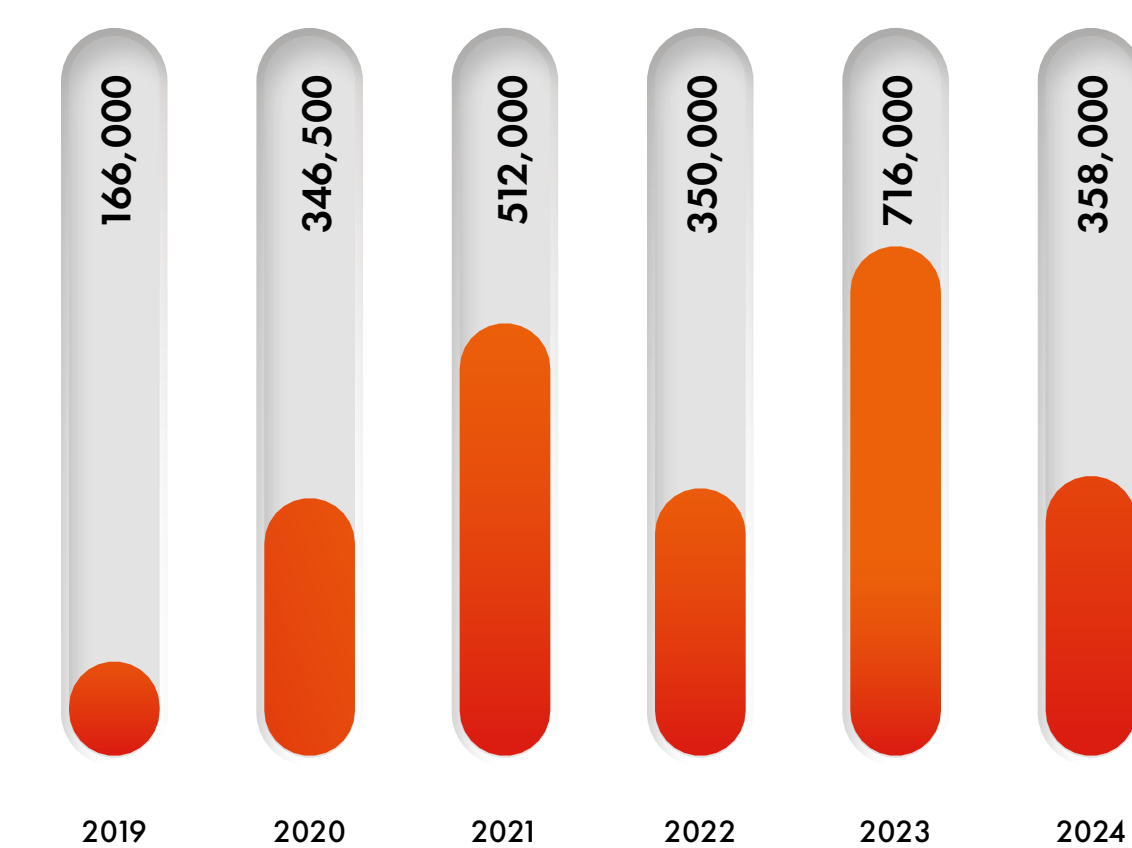
James Clement
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AVAILABILITY
(SQ FT)



TAKE UP
(SQ FT PER YEAR)



NUMBER OF NEW ENQUIRIES
(PER QUARTER)



5% VACANCY

Statistics assume 5,000 sq ft and above

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ARROW POINT CRAWLEY

Two very prominent self-contained units.
65,800 sq ft. LET.
18,800 sq ft. LET.

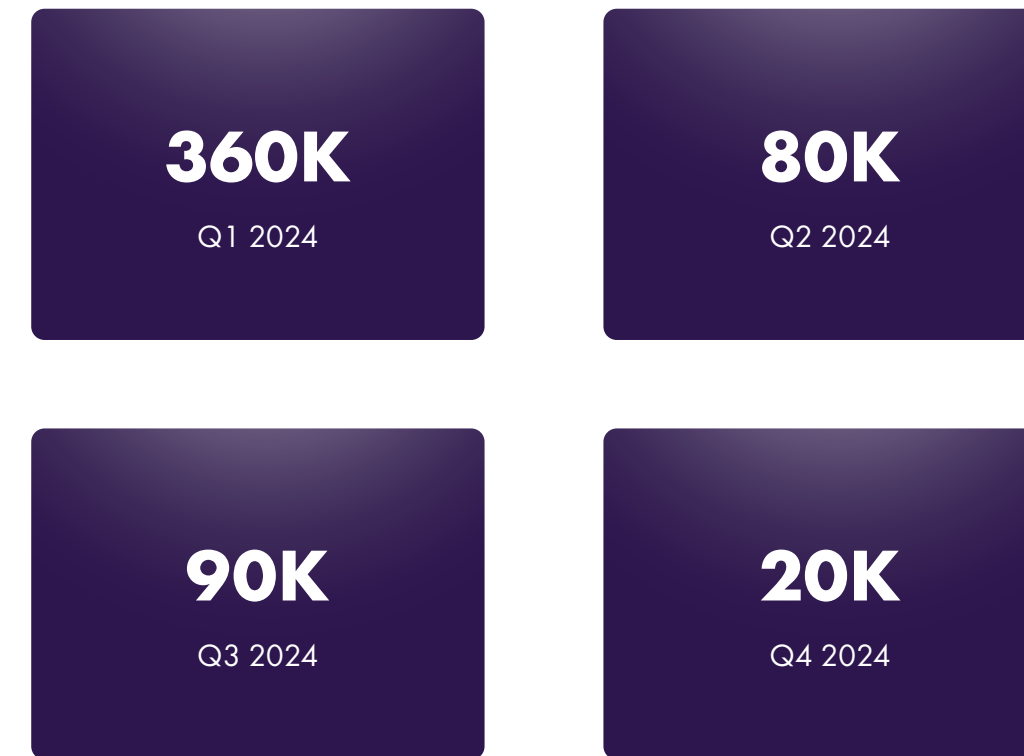
MIDPOINT 23 PEASE POTTAGE / CRAWLEY

7 Unit scheme totalling 76,000 sq ft.
5 Units LET.
1 Unit UNDER OFFER.
Only 1 Unit LEFT.


RENTS
(£ PER SQ FT)





LOGGED DEMAND
(SQ FT)




MEET THE TEAM

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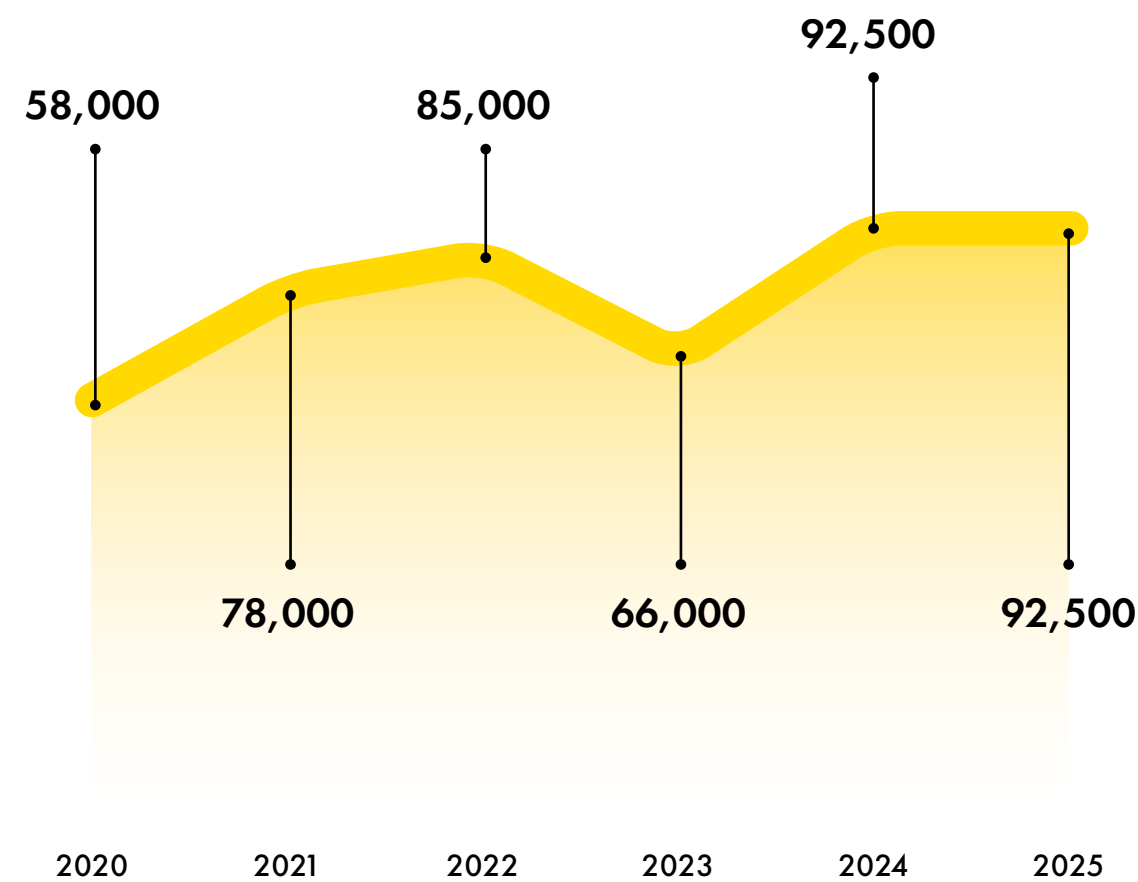
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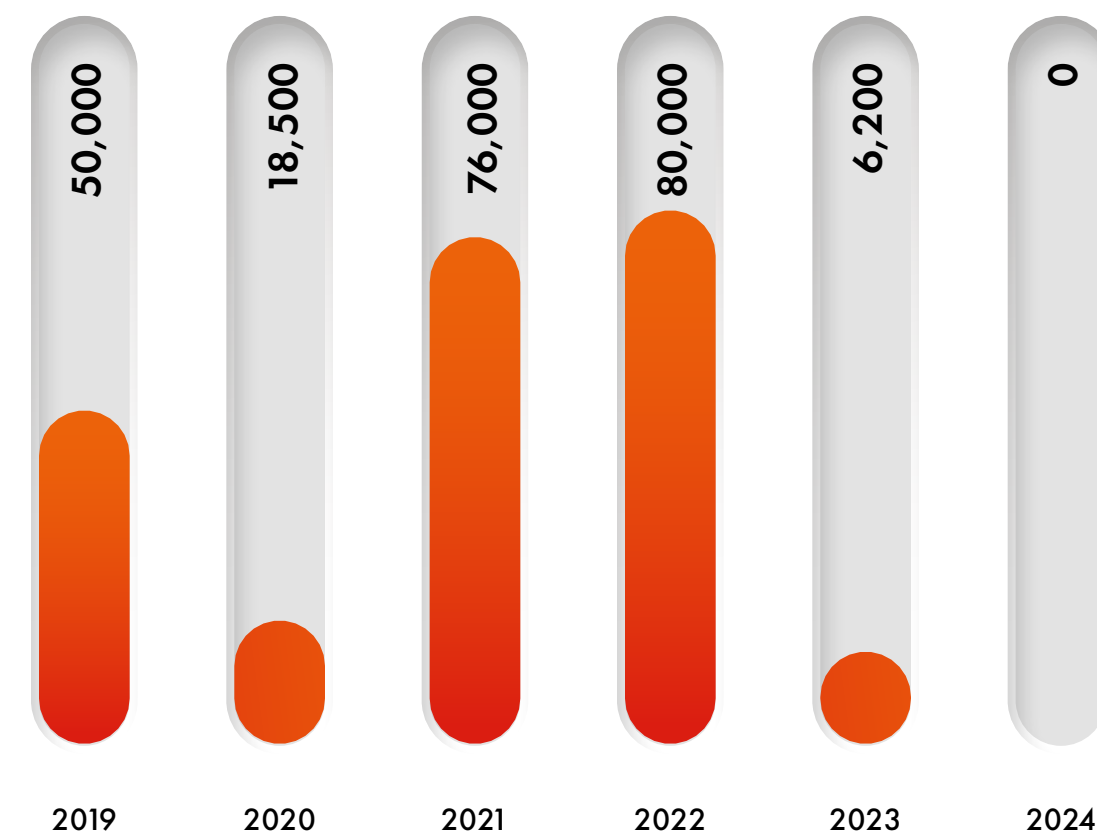
James Clement
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AVAILABILITY
(SQ FT)



TAKE UP
(SQ FT PER YEAR)



NUMBER OF NEW ENQUIRIES
(PER QUARTER)



2.8% VACANCY

Statistics assume 5,000 sq ft and above

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BILLINGSHURST ENTERPRISE PARK NR HORSHAM

New units from 3,000 to 45,000 sq ft site to be constructed FOR SALE / TO LET.



BILLINGSHURST TRADE PARK NR HORSHAM

Great trade selection with Howdens, Screwfix, Toolstation, Easy Bathrooms, Allsaved, NYT's, B&P, Guildford Tyre Co & LKQ Euro Car Parts.
LAST UNIT AVAILABLE.

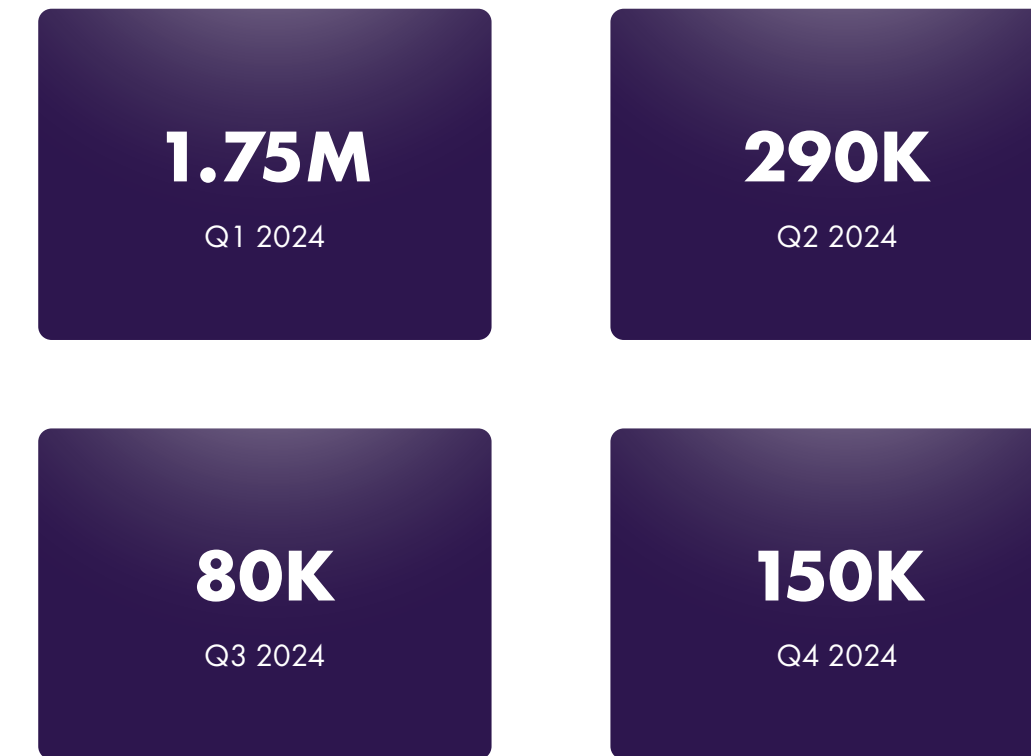
FOCAL POINT BILLINGHURST

9 Units from 1,905 to 16,382 sq ft.
AVAILABLE mid 2025.


RENTS
(£ PER SQ FT)





LOGGED DEMAND
(SQ FT)




MEET THE TEAM

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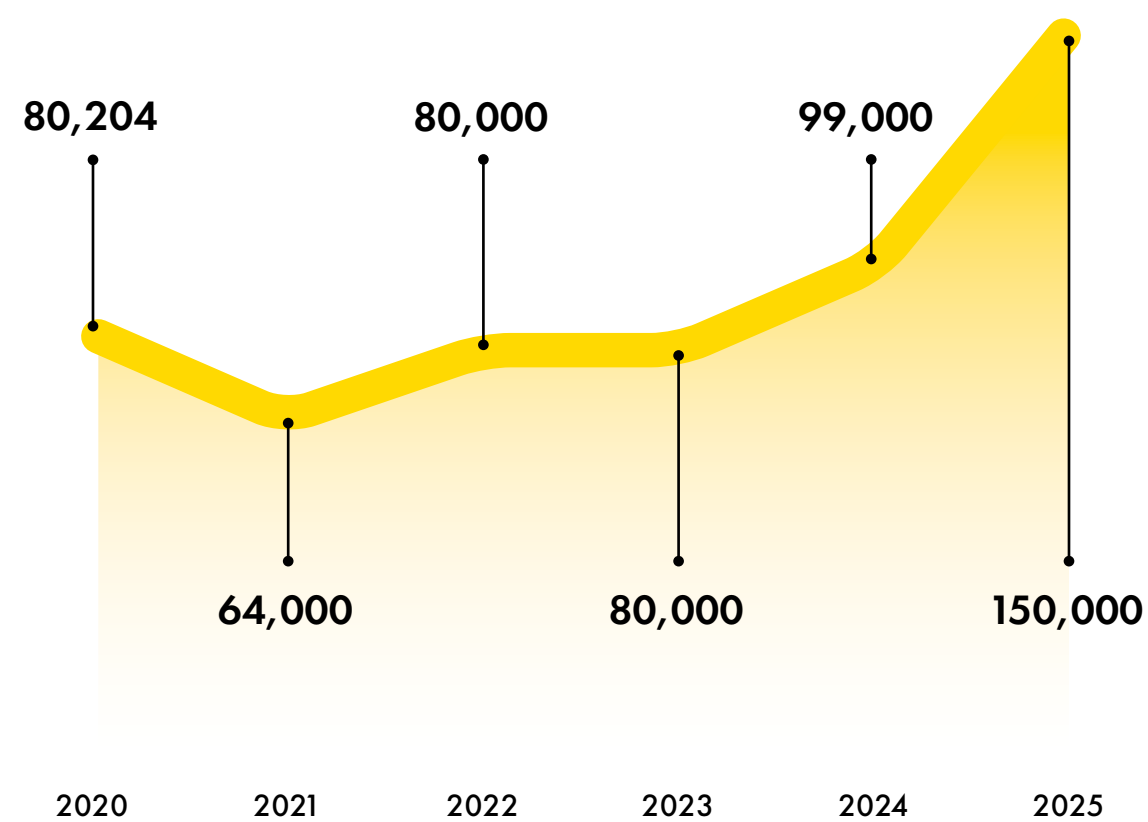
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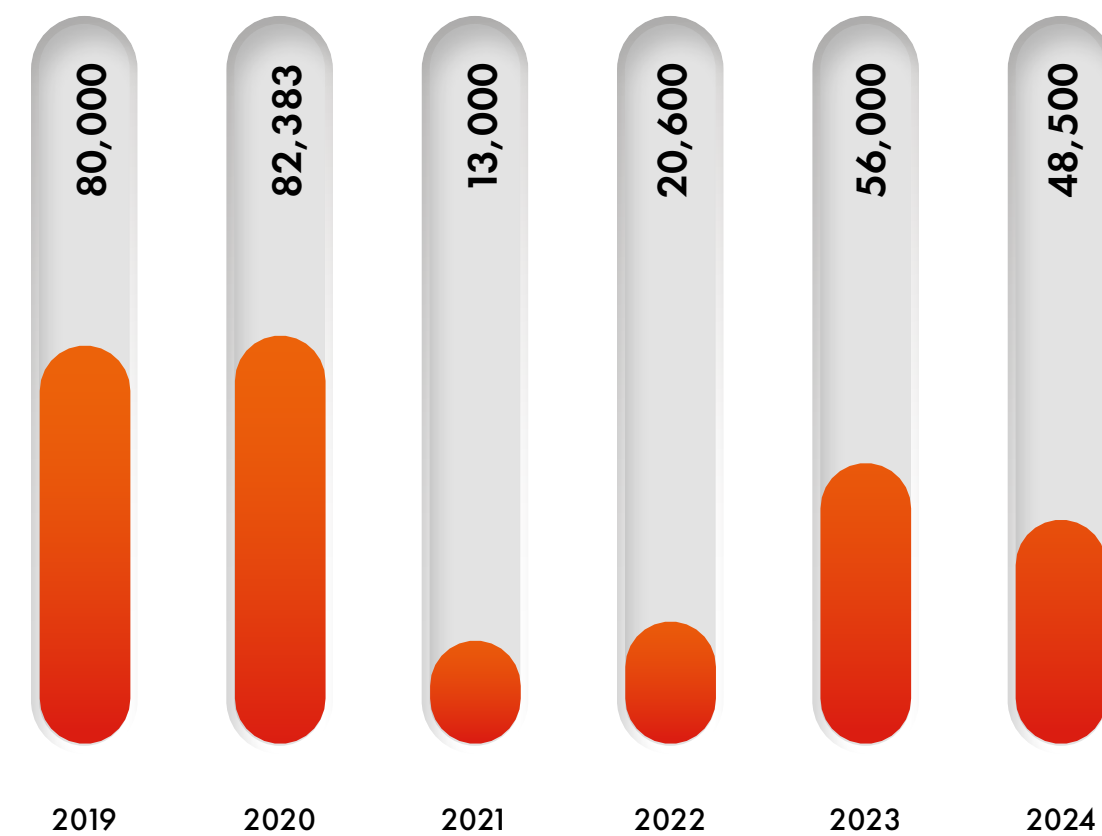
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AVAILABILITY
(SQ FT)



TAKE UP
(SQ FT PER YEAR)



NUMBER OF NEW ENQUIRIES
(PER QUARTER)



 **2.7% VACANCY**

Statistics assume 5,000 sq ft and above

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OLDLANDS, NEWLANDS ROAD BOGNOR REGIS

3.4 acre development site FOR SALE.

Sainsbury's
B&Q
pets
M&S

bm
MATALAN

Southampton/
Chichester >>

ALDI
HYUNDAI
GREGGS
Warburton's

LIDL

TKS

Shirney >

A259

A29

A29


RENTS
(£ PER SQ FT)





LOGGED DEMAND
(SQ FT)




MEET THE TEAM

- 

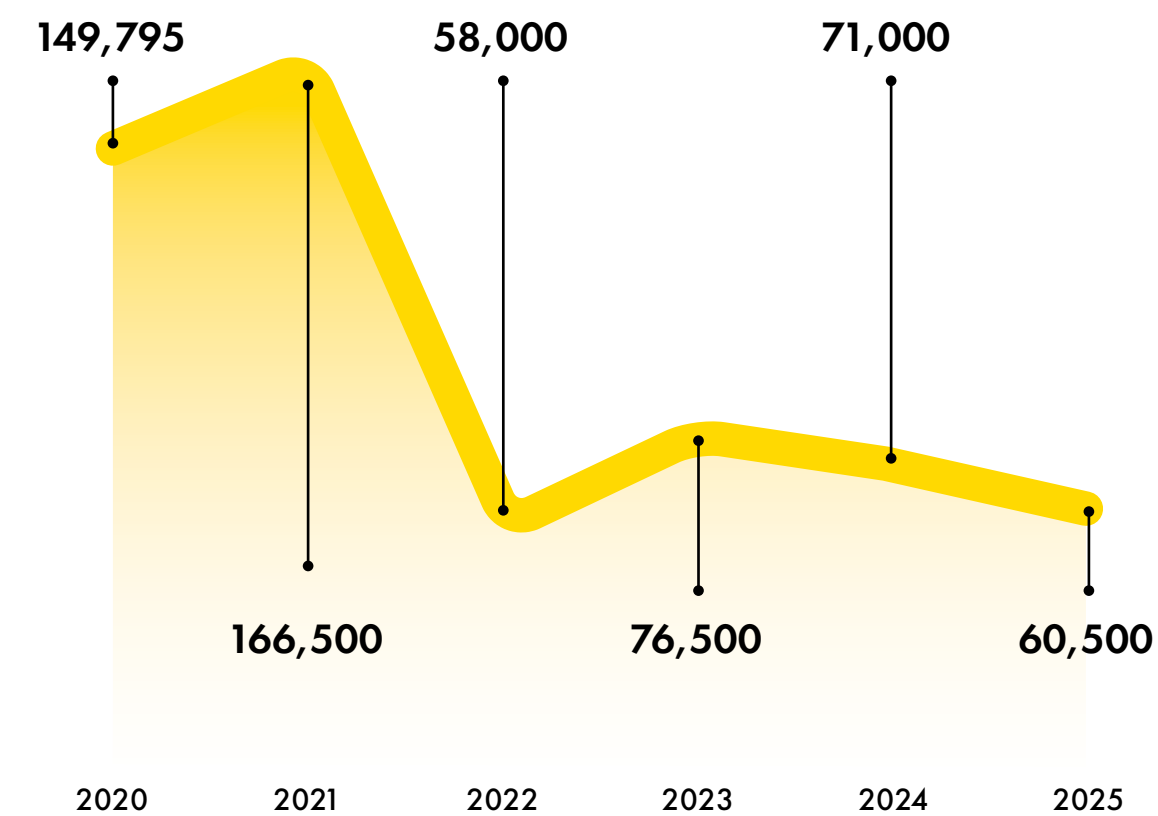
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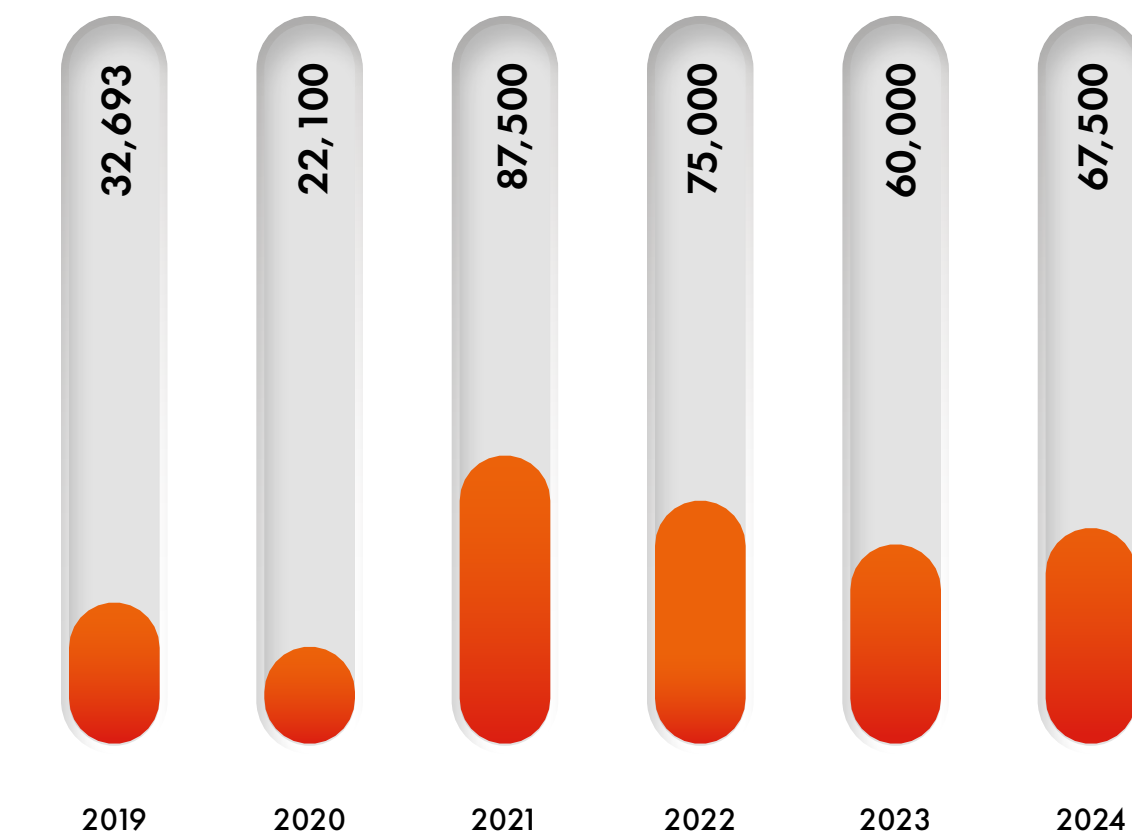
Jasmine Dean-Milward
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AVAILABILITY
(SQ FT)



TAKE UP
(SQ FT PER YEAR)



NUMBER OF NEW ENQUIRIES
(PER QUARTER)



2% VACANCY

Statistics assume 5,000 sq ft and above

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BRIGHTON TRADE PARK

BRIGHTON

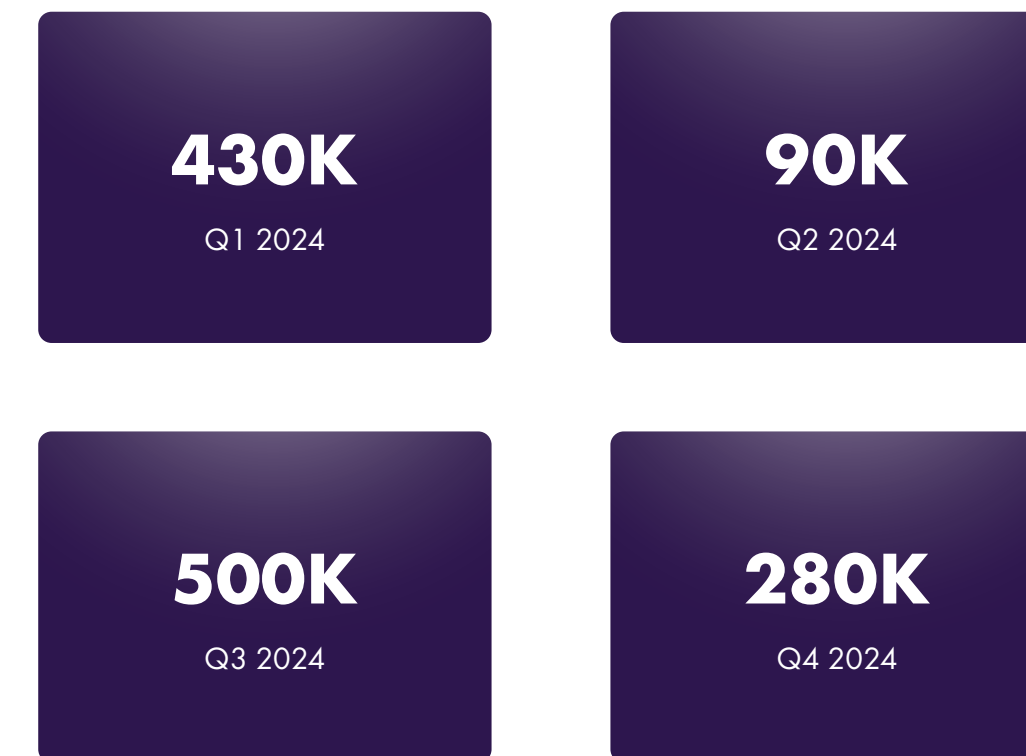
Unit 5b - 13,720 sq ft - LET.




RENTS
(£ PER SQ FT)





LOGGED DEMAND
(SQ FT)




MEET THE TEAM

- 

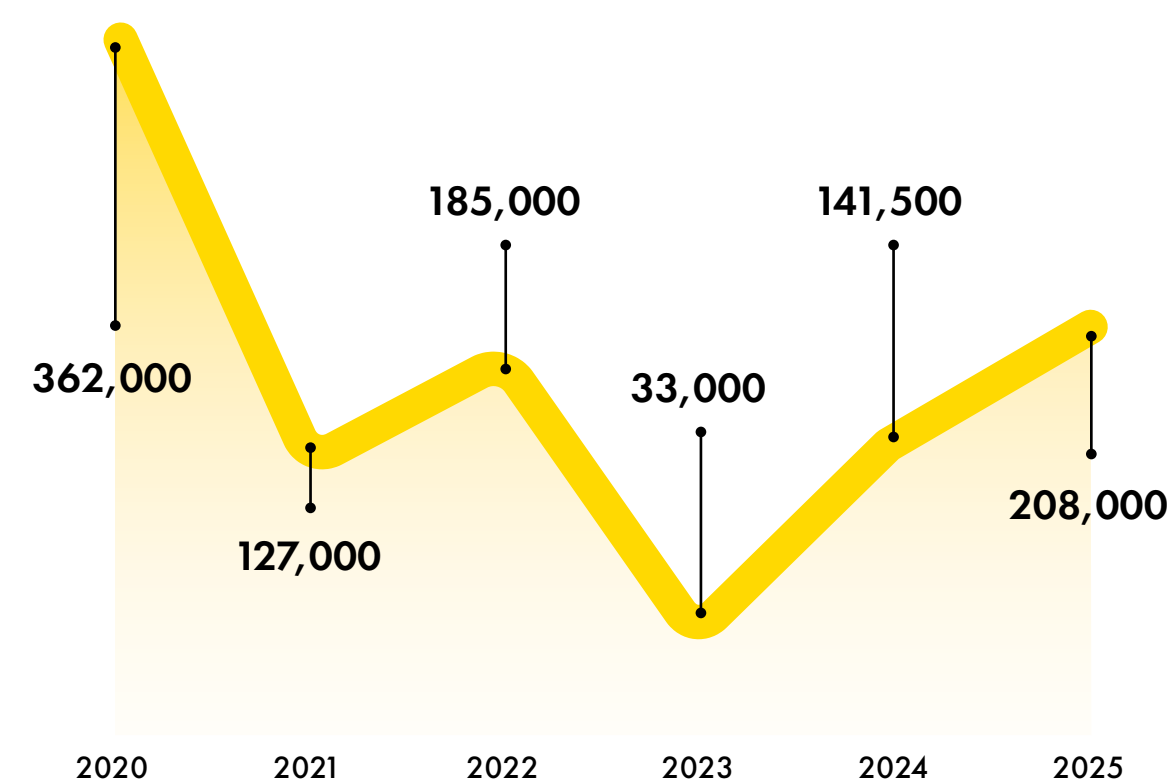
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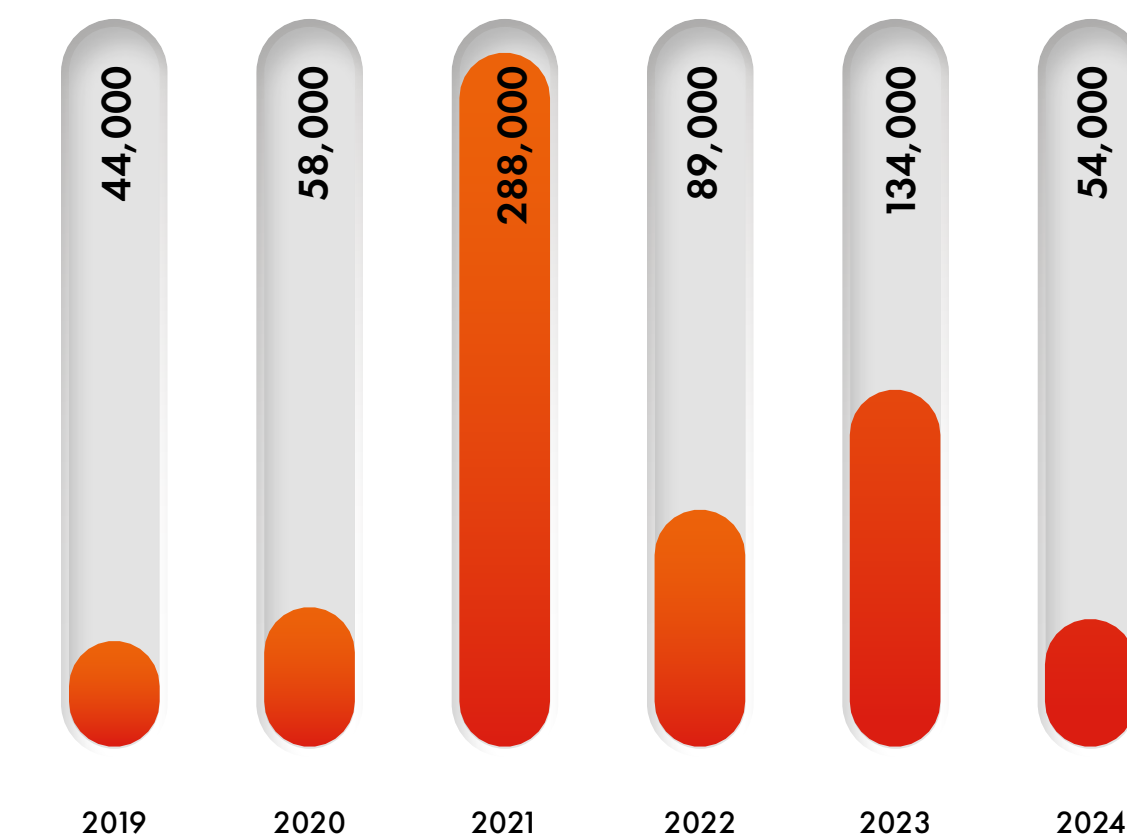
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AVAILABILITY
(SQ FT)



TAKE UP
(SQ FT PER YEAR)



NUMBER OF NEW ENQUIRIES
(PER QUARTER)



4.4% VACANCY

Statistics assume 5,000 sq ft and above

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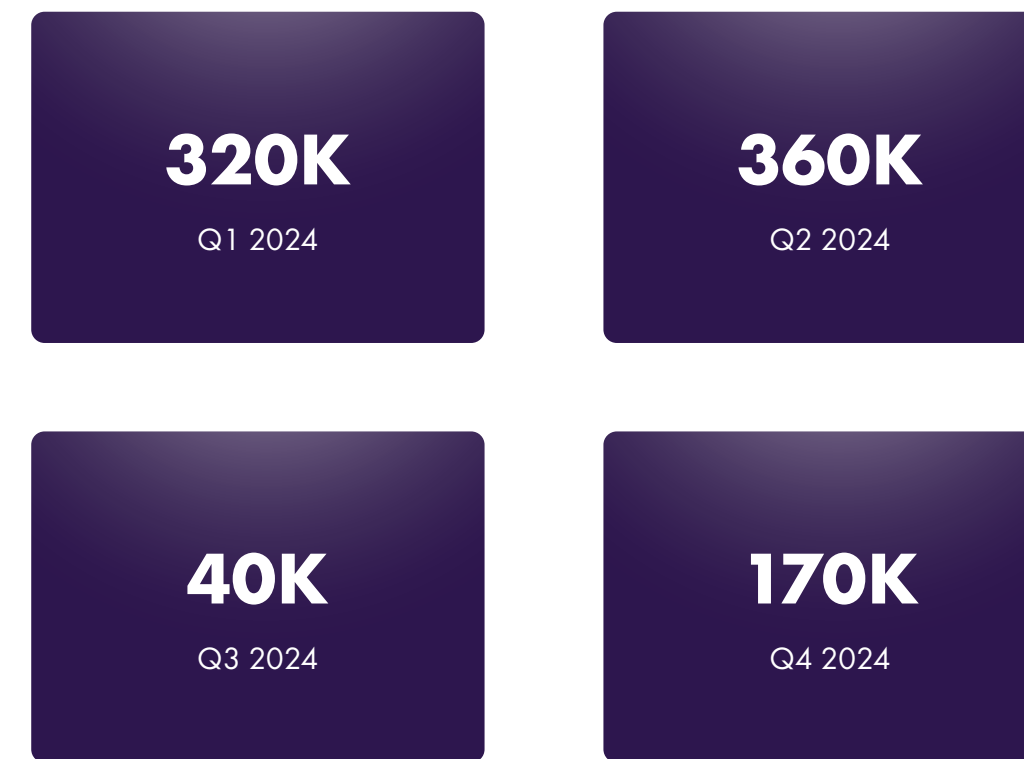
SWALLOW BUSINESS PARK HAILSHAM

New Units from 1,500 sq ft AVAILABLE.


RENTS
(£ PER SQ FT)





LOGGED DEMAND
(SQ FT)



MEET THE TEAM

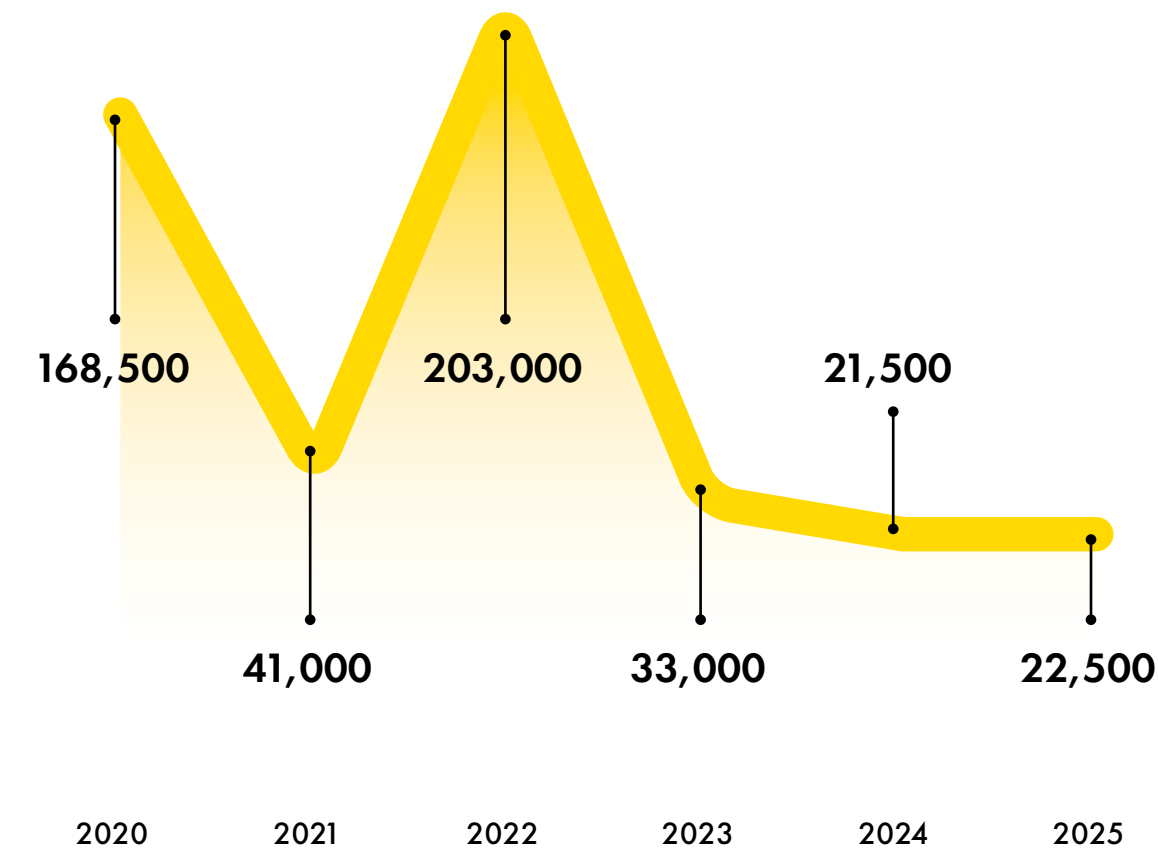
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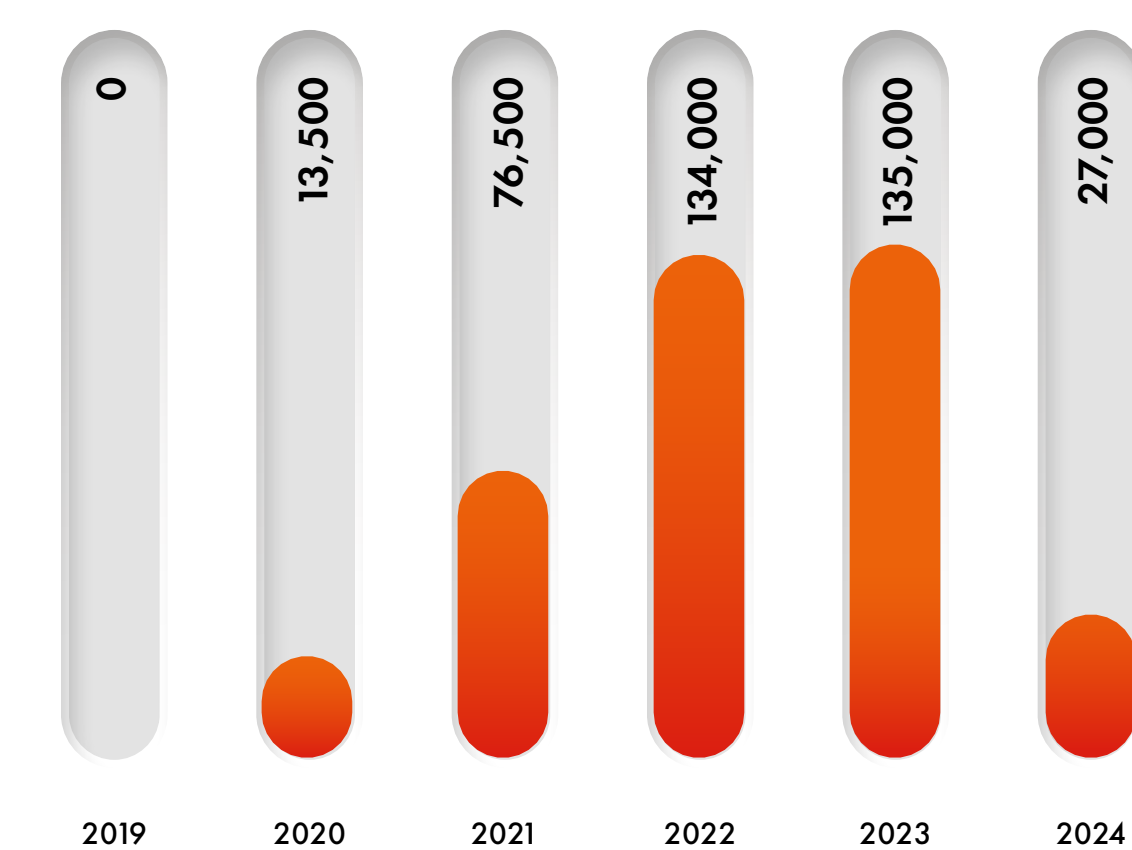
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AVAILABILITY
(SQ FT)



TAKE UP
(SQ FT PER YEAR)



NUMBER OF NEW ENQUIRIES
(PER QUARTER)



0.5% VACANCY

Statistics assume 5,000 sq ft and above

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NORTH HASTINGS TRADING PARK

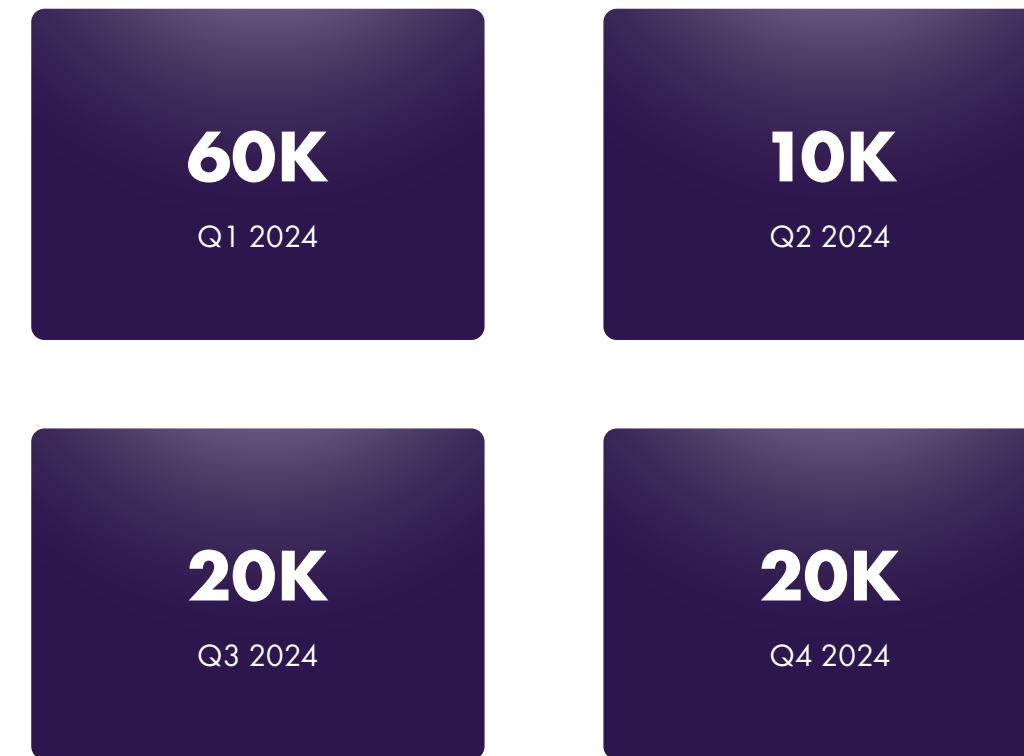
HASTINGS

Units from 4,800 sq ft AVAILABLE.

RENTS
(£ PER SQ FT)



LOGGED DEMAND
(SQ FT)



MEET THE TEAM



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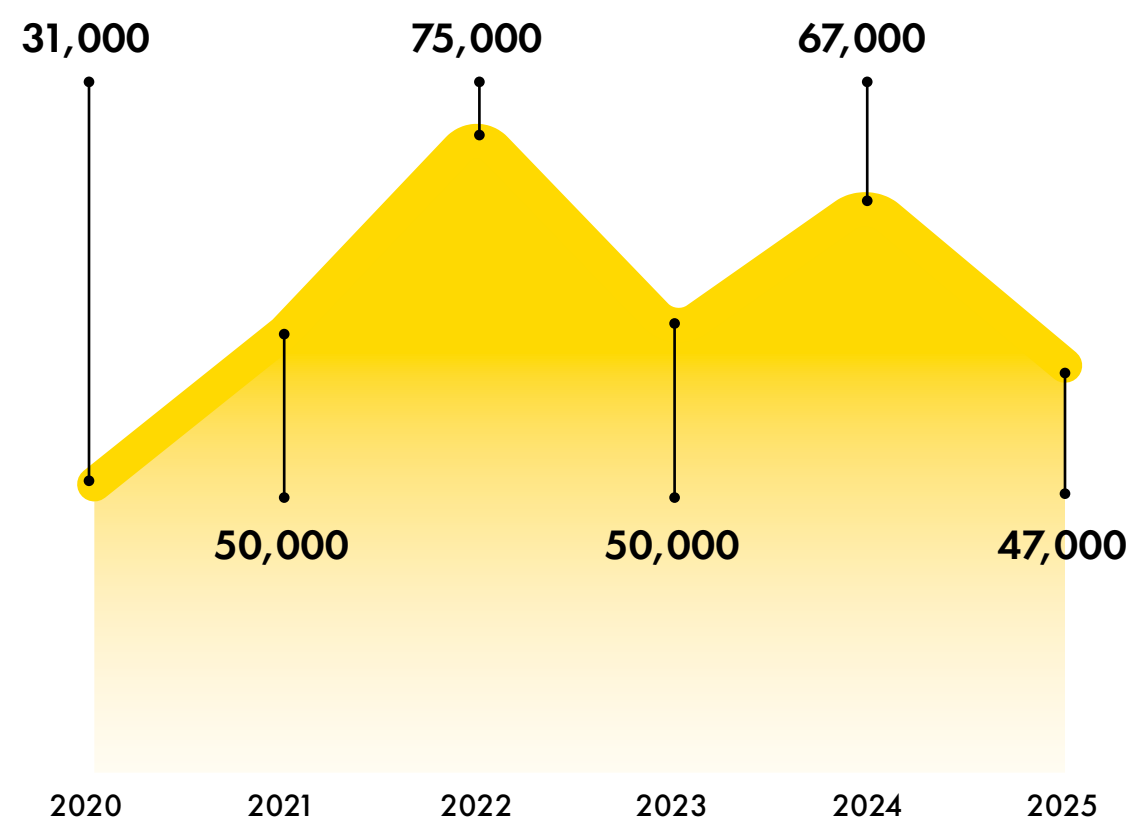


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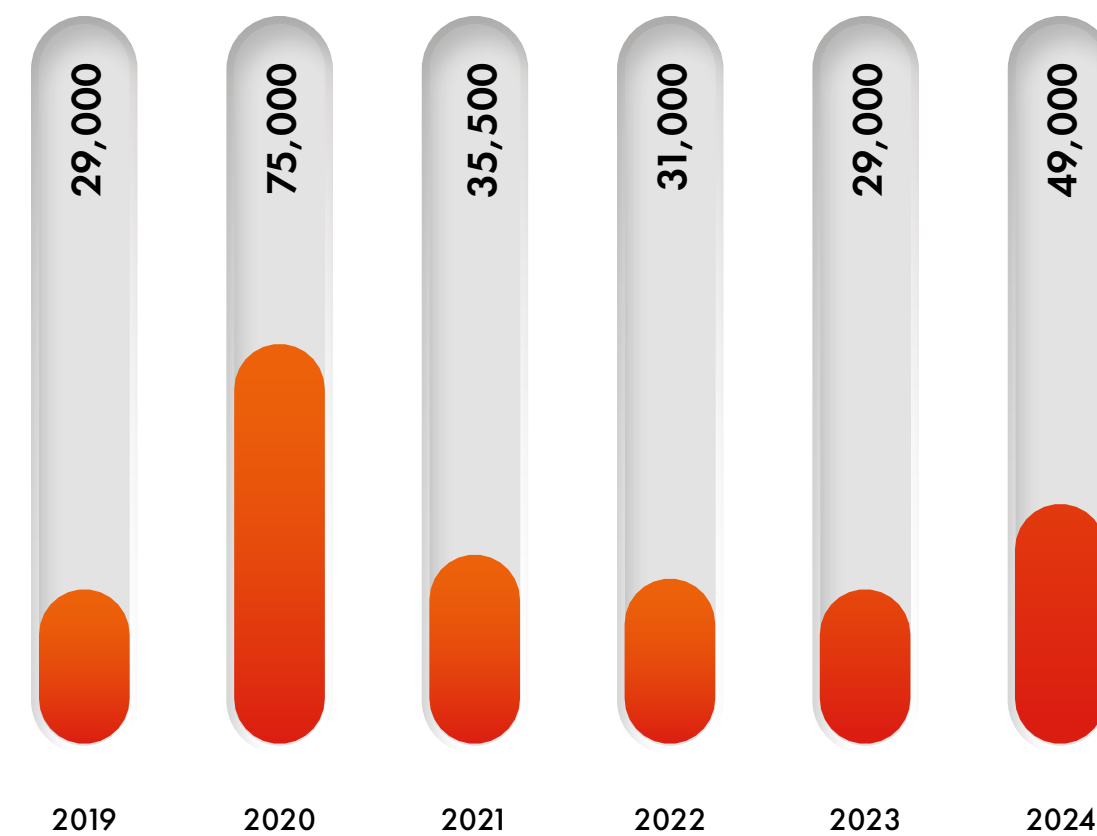


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AVAILABILITY
(SQ FT)



TAKE UP
(SQ FT PER YEAR)



NUMBER OF NEW ENQUIRIES
(PER QUARTER)



1.5% VACANCY

Statistics assume 5,000 sq ft and above

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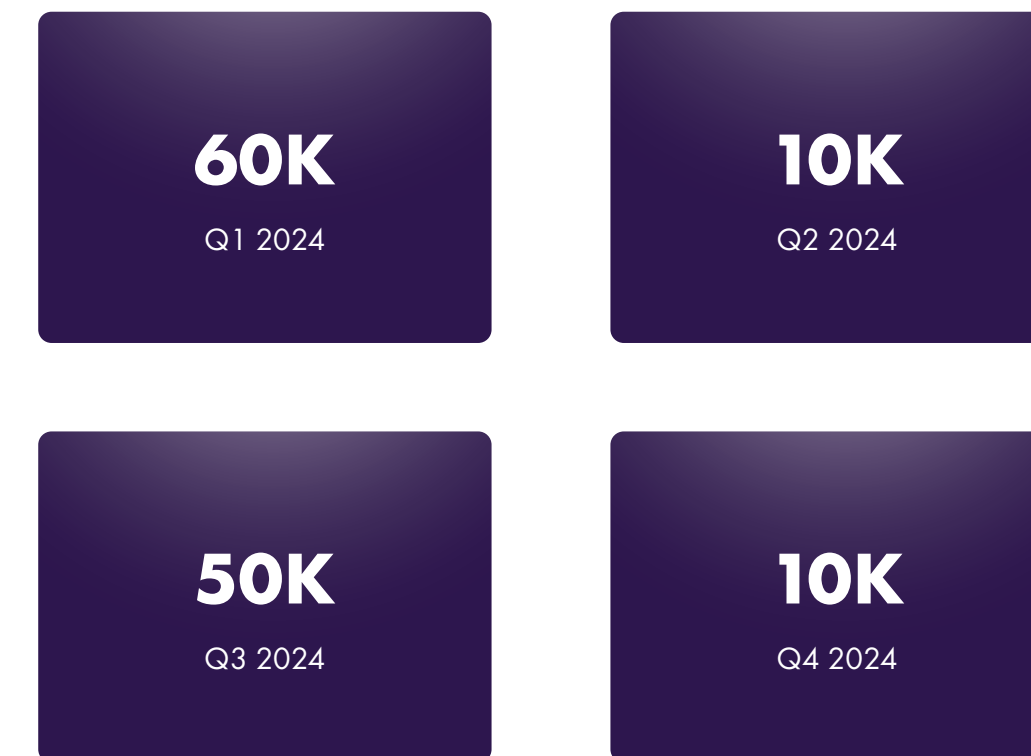
PROFESSIONAL

PROFESSIONAL

RENTS
(£ PER SQ FT)



LOGGED DEMAND
(SQ FT)



MEET THE TEAM

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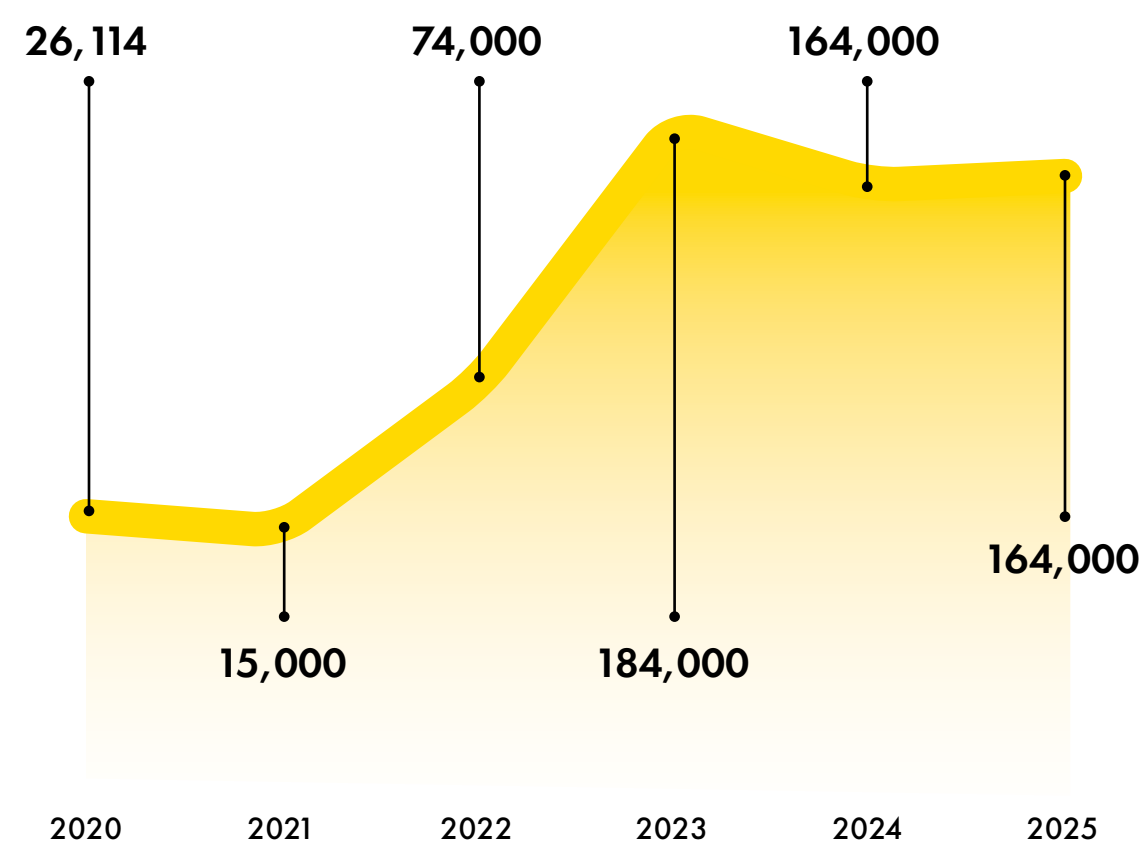
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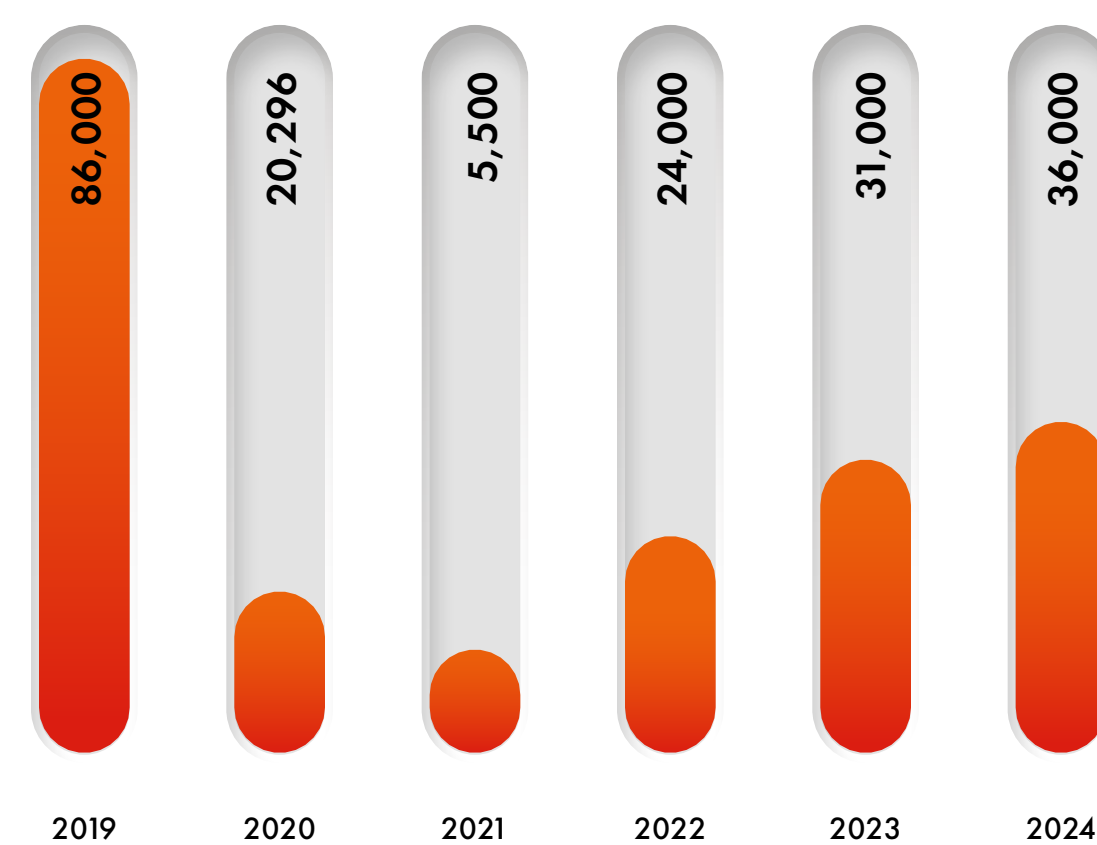
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AVAILABILITY
(SQ FT)



TAKE UP
(SQ FT PER YEAR)



NUMBER OF NEW ENQUIRIES
(PER QUARTER)



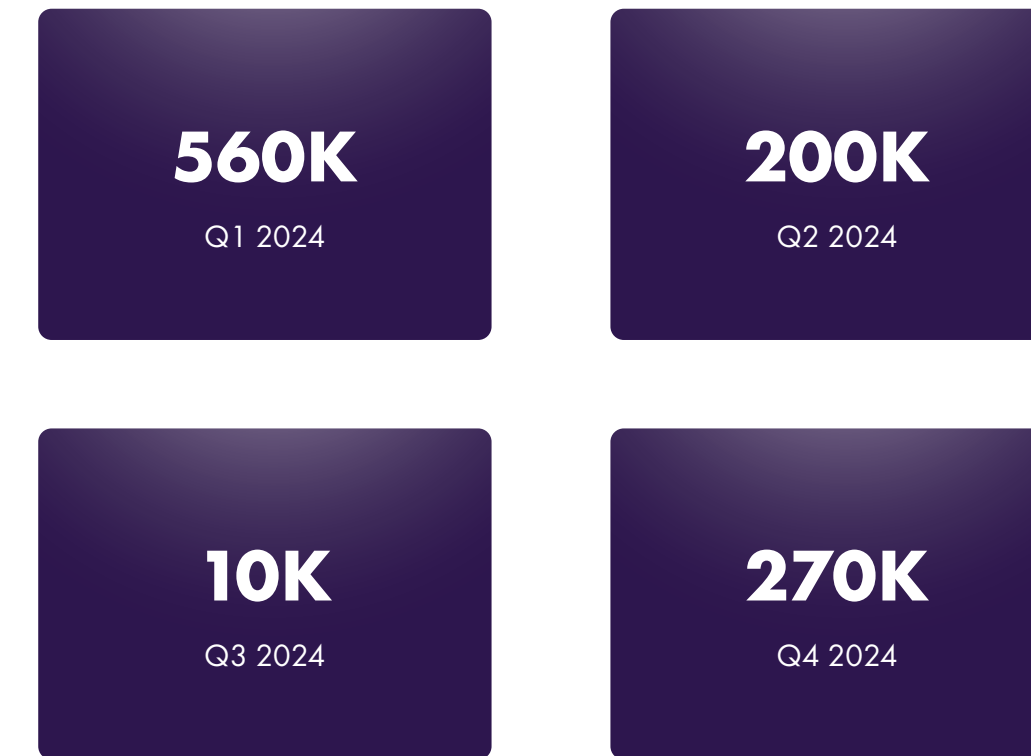
8.74% VACANCY

Statistics assume 5,000 sq ft and above


RENTS
(£ PER SQ FT)





LOGGED DEMAND
(SQ FT)




MEET THE TEAM

- 

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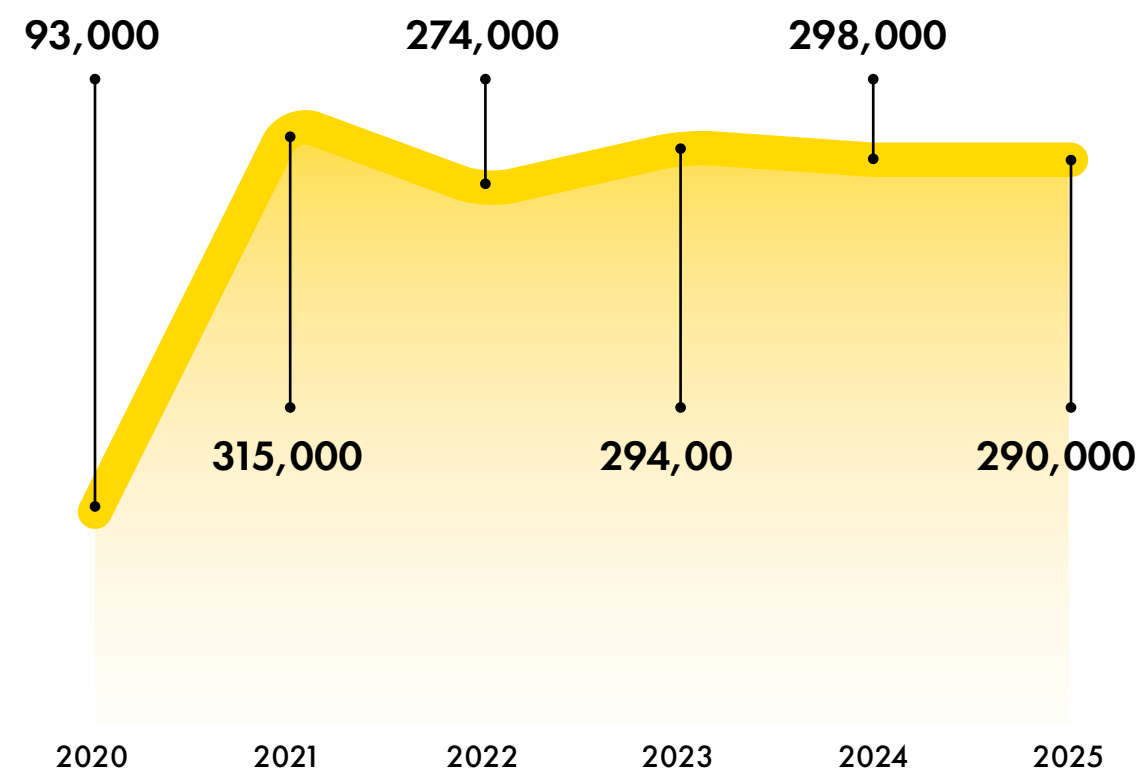
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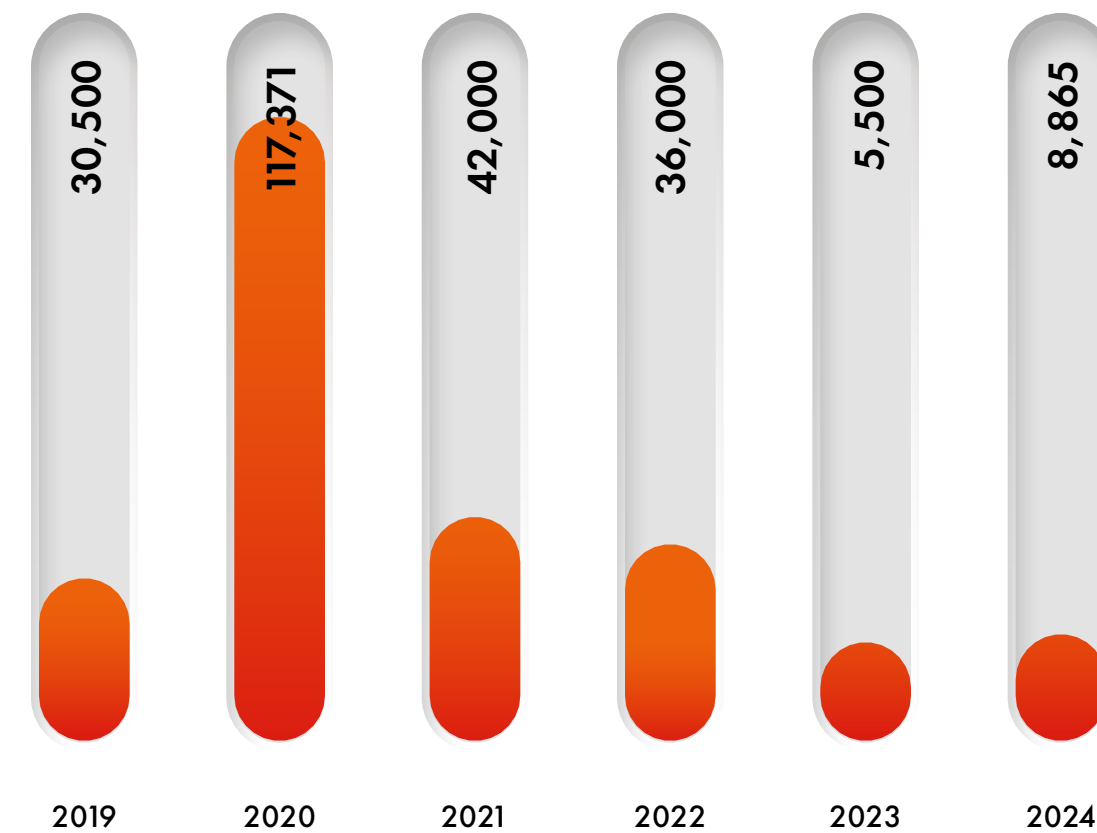
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AVAILABILITY
(SQ FT)

261,000 sq ft of availability is in one building, out of total availability of 284k sq ft.



TAKE UP
(SQ FT PER YEAR)



NUMBER OF NEW ENQUIRIES
(PER QUARTER)



11.9% VACANCY

Statistics assume 5,000 sq ft and above

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RENTS
(£ PER SQ FT)



LOGGED DEMAND
(SQ FT)



MEET THE TEAM

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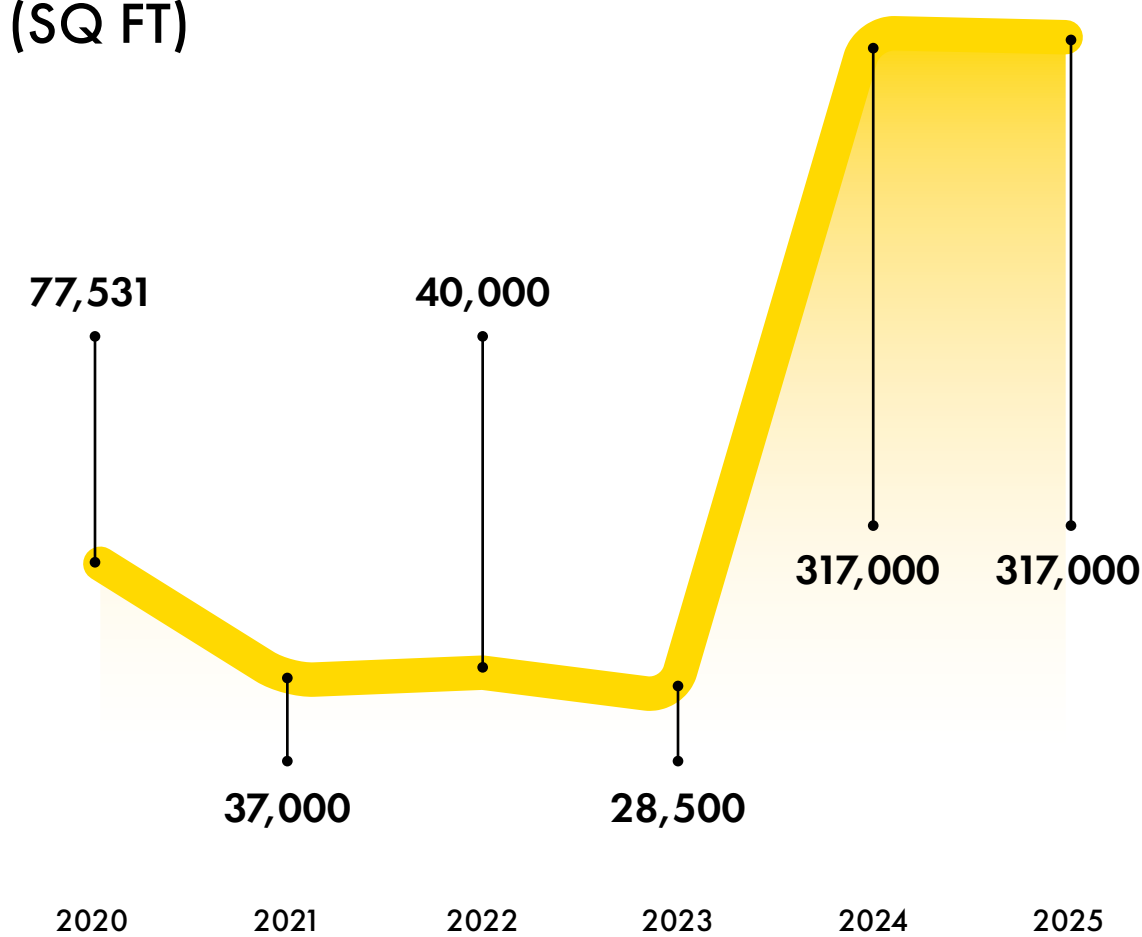
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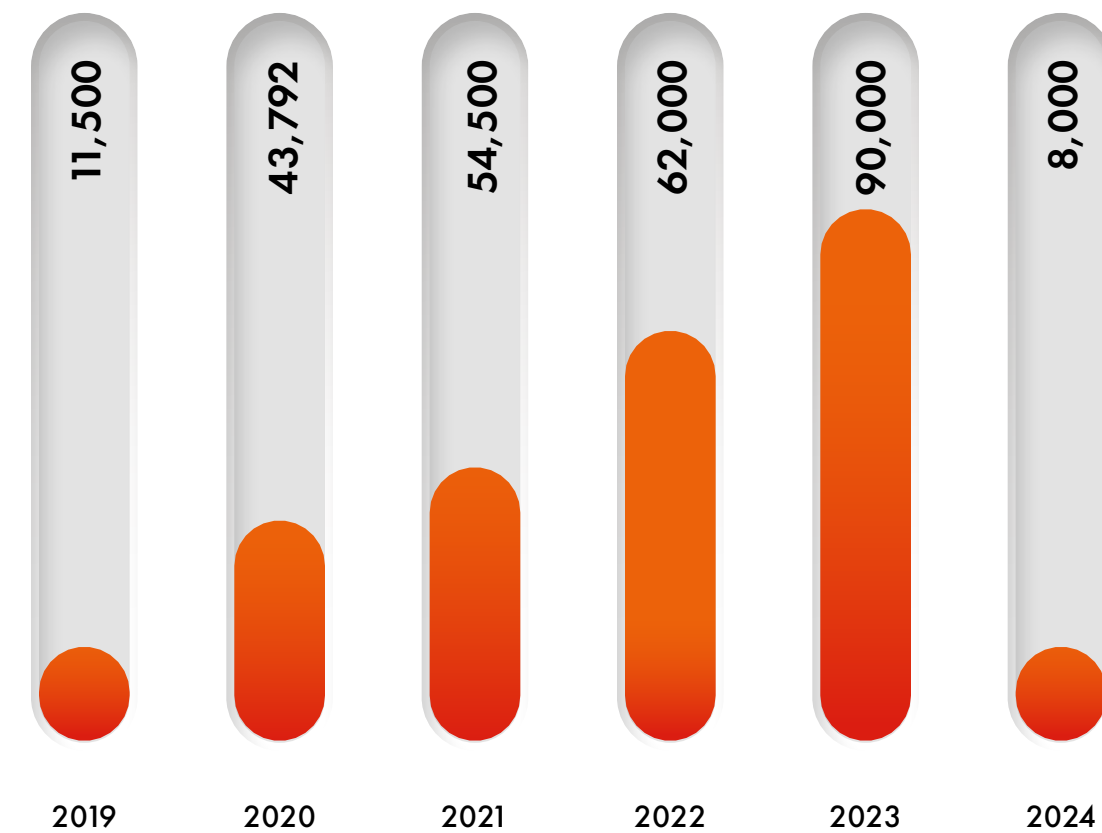
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Surveyor
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jdean-milward@shw.co.uk
- 

Ben Collins
Apprentice Surveyor
07918 823539
bcollins@shw.co.uk

AVAILABILITY
(SQ FT)



TAKE UP
(SQ FT PER YEAR)



NUMBER OF NEW ENQUIRIES
(PER QUARTER)



11.8% VACANCY

Statistics assume 5,000 sq ft and above

AGENCY

AGENCY

AGENCY

PROFESSIONAL

PROFESSIONAL

AGENCY

PANATTONI PARK BRIGHTON

New MULTI-LET scheme ready for occupancy.
Units from 19,500 sq ft (whole scheme totals 267,000 sq ft)
Excellent south coast location just off the A24.

SHW BRIGHTON

Brighton

Lees House, Brighton, East Sussex.
BN1 3FE

01273 876200 | brighton@shw.co.uk

SHW CRAWLEY/GATWICK

Crawley

Origin One, 108 High Street, Crawley,
West Sussex. RH10 1BD

01293 441300 | crawley@shw.co.uk

SHW SOUTH LONDON

Croydon

Corinthian House, 17 Lansdowne Road, Croydon.
CRO 2BX

020 8662 2700 | southlondon@shw.co.uk

SHW EAST SUSSEX

Eastbourne

Chantry House, 22 Upperton Road, Eastbourne,
East Sussex. BN21 1BF

01323 437900 | eastsussex@shw.co.uk

SHW HAMPSHIRE

Hampshire

Victoria House, 178-180 Fleet Road, Fleet,
Hampshire. GU51 4DA

01252 811011 | hampshire@shw.co.uk

SHW SW M25

Leatherhead

Wesley House, Bull Hill, Leatherhead, Surrey,
KT22 7AH

01372 818181 | swm25@shw.co.uk

SHW WEST SUSSEX COAST

Worthing

3 Liverpool Gardens, Worthing, West Sussex.
BN11 1TF

01903 229200 | westsussexcoast@shw.co.uk

SHW LONDON

London

14-15 Berners Street, London.
W1T 3LJ

020 7389 1500 | london@shw.co.uk

SHW SE M25

Bromley

Imperial House, 21-25 North Street, Bromley.
BR1 1SD

020 3763 7575 | sem25@shw.co.uk



SHWPROPERTY



SHW PROPERTY

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**MAKING
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