



*Robert Irving Burns*  
Property Consultants

## 2018 Investment Department Review



[www.rib.co.uk](http://www.rib.co.uk)

Despite the uncertainty caused by Brexit, property continues to be a popular and robust asset class for investors in both the UK and around the world. London continues to be at the forefront of the property investment market as overseas and domestic investors continue to regard the capital as a safe place to invest their money for both growth and wealth preservation. In addition, we have also seen an increase in demand for investment opportunities outside of London where -we have advised purchasers looking for higher yields or diversification as well as sites which they can develop or add value to.

Our dedicated investment team have a wide range of experience spanning decades in the real estate industry. We focus on on all property asset classes, from retail, office, leisure and industrial; to residential and alternative asset classes. Our broad range of expertise allows us to assist our clients in finding suitable opportunities to fit their risk profile and the rest of their portfolio or dispose of assets once they have matured or no longer fit their criteria.

We have also recruited new team members across the company in all departments. Our expanded team now numbering 60 people has allowed us to improve the level of service to both new and existing clients.

2018 was a highly successful year for RIB completing on multiple transactions in key West End micro locations as well as continuing to expand outside London as investors continue to look for greater value in the market. Some of our more interesting transactions are highlighted in the summary below.

One key part of our success in the past year is our reach and influence with all kinds of investors including private and public property companies, high net worth individuals, family offices, and large funds. We are delighted to have transacted with parties from countries all over the world including, Hong Kong, Russia, South Africa, Israel, Australia, Malaysia, Turkey, India, Cyprus, Lebanon, the USA and Saudi Arabia.

We look forward to the new year which we are certain will provide us with multiple new challenges to overcome as well as opportunities which we can take advantage of, in order to continue to service our clients.

## Investment Team

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**Damien Field**

damien@rib.co.uk  
07956 125 543

**Nicholas Silver**

nicholas@rib.co.uk  
07786 545 469

**Mark Hoffman**

mark@rib.co.uk  
07889 456 957

**Sam Arghebant**

sam@rib.co.uk  
07812 837 087

**Daniel Freedman**

danielf@rib.co.uk  
07780 602 618

**Adam Ben-Harosh**

adam@rib.co.uk  
07879 497 365

## A selection of properties sold and acquired in 2018



**Centenary House, Eccles,  
Manchester M50**  
*Office Investment*



**Symes Works, Camden NW1**  
*Investment &  
Development  
Opportunity*



**61 Howardsgate,  
Welwyn Garden City AL8**  
*Freehold Retail &  
Residential Investment*



**3 Belsize Crescent,  
London NW3**  
*Office & Residential  
Building*



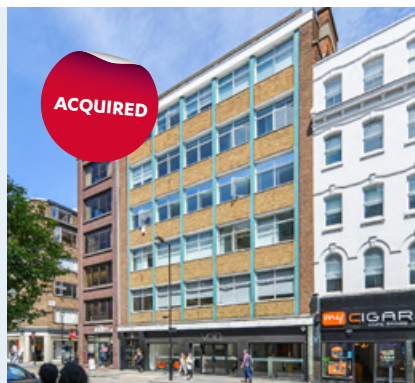
**9 Dean Street,  
London W1**  
*A3 Restaurant Investment  
let to Pizza Express*



**22/23 Burleigh Street,  
Cambridge CB1**  
*Retail & Office Investment*



**1-1a High Street,  
High Wycombe**  
*Retail & Residential  
Investment*



**32/36 Great Portland Street,  
London W1**  
*Mixed Use Retail &  
Office Investment*



**42-46 Westbourne Grove,  
London W2**  
*Mixed Use Freehold  
Investment with  
Development Potential*



**D'Arbly Street,  
Soho, W1**  
*A3 Restaurant & Office  
Investment*



**Kildare Terrace,  
Bayswater, London W2**  
*Freehold Residential  
Investment*



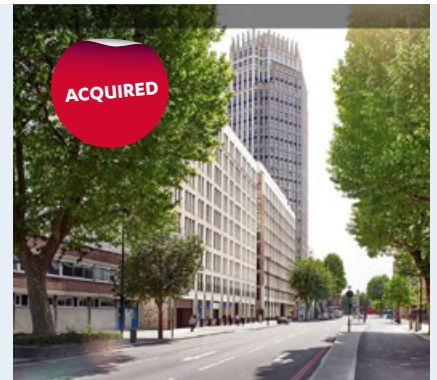
**81a Endell Street,  
London WC2**  
*Office Investment*



**89 East Street, Bristol BS1**  
*Retail Investment*



**Riverview House,  
Weyside Business  
Park, Godalming**  
*Office Investment*



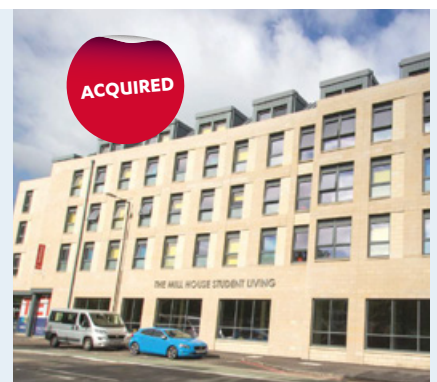
**Unit 4 & 5, Blackfriars  
Road, London SE1**  
*Retail Investment Let to  
Starbucks*



**Frances House, 21  
Lower Mounts,  
Northampton NN1**  
*Freehold With Securely  
Let Government Income*



**Marketgait  
Apartments, Johnston  
Street, Dundee DD1**  
*Student  
Accommodation*



**Mill House,  
Edinburgh**  
*Student  
Accommodation*



**19 Frimley Road,  
Camberley GU15**  
*Investment let to Co-op  
with Residential upper parts*



**24-26 Hanway Street,  
Fitzrovia W1**  
*Office & Residential Building*



**85 Mortimer Street,  
London W1**  
*Retail and Office Investment*



**67-69 The  
Broadway,  
Stanmore HA7**  
*A3 Restaurant  
Investment*



**45 Victoria Street,  
Paington TQ4**  
*Freehold Retail  
Investment  
Sold at Auction*



**Great Minster House,  
76 Marsham Street,  
London SW1**  
*Retail Investment Let to Nolte  
Kitchens*



**Bristol Road,  
Birmingham**  
*Student Accommodation*



**Sixt Car Hire,  
Hatton Cross**  
*Investment let to  
Sixt Car Hire*



**Lawfords Wharf,  
Lyme Street NW1**  
*Office Building with  
Development Potential*

## Robert Irving Burns – About Us

**RIB** was first founded over 50 years ago and, during that time, has been providing high quality property advice to a diverse range of clients including private owners, institutional investors and property companies. RIB is a leading agent in both commercial and residential markets, operating from our Central London office in Margaret Street, W1.

The ethos of the business is the same today as it was when it started. The fundamental emphasis is of giving our client a service they can rely on. A service that is as personal as their individual property needs and a service that is structured, professional and responsive. Our commitment is to our clients; to developing long-term, trusted relationships that both stand the test of time and, most importantly, give them the resources they need, both from a business standpoint and.

## Other Services

### Residential Sales & Lettings

From our showroom in the heart of Central London, **RIB** has a team of highly experienced negotiators who sell and let high quality homes across Central London. The team offers a thorough knowledge of the Central London sales, rental and investment markets as well as advising on current and future conditions and trends.

### Residential Lettings Management

Working in conjunction with our team of letting agents, **RIB** can provide a management service on properties that have been let out to tenants. From ensuring that rents are collected through to arranging quick repairs when things go wrong at the property. **RIB** will make the process of letting a property as simple and pain free as possible. Frequent inspections and regular tenant liaison minimises the risk of any unwelcome surprises at the end of a tenancy. We can also provide access to specific Landlord insurances including rent guarantee products at very competitive prices.

### Commercial Property

In respect of commercial property we undertake disposals and acquisitions, valuations, rent reviews, lease renewals, investment transactions and estate management. We represent investors, developers, occupiers and owner occupiers and our primary focus is to ensure our property expertise continues to have a positive effect on the balance sheet and business directions of our clients. Our insight and expedience allows our clients to make the most informed business and property decisions.

### Property Asset Management

Our commercial property management team can provide comfort and security to owners of such properties whether they are Investors, Owner Occupiers or Developers. **RIB** currently manages over 130 commercial buildings across the UK, many of which are located throughout London. Our team of highly experienced surveyors, facilities managers and accounts staff provide a high quality commercial property management service to all our clients.