

INNOVATIVE SOLUTIONS TO RETAIL WOES



How resilient are your retail assets?

Stockford Anderson have teamed up with The Retail Group to bring a fresh approach to the analysis and performance of retail warehouse assets.

The current structural change in the retail market presents owners with significant challenges in maintaining asset values and income returns.

The following questions need answers :-

- How sustainable are the rents?
- Where does the asset sit in the retail hierarchy of the catchment?
- How secure is the income?
- Should we be investing in it further?
- Should we be selling?

Or...

Should we buy this asset?



The combined retail property skills of Stockford Anderson and the analytical capabilities of The Retail Group enable us to offer existing and prospective owners an insightful Vitality Report which provides a clear understanding of the fundamentals that underpin any Out of Town retail asset.

A Vitality Report will highlight the sustainability of rents across the asset and will benchmark the trading performance of the retailers against national retail trends.

It will provide key trading information on the collective performance of all retailers on the park, analysing current and anticipated retail sales. It will also consider the role that the stores play in the retailers internet sales, through click and collect and returns.

A Vitality Report will recommend headline asset management initiatives that maybe required to reposition an asset in order to maximise or protect income streams and the additional investment that may be required.

If required, it will also conclude with a recommendation of a hold or sell investment strategy.

The Retail Group are a leading management consultancy run by experienced retailers with over 20 years trading experience. They provide location strategy advice and performance analysis to the retail property sector and understand what it takes for a retail store to be successful.

Stockford Anderson are a niche retail property consultancy. We help a wide range of investors, property companies and institutions with their investment acquisitions, together with active asset management and the leasing of their portfolios.

MARKET LEADING INSIGHT EXPERTS

Contact

To discuss any potential study or asset call:

**STOCKFORD
ANDERSON**

Paul Anderson
07747 664077

Andrew Freeman
07980 739534

THE
RETAIL
GROUP

Mike Evans
07753 824041