

# RETAIL FOCUS

## Q3 2020

**SHW**

**MAKING  
PROPERTY  
WORK**

**SHW.CO.UK**

# WELCOME

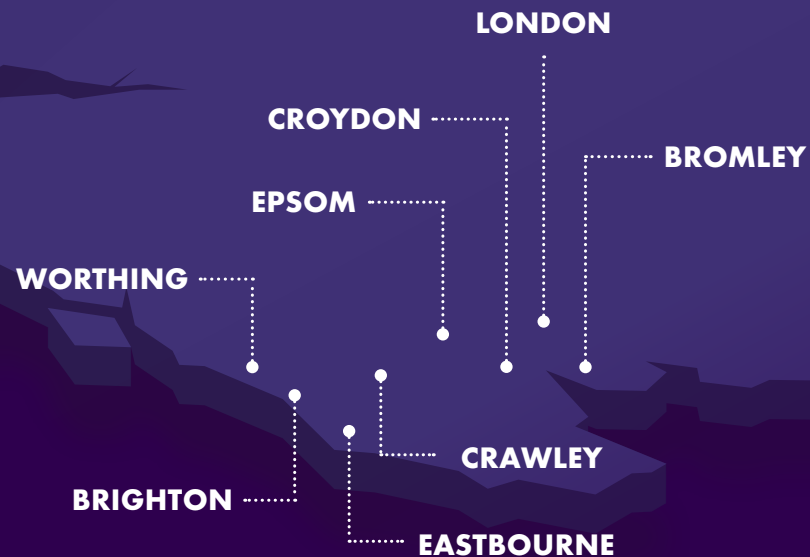
Welcome to the Q3 2020 Edition of the SHW Retail Focus market research. We look to give an overview of the retail market and rental levels. The past quarter for the Retail & Leisure market has been unprecedented with occupiers seeing their Sales stop.

Pre Covid 19 retail was already under pressure and much consideration was being given to how our high streets remain healthy. Many occupiers had to realign their business. As the high street starts to re-open retailers are taking a more cautious approach opening in batches rather than en masse to ensure they retain the customer service and social distancing. Despite the restrictions, the High Street is not dead and indeed demand for well positioned secondary and tertiary units has remained throughout. Driven primarily from the working from home enforcement keeping traditional office workers out of the City & Town Centres. Prime Retail has struggled and we would expect this to remain.

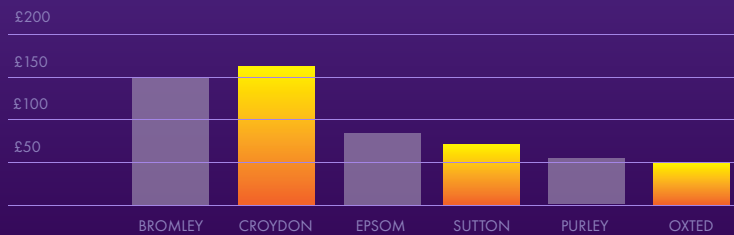
Retailers have had to adapt during 'lockdown' to a more online and home delivery basis and with this increase retailers will inevitably look at consolidating stores to key towns or locations. It is therefore key that owners and local councils work with their Tenants to remain open and provide the shopping experience so many have missed to encourage footfall through towns which will enable retailers to either remain and grow.



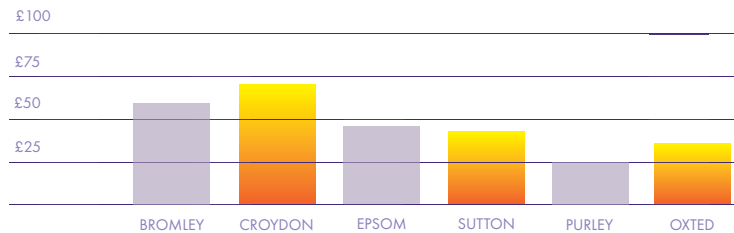
**TIM HARDWICKE**  
Partner (Head of Agency)



## PRIME RENTS (ITZA)



## SECONDARY RENTS (ITZA)



## DEALS DONE



### 12 Norfolk House, Croydon

Let within 4 weeks of receiving an offer from an expanding Florist Company.



### 308 Thornton Road, Croydon

Let to D1 occupier expanding within Croydon.



### 204 Upper Richmond Road

Under Offer to an expanding local company to retail Bathrooms.

## MEET THE TEAM



**Richard Pyne**

Partner

☎ 01273 876213

✉ rpyne@shw.co.uk



**Charlie McKechnie**

Graduate Surveyor

☎ 020 8662 2737

✉ cmckechnie@shw.co.uk



**George Harber**

Graduate Surveyor

☎ 020 3763 7571

✉ gharber@shw.co.uk



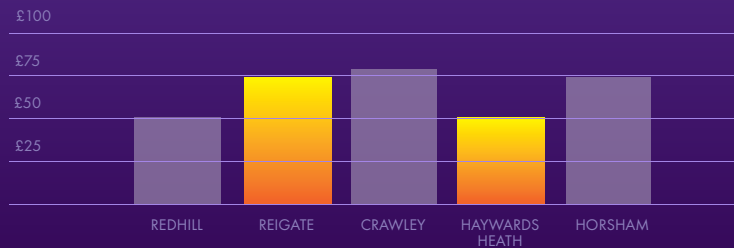
**Lesley Gale**

Associate

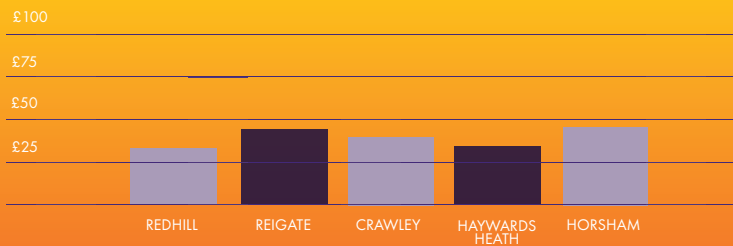
☎ 020 8662 2723

✉ lgale@shw.co.uk

## PRIME RENTS (ITZA)



## SECONDARY RENTS (ITZA)



## DEALS DONE



### 82 South Road, Haywards Heath

Letting of a retail property on behalf of a private landlord to St Peter & St James Hospice.



### 20 The Martlets, Crawley

Letting of a retail unit on behalf of a private client to 7G Vape.



### 20 Haslett Avenue, Crawley

Substantial retail unit under offer to restaurant operator.

## MEET THE TEAM



**Richard Pyne**

Partner

☎ 01273 876213

✉ rpyne@shw.co.uk



**Laura Miles**

Associate

☎ 01293 441339

✉ lmiles@shw.co.uk



**James Bryant**

Senior Surveyor

☎ 01273 876252

✉ jbryant@shw.co.uk



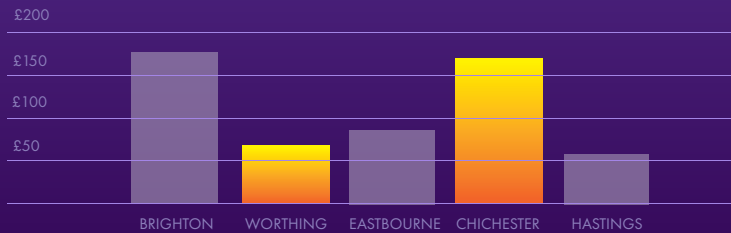
**Rachel Finn**

Associate

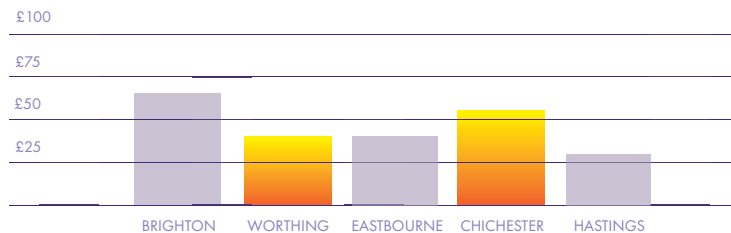
☎ 01293 441328

✉ rfinn@shw.co.uk

## PRIME RENTS (ITZA)



## SECONDARY RENTS (ITZA)



## DEALS DONE



### 33 Duke Street, Brighton

Letting of a retail unit on behalf of a private landlord to Bangerz 'n' Brewz.



### 94 Montague Street, Worthing

Letting of a retail property on behalf of a private landlord to Mr Simms.



### Tesco Durrington, Worthing

Letting of a retail unit on behalf of Tesco to Holland Barratt.

## MEET THE TEAM



### Richard Pyne

Partner

☎ 01273 876213

✉ rpyne@shw.co.uk



### James Bryant

Senior Surveyor

☎ 01273 876252

✉ jbryant@shw.co.uk



### Duncan Marsh

Partner

☎ 01903 229201

✉ dmarsh@shw.co.uk



### Peter Sylvester

Negotiator

☎ 01903 229208

✉ psylvester@shw.co.uk



### Richard Bull

Partner

☎ 01273 876207

✉ rbull@shw.co.uk

# OUR OFFICES

## BRIGHTON

One Jubilee Street, Brighton,  
East Sussex, BN1 1GE

☎ 01273 876200

✉ [brighton@shw.co.uk](mailto:brighton@shw.co.uk)

## BROMLEY

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

☎ 020 3763 7575

✉ [bromley@shw.co.uk](mailto:bromley@shw.co.uk)

## CRAWLEY

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

☎ 01293 441300

✉ [crawley@shw.co.uk](mailto:crawley@shw.co.uk)

## CROYDON

69 Park Lane, Croydon, Surrey,  
CRO 1BY

☎ 020 8662 2700

✉ [croydon@shw.co.uk](mailto:croydon@shw.co.uk)

## EASTBOURNE

Ivy House, Ivy Terrace, Eastbourne,  
East Sussex, BN21 4QU

☎ 01323 437900

✉ [eastbourne@shw.co.uk](mailto:eastbourne@shw.co.uk)

## EPSOM

56a High Street, Epsom, Surrey,  
KT19 8AJ

☎ 01372 818181

✉ [epsom@shw.co.uk](mailto:epsom@shw.co.uk)

## LONDON

Venture House, 27-29 Glasshouse Street,  
London, W1B 5DF

☎ 020 7389 1500

✉ [london@shw.co.uk](mailto:london@shw.co.uk)

## WORTHING

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

☎ 01903 229200

✉ [worthing@shw.co.uk](mailto:worthing@shw.co.uk)