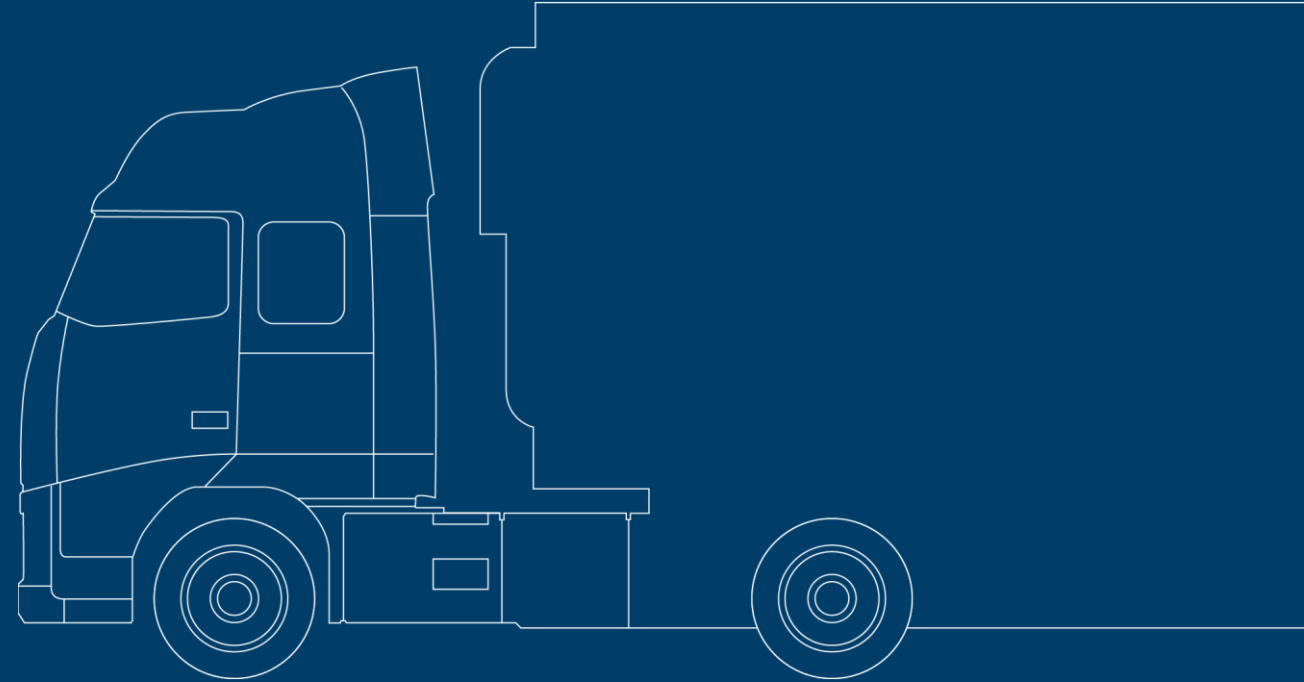


Prime Logistics

The definitive guide to the
UK's distribution property market

Q1 2025





Market Overview

Occupier caution persists, but structural tailwinds and limited supply continue to support prime rental growth

Occupier demand softened in Q1 2025 amid rising operational costs and heightened macroeconomic uncertainty. Take-up totalled 11.4 million sq ft, which was down 20% from Q4, but still 7% above the same period a year ago. Leasing strategies remain shaped by cost control, risk mitigation and the need for operational efficiency, with demand concentrated on well-located, energy-efficient space.

Longstanding structural drivers, including e-commerce, nearshoring, digital infrastructure and renewable energy, continue to underpin demand fundamentals. The data centre, defence and sustainability-linked sectors are expected to remain particularly active over 2025. However, occupier margins remain under pressure, and recent US trade policy developments present potential downside risks to export-linked sectors.

Tenants continue to upgrade the quality of their accommodation and release secondary space back to the market. This pushed the availability rate to 7.4% in Q1, which was the highest rate for a decade. However, new-build availability continues to fall, reflecting subdued speculative development. This narrowing of prime supply, combined with generous incentives, is sustaining annual headline rental growth. At 4.5% in Q1 it was the lowest rate since 2020 but remains firmly positive.

Investor appetite remains strong, but Q1 transaction volumes were limited by a shortage of stock. Capital continues to target income-driven opportunities, particularly in under-rented assets with reversion potential. A pipeline of portfolio disposals and recapitalisations is expected to improve liquidity and support price discovery over the coming quarters.





Market Overview

OCCUPIER DEMAND

11.4m sq ft

Q1 2025 take-up

AVAILABILITY

7.4%

Q1 2025 UK
availability rate

DEVELOPMENT

3.5m sq ft

Q1 2025 speculative
development starts

RENTS

£12.19 sq ft

Q1 2025 average UK
prime rent

INVESTMENT

5.14%

Q1 2025 average UK
prime yield

OUTLOOK

4.3%

Annual prime rental
growth, 2025 - 2029

BANK RATE

3.75%

End-2025 Bank Rate
forecast

INFLATION

3.15%

2025 average CPI
inflation forecast

INTERNET RETAIL

26%

Internet retail sales as
a proportion of all retail,
February 2025

Source: Newmark, Oxford Economics, ONS

NMRK.COM/UK



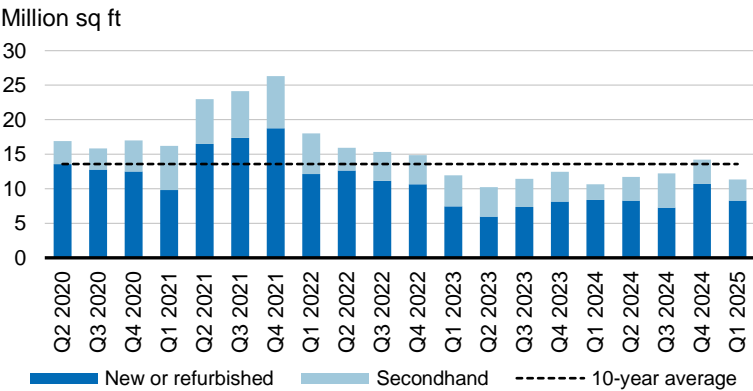
Occupier Demand

Take-up down 20% on Q4 but was 7% higher than a year earlier

Take-up fell to 11.4m sq ft in Q1, breaking the momentum of three previous consecutive quarterly increases in 2024. The first quarter deals total was 27% below the 5-year average and 16% below the 10-year average. Leasing strategies continue to be shaped by cost pressures and policy uncertainty, prompting more cautious and strategic decision-making. Occupiers remain focused on reducing supply chain risk and improving operational efficiency, which continues to drive demand toward modern, energy-efficient space.

Quarterly occupier take-up by building quality

Source: Newmark

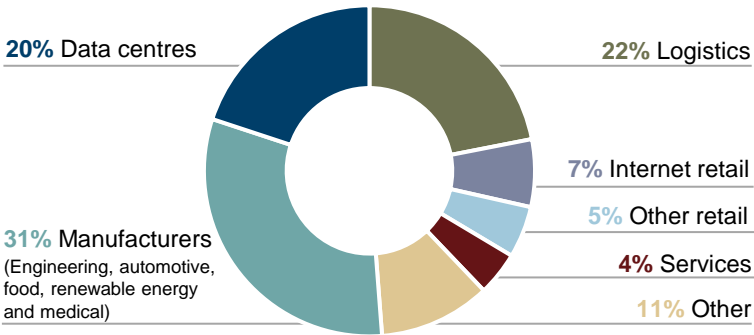


Manufacturers continue to dominate take-up

Manufacturers took the largest proportion of industrial take-up in Q1, accounting for 31% of all transactions. Activity was broad-based, with deals across automotive (Aktrion, Jatco), construction (Finsa), green energy (Batt Cables, Fortescue), and medical supplies (GVS Filter Technologies, Crest Medical). The UK government's £2.2bn increase in defence spending is expected to support further demand from defence-related manufacturers. However, the sector continues to face some serious challenges, including elevated labour costs and the imposition of 10% US tariffs on UK goods, which may dampen demand for exports.

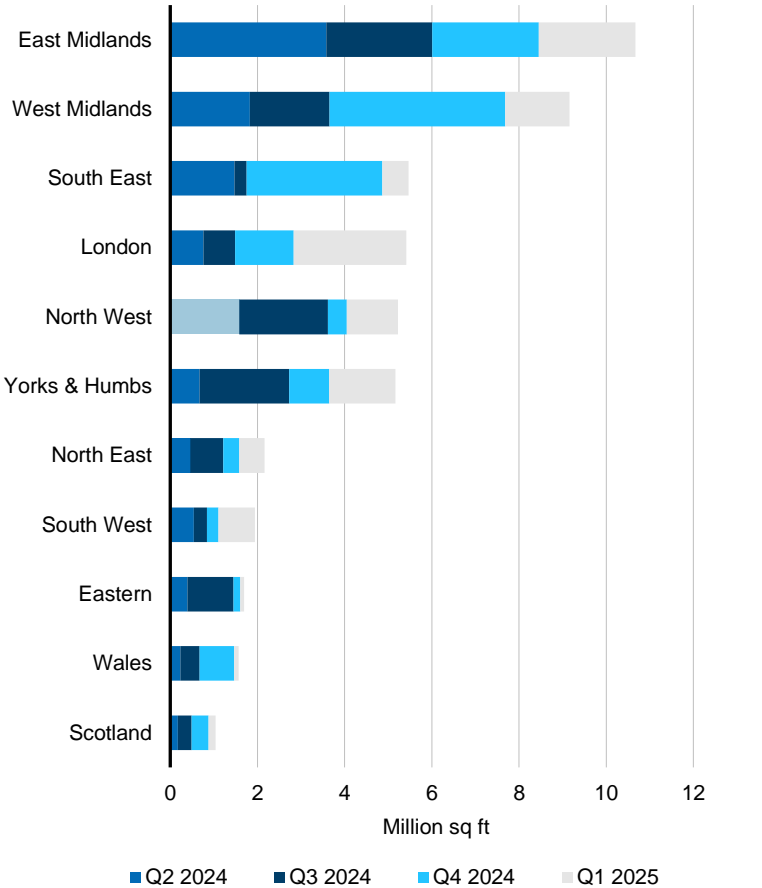
Take-up by occupier sector, Q1 2025

Source: Newmark



Occupier take-up by region, last four quarters

Source: Newmark



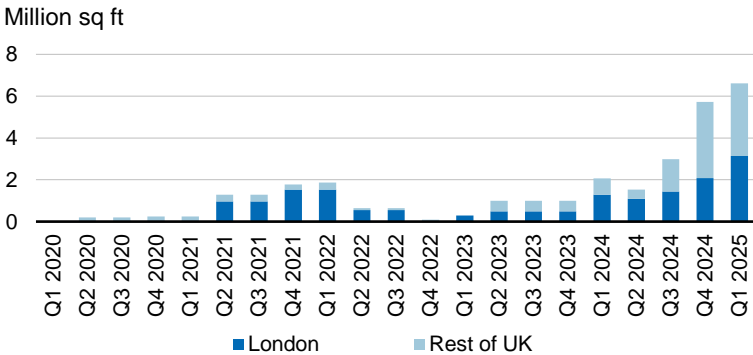
Occupier Demand: Data Centres

Planning pipeline for data centres exceeds 22 million sq ft

Data centres accounted for 20% of Q1 take-up and 13% over the past year, underscoring their status as a key UK growth sector. Demand is rising due to the expansion of AI, cloud infrastructure, and high-performance computing. Planning permission was granted for three new data centres in Q1, totalling 2.3 million sq ft and around 350MW of potential IT load. A total 22 million sq ft of proposed development is in the planning system, including several large-scale schemes. These applications are likely to receive government backing given their critical infrastructure status and potential economic contribution, though delivery will depend on local infrastructure readiness and if permitted, will further erode traditional warehouse land supply.

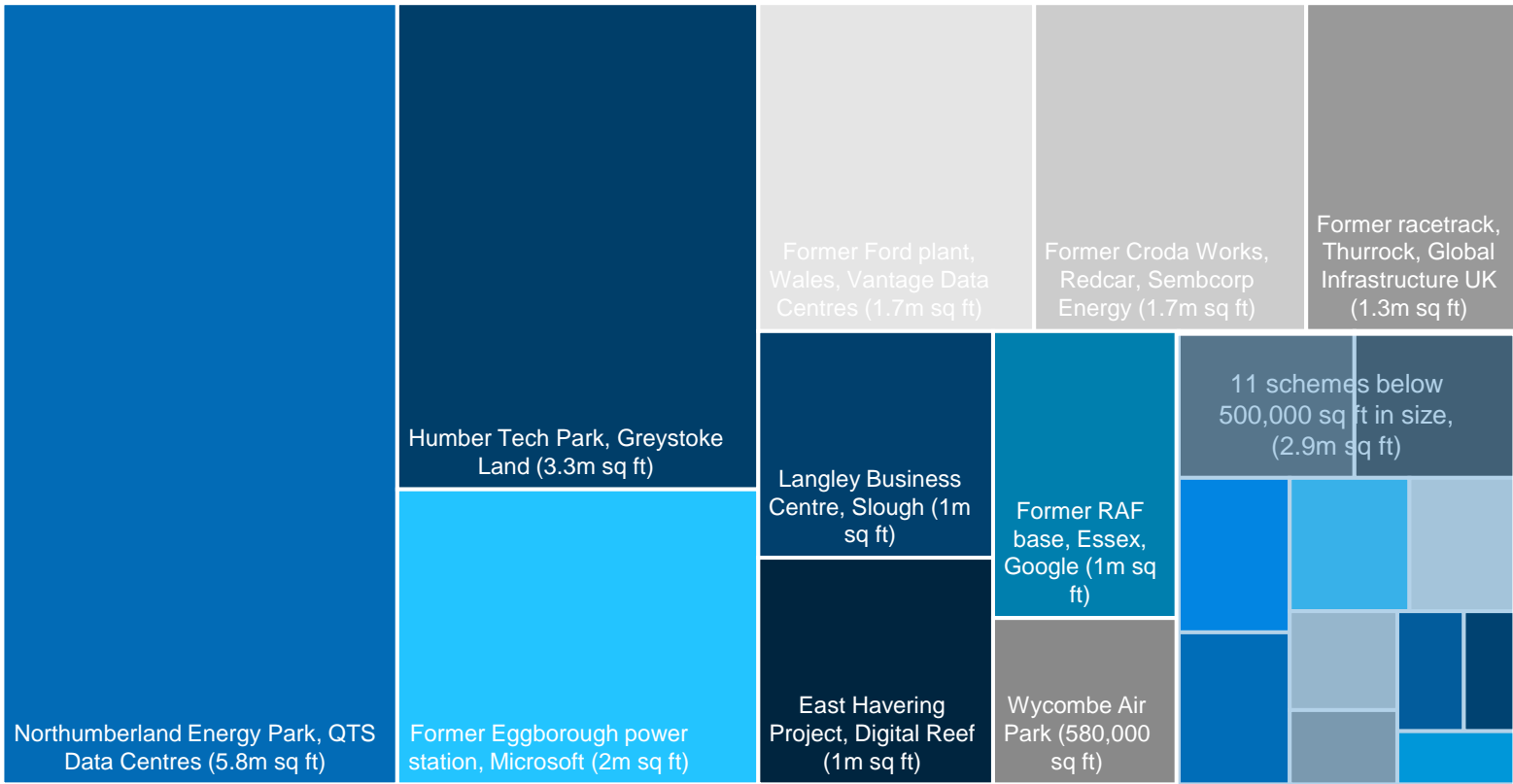
Rolling annual data centre take-up

Source: Newmark



Data centre schemes in the planning pipeline, April 2025

Source: Newmark



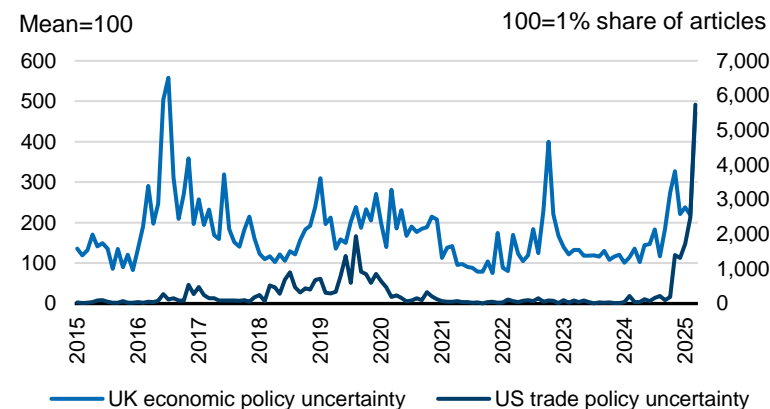
Occupier Demand: Manufacturing

Trump's tariffs cast a shadow over UK growth prospects

The recent tariff announcements by the Trump administration are expected to carry significant geopolitical and macroeconomic consequences. The US is increasingly seen as a source of policy unpredictability, which may accelerate the relocation of business activity, even without direct economic penalties. While the immediate impact on UK exports to the US may be limited, broader effects, including weaker global demand and heightened trade uncertainty, are likely to weigh more heavily on the UK's economic outlook. Some UK exporters may benefit competitively, particularly in comparison to low-cost manufacturing nations more directly affected by the new tariffs.

UK and US policy uncertainty

Source: Policyuncertainty.com



Defence manufacturers set to benefit from increased government spending

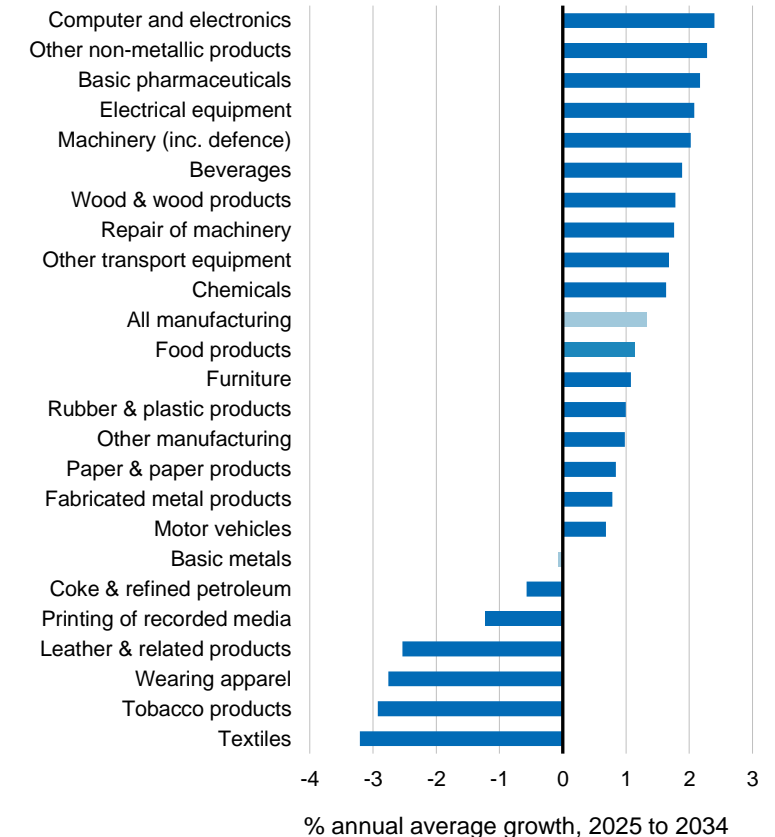
The UK government's commitment to raise defence spending to 2.5% of GDP from April 2027, including an additional £2.2bn for high-tech equipment, is expected to boost demand for industrial space from munitions manufacturers and other defence-linked occupiers. This uplift is likely to be most pronounced in regions with established defence and engineering hubs, such as the North West, with further activity anticipated from metals producers and component suppliers across the defence supply chain.

Industries exposed to US tariffs may also benefit from tech and sustainability growth

UK manufacturing-intensive regions (such as the West Midlands) and those sectors more reliant on demand from the US market (including aerospace, mechanical engineering and pharmaceutical) are particularly exposed to recent US tariff policy announcements. Manufacturers with longer international supply chains, such as those in electronics, automotive, and machinery, are more vulnerable than domestically focused industries like food & beverage. However, many of these same sectors are well positioned to benefit from global growth in technology and renewable energy, as well as domestic policy support. Over the next decade, industries linked to electronics, pharmaceuticals, and sustainability are expected to outperform.

UK manufacturing GVA growth, next 10 years, by sector

Source: Oxford Economics



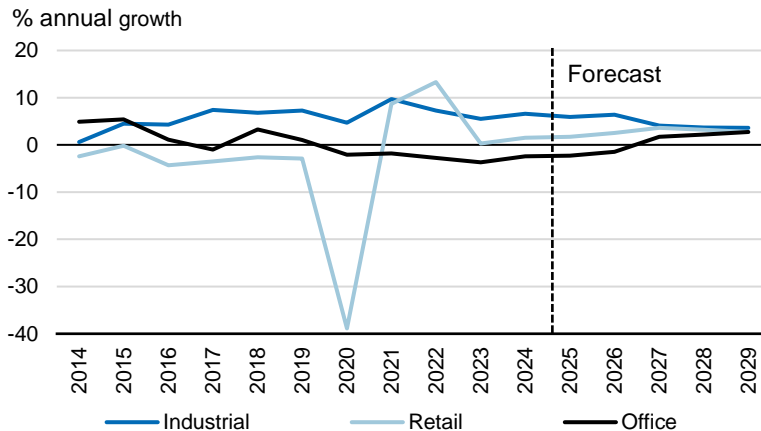
Occupier Demand: Occupational costs

Business cost inflation weighs on occupier decision making

Industrial occupiers continue to report the strongest operating cashflow growth across the main commercial property sectors. However, average logistics operating costs have risen by over 36% since 2019. Labour expenses have risen following increases in the National Living Wage and employer National Insurance contributions, while business rates have also increased, and transport costs remain elevated. These pressures reinforce the need for efficient, flexible space. New accommodation must help mitigate operational risk, improve efficiency and support productivity. Landlords are increasingly expected to contribute capital in lease negotiations.

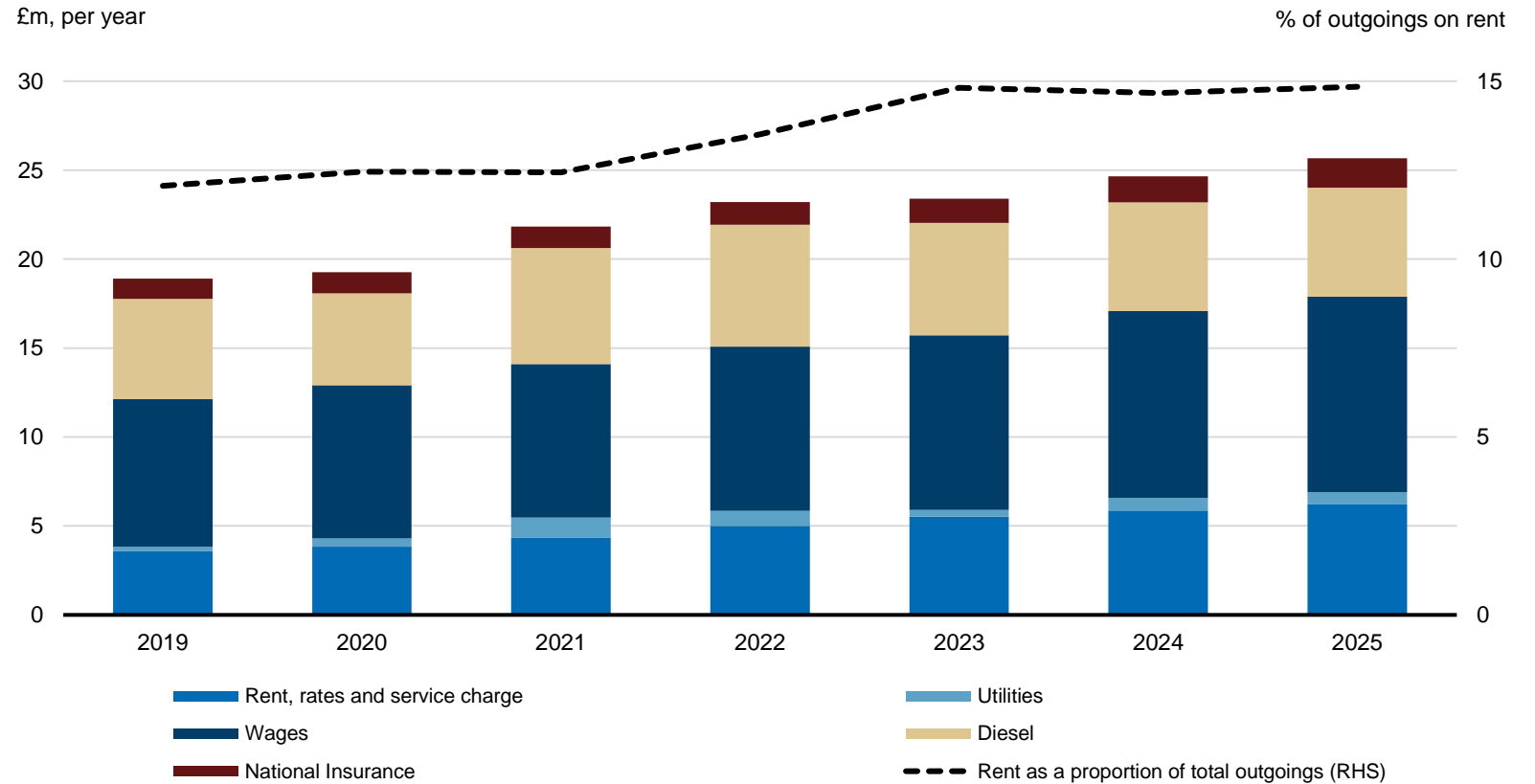
UK like-for-like operating cashflow growth, main segments

Source: Green Street



Typical UK logistics occupier outgoings*

Source: Newmark, Bionic, DfT, ONS, Oxford Economics

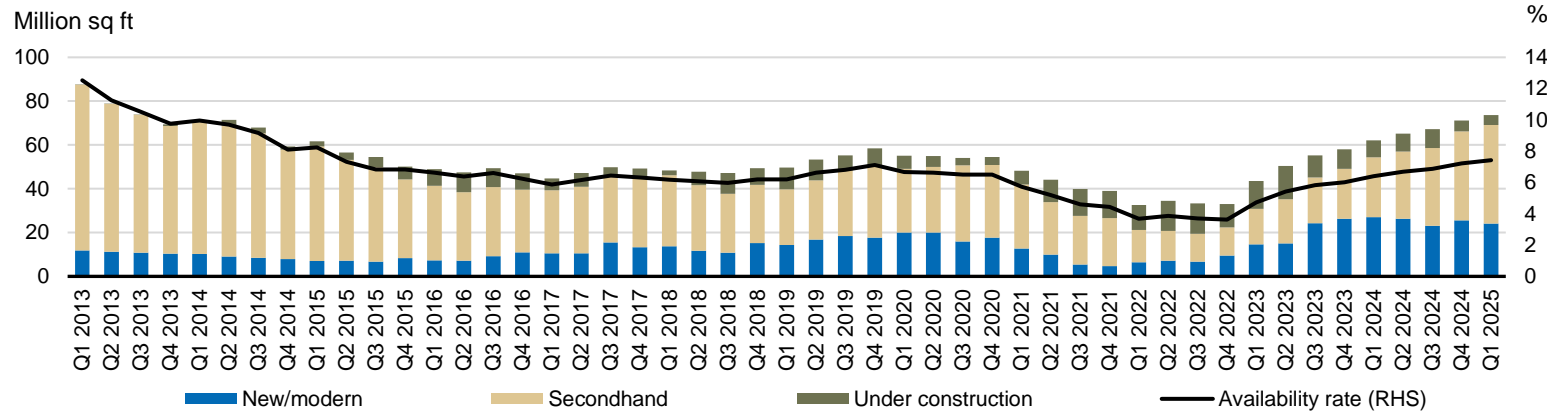


*Assumptions: 300,000 sq ft prime unit, large logistics operator with 25 vehicles each running 100,000 miles a year, average gas/electricity usage, UK average prime rent and 300 employees

Supply & Development

UK volume of available space by building quality and rate

Source: Newmark

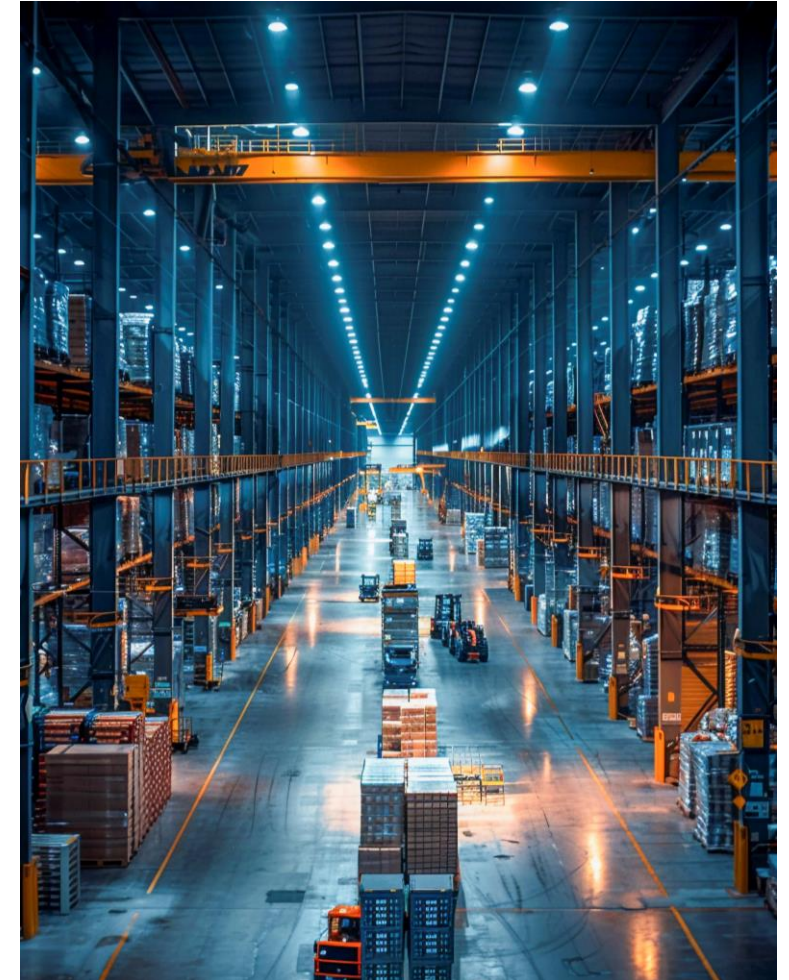
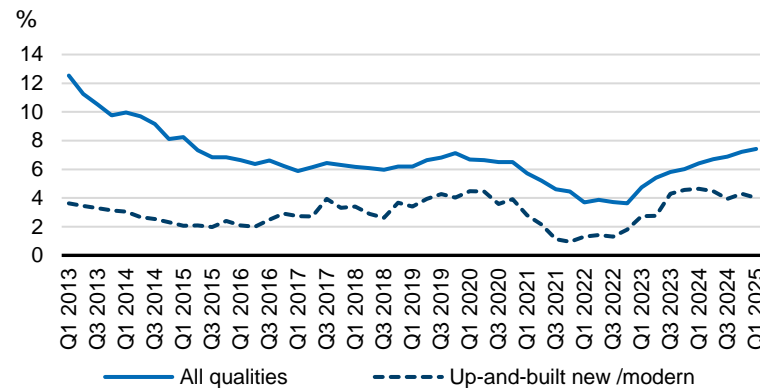


Availability rate rises to 7.4% - the highest in a decade

Marketed availability rose again in Q1, reaching over 73 million sq ft. The increase was driven by the return of secondhand space, as occupiers upgraded to more efficient premises and released older, less energy-efficient stock back to the market. Secondhand units now account for 61% of total availability. Overall availability has been rising for more than two years and reached 7.4% in Q1, which is the highest level in a decade. In contrast, availability of up-and-built new or modern buildings peaked in early 2024 and had fallen to 4% in Q1.

Availability rate by building quality

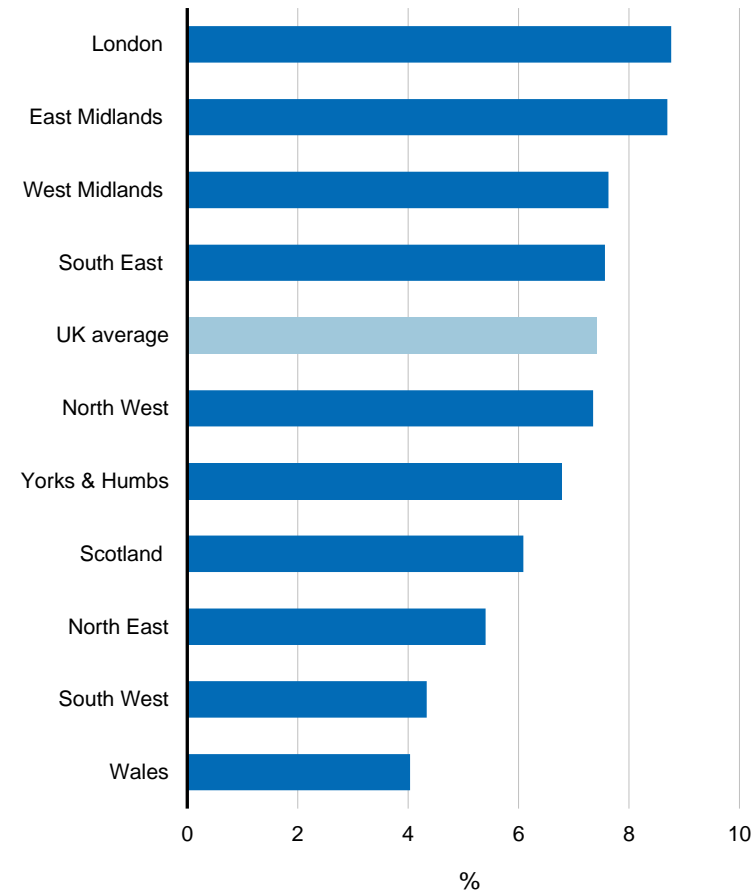
Source: Newmark



Supply & Development

Availability rate by region, Q1 2025

Source: Newmark

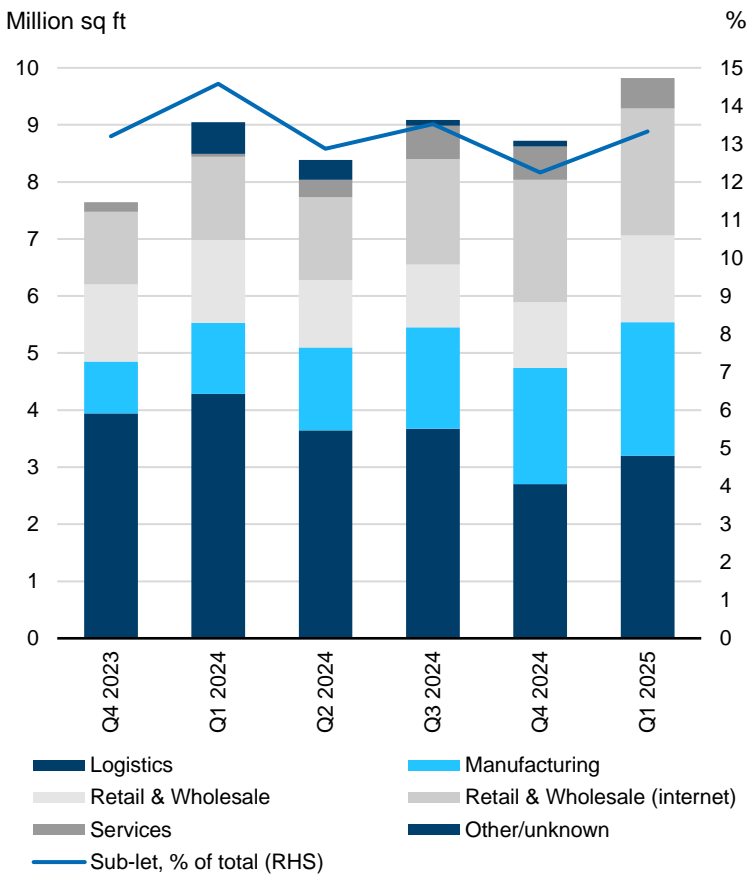


Newmark is marketing **Latitude 186 at Magna Park Milton Keynes**, a newly refurbished 186,443 sq ft unit with easy access to the M1 and a 50m service yard. For more information, please visit the [website](#) or contact [Charlie Spicer](#), [Josh Pater](#) or [Seb Moseley](#) directly.



Supply & Development

Volume of sub-let available space by sub-lessor sector
Source: Newmark



Sub-lets or assignments accounted for 18% of newly-marketed space in Q1

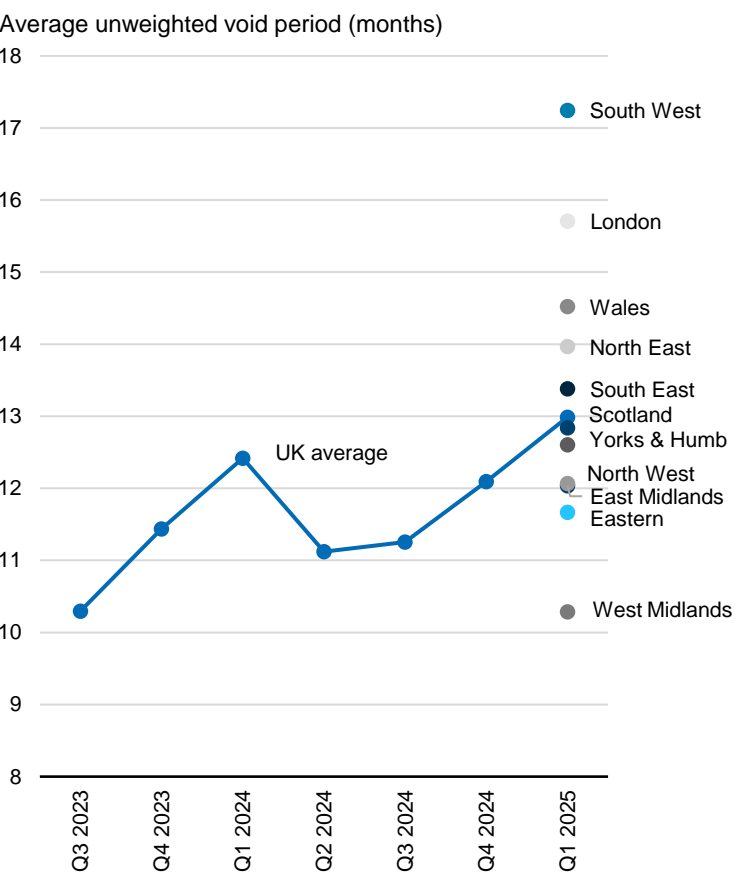
In Q1, 9.8 million sq ft of space was marketed via sub-let or assignment, equivalent to 13% of total availability. These routes accounted for 18% of newly-marketed space during the quarter, reflecting a continued rebalancing of occupational footprints.

This included large units such as Geodis at Coventry Logistics Park and 4PX at Magna Park Northampton, as well as smaller spaces like Sainsbury's at Indurent Park in Stoke and Comtech at Tyson Park, Basingstoke. Logistics operators were the most active sub-lessors, though online retailers and manufacturers also contributed.

Occupiers are increasingly focused on cost control, operational flexibility, and supply chain resilience. Some are releasing space as part of wider restructurings prompted by economic pressures and geopolitical uncertainty.

While several off-prime units with above average void let during the quarter - typically at discounted rents - the average void period for marketed buildings edged up from 12 months in Q4 to 13 months in Q1. Regionally there is significant variation, with voids above the UK average in London, Wales, and the South West. In contrast the average void period in the West Midlands is only just over 10 months.

Average void period by region, Q1 2025
Source: Newmark



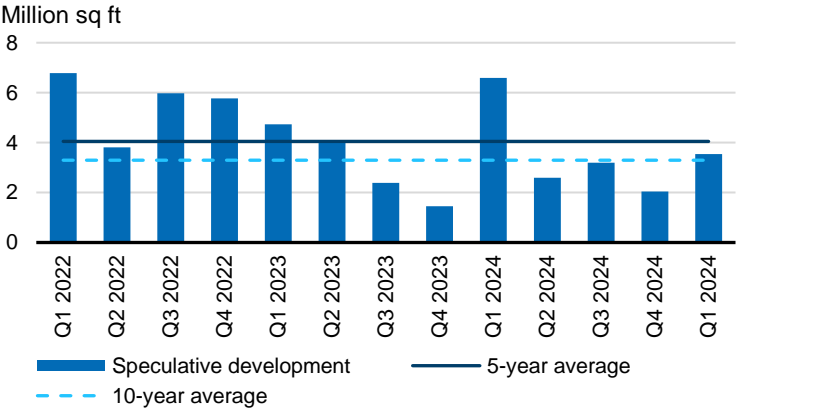
Supply & Development

Speculative development remains subdued, despite an uptick in Q1

Speculative development starts totalled 3.5 million sq ft in Q1, which was a 73% increase on Q4, but still below the five-year quarterly average. Activity was led by well-capitalised developers, with new starts concentrated in undersupplied markets such as Biggleswade, Tyldesley, and Tunbridge Wells. Despite this increase, the viability of new schemes remains constrained by the gap between build costs and capital values, making a broader resurgence in speculative activity unlikely in the near term. Only 10.5 million sq ft of space is currently under construction across the UK, which equates to just over four months of supply at current take-up rates.

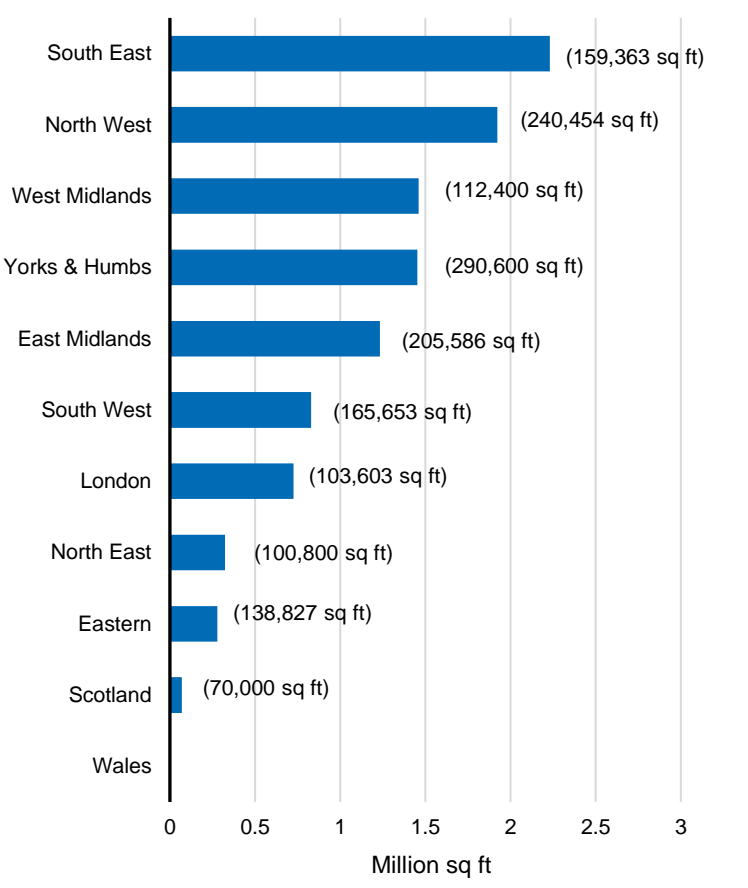
UK speculative development starts and quarterly averages

Source: Newmark



Spec under construction, Q1 2025 (and average unit size)

Source: Newmark

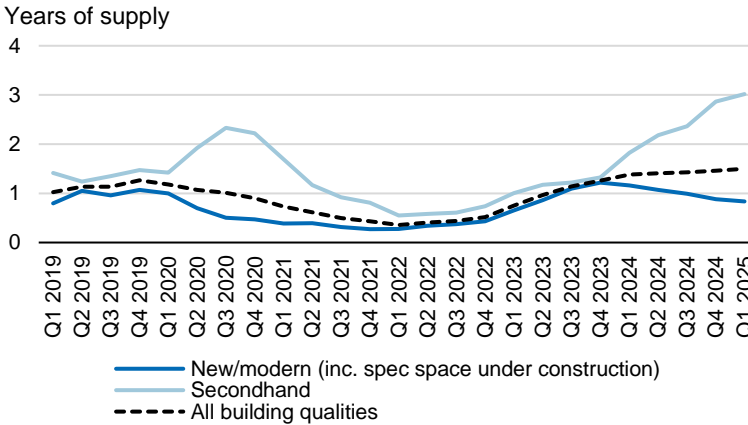


Modern stock availability provides 10 months of supply

Modern and newly-built space remains limited, with availability continuing to decline since early 2024. Based on current take-up rates, there is just 10 months of supply of good-quality accommodation on the market. In contrast, 61% of total available space in Q1 was secondhand, and almost half of this was rated EPC grade C or below. Occupiers continue to favour energy-efficient, future-proofed buildings, with secondhand space accounting for only 30% of take-up over the past 12 months.

Years of supply based on prevailing take-up, by quality

Source: Newmark



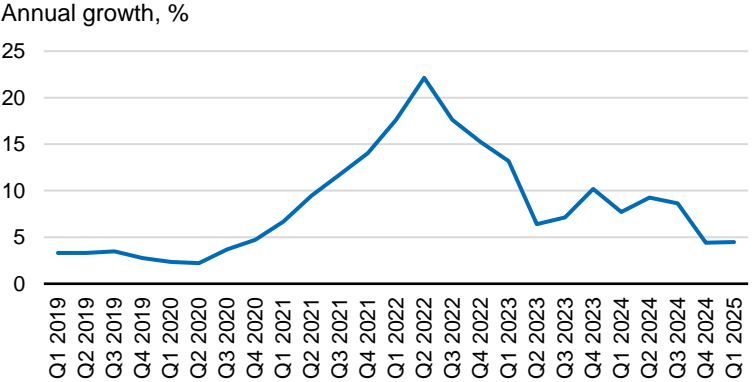
Rents

Prime headline rents rose 4.5% annually in Q1 – the lowest rate since 2020

UK prime headline rents grew by 1.1% in Q1, continuing annual growth of 4.5%, which was the lowest since 2020. Increases were driven by new lettings on recently completed developments, with the strongest uplifts seen in lower-cost locations around major conurbations favoured by cost-conscious occupiers. Incentives also moved out across most regions in Q1, particularly in the Midlands and London, and now typically exceed 12 months rent-free on a 10-year term. Landlords are increasingly adopting more flexible capital contribution strategies to support occupiers with relocation and fit-out costs.

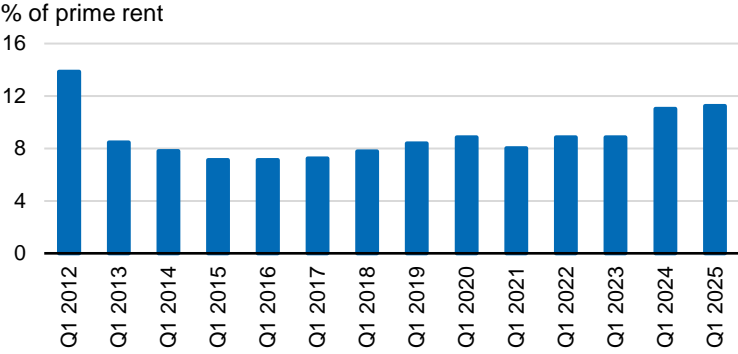
UK prime logistics headline rental growth

Source: Newmark



Incentives as a proportion of prime headline rent

Source: Newmark

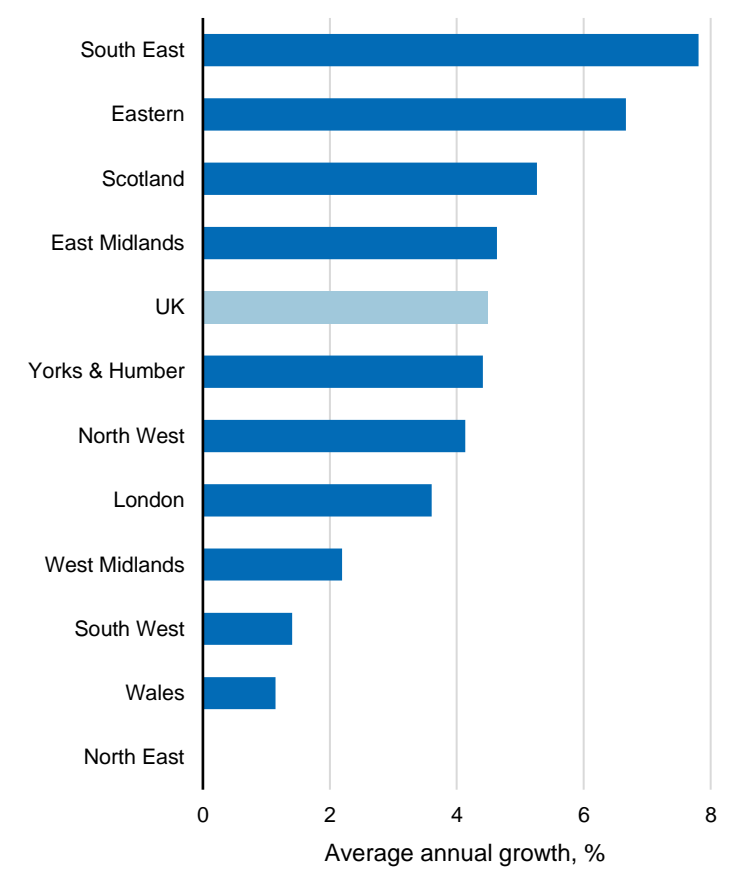


Strongest prime rental growth in South East markets

Quarterly and annual prime rental growth was strongest in South East locations such as Reading, Ashford, and Basingstoke in Q1. These markets continue to attract cost-sensitive occupiers seeking good-quality space with access to London. In contrast, rental growth in London remained below the UK average. Rents were broadly flat across the Midlands and North West, although deals on new developments in Coventry pushed prime levels slightly higher. Current leasing activity is concentrated in lower-value markets such as Nottingham, Derby, and Wolverhampton, which is beginning to place upward pressure on rents in those locations.

Annual regional prime logistics rental growth

Source: Newmark



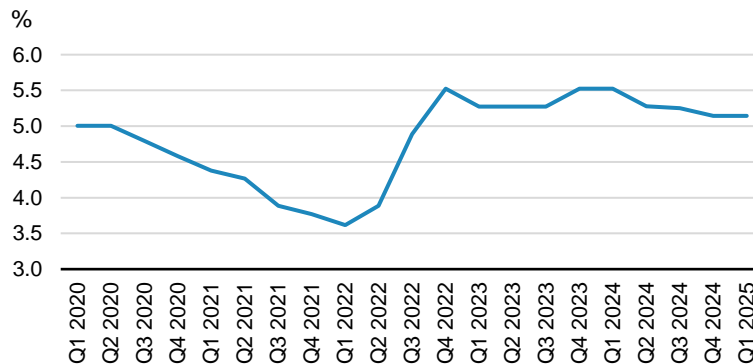
Investment

Lack of stock suppresses Q1 transaction activity

Investor appetite for UK industrial remains strong, with a deep buyer pool and significant capital targeting the sector. Assets brought to market in Q1 attracted competitive bidding, but a slowdown in new sales and limited stock availability constrained overall transaction volumes. The shortage of deal flow has also reduced pricing visibility, with prime yields holding broadly flat across most markets. Several portfolio disposals and recapitalisations are expected in the coming quarters, which should improve liquidity and support clearer price discovery.

UK average prime logistics yields

Source: Newmark

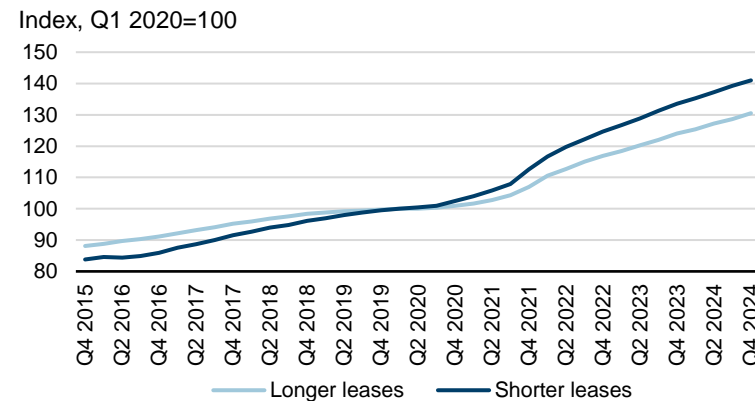


Income growth potential continues to attract investors

Income remains a key focus for investors, with the multi-let market attracting the strongest demand due to its frequent opportunities for rental uplift. Similarly, single-let logistics assets with shorter leases are in favour, having delivered stronger rental growth than longer-let units, according to MSCI. Industrial assets remain the most under-rented among commercial property segments. MSCI estimates that 72% of distribution warehouses are under-rented, which is a significantly higher proportion than in other asset classes and continues to support investor interest in income-driven strategies.

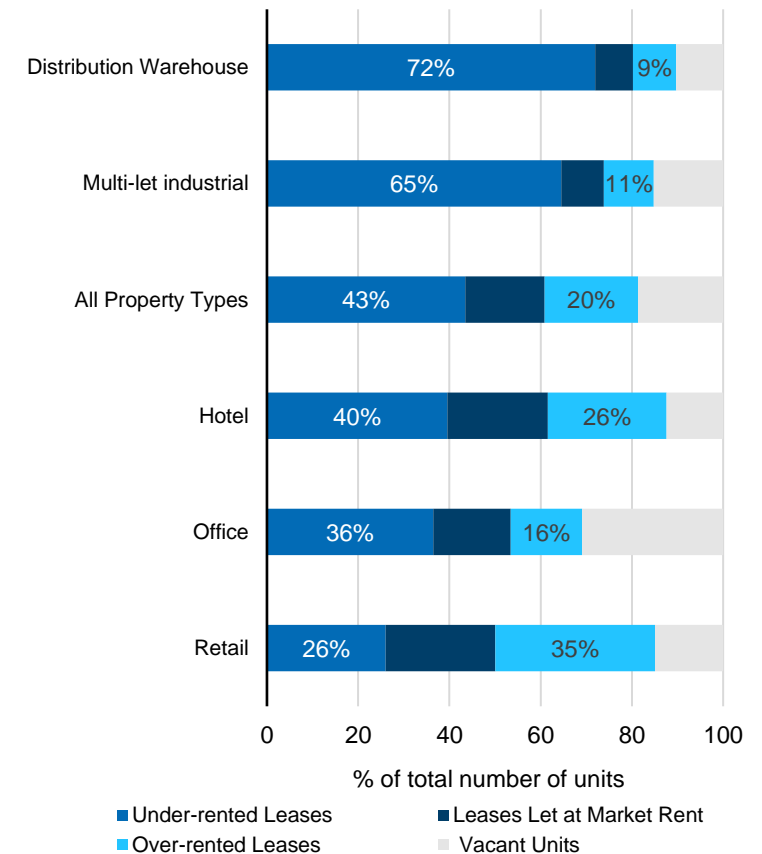
Rental growth by remaining lease length (inc. breaks)

Source: MSCI



Income structure and occupancy by main property sector

Source: MSCI



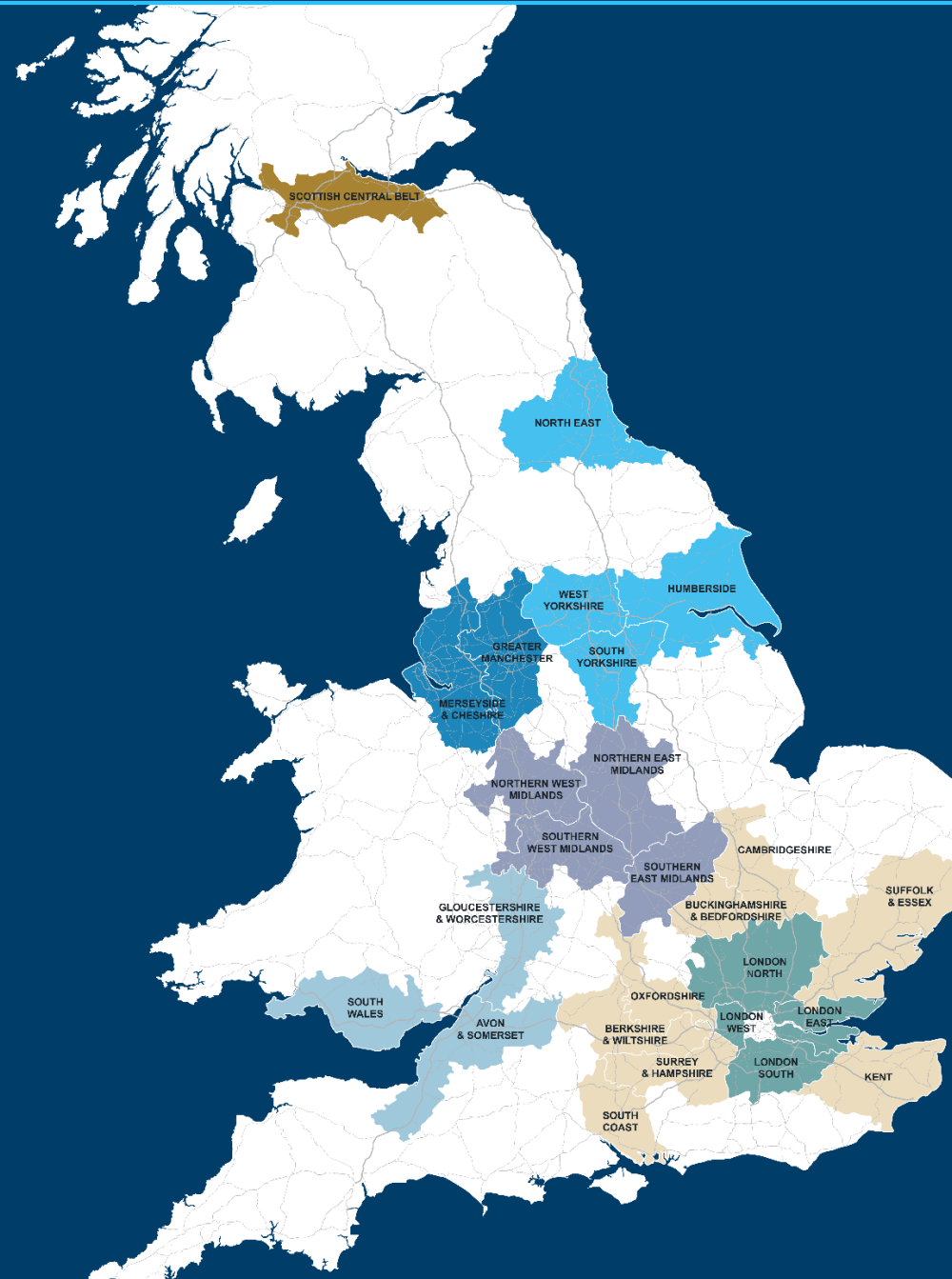


Newmark Regions



Click on a region for more detailed regional analysis & insight.

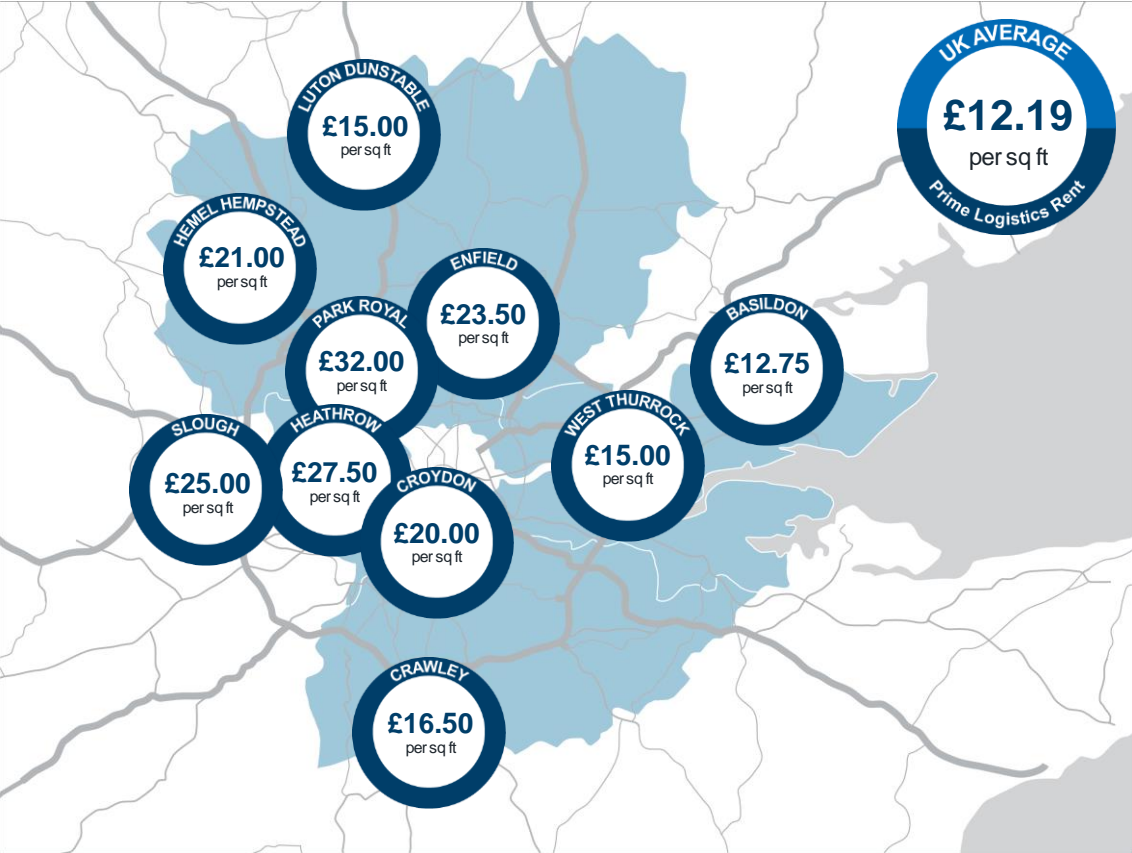
- London
- The South and East
- Midlands
- South West and Wales
- North West
- North East and Yorkshire
- Scotland



London

 Contact **Josh Pater** for more information.

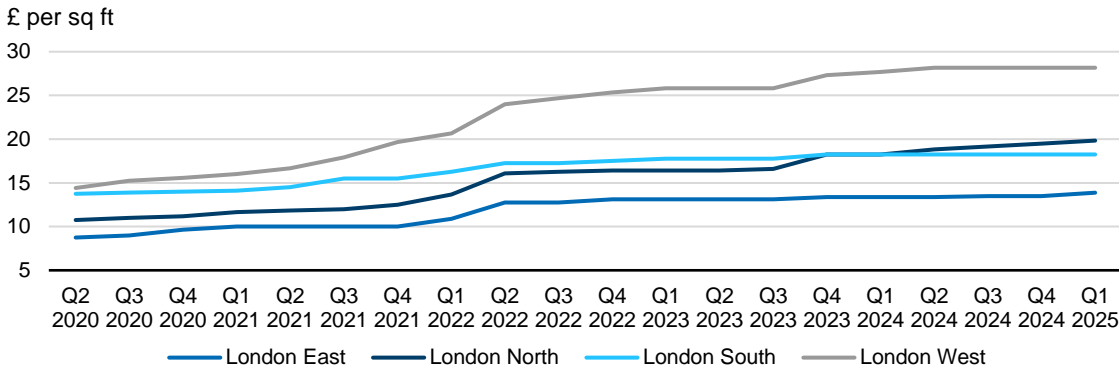
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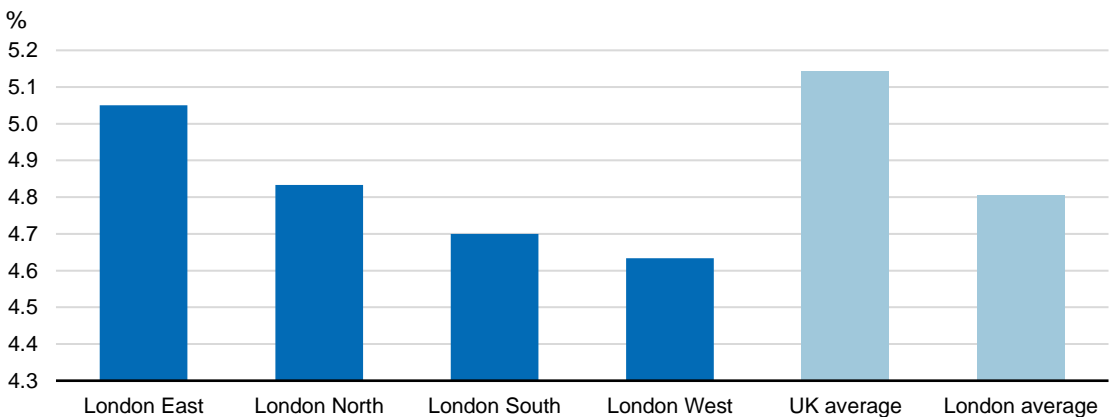
Prime logistics regional average rents

Source: Newmark



Prime logistics regional average yields, Q1 2025

Source: Newmark



London

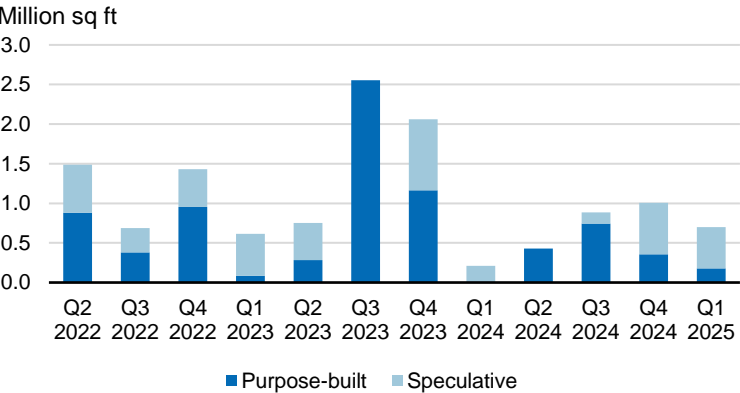
 Contact **Josh Pater** for more information.

Data centre developments drive London take-up

Forward commitments for large-scale data centres have been a key driver of London take-up over the past year. In Q1, total take-up in the capital nearly doubled quarter-on-quarter and was 30% higher than the same period in 2024, supported by DC01UK securing planning permission for a 2 million sq ft facility in Hertsmere (London North). Outside of data centre deals, overall market activity remains relatively subdued, accredited to occupier cost sensitivity. Availability was stable or declined across most London sub-markets, except London South with its higher-than-average availability and longer void periods. A limited speculative development pipeline continues to support positive prime rental growth, particularly in North and West London.

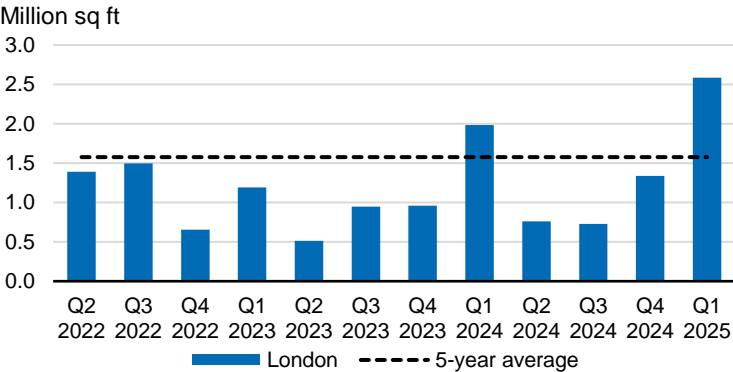
Development completions, by type

Source: Newmark



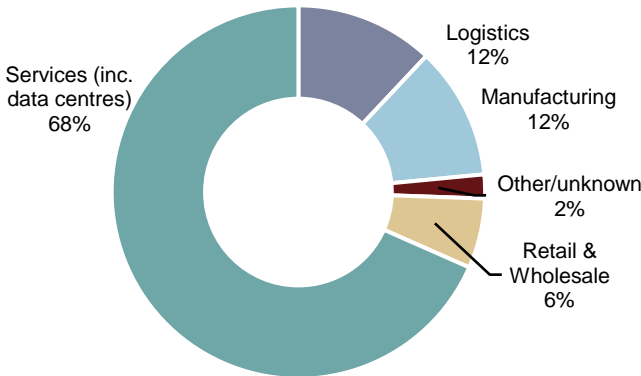
Occupier take-up

Source: Newmark



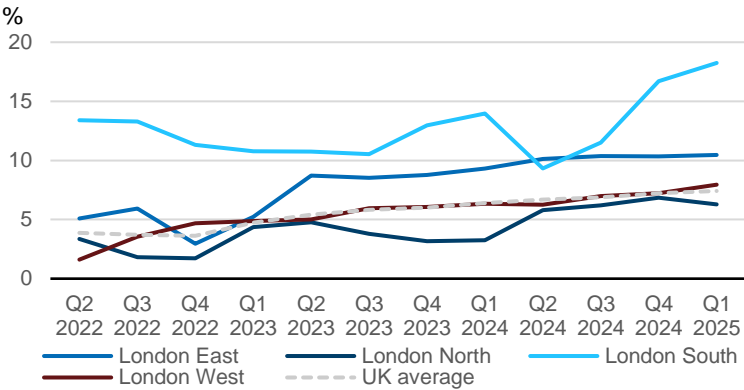
Take-up by occupier sector, last 12 months

Source: Newmark



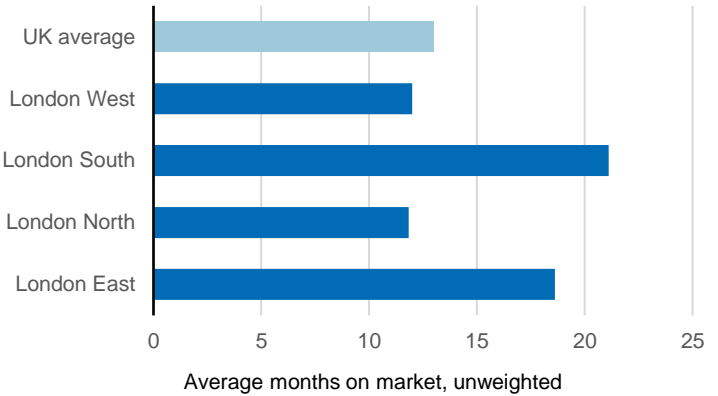
Availability rate by region

Source: Newmark



Void period by region, Q1 2025

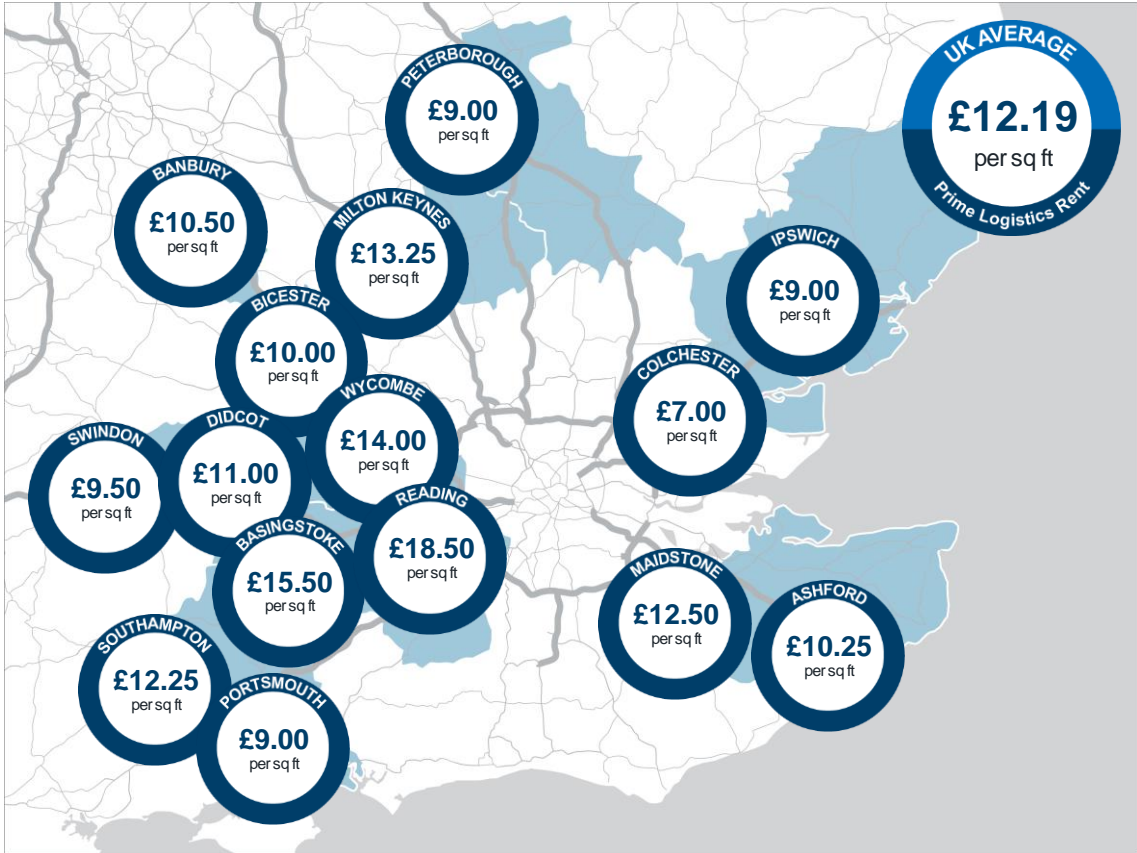
Source: Newmark



The South East and East

Contact [Mark Trowell](#) for more information.

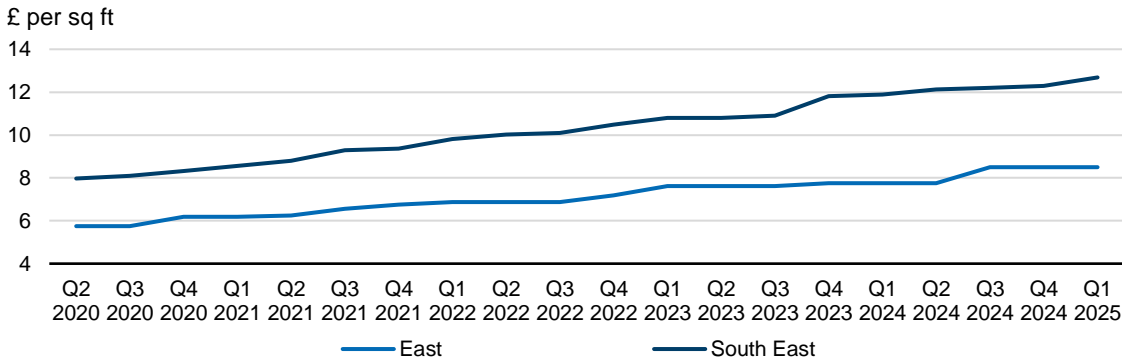
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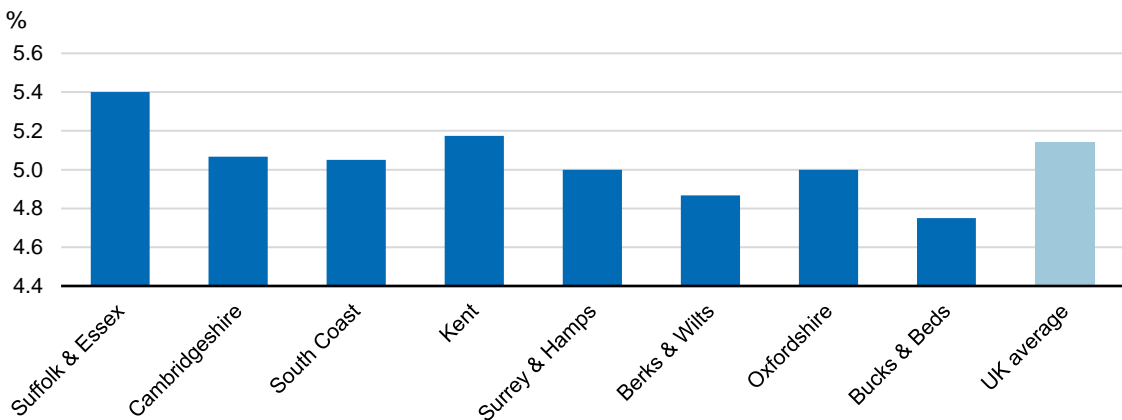
Prime logistics regional average rents

Source: Newmark



Prime logistics regional average yields, Q1 2025

Source: Newmark



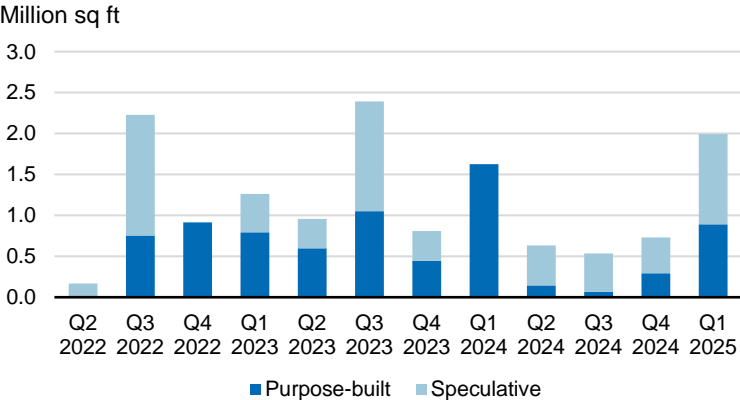
The South East and East

Weak quarter for demand, but data centre pipeline remains strong

Occupier demand was relatively subdued in Q1, with take-up down 38% on Q1 2024 and 78% lower than last quarter. However, the data centre sector continues to underpin demand, with large schemes in the pipeline in Reading, Slough, and Iver. In addition to demand from occupiers linked to these developments, activity remains steady among businesses focused on energy efficiency and those seeking cost-effective space with proximity to London. Several speculative completions were delivered in Q1, though prime rents continue to be supported by relatively low availability, particularly for modern accommodation.

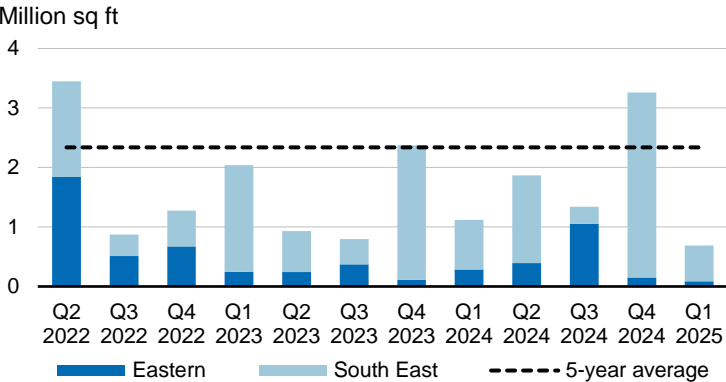
Development completions, by type

Source: Newmark



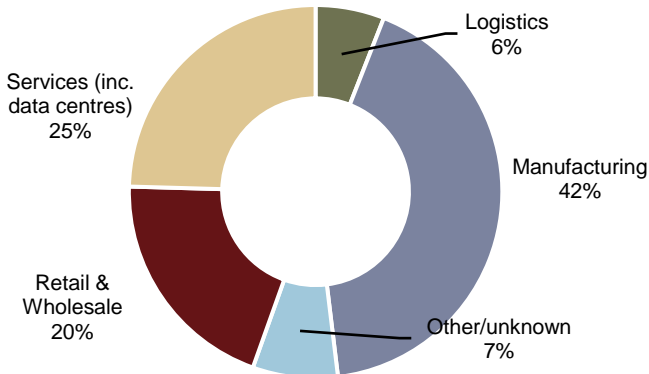
Occupier take-up

Source: Newmark



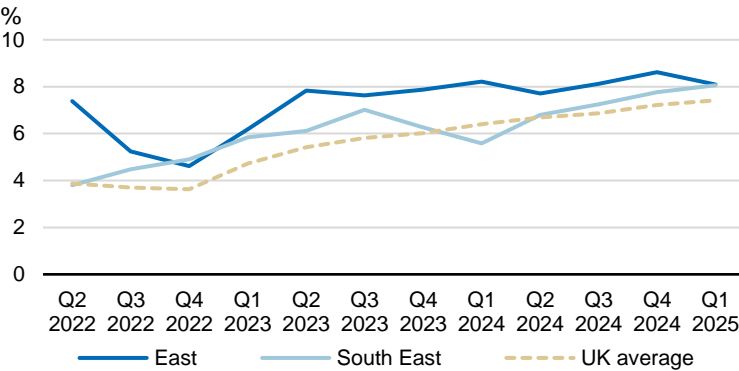
Take-up by occupier sector, last 12 months

Source: Newmark



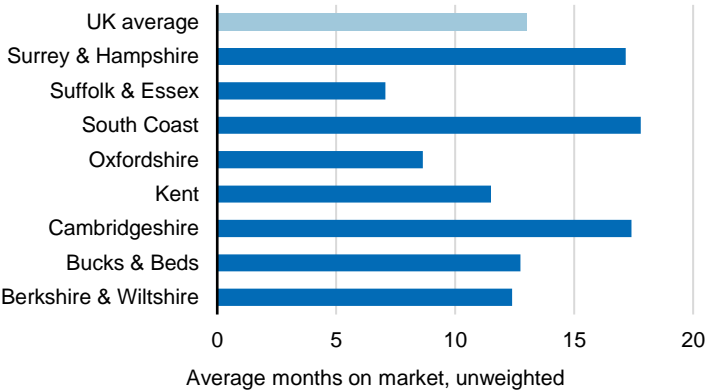
Availability rate by region

Source: Newmark



Void period by region, Q1 2025

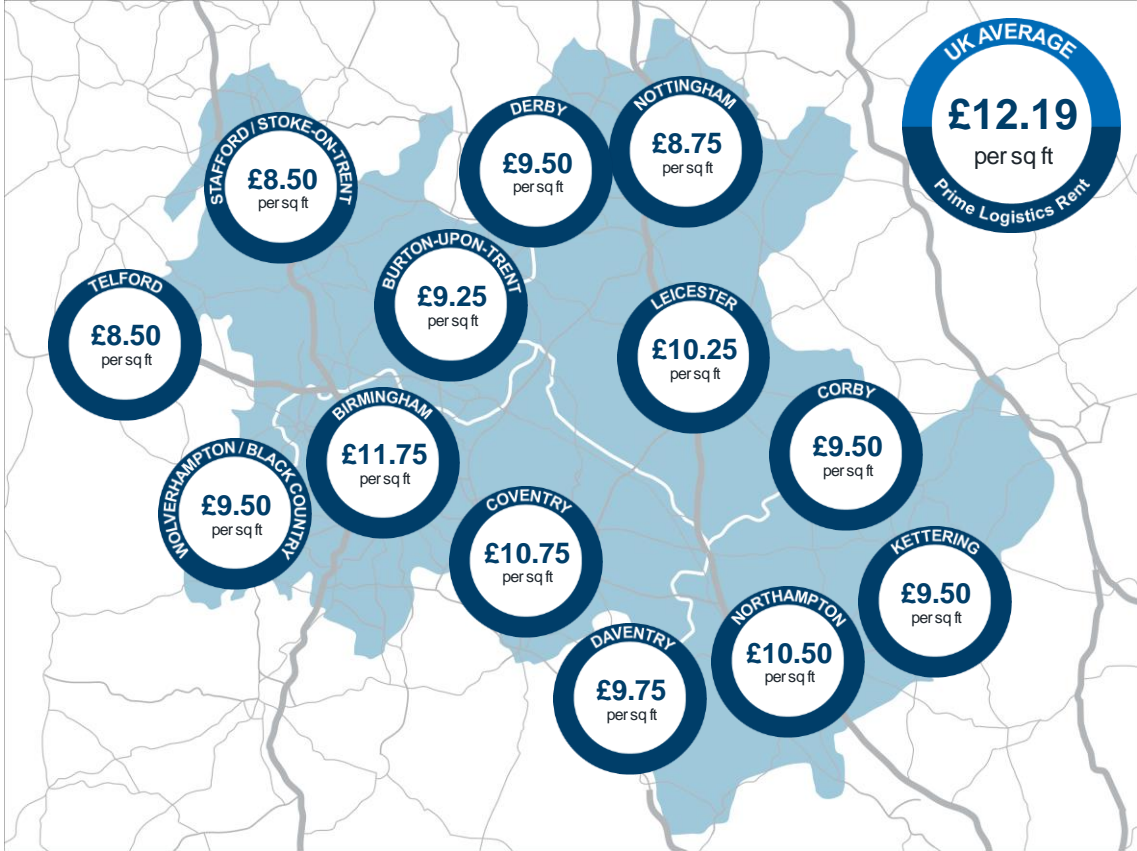
Source: Newmark



The Midlands

Contact **Charlie Spicer** for more information.

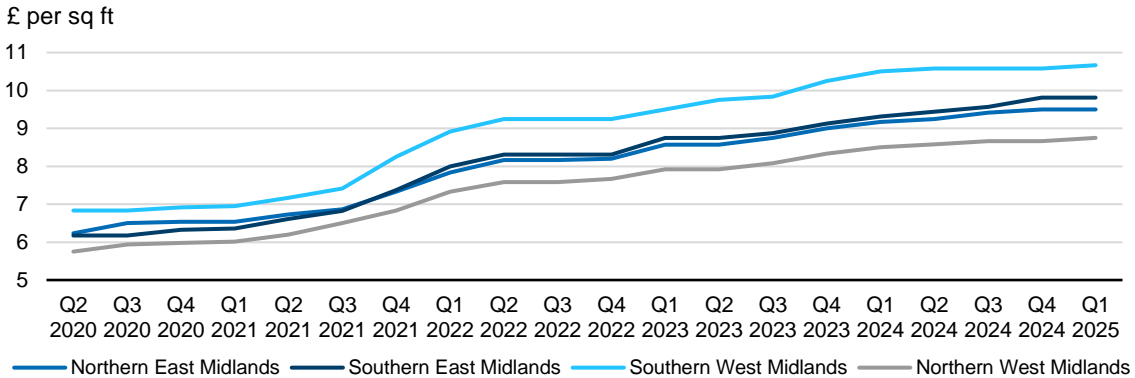
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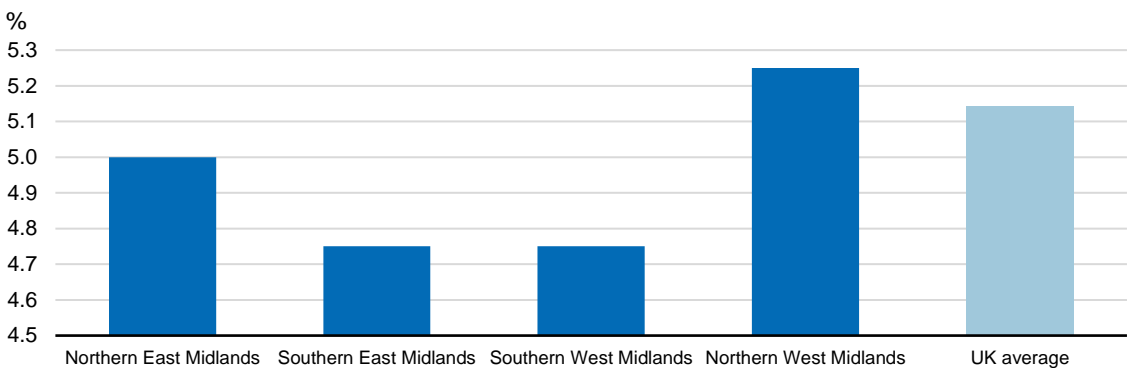
Prime logistics regional average rents

Source: Newmark



Prime logistics regional average yields, Q1 2025

Source: Newmark



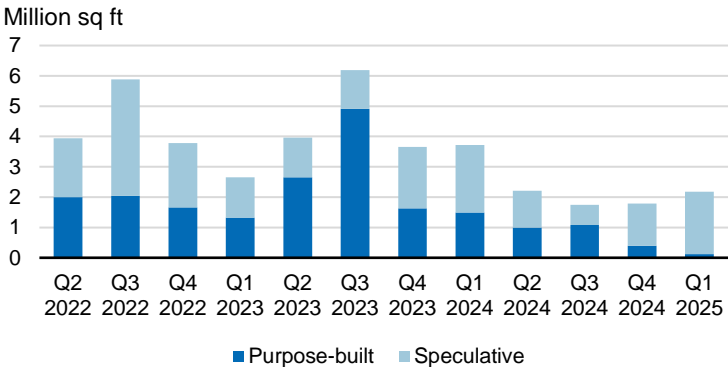
The Midlands

The Midlands remains a strategic hub for supply chain-focused occupiers

The Midlands continues to attract occupiers seeking supply chain resilience and centralised UK access. Logistics firms such as DHL and Super Smart Services were active in the East Midlands, while manufacturing demand supported leasing in the West Midlands in Q1. Prime rental growth slowed to 3.4% annually, with incentives and flexible lease structures supporting deal-making. Assistance with fit-out costs remain a key consideration for occupiers. More than 2 million sq ft of speculative space was delivered in Q1, although void periods remained below the UK average across all Midlands markets.

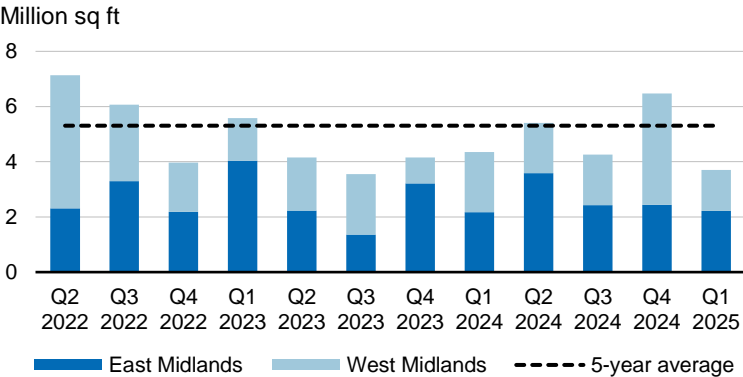
Development completions, by type

Source: Newmark



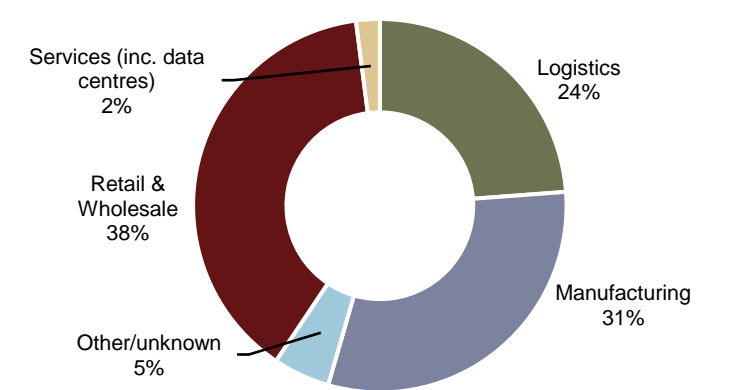
Occupier take-up

Source: Newmark



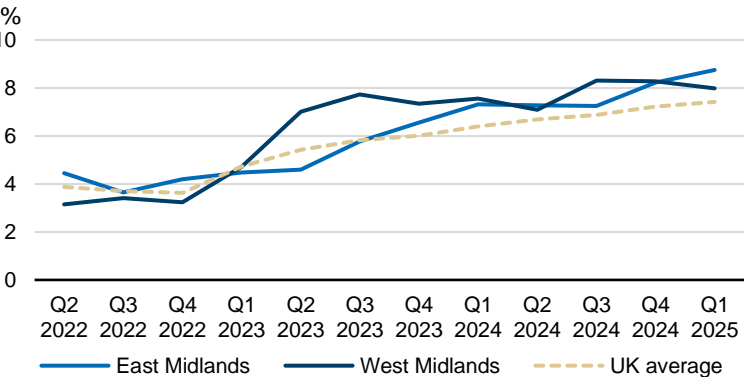
Take-up by occupier sector, last 12 months

Source: Newmark



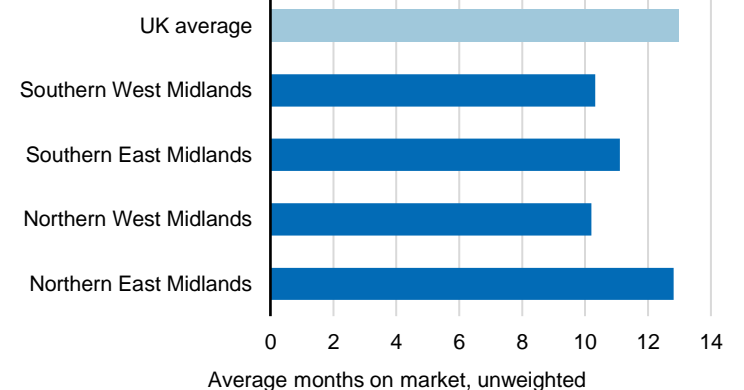
Availability rate by region

Source: Newmark



Void period by region, Q1 2025

Source: Newmark

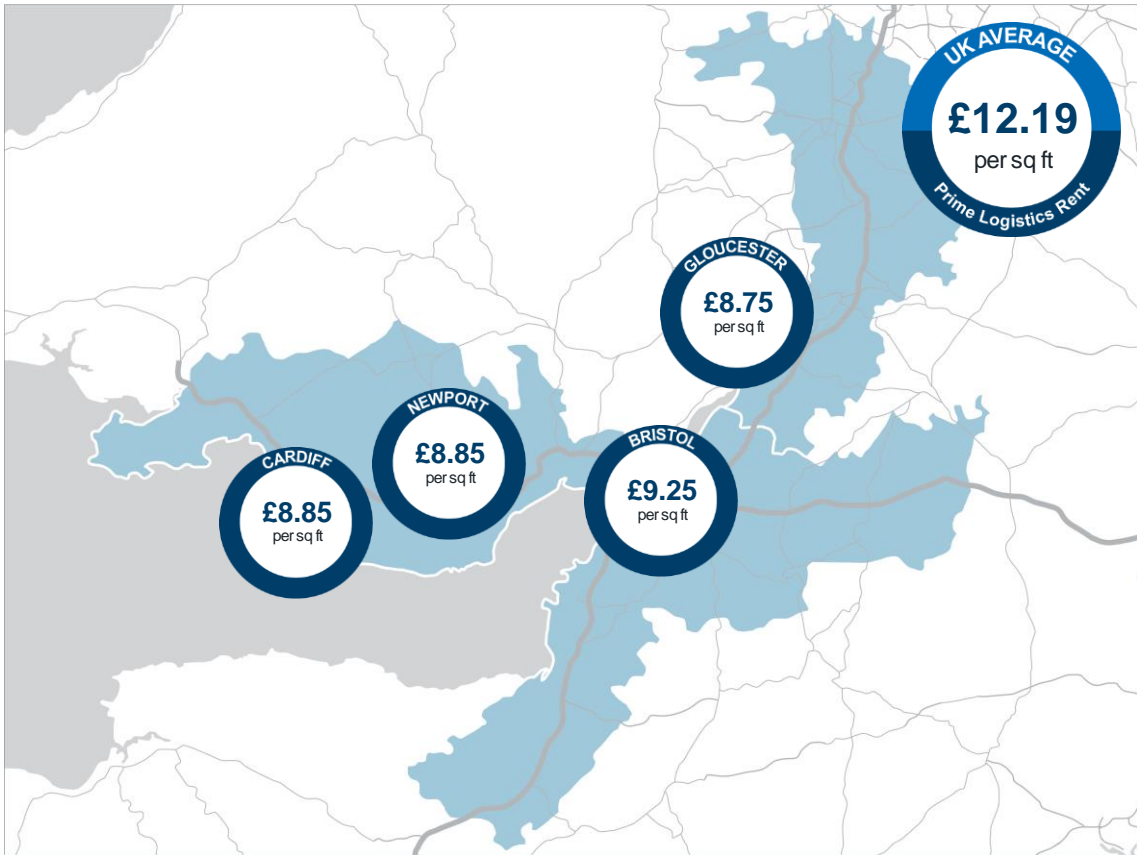


Contact **Charlie Spicer** for more information.

South West and Wales

Contact **Charlie Spicer** for more information.

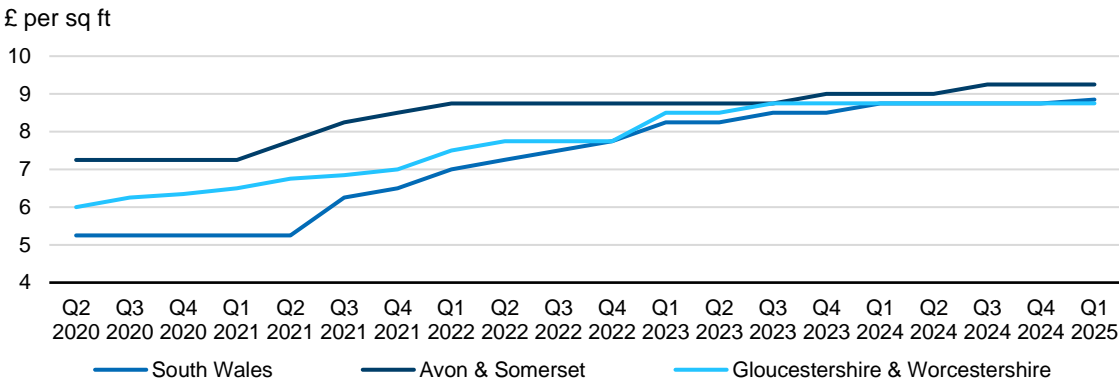
Prime logistics rents



Prime rent: typical achievable headline rent in £ per sq ft for units of good quality over 50,000 sq ft and let on a typical 10-year lease to a tenant of strong covenant.

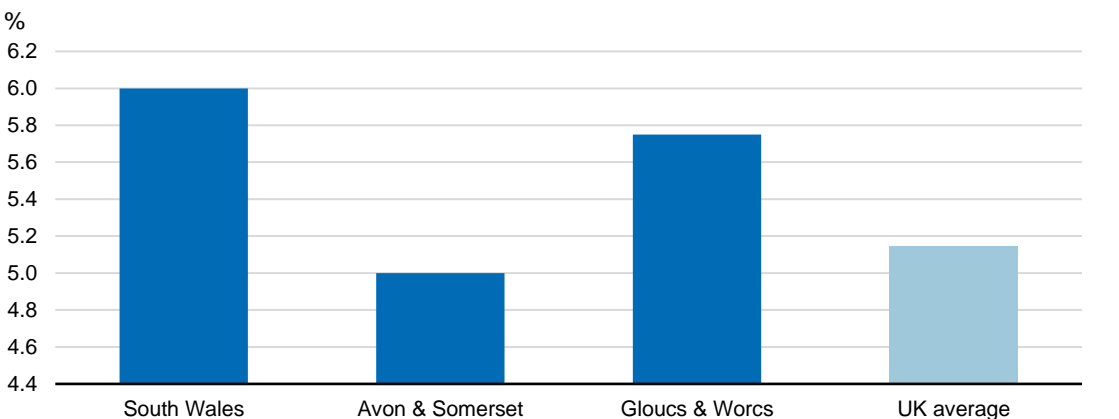
Prime logistics regional average rents

Source: Newmark



Prime logistics regional average yields, Q1 2025

Source: Newmark



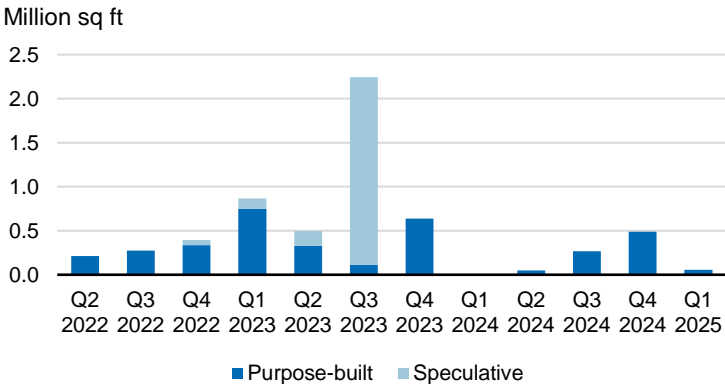
South West and Wales

South West posts strongest quarterly demand in two years

Combined take-up across the South West and Wales was 10% lower than in Q4 but 54% higher than the same period in 2024. The South West was particularly active, with its strongest quarter since 2022. Supermarket and high street retailers such as M&S secured pre-lets along with several manufacturing lettings. Availability rates remain below the UK average in most local markets, although void periods are slightly elevated. Speculative activity has stalled, with no completions since 2023 and only limited construction underway in Avonmouth. This constrained pipeline is expected to support continued prime rental growth.

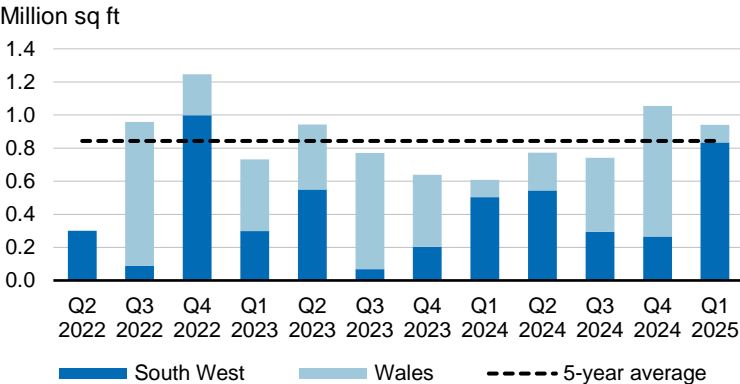
Development completions, by type

Source: Newmark



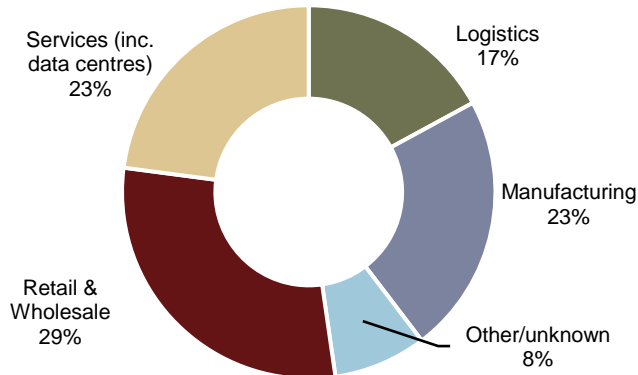
Occupier take-up

Source: Newmark



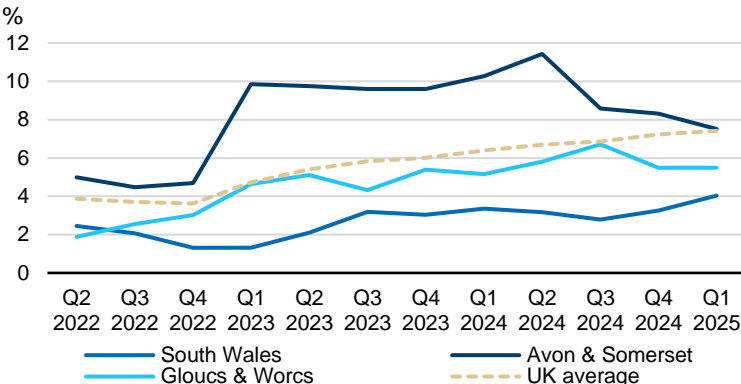
Take-up by occupier sector, last 12 months

Source: Newmark



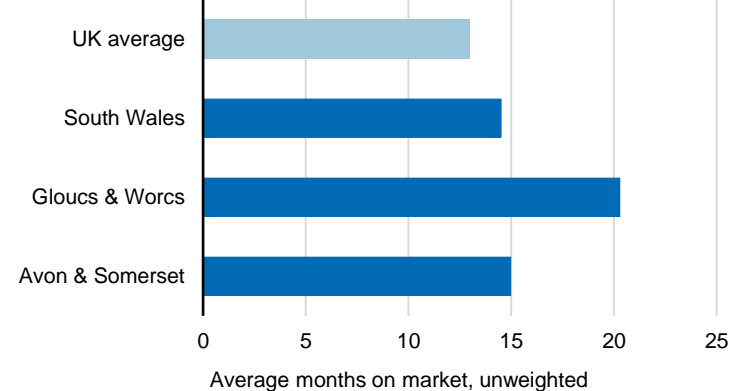
Availability rate by region

Source: Newmark



Void period by region, Q1 2025

Source: Newmark

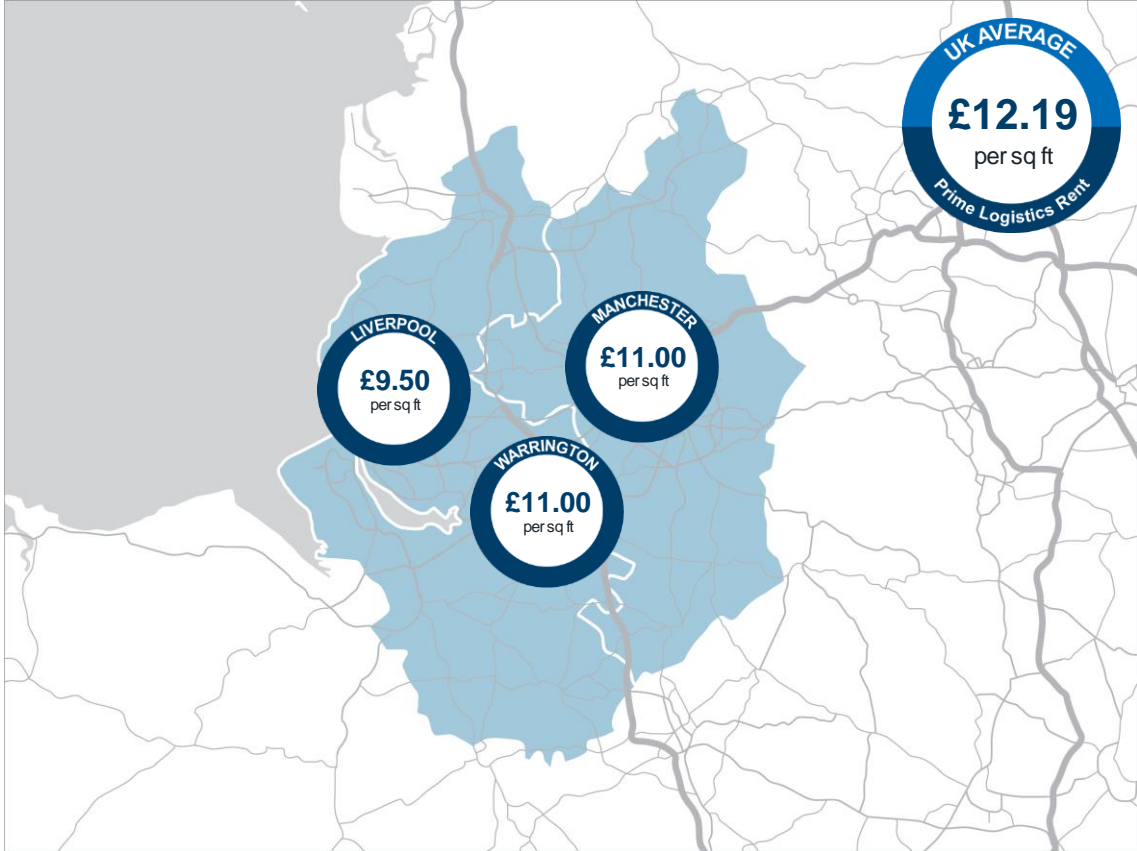


Contact **Charlie Spicer** for more information.

North West

 Contact **Jason Print** for more information.

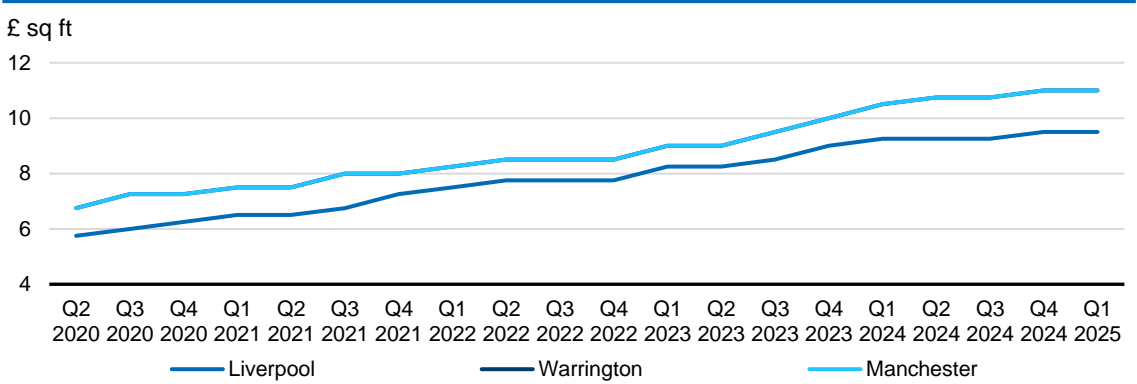
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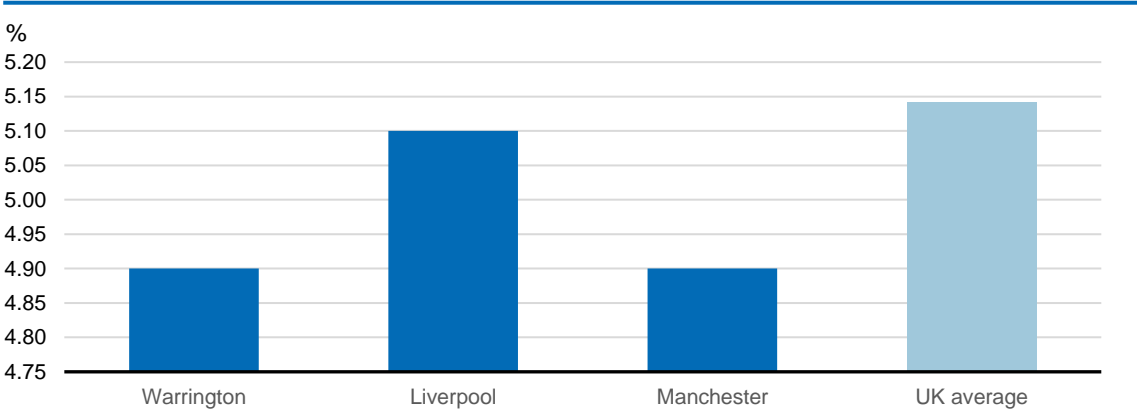
Prime logistics regional average rents

Source: Newmark



Prime logistics regional average yields, Q1 2025

Source: Newmark



North West

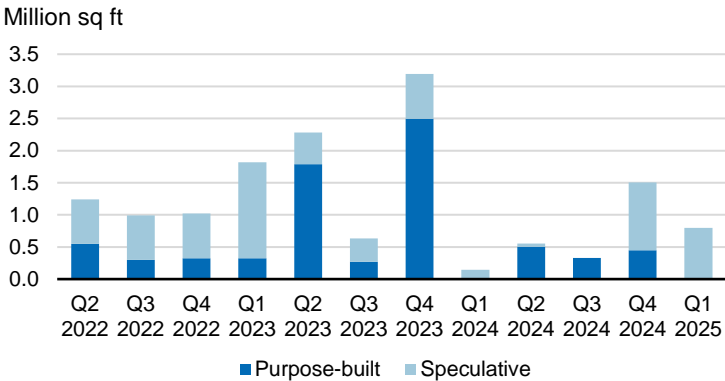
Contact **Jason Print**
for more information.

Manufacturing activity drives quarterly rise in take-up

Occupier take-up increased substantially in Q1, led by manufacturers in the automotive, medical, and construction sectors committing to mid-box space. Manufacturers have been notably active over the past year, accounting for 43% of demand, one of the highest of all regions. Occupier interest has increased for bespoke accommodation in lower-cost locations with land availability, particularly among defence-linked manufacturers. This sector is expected to remain a key source of demand. Availability rates declined in most sub-markets during Q1, and prime supply remains tight in core locations. Although prime rents were largely unchanged in Q1, annual growth was 4.1%, just below the UK average of 4.5%.

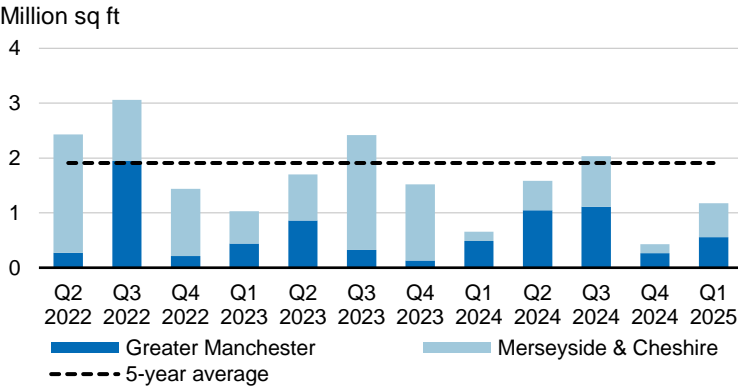
Development completions, by type

Source: Newmark



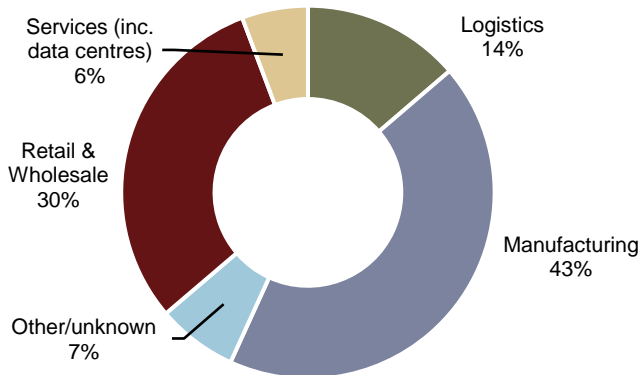
Occupier take-up

Source: Newmark



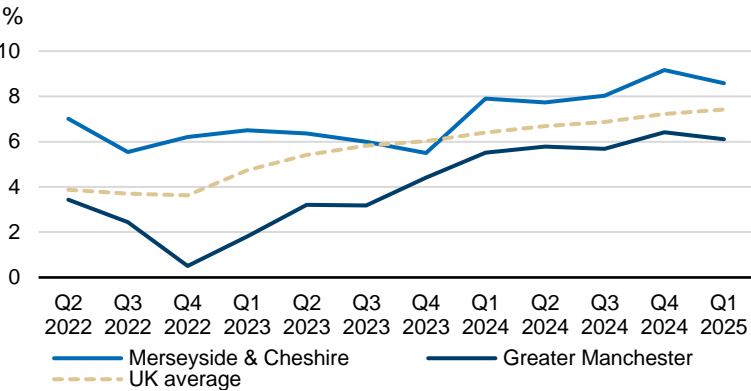
Take-up by occupier sector, last 12 months

Source: Newmark



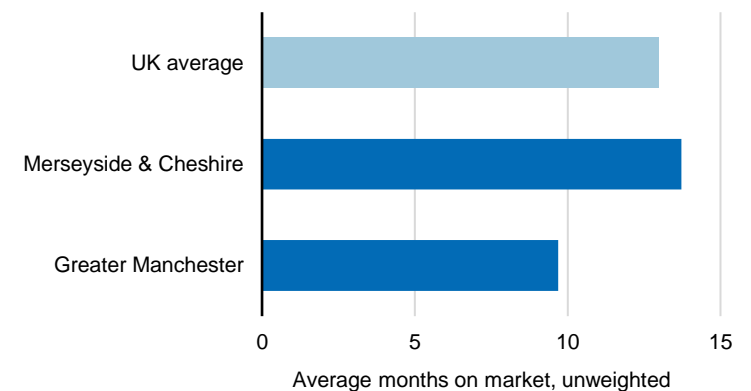
Availability rate by region

Source: Newmark



Void period by region, Q1 2025

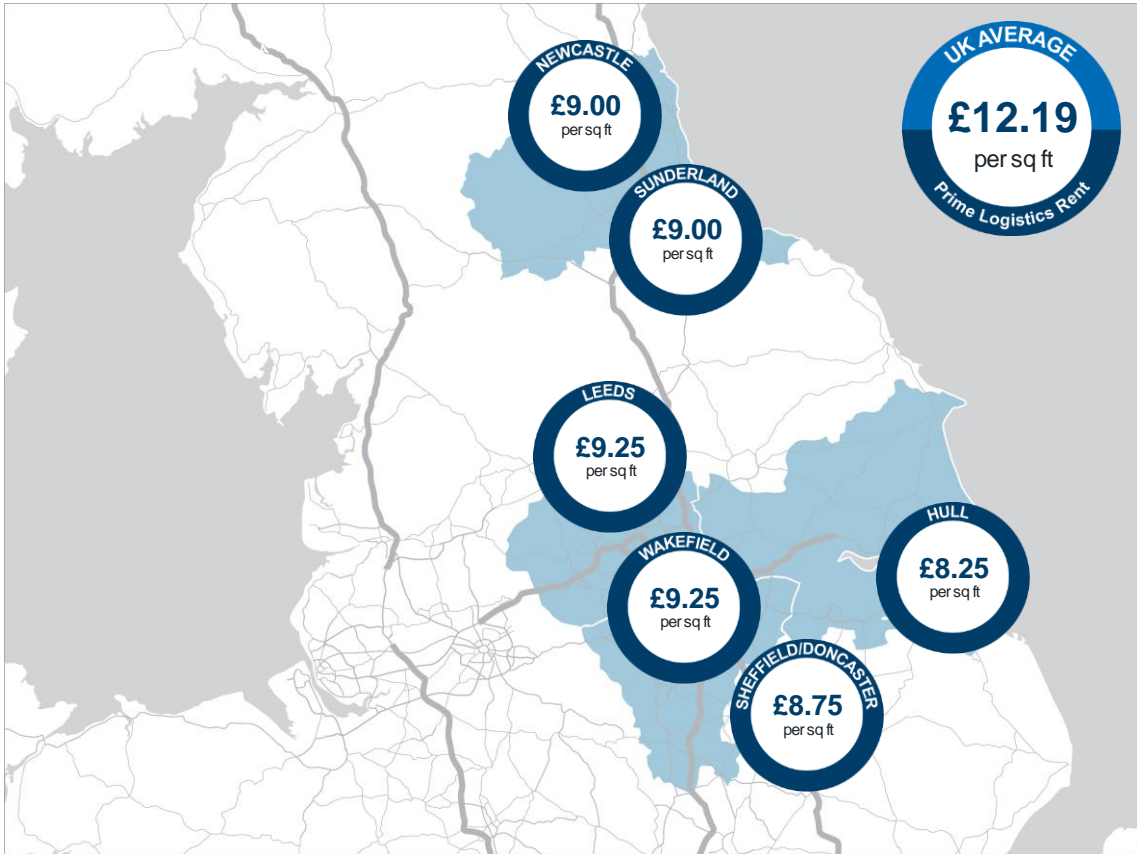
Source: Newmark



North East and Yorkshire

Contact **Jason Print**
for more information.

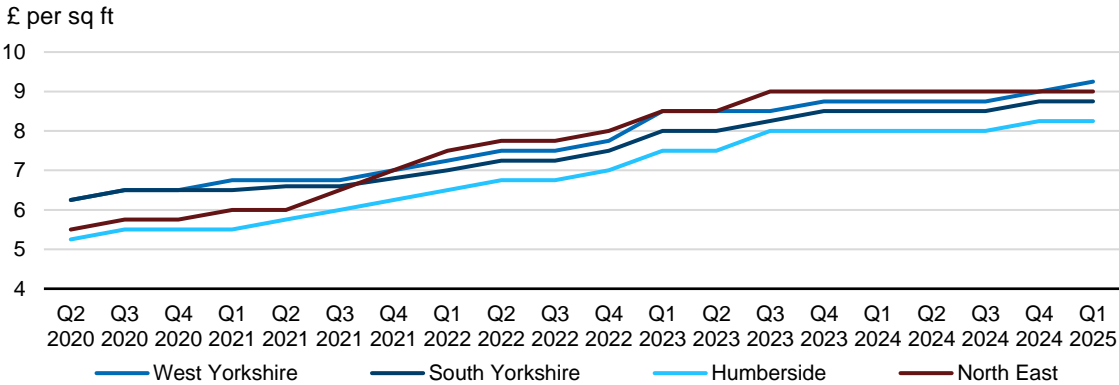
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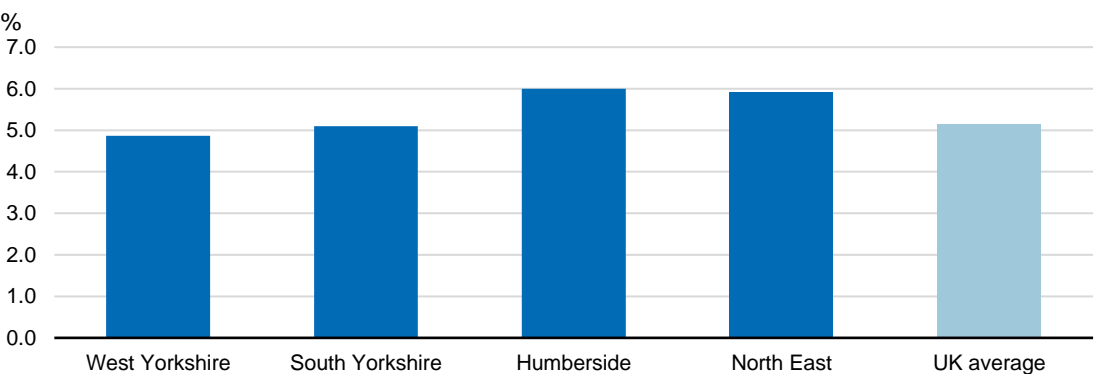
Prime logistics regional average rents

Source: Newmark



Prime logistics regional average yields, Q1 2025

Source: Newmark



North East and Yorkshire

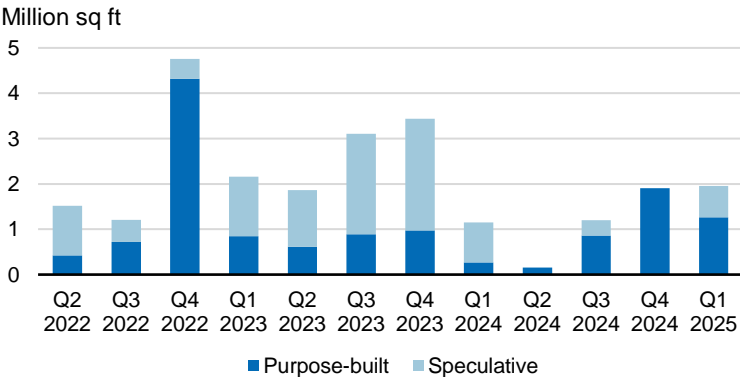
Contact **Jason Print** for more information.

Quarterly demand rises 65% in Q1, but remains below 5-year average

A broad mix of occupiers were active across the region in Q1, including steel and cable manufacturers, logistics firms, and automotive suppliers. New developments at iPort in South Yorkshire continue to attract interest, though overall regional activity remains well below the 5-year average. Speculative schemes are underway in Doncaster, Worksop, and Durham, although availability remains below the UK average in most sub-markets. Coastal locations with access to renewable energy and abundant land continue to appeal to both data centre and clean energy occupiers. Rents continue to be competitive, and these factors support a positive outlook for prime rental growth.

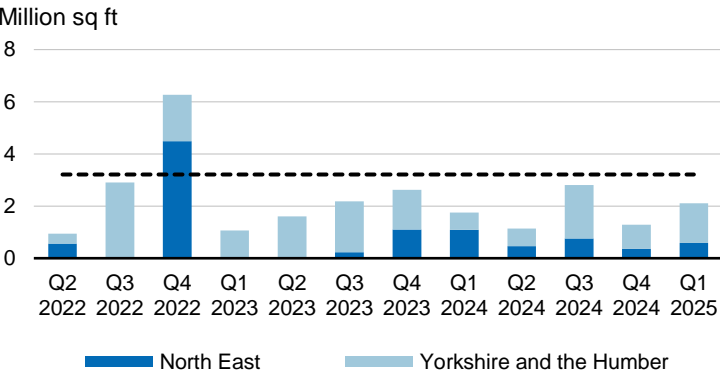
Development completions, by type

Source: Newmark



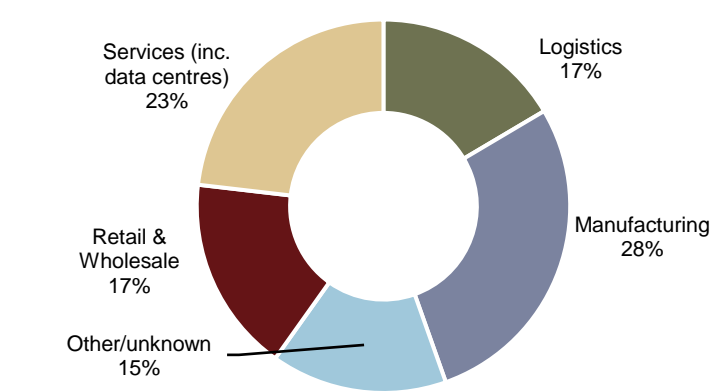
Occupier take-up

Source: Newmark



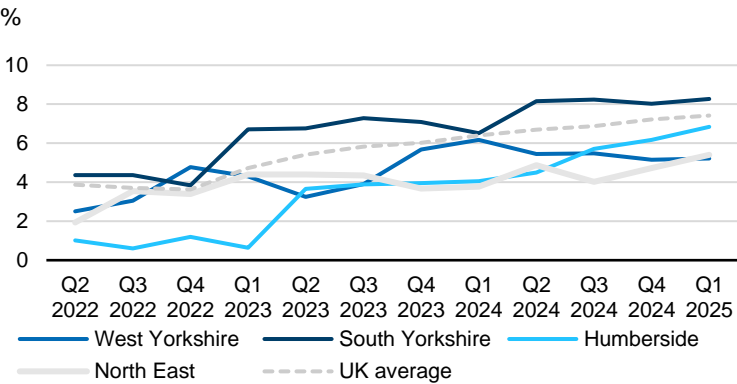
Take-up by occupier sector, last 12 months

Source: Newmark



Availability rate by region

Source: Newmark



Void period by region, Q1 2025

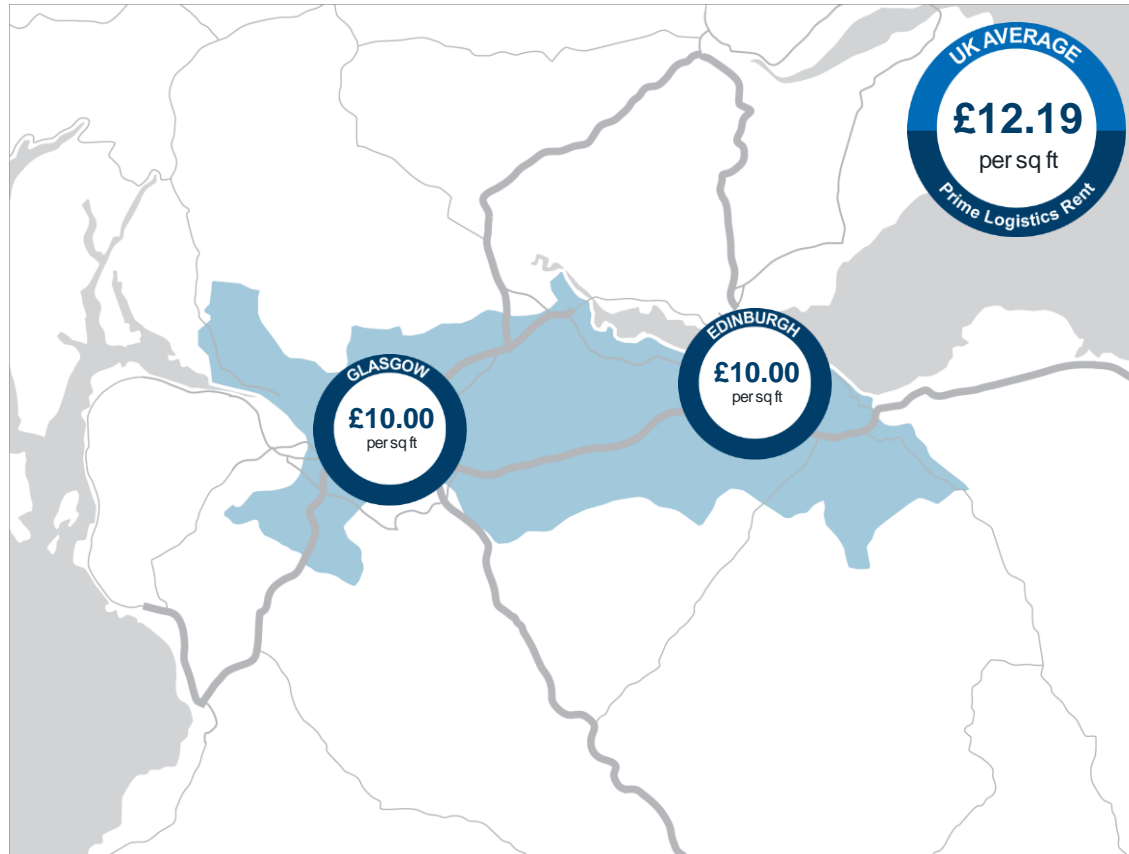
Source: Newmark



Scotland

Contact [Sven Macaulay](#) for more information.

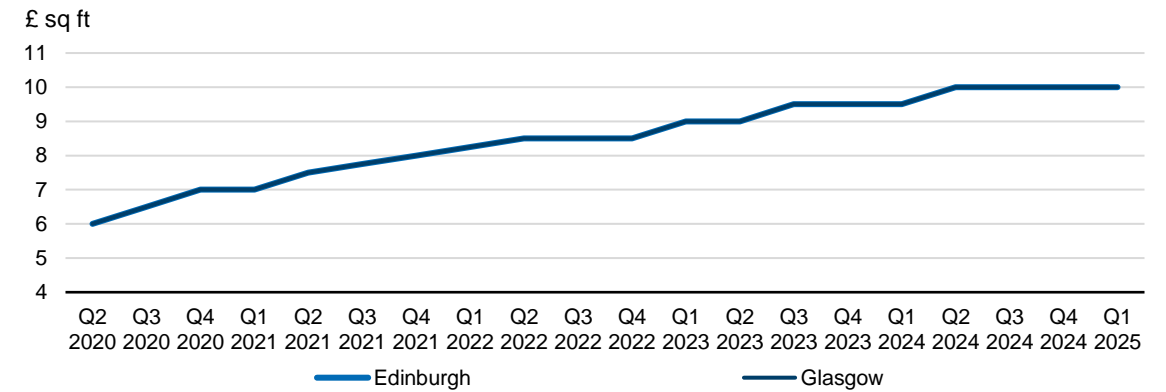
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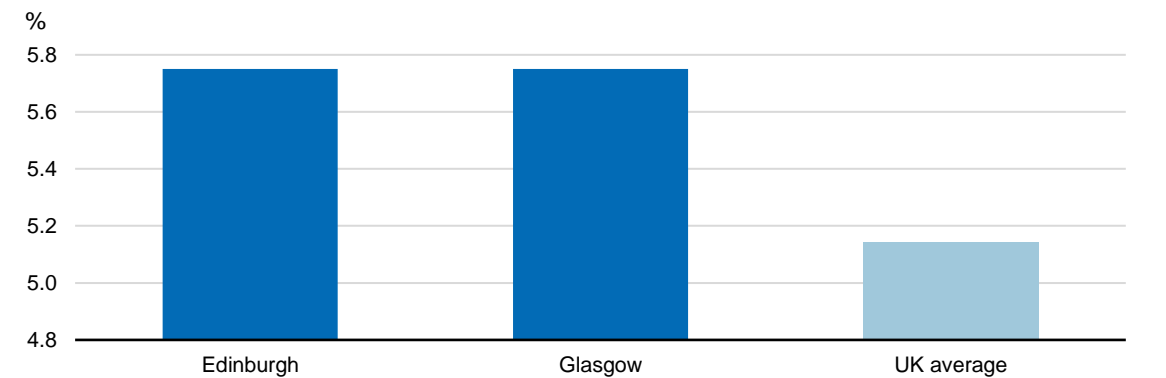
Prime logistics regional average rents

Source: Newmark



Prime logistics regional average yields, Q1 2025

Source: Newmark



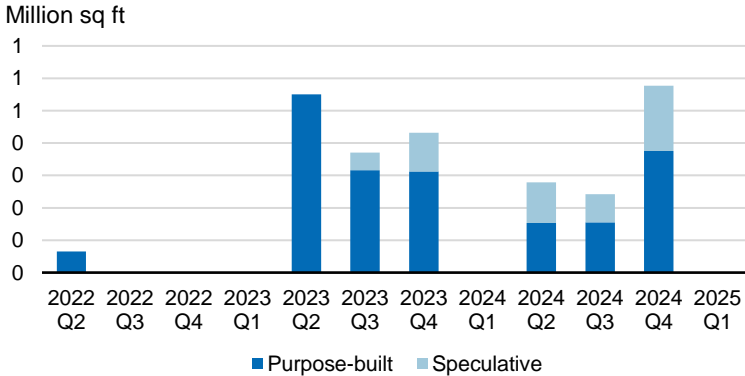
Scotland

Occupier demand subdued in Q1, but sector diversity remains

Take-up in Q1 fell 60% compared with Q4 and was 13% lower year-on-year. Despite the slowdown, demand remains broad-based, with activity from occupiers across multiple sectors. Key urban centres such as Edinburgh and Glasgow continue to attract logistics operators, while battery storage and data centre firms are drawn by low land values and access to renewable power. The Scottish Central Belt availability rate edged up in Q1 following a small number of returned units in Glasgow, though it remains below the UK average. Supply of new or modern space is limited, leaving occupiers with few options for high quality accommodation.

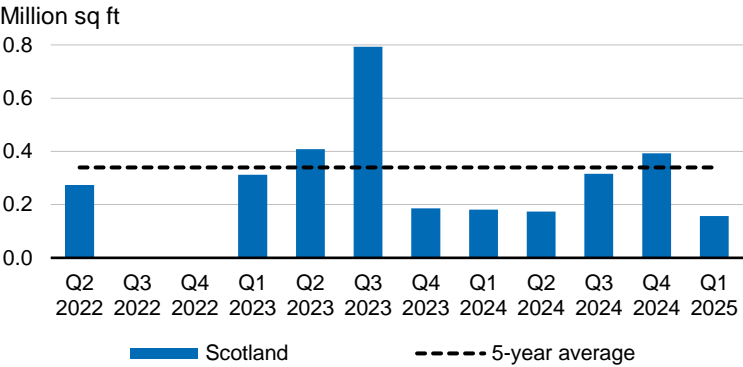
Development completions, by type

Source: Newmark



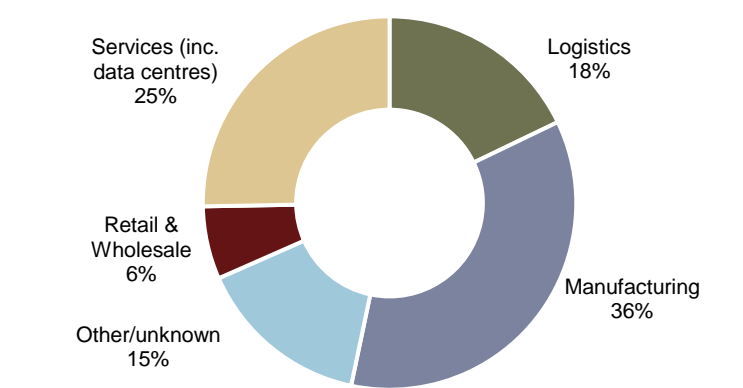
Occupier take-up

Source: Newmark



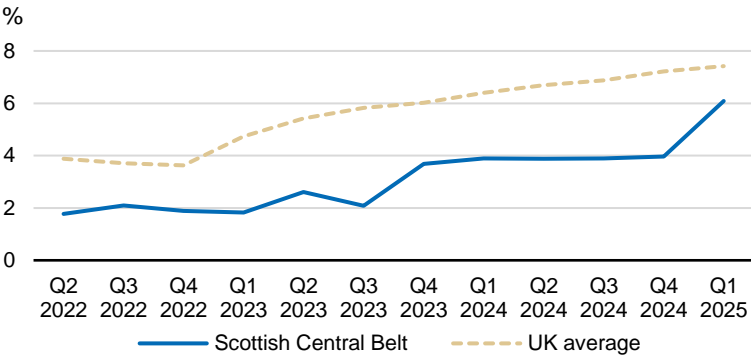
Take-up by occupier sector, last 12 months

Source: Newmark



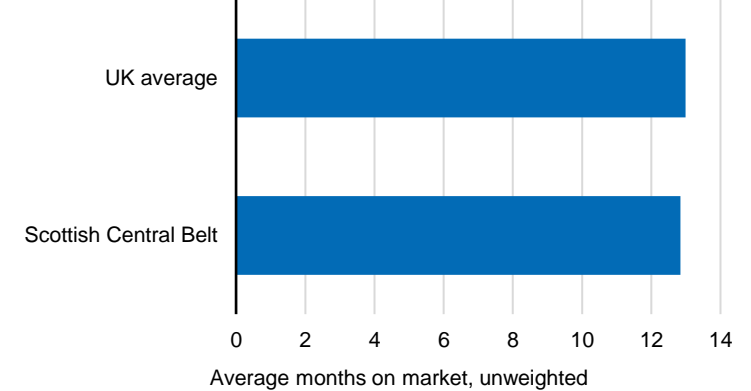
Availability rate by region

Source: Newmark



Void period by region, Q1 2025

Source: Newmark



Contact [Sven Macaulay](#) for more information.

Industrial & Logistics Contacts

Agency

National

Charlie Spicer

Mobile +44 (0)7949 864103

Charles.Spicer@nmrk.com

London & South East

Josh Pater

Mobile +44 (0)7782 271355

Josh.Pater@nmrk.com

Mark Trowell

Mobile +44 (0)7768 987508

Mark.Trowell@nmrk.com

David Moule

Mobile +44 (0)7905 764910

David.Moule@nmrk.com

Freddie John

Mobile +44 (0)7788 394341

Freddie.John@nmrk.com

North

Jason Print

Mobile +44 (0)7833 170680

Jason.Print@nmrk.com

Scotland

Sven Macaulay

Mobile +44 (0)7767 310373

Sven.Macaulay@nmrk.com

Investment

John Rodgers

Mobile +44 (0)7810 307422

John.Rodgers@nmrk.com

Nick Ogden

Mobile +44 (0)7825 106681

Nick.Ogden@nmrk.com

Lease Consultancy

Chris Long

Mobile +44 (0)7767 618623

Chris.Long@nmrk.com

Rating

Keith Norman

Mobile +44 (0)7836 549774

Keith.Norman@nmrk.com

Valuation

Richard Glenwright

Mobile +44 (0)7944 585528

Richard.Glenwright@nmrk.com

Planning & Development

Julia Chowings

Mobile +44 (0)7919 111299

Julia.Chowings@nmrk.com

Property Asset Management

Angela Duru

Mobile +44 (0)7464 904656

Angela.Duru@nmrk.com

Energy & Infrastructure

John Howells

Mobile +44 (0)7584 099077

John.Howells@nmrk.com

Strategic Land

Sam Skinner

Mobile +44 (0)7880 828020

Sam.Skinner@nmrk.com

Aviation

John Arbuckle

Mobile +44 (0)7810 181391

John.Arbuckle@nmrk.com

Research

Steve Sharman

Mobile +44 (0)7508 008118

Steve.Sharman@nmrk.com

Ben Clarke

Tel. +44 (0)207 333 6288

Ben.Clarke@nmrk.com

Further Insight



Multi-let

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