



Update

Quarter 3
2010

The summer's now a distant memory and talk in the office has turned to Christmas, so it seems the end of another year is fast approaching.

The frustrations that August absences usually bring were negated this year by a number of our clients showing a real desire to get stuck in and conclude deals quickly: We exchanged, and in several cases completed office and retail lets, investment sales and a number of development deals all in a matter of days, which was a refreshing break from the norm of the several months that the market was beginning to dictate.

There is still no let-up in the restricted availability of funding, and in fact at the time of writing several of our major lenders have downgraded property and residential development in particular, to one of the highest risks in terms of security. My view is undoubtedly a little simplistic, but British real estate remains of primary focus to national and international investors, and the facts show that we are short of housing across much of the UK. My somewhat biased view therefore remains that property is a safe bet for Banks and investors alike.

Turning to more local matters, and the deals that we have concluded during the third quarter, it appears that our market share in the **commercial** property sector continues to grow. We've been delighted to finalise the sale or letting of a number of more long-term instructions including offices in Horsley Road and Lewes Road, Bromley, and shops in Crystal Palace and Brockley. Apparently the number of new businesses launched in the last quarter is the highest for several years, which is supported by the demand we're experiencing for shops and office suites. Freeholds remain attractive for more established owner-occupiers, with competition between several buyers for the majority of properties we offer.

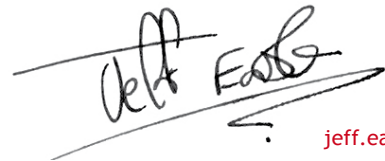
With yields typically ranging from 5-12% against savings rates of circa 3% at best, **investment** property remains popular with those buyers fortunate or savvy enough to have cash at their disposal. We've completed a number of investment sales over the summer, and there are several available on our website should you be interested.

The volume of sales completed in the **development** sector also continues to improve, with September having been a particularly busy month. We've acquired two consented sites in Beckenham for Shanly Homes, completed a major turn-key deal to Delta Homes and also found buyers for smaller projects in Sidcup, New Cross, Crystal Palace, Bexley and Chislehurst; all in the space of four busy weeks.

Our Twitter ramblings are growing in popularity, so for daily updates on deals, new instructions and other notable news follow us at www.twitter.com/acorncommercial. Our Twitter page also feeds the news scroll on our website, which has enjoyed further improvements and is now updated several times each day. In case you hadn't noticed, our presence in the local and national trade media over the last three months has also further increased recently, reaching the peak levels last seen in 2007.

Tom and I remain keen to add to the team, and are currently interviewing for both negotiator and secretary/office manager roles. Interested parties are welcome to contact Tom or I personally, or alternatively email a CV to commercial@acorn.ltd.uk.

As usual, particulars and further information for all our latest commercial and development instructions are available via our website, or alternatively by telephoning our offices. We'd be delighted to hear from you if you are currently considering buying or renting a commercial, investment or development property, and if you have one to sell, we'd be happy to provide a market appraisal free of charge, and without obligation. I hope the remainder of this Update proves interesting reading, and would welcome any questions you may have regarding any of the projects I have reported upon.



Jeff East
Director

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Brockley

With continued restrictions on the availability of financial support from the Homes & Communities Agency, the delivery of historic deals is of paramount importance to the ongoing provision of Affordable Housing.

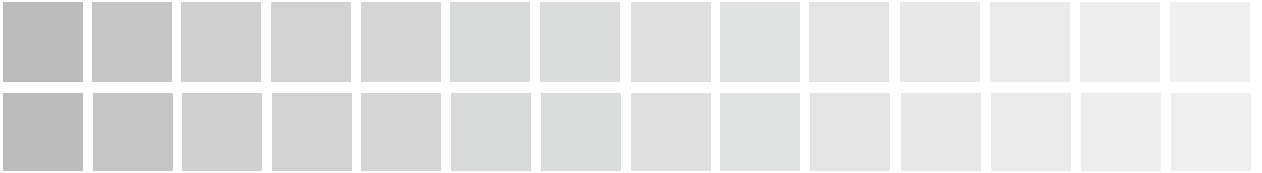
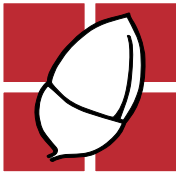
Given the above, we're delighted to have concluded the sale of a strategic site in the heart of the Brockley Cross Regeneration Zone (BCRZ) to Delta Homes during the third quarter.

Acting on behalf of a private investment firm we assisted in the identification, assembly and acquisition of the site which sits alongside Brockley Station, and was previously occupied by a warehouse and two areas of disused land. Having negotiated with the three landowners, we advised throughout the planning process which resulted in permission being granted at local level for the construction of 117 habitable rooms across 32 family units.

We arranged a design and build package that will see the project constructed by renowned affordable housing contractors Greenacre Homes, on behalf of Delta. In addition to contributing towards the shortfall of affordable housing in Greater London, the site is the third in the BCRZ that Acorn's Commercial & Development Division has concluded behind the former Tea Factory, and recent sale of Mantle Court.

If you require assistance in unlocking the potential of a historic project, please contact our offices.





SOLD

New Cross

Prime brownfield development site comprising redundant car park with full planning permission for 12 one and two bedroom flats. Sold on behalf of an Icelandic bank to a private local cash buyer.



SOLD

Bromley

Stunning modern mews offices finished to an exceptionally high standard throughout. Convenient location, parking, sold to a local recruitment firm relocating from rented accommodation.



LET

Bromley

The last of four office suites created from the conversion of an attractive period warehouse in the heart of Bromley North. Our let to a local business completed in just 5 working days.



ACQUIRED

Lee

This operational day nursery was acquired as a going concern from Receivers on behalf of retained clients, Little Elms, to add to their existing operation in Beckenham.



SOLD

Eden Park

A redundant former coach house and period lodge sold on behalf of Bromley Council. The buyers intend to extend, convert and refurbish the properties to provide a large family home.



SOLD

Lee

A vacant shop unit with substantial upper parts now vacant but previously occupied by Ladbrokes. The property has been sold to local children's charity, The Coombe Trust, for their own occupation.



LET

Honor Oak

This redundant lock-up shop traded as a hairdressers for many years but now has an A2 consent, and has been let to local Estate Agents, Pickwick, who will shortly open their third branch in the area.



LET

Peckham

A prominent corner shop unit let on behalf of a professional landlord to an international shipping firm who have a full programme of refurbishment works planned.