

Investor Information Guide

We find great commercial property opportunities for you



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Introduction



Welcome to Commercial Property Finders! We are excited to share this pack with you - filled with information about our services and expertise - where we can help you find your next light industrial commercial property opportunity. Inside you'll find insight into this industry and the services we provide.

18

Years of property experience

65+

Conveyancing Transactions

30+

Refurbs / Conversions



Ankie Bell Commercial Property Finders Founder



Company Overview



About Us

Commercial Property Finders was founded by Ankie Bell in 2024. We provide a comprehensive, end-to-end commercial property investment service for investors looking for opportunities in South Yorkshire, North Lincolnshire, North East Lincolnshire and Hull.

Our team have years of experience - and are actively investing in - these areas. With our experts in the local commercial property market, we will assist you in navigating and growing your investment opportunities to take advantage of this booming area.

As part of our service packages, we can find single-let commercial properties to invest in, but our niche is in sourcing single-lets to convert to multi-let properties, which brings an increased value and return for your portfolio.



Why Invest In Commercial Property?

There is high demand for smaller, light industrial units in our areas. With the decline of Globalisation and in the wake of Brexit, more small businesses need flexible workshops and business premises. We aim to assist our focus areas by providing such spaces.



A Smarter, More Robust Investment

Investing in commercial property in the UK can be a lucrative opportunity for those seeking stable, long-term returns. The country presents robust and diverse commercial property opportunities in some areas, ranging from office spaces and retail units to industrial warehouses and mixed-use developments.

These properties often offer higher rental yields compared to residential investments, along with the potential for significant capital appreciation.

Additionally, the long-term leases typically associated with commercial properties can provide investors with predictable income streams, certainty and reduced costs on voids and re-let fees.



Investment with sophisticated tenants



Increased Security over Residential Property



Leases are longer



Offers Fully Reparing and Insuring Leases (FRI)



Income Certainty & Security



A Sophisticated Market

A large proportion of the UK commercial property market is supported by equity funds and pensions. This is a far more sophisticated industry, with tenants being predominantly business people.

A variety of methods exist to add value and increase income through flexible strategies, within our industry.

Title splits, converting from single-let to multi-let uses, utilising dormant floorspace and offering flexible rental options, are just some of the ways to achieve this.

With commercial property, you often reserve the right to claim Capital Allowances, where tax reliefs are available, ranging between 15-45%.



Greater possibilities for added value



Tax Regime & Capital Allowances



Less Competition



Remote Investment brings Financial Freedom



Flexible Strategies

Also, these investments are more hands off (Especially when you're using Commercial Property Finders!)

Please Note:

You need a minimum investment budget of £300,000 for us to help you create a multi-let light industrial opportunity, though £400,000 or more is recommended. This is on a value-added model, where an increase in the property's value is achieved after conversion, so upon sale or refinance, you can recycle most of your money!



Why Invest In South Yorkshire, North and North East Lincolnshire and Hull?

At Commercial Property Finders, we aim to source light industrial opportunities within an hour's drive from our head office. Fortunately, this covers a geographical area that is seeing significant economic growth and demand. We stick to these areas below, in order to provide a hands-on, personalised service for the deals we manage for you. With local property experts on the ground in these areas, we understand demand, prices, the local demographic and socio-economic factors.



South Yorkshire

South Yorkshire has an ambitious 20-year Strategic Economic Plan, projecting an increase of £7.6 billion in Gross Value Added by 2041.

In support of these goals, South Yorkshire has been designated as the UK's first Investment Zone, expected to generate approximately 8,000 new jobs and attract £1.2 billion in private investments by 2030. This initiative focuses on leveraging the region's advanced manufacturing capabilities to foster economic growth.

North / NE Lincolnshire

North Lincolnshire is leveraging its strategic location near major ports to boost trade and logistics. Infrastructure developments aim to streamline connectivity between industrial zones and the Humber

Ports, enhancing the region's attractiveness for global commerce and supply chain operations.

With a GDP of £6.1 billion in 2021 and a 16% growth rate from 2020 to 2021, the region is on a strong upward trajectory, bolstered by manufacturing and proximity to ports.

> Kingston-Upon-Hull

Hull has established itself as a hub for offshore wind energy, with significant investments such as Siemens Gamesa's wind turbine blade factory at the Alexandra Dock.

The city's manufacturing sector has also seen strong growth, with over 23,000 jobs in 2022, marking a 16% increase since 2015. Hull's economic strategy focuses on becoming a leader in green energy, digital innovation, and high-value manufacturing. The city aims to achieve a Gross Value Added (GVA) per capita of £30,000, exceeding regional performance.



Our Services

Property
Search and
Conduct
Viewings



Collaborate
with our
local
surveyors &
experts



Finance Application & Valuation Assistance







Deal Negotiation & Due Diligence



Conveyancing & Progress Chasing

The CPF Touch

We offer an end-to-end commercial property investment service, from deal sourcing, due diligence and negotiation to potential asset management angles.

We assist with sales progression to completion, and help you plan and execute refurbishment/conversion.

We also arrange the lettings for your property, sourcing and organising your first tenants and leases, relieving the stress of filling the property upon completion and dealing with voids. (charged separately)

Once converted and let, we provide a pack about the project and value added for the valuation survey to aid with obtaining term finance (if required).

We have built a network of connections and relationships with local experts. They are available as a panel of advisors on every deal.

This means we do all of the complicated leg work for you!

For our clients who are less familiar with our investment areas, we provide an Area Visit experience, in which an expert of our team will take you around a key area that you are interested in and explain it's economic landscape, potential for investment and our insight and experience with property in that area. Find out about our fees on Page 11.



Your Local Team



Many of our team, operating in South Yorkshire, Nottinghamshire, and North Lincolnshire are local property experts, knowledgeable in local trends and markets. They advise and consult on opportunities, and negotiate on your behalf. Each one of them is committed to giving you an exceptional service.





Ankie Bell

Refurb & Conversion Specialist/ Deal Sourcing Specialist



Alex Demianenko

Deal Sourcing Specialist



Liam Bell

Market Analyst



Stacey Cooper

Administrative Coordinator



Connor Duvenage

(7) Finance Coordinator



Frances Mars

Plus our local team of Property Advisors



Case Study 1 - North Lincolnshire





Previously occupied by a single owner occupier, this property already had different units with own access doors and shutters, perfect for a multi-let site use.

Figures

SINGLE UNIT:		
Property size (single unit)	9,147 sq ft (850 sq mt)	
Purchase price	£360,000	
Rent p/a	£30,000 (£3.27 per sq ft)	
PP per sq ft	£39.35	
Refurb cost	£65,000	
Total with fees:	£460,000	
Uplift parameters:	Works no more than 40% of PP Rent increase at least 70%	

Projected Completion

MULTI LET UNIT:	
Property size (6 x multi let units)	8,800 sq ft (818 sq mt)
Rent per annum	£57,000 (£6.50 per sq ft)
Multi let valuation	£500,000 (VP)
New price per sq ft	£54.66
Gross income p/a: Rent p/a Mortgage 75%LTV @ 8% Fees/costs	£57,000 £30,000 - £ 8,000 - £19,000



Case Study 2 - South Yorkshire



(7) Outlook

With a mix of offices, storage/lock up spaces and a large workshop, this property is perfect for a diversified multi-let site.

Figures

SINGLE UNIT:	
Property size (single unit)	7,230 sq ft (671 sq mt)
Purchase price	£220,000
Rent p/a	£20,000 (£2.76 p sq ft)
PP per sq ft	£30.43
Refurb cost	£110,000
Total with fees:	£360,000
Uplift parameters:	Works no more than 40% of PP Rent increase at least 70%

Projected Completion

MULTI LET UNIT:	
Property size (10 x multi let units)	6,350 sq ft (590 sq mt)
Rent per annum	£49,000 (£7.70 per sq ft)
Multi let valuation	£450,000 (VP)
New price per sq ft	£62.24
Gross income p/a: Rent p/a Mortgage 75%LTV @ 8% Fees/costs	£49,000 £27,000 - £ 7,000 - £15,000



Package Options

All Market Packages Include these services:

Find & Evaluate Commercial Deals / Conduct searches & viewings / Due Diligence & Negotiation / Work with a team of surveyors & local experts / Chase the progress of the sale and help with conveyancing / Assist with valuations & finance applications / End to End service for Remote Clients



On-Market Package

2% of Purchase Price

Deals found through online portals and commercial property agents, advertised on the open market. All services provided as discussed above.

Minimum fee £9,500 + VAT*



Off-Market Package

3% of Purchase Price

Deals found through our specialist insight & network, Direct To Vendor sourcing, negotiation advantages + offers before being sent to the open market.
All services provided as discussed above.

Minimum fee £12,000 + VAT*

Extras:



Refurb/ Conversion Project Management Fee

10% of Conversion Project Cost

✓ Full hands-on management service to refurbish or convert commercial property to suit your specifications (creating multi-lets etc). Includes our power team of consultants and contractors.

Additional to Market Packages above.

Minimum fee £5,000 + VAT*



Area Visit Experience

£495

Comprehensive tour of one of our investment areas. Gain expert advice and knowledge on demographics, local economic activity and investment opportunities. Deducted from your Market Package if you become a client with us.



Project Timescales

The property conveyancing process can be tumultuous and unpredictable at times, and while our service and support at Commercial Property Finders strives to mitigate that unpredictability, there are always unforeseen circumstances. As such, we can't guarantee the exact timeframe of a project, however, typically a project would run roughly in this fashion:



3 - 6 Months



Dependant on exterior vendors

(7) Conversion & Split

3 Months



For single or multi-let

Completion

In 12 Months



From Deal Found to being Pre-let or Part Tenanted

Doing a multi-let conversion instead of a single-let re-let increases this timescale, as would the size of the deal. Consultancy with our team can give you a more accurate and informed roadmap, based on the nuance of your unique project.



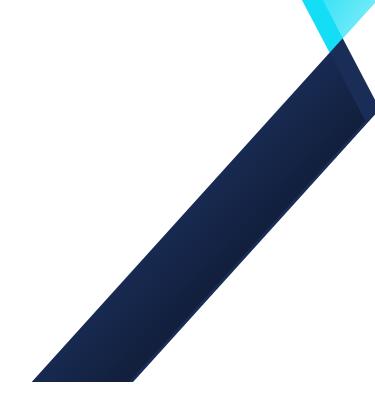
Onboarding Process



- 1 Initial Consultation
- We schedule a meeting to discuss your goals, needs, and expectations. (Preferably in person &/or including an area visit).
- 2 Formal Instruction
- Together, we'll outline your goals and expectations, and agree the Terms of Business agreement. There will also be a deposit to pay.
- (3) Information Gathering
- We'll send you a form to complete, including ID details, anti-money laundering (AML) and finance checks.
- 4 Project Kickoff
- Once you approve the property proposal, we initiate the project, assigning a dedicated team.

 Surveys, legals & finance applications (if required) will commence with associated fees to be paid.
- (5) Regular Updates
- We provide weekly progress updates on conveyancing & finance. Towards the end of this stage, the conversion project will be planned and scheduled.
- 6 Purchase Completion
- After purchase completion, your multilet conversion is kicked off and potential tenants contacted for pre-lets.
- 7 Project Completion
- Upon tenants' occupation, we instruct the final valuation survey for term finance (where required). We can also assist with the process to finalise financing your property.
- 8 Tenant Management
- Our commercial lettings partner will look after your leases and tenants.





Contact Us

Website	www.commercialpropertyfinders.co.uk
Phone	01777 589939
	hello@commercialpropertyfinders.co.uk
Social Media	@commercialpropertyfinders





