

# David Brown

Partner, Commercial

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**David's many years of experience as a client gives him the insight to provide an exemplary asset management client service.**

Projects David has been involved with range from working with Cambridge colleges, dealing with their daily requirements on all asset management issues, to working for a science-based client, managing their buildings, to assisting wealth management clients.

His previous experience of dealing with acquisitions, disposals, finance and management of property portfolios gives him a firm grasp of the entire property lifecycle and allows him to see challenges from a 360-degree perspective. He has also led an in-house team, managing all assets including rent collection and service charge management.

David genuinely enjoys his role and that way it is evolving - achieving client satisfaction is of paramount importance to him.

## Key relevant project experience

### **Brixton Markets (Market Row & Coldharbour Lane)**

Acquired as part of a portfolio called The London Portfolio in 2007. Instigated a series of measures to revitalise them including a pioneering use of "pop up" units. Approached in 2018 to sell the markets and achieved a figure of £37.25m versus a then current valuation of £24m. Initial cost of entire portfolio had been £50m in 2007 the remainder of which was sold in the intervening years.

### **King Edward Court, Windsor**

Acquired in JV with HBoS in 2002 for £45m plus £20m development. Redeveloped c250,000 sq ft for Waitrose, Zara, H&M, Topshop, New Look, Travelodge. Sold December 2015 for £107m. Net income at acquisition £3.4m. Net income at sale £6.2m.

### **Orchard Square, Sheffield**

Acquired in 1999 for £15.8m plus c£13m spent on acquiring adjacent properties and reconfiguring units. Redeveloped numerous shop units including TK Maxx, River Island, Schuh, Starbucks, Evans. Income at acquisition £1.3m. Current income >£3.0m.

### **Project Sapphire**

Appointed by Grant Thornton on behalf of bank syndicate. Three shopping centres valued at <120m at time of appointment and in decline. Carried out key lettings and reduced landlord's residuals. Sold assets as a portfolio after 7 months for £145m+ stamp duty exercise.