

# Rory Banks

BA (HONS)

Surveyor, Commercial

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**Dedicated to his clients, Rory provides helpful advice to his clients on their acquisitions, disposals, leasing and sales within East Anglia.**

Experienced at handling multi-let estates, business parks and larger distribution centres in Cambridge and the wider eastern region, Rory works with his clients to achieve their vision. No matter if his clients hold larger funds or own a private estate, they receive a service that optimises their business space.

Seeing development land transform into 'best in class' business parks leaves Rory with a great sense of satisfaction. His work in the industrial and logistics team has led to a record 3.2m sq ft of big box transactions in 2020. After advising on several of East Anglia's premier logistics sites such as Suffolk Park in Bury St. Edmunds and Peterborough Gateway, Rory has developed expert occupier knowledge enabling clients to understand market trends in the region.

Rory has also worked on many of Cambridge's multi-let and trade estates. He has been responsible for advising his client on the Clifton Road Industrial Estate, Cambridge's best performing estate, proving exponential rental growth year on year with minimal void.

After obtaining an MSc in real estate, Rory is currently working towards his APC. He is passionate about giving back to local communities and as a keen sportsman, has ridden in Bidwells' Golden Triangle Bike Ride for the last three years. He has also participated in Movember many times, raising awareness for men's health.

## Key relevant project experience

### **The Lakes Business Park, St. Ives**

Acting for Upstream Developments on the disposal of 19.5 acres of commercial development land just off the A14 near St Ives in Cambridgeshire.

### **La Salle Investment Management, The Paddocks Industrial Estate in Cambridge**

Acting on the leasing of several buildings on a multi-let business estate totalling 138,540 sq ft.

### **Aviva Investors Stortford Hall Industrial Estate**

Provided advice on the disposal of 2 buildings on this busy Trade Estate in Bishops Stortford.

### **Legal & General Assurance (Pensions Management Limited) Viking Way & Trafalgar Way Trading Estate Bar Hill**

Have provided advice on several lettings moving on rents by £2 psf in two years.

### **International House, Newmarket**

Acting for CE Properties on the letting of a 25,179 sq ft warehouse Willie Snaith Road in Newmarket whilst also providing advice on the investment value of the property for a future sale.

### **USS, Clifton Road Industrial Estate**

Clifton Road is a multi-let trade estate of 53 units. Rory has advised on 6 successful lettings, setting the benchmark for rents on Trade Counter Industrial Units in Cambridge upwards of £15 psf.

### **Unit 9, Tower Close Huntingdon**

Acting for Dart Products (one of the largest suppliers of paper cups) on the disposal of a 48,807 sq ft warehouse unit on St. Peter's Industrial Park in Huntingdon. The building was let by way of an assignment to Anglian Water Group.