



The North East's leading industrial agent shares why it believes the region is well-positioned for success

In a nutshell, what are the highlights of your region from a commercial property perspective?

The North East generally as a region provides a highly skilled labour pool and some of the biggest companies in the UK and globally are located here. There are a number of factors influencing this, including cheaper labour, land and living costs. The North East now has a freeport and with the government's levelling up agenda and, most recently, the Treasury department moving to the North East, the region is well-positioned for success.

How does it feel to be at the top of EG's leaderboard of the most active industrial agents in the North East?

The industrial market is thriving and we have been encouraged by the amount of activity, which has been unprecedented throughout the pandemic and into early 2022, both in our region and across the UK. We are delighted to be top of the industrial agent rankings in the North East with regards the amount of space transacted so far in 2022.

We have completed quite a number of transactions and two of these have been fairly large deals – one a letting and another a sale. We have a good client base and instruction book with several new instructions and developments coming forward later this year.

How has your business adapted and grown since the merger of Naylors and Gavin Black & Partners in 2019?

We knew that there were fantastic synergies between our respective skillsets and we believe this has benefited our clients. We are a positive, outward-thinking business and we have picked up new clients since the merger while also offering existing clients a wider service offering. Our teams have expanded from the merger generally and we are actively seeking new and talented staff in certain key areas.

What are the biggest trends that you see for commercial real estate in 2022?

ESG is high on the agenda for 2022 and many clients are seeking our advice on how to improve their portfolios. Investment companies, and particularly pension funds, as well as corporate occupiers have ESG high on their agendas and this will certainly continue over the next few years, especially with EPC rating thresholds increasing in 2027 and 2030.

The industrial and logistics market will continue to be a strong sector this year, with a record amount of space already transacted in the first quarter of 2022. Demand is high and supply is low and a number of new schemes, particularly in the North East – which has not seen much industrial development over the past few years – will come forward later in 2022. This will help "move on" space coming back into the market.



What are the biggest trends you are noticing in Newcastle? How are they affecting you and your customers?

Newcastle and the North East are attracting a number of larger enquiries and a level of investment from outside the region that has not been seen for several years.

Life sciences is a hot sector in which the city is seeing major growth and investment, together with skilled manufacturing and research and development. The North East has some of the best universities and colleges in the country, which produce some outstanding talent that feeds into some of the major STEM industries in the region and beyond.

Transport and infrastructure are key to the city and there are some much-needed major improvements to the road network as well as rail services.

The redevelopment of East Pilgrim Street, south of Northumberland Street, is a major coup, with more than 450,000 sq ft of new offices prelet to HMRC. Once finished, it is estimated that 9,000 workers will be based in the buildings, which will provide a welcome boost to the local restaurants, bars and leisure industry.

What problems were you trying to solve by using EG products? What have you been able to achieve since using them?

We use EG Radius often to facilitate or to assist us in using data for comparable purposes, in relation to seeking out planning enquiries/ applications and deals that have taken place. Our CRM system links with EG Radius in real-time and it is good to see our market share within this platform on a regular basis.

We also use the system for statistics on take-up and supply across the region and find news articles interesting and up-to-date.

Is there anything Naylor's Gavin Black is focusing on in 2022 that you can share with our readers?

This year we are continuing to focus on our clients and their needs and delivering a high-quality service across all sectors. We are keen to develop further relationships with current and new clients both within and outside the region, and particularly those who may want to invest in the North East and who wish to take advice from any of our highly skilled teams.

We are collaborating with the local authorities and wider business teams to help showcase the fact that the North East is a great place to invest, develop, work and play.