

# James Lankfer

BSc MRICS

Partner, Commercial

Head of Retail and Leisure

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**With 30+ years' experience, James's knowledge of his towns and occupiers is exceptional – he knows how to make transactions work but also enjoys working with clients and occupiers.**

Ever the modest character and with a dry sense of humour, James claims that 'a bit of grey hair goes a long way' - he's built his significant experience and knowledge across 30+ years in the industry.

As head of the retail and leisure team, James enjoys his leading role and gets immense satisfaction from working with his colleagues - in his words, this is what he particularly loves about his job. As a result, clients also enjoy working with him and his playful character.

James's areas of expertise are in development advice for mixed-use schemes, food stores and retail warehousing, as well as in the acquisition and disposal of motor dealerships, retail and restaurant properties, hotels and care homes.

His knowledge of the ever-evolving retail and leisure market, the variety of deals he has done, his tenacious attitude and the kick he gets out of problem solving, even as a result of the Covid-19 pandemic, is why his portfolio clients trust and keep coming back to him.

## Key relevant project experience

### CB1

Involved in coming up and delivering the master plan. Also played a role in finding those occupiers, doing the letting, finding the hotels and bars. This project included letting of 231 bed Hotel to Ibis in Cambridge as part of the CB1, Station area development. Advising on developments for Premier Inn and Travelodge.

### Stevenage Retail Park

Advised in its acquisition, remodelling/redevelopment and letting of this £25m retail park. New occupiers include Dunelm, Laura Ashley, Sony and Carphone Warehouse. The scheme won the Best Development category at the Accessible Retail Awards in 2008.

### Various DIY Developments

Homebase – Chelmsford, Cromer and Sudbury.

Focus – Wymondham.

Wickes – Boston, King's Lynn, Huntingdon and Norwich

B&Q – Stevenage, Norwich and Bedford.

### Hotels

Newbuild schemes for Ibis, Premier Inn and Travelodge.

Advising clients on hotels and aparthotel developments.

### Christ's Lane, Cambridge

Advising Land Securities on the redevelopment of prime Cambridge retail comprising 63,000 sq ft. New occupiers include Zara, H&M, Giraffe, and Bank.

### Care Homes

Sale of buildings and land for Care homes in Cambridge, Melbourne and Bedford. Acquisitions in Huntingdon, Ely and Royston.