

James Keys

BSc (Hons)

Partner, Commercial

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James is no stranger to the investment world, having been part of it for over three decades.

By its very nature, transactional business can be a rollercoaster ride however the highs more than make up for the lows having yielded over £2bn worth of transactions for James.

James is regarded as a go-to advisor. The repeat transactional business he secures is down to his exceptional industry-wide reputation and the relationships he nurtures with his clients, some of which go back 25 years.

James's experience is diverse and ranges from development funding, single asset and portfolio transactions together with asset management. A recent disposal of 102 HSBC bank branches was "like herding cats". The varied nature of property, in relationship driven industry will continue to harness James' commitment and passion.

Internal relationships are as important to James as those generated externally. Colleagues appreciate his upfront and honest approach, and together with his vast experience, the advice he offers is invaluable.

Key relevant project experience

Aberdeen Standard Investments

Advised on the forward funding of a pre-let 215,000 sq ft production facility at Roxhill's Peterborough Gateway for £21.6m reflecting a NIY of 5.8%.

Alhambra Properties

Sold the Alhambra Properties Portfolio to Railpen for £150m reflecting a NIY of 5.4%. The portfolio comprised 7 prime commercial assets including Tesco's major distribution facility at Beam Reach, Rainham, Essex.

TH Real Estate

Advised on the acquisition of the Royal Scot Hotel, Kings Cross for £54m reflecting a NIY of 5.5% and later sold it to an overseas investor for £70m reflecting a NIY of 4.2%.

Aberdeen Asset Management

Advised on the forward purchase of a PRS development, The Hub, Harrow for £30m reflecting a NIY of 4.25%. The development comprised 84 apartments, a Tesco convenience store and an underground car park.

Yachtfast Properties

Advised on the acquisition of a 100,000 sq ft headquarters building let to BGL Group for £14.5m reflecting a NIY of 6.75%. The property was quietly offered to the market and James acquired it for his client, having bought and sold the asset a couple of times in the past.

Harbert Management Corporation

Advised Harbert on the acquisition of The Hildane Portfolio for £154m reflecting a NIY of 7%. The portfolio comprised 16 single let high quality assets mostly located in the South East of England with an WAULT of 10 years to breaks. Most of the assets have subsequently been sold individually for a significant profit.

Invesco Real Estate

Sold G4S' Tewkesbury HQ, Challenge House, for £14.5 million reflecting a NIY of 6.1%. The property comprised a 41,660 sq ft office and a 42,200 sq ft production and warehouse unit on a 6-acre site. There was 13 years remaining to Group 4 Technology without breaks.