

SHIRE HALL SITE

CASTLE STREET

CAMBRIDGE

CB3 0AP



DEVELOPMENT & INVESTMENT
OPPORTUNITY



**BNP PARIBAS
REAL ESTATE**

Real Estate
for a changing
world

DEVELOPMENT & INVESTMENT OPPORTUNITY

- ▶ The Shire Hall site offers a unique development and investment opportunity in the heart of Cambridge city centre
- ▶ Until 2021 the administrative seat of Cambridgeshire County Council, before vacating the site and moving to its new headquarters at New Shire Hall, Alconbury Weald
- ▶ Extending to around 3.2 acres (1.3 hectares), the site is held freehold by the Council and offered with vacant possession
- ▶ The site currently houses Shire Hall and three further buildings, together providing approximately 120,000 sq ft (11,150 sq m) of accommodation (GIA), together with various car parking areas
- ▶ The adjoining Castle Mound, the Civil War Earthworks and the Castle Hill lawn are excluded from the sale, all of which will be retained by Cambridgeshire County Council
- ▶ The Shire Hall site lies within a sustainable mixed-use location, providing a rare opportunity to develop the site for a variety of alternative potential uses, including offices & laboratories, hotel, residential, student and senior living, subject to the necessary consents
- ▶ Proposals are invited from potential development partners and investors for the purchase and development of the Shire Hall site



CAMBRIDGE

- ▶ Cambridge is an internationally renowned city, steeped in history and famously home to one of the world's foremost universities
- ▶ The city is one of the country's most popular visitor destinations, attracting huge numbers of both domestic and international tourists
- ▶ Focused on the city's rich historical and cultural heritage, Cambridge boasts a wide range of museums and galleries, as well as an abundance of attractive green spaces, meadows and botanical gardens
- ▶ The University of Cambridge, made up of 32 colleges, is one of the oldest and most highly acclaimed universities in the world
- ▶ Also located in the city, Anglia Ruskin University has a strong focus on vocational and professional courses
- ▶ With a rapidly growing population of fast approaching 150,000 people, the city has unprecedented access to the very best talent



CAMBRIDGE ECONOMY

- ▶ Cambridge is an important commercial centre and has become established as the UK's pre-eminent research and development centre, a key driver of both the regional and national economy
- ▶ Known as the 'Cambridge Phenomenon', the city has an extraordinary ecosystem of high technology, science and knowledge-based companies, many of which are spin-outs from the university's world leading research
- ▶ Renowned for its highly skilled workforce, Cambridge benefits from its rapidly expanding economy, home to some of the world's most established and leading companies, including Abcam, Arm, Amazon, Apple, AstraZeneca, Darktrace and Microsoft
- ▶ Cambridge has also been recognised as the UK's top regional city for tech business start-ups
- ▶ The Cambridge Biomedical Campus is the largest centre of medical research and health science in Europe, with over 20,000 people working at the site
- ▶ Home to world leading Royal Papworth Hospital and Addenbrooke's teaching and research hospital, attracting international investment across the bioscience, pharmaceutical and life sciences sectors
- ▶ Home to seventeen Nobel Prize winners from the life sciences since 2000, Cambridge is a worldwide hub for scientific innovation



COMMUNICATIONS & CONNECTIVITY



- ▶ Cambridge is situated approximately 60 miles (96 km) north of London and benefits from an extensive transport network
- ▶ The M11 motorway provides direct access to London, the M25 and national motorway network, with the A14 dual carriageway linking the city with the Midlands and East coast ports
- ▶ Regular direct mainline rail services are provided to both London Kings Cross and London Liverpool Street (with fastest journey times of 48 minutes and 1 hour 10 minutes respectively)
- ▶ London Stansted Airport is located around 30 miles (48 km) to the south, accessed via the M11 and also with direct train services from Cambridge station
- ▶ Cambridge City Airport is also situated only 4 miles (6 km) to the east of the city and offers commercial airline services from an alternative regional airport close to the city centre
- ▶ The proposed East West Rail project will dramatically improve rail connections between Cambridge and Oxford, further enhancing collaboration across the Oxford Cambridge Arc

SITUATION

- ▶ The Shire Hall site is situated in a prominent location on Castle Street, within a short walking distance of the city centre approximately 0.25 miles (0.4 km) to the south
- ▶ A number of the city's most popular and historic landmarks (including the River Cam, the Bridge of Sighs and the Museum of Cambridge) as well as many of the Cambridge colleges (including Clare College, St John's College, Magdalene College and Trinity College) are all situated nearby



- ▶ The site benefits from a significant frontage to Castle Street, which itself leads to Huntingdon Road to the north and Magdalene Street to the south (in turn becoming Bridge Street and then Sydney Street, the city's main retail thoroughfare)
- ▶ As well as being well connected to the local highway network, the Shire Hall site is well served by multiple bus routes from numerous bus stops on Castle Street
- ▶ Cambridge is one of the most bike-friendly cities in the UK, also making the site ideally situated for cycling, as well as exploration on foot
- ▶ The surrounding area is of mixed use, with predominantly residential, office, retail and student accommodation
- ▶ The area immediately to the east of the Shire Hall site (beyond the Civil War Earthworks) is residential; to the south (beyond Castle Mound) is Clare College; to the north is the Castle Court student accommodation and Castle Park office development; with the west of the site bounded by Castle Street itself

SHIRE HALL SITE



SITE HISTORY

- ▶ Shire Hall was the administrative centre of Cambridgeshire County Council since the 1930's until the Council relocated to a new headquarters outside the city in 2021
- ▶ The wider site was the seat of government in Cambridge for over 1,000 years, with the first castle built on site by William the Conqueror in 1067, replaced by a much larger stone structure by Edward I in 1298, which survived until the English Civil War
- ▶ Historically, the site had a secondary function as a prison and later a police station
- ▶ The Shire Hall site is held freehold by Cambridgeshire County Council and extends to approximately 3.2 acres (1.3 hectares)
- ▶ The site currently contains four buildings (all of which are now vacant), associated car parking and areas of open space
- ▶ Shire Hall, built in the 1930's, is the largest building on site, laid out over five floors from basement to third floor level around two atria
- ▶ The Octagon is a northern linked extension to Shire Hall, constructed in the 1960's and arranged over four floors from basement to second floor level
- ▶ Castle Lodge (former Registration Services) is of single-storey construction
- ▶ The Old Police Station fronts Castle Street and is arranged over ground and first floors

Shire Hall



The Octagon



Old Police Station



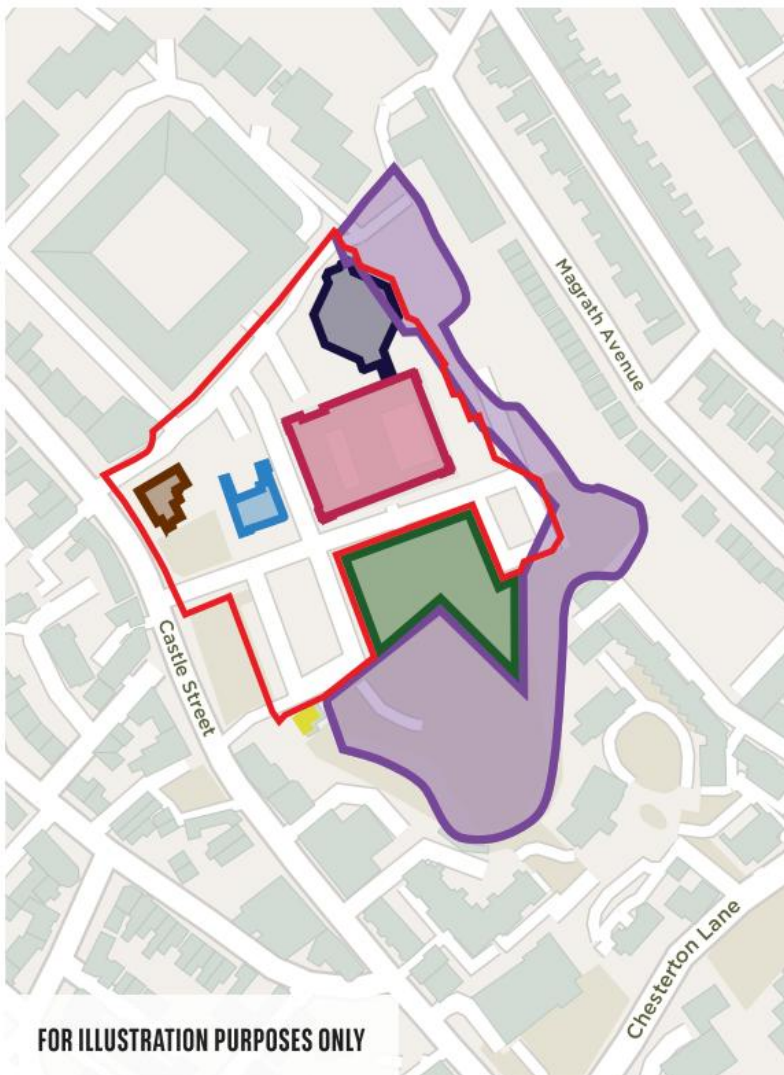
Castle Lodge



SITE & ACCOMMODATION

- ▶ The existing buildings on the Shire Hall site comprise the following approximate floor areas (GIA):

Shire Hall	73,174 sq ft (6,798 sq m)
The Octagon	36,710 sq ft (3,410 sq m)
Castle Lodge	3,913 sq ft (394 sq m)
Old Police Station	5,785 sq ft (537 sq m)
Total	119,582 sq ft (11,139 sq m)



- ▶ There are three surface car parking areas on the Shire Hall site, including the main car park currently used as a public pay and display car park, with vehicular access from Castle Street
- ▶ Cambridgeshire County Council also own and control additional car parking spaces at upper basement level of the adjoining Castle Court, which although outside the site boundary, could potentially be made available on a leasehold basis to the developer of the Shire Hall site
- ▶ The extent of the Shire Hall site is shown for identification purposes outlined in red on the adjacent plan
- ▶ The asset specifically excludes the adjoining Castle Mound (to the south) and the Civil War Earthworks (to the east), both of which are designated as Scheduled Monuments
- ▶ The Castle Hill lawn and 42 Castle Street are also excluded from the Shire Hall site, again to be retained by Cambridgeshire County Council

- Shire Hall
- The Octagon
- Castle Lodge
- Old Police Station
- 42 Castle Street
- Scheduled Monuments
- Castle Hill lawn

PLANNING & HERITAGE

PLANNING

- ▶ The Shire Hall site lies within the planning jurisdiction of Cambridge City Council, subject to the adopted Cambridge Local Plan 2018
- ▶ The site is situated within the Castle Area and Victoria Road Conservation Area
- ▶ Any proposals will need to have regard to preserving and enhancing the setting of the conservation area and safeguarding the setting of any listed buildings, as well as the adjoining Castle Mound and Civil War Earthworks scheduled ancient monuments
- ▶ The Castle Mound and site frontages are also designated as protected open space in the local plan
- ▶ The Old Police Station is a Grade II listed buildings and Shire Hall has been designated as a building of local interest
- ▶ A more detailed Planning Brief is contained in the data room

HERITAGE

- ▶ The Shire Hall site is immediately adjacent to the Castle Mound and Civil War Earthworks, two of only five Scheduled Monuments in Cambridge
- ▶ Castle Mound is a popular amenity for local residents, educational group visits and tourists, being the motte of a castle built immediately after the Norman Conquest and marking the heart of early Cambridge



- ▶ Castle Mound is accessed from Castle Stret by means of a footpath (partly through the Shire Hall site) with steps to the summit, offering impressive views across the local area
- ▶ The Civil War Earthworks are the remains of the castle defences that were modified in the mid-1640s to create an artillery fortress for the Army of Parliament.
- ▶ It should be noted that a small part of the existing Octagon building was constructed on the Civil War Earthworks land
- ▶ There are known to be multi-period archaeological remains beneath and between the current buildings on the Shire Hall site
- ▶ A more detailed Heritage Brief is contained in the data room
- ▶ The Shire Hall site could lend itself to a range of potential uses, such as offices & laboratory, hotel, residential & build to rent, student, senior living or a combination of uses, subject to the necessary consents

ALTERNATIVE POTENTIAL USES

OFFICES & LABORATORY

- ▶ Long recognised as a world renowned centre for leading science, technology and innovation, Cambridge benefits from one of the fastest growing economies in the country
- ▶ The city has been successful in attracting some of the largest global companies, as well as growing and supporting small entrepreneurial start-ups
- ▶ As technology advances, there has been significant growth within these dominant sectors in the “Silicon Fen”, exemplified by technology firms now accounting for almost half of all take up in the city
- ▶ The availability of premium office space continues to fall, partly due to the repurposing of offices (and other uses) to laboratory space feeding the growth of life sciences
- ▶ Cambridge’s life science and healthcare businesses have seen an astonishing growth in turnover over the last three years, with the city having the highest level of occupier requirements for lab space in the south east
- ▶ With low vacancy rates and high occupier demand, Cambridge has seen strong competition for best space, resulting in significant levels of rental growth for offices and laboratory space, both in the city centre and on science & business parks



ALTERNATIVE POTENTIAL USES

HOTEL

- ▶ Cambridge has long been one of the UK's strongest hotel markets, benefitting from exceptional tourist, corporate and leisure demand, as well as servicing the requirements of visiting scholars and researchers
- ▶ There are a number of iconic hotels within the city such as The Varsity Hotel & Spa, University Arms Hotel (Autograph Collection), Gonville Hotel and Clayton Hotel (formerly the Tamburlaine)
- ▶ With a growing number of returning tourists driving the room rate and excellent demand metrics, the rationale for more hotel beds in the city remains strong
- ▶ There are currently no luxury hotel offerings to the north of the River Cam, with Shire Hall offering an unprecedented potential opportunity to repurpose the current building behind the existing facades
- ▶ Demand for aparthotels has also increased in the city over recent years, with Staycity part of the previous development proposal for the Shire Hall site which was subsequently withdrawn because of market conditions



ALTERNATIVE POTENTIAL USES



RESIDENTIAL & BUILD TO RENT

- ▶ Shire Hall presents a potential opportunity to provide a unique conversion to apartments in a historical setting, targeting the premium residential offer
- ▶ Although the site is centrally located, it is in an area with a general shortage of residential accommodation, particularly at the higher end of the market, when compared to other parts of the city
- ▶ The Shire Hall site also offers potential for a well designed and highly amenitised Build to Rent development on the back of the dynamic recent shift in tenure choice amongst millennials, with many now opting to rent rather than buy as a result of high housing costs and the desire for flexibility
- ▶ With a rapidly expanding pool of young and talented professionals and a higher than average representation in the 25-34 age bracket, Cambridge has a perfect demographic for build to rent
- ▶ Although the build to rent market in Cambridge is currently at an early stage of development, the sector is growing and evolving rapidly, with demand expanding from London and the regional cities to more attractive historical locations such as Cambridge

ALTERNATIVE POTENTIAL USES

STUDENT

- ▶ Demand for higher education in the UK remains strong, with student numbers having increased year on year as employment markets have tightened, making it more difficult for the younger demographic to secure good jobs
- ▶ With projected increases in the number of 18 year olds in the UK over the next 10 years, growing incentives for universities to recruit a greater number of higher paying international students and the recent growth seen in post graduates, world renowned university cities such as Cambridge are best placed to attract increasing numbers of both domestic and international students
- ▶ The University of Cambridge colleges are only able to house less than half of all undergraduates, which when combined with Anglia Ruskin University and the city's numerous other educational establishments, results in a large undersupply in PBSA, putting the existing private rented stock under increasing pressure
- ▶ Potential demand exists for good quality student accommodation in a central location such as that of the Shire Hall site, within close proximity of all the city centre facilities



ALTERNATIVE POTENTIAL USES



SENIOR LIVING

- ▶ The senior living and retirement sector is one of the fastest growing sectors in the UK
- ▶ Cambridge is home to over 17,000 individuals aged 65 and over, equivalent to 12.3% of the total population
- ▶ Senior living is able to attract significant premiums when compared to residential values
- ▶ With the dominant Acorn category in the city being Affluent Achievers, a high level of wealth within the population alongside high property values will help drive premium prices for retirement accommodation
- ▶ Despite this large elderly population and high levels of wealth, there is currently a lack of high end retirement schemes within Cambridge, together with a restricted development pipeline to satisfy the ageing demographic
- ▶ The Shire Hall site potentially offers an opportunity for a high end retirement developer / operator to deliver a landmark senior living scheme in a highly sought after location

DEVELOPMENT & INVESTMENT PROPOSALS



BACKGROUND

- ▶ Prior to vacating the Shire Hall site in 2021, Cambridgeshire County Council invited offers for the wider Shire Hall site on the basis of either a freehold or leasehold disposal
- ▶ Whilst not wishing to be prescriptive, there was a stated preference for a leasehold transaction capable of generating income to the Council over the medium to long term
- ▶ A preferred party was selected to undertake a redevelopment of the site for use as a hotel and offices, on the basis of the Council then taking an income strip lease over the entire development on practical completion
- ▶ Staycity Aparthotels were part of the development proposals put forward by the selected developer, to take a lease of a redeveloped hotel behind the façade of the existing Shire Hall and in an adjoining new build annex (on the site of the existing Castle Lodge)
- ▶ However, the wider site transaction failed to complete due to market conditions

DEVELOPMENT & INVESTMENT PROPOSALS

METHOD OF SALE

- ▶ Proposals are invited for the purchase and development of the Shire Hall site
- ▶ Offers are invited on the basis of either a freehold or leasehold disposal
- ▶ Both unconditional and conditional offers are invited, with certainty of delivery and timescales for removal of any conditions an important consideration
- ▶ Preference will be for full payment on completion, although deferred consideration will be considered, subject to appropriate security
- ▶ Submissions must be completed on the Bidding Pro Forma and will be assessed in accordance with the evaluation criteria set out therein, as contained in the data room
- ▶ Inspections by interested parties are strictly by prior appointment only through the vendor's agent, BNP Paribas Real Estate, with viewing dates and times to be allocated
- ▶ For further information on the bidding process interested parties should refer to the accompanying Process Letter



GENERAL INFORMATION



RIGHTS OF WAY, EASEMENTS & WAYLEAVES

- ▶ The Shire Hall site is offered subject to and with the benefit of all existing rights of way, easements and wayleaves, whether or not specifically referred to in the marketing information

SERVICES

- ▶ Interested parties are advised to make their own enquiries with the relevant service providers

RIGHTS AND RESERVATIONS

- ▶ Cambridgeshire County Council will reserve appropriate rights for the benefit of its retained land, together with the Castle Court & Castle Park developments to the north of the Shire Hall site (already sold off on a long leasehold basis) in respect of existing pedestrian & vehicular access, maintenance obligations and services as necessary

VAT

- ▶ The Shire Hall site is not elected for VAT

For access to the data room and any further information please contact:

**Simon Williams
Executive Director**

simon-d-williams@realestate.bnpparibas
07808 479304

**Edward Smith
Senior Director**

edward.smith@realestate.bnpparibas
07836 656538

**James Marner
Senior Director**

james.marner@struttandparker.com
07471 354116

**Gavin Hendry
Director**

gavin.hendry@realestate.bnpparibas
07876 595734

**Max Marston
Surveyor**

max.marston@realestate.bnpparibas
07899 067047

DISCLAIMER

Misrepresentation Act 1967: BNP Paribas Real Estate Advisory for themselves and for the vendor(s) or lessor(s) of this property whose agents they are, give notice that: These particulars do not constitute, nor constitute any part of, an offer or contract. 2. None of the statements contained in these particulars as to the property are to be relied on as statements or representations of fact. 3. Any intending purchaser or lessee must satisfy himself by inspection or otherwise as to the correctness of each of the statements contained in these particulars. 4. The vendor(s) or lessor(s) do not make or give and neither BNP Paribas Real Estate nor any person in their employment has any authority to make or give, any representation or warranty whatever in relation to this property. Finance Act 2013: Unless otherwise stated all prices and rents are quote exclusive of VAT. The Business Protection from Misleading Marketing Regulations 2008: These details are believed to be correct at the time of compilation but may be subject to subsequent amendment. January 2024



**BNP PARIBAS
REAL ESTATE**

**Real Estate
for a changing
world**