

# PRESS RELEASE

For immediate release

## SHIFTING TRENDS IN THE COMMERCIAL PROPERTY WORLD



In a challenging time for many commercial landlords there is cause to be positive for owners of rural commercial property. With a flexible mindset and some imagination, clients of BCM are seeing new commercial lettings agreed and entering into new and exciting ventures.

Landlords who are willing to explore alternatives to the traditional letting or indeed tenants from different sectors than usual are reaping the rewards, explains Hannah Rickards, a rural surveyor at BCM, rural property specialists.

“We are delighted to have let several rural, commercial properties even in the midst of the lockdowns due to COVID-19 and clients are seeing the benefits of changes in how people are working”. Farming has seen more than its fair share of change, particularly since the second world war with innovation bringing huge changes to the way the nation’s food is produced. Most farmers therefore are very adept at repurposing their built assets as necessitated by the pace of this change.

A recent client partnership with Hampshire-based IncuHive is an excellent example. A large office space on a rural business park became vacant and rather than going down the route of a traditional letting in a challenging market, BCM explored the possibility of installing a co-working space, aiming to take advantage of the new flexible working style people are increasingly adopting.

IncuHive offer what they describe as ‘Epic Co-Working Spaces’ in the form of virtual office spaces, desk space rental, private office spaces and unlimited ad-hoc working spaces all charged on a monthly basis. All sites offer all inclusive bills, high-speed internet and (important for some) free hot drinks and their own brewery produced beer! By partnering with IncuHive the landlord will be part of the new flexible working revolution whilst being involved with an expert in the operation of a co-working site.

Steven Northam, founder and CEO of IncuHive commented “We are excited to launch a rural based IncuHive offering in partnership with BCM. With the post-COVID working habits of many people changing we anticipate an alternative to work from home will come as a welcome service should the traditional office no longer be an option for many”.



Another site BCM are delighted to be involved with is the beautiful Aziz Court. A group of high-specification offices set in the Hampshire countryside, offering excellent connectivity to the internet, road networks and London, given the close proximity to Micheldever station. Here the landlord has recently welcomed Gold & Grey UK, a Hampshire based interior design company providing a range of home design, upholstery, bespoke furniture and made-to-measure soft furnishing services.

The space at Aziz Court has traditionally been let to office-based companies, however, by considering a less traditional tenant the landlord has successfully let the space in the current challenging commercial market. Furthermore, for the tenant, the rural location and ample parking at Aziz Court provides Gold & Grey a serene site at which to welcome their clients. Some space at Aziz Court is still available so do get in touch with BCM direct if it is of interest.

Recent successes also include spaces let as a commercial kitchen, Pilates studio and distribution hub for an online, vintage clothing company - Stocked Vintage.

“At BCM we often find tenants for rural commercial space before even having to advertise and are increasingly matching tenants with suitable spaces” explains Louisa Watson Smith from the commercial lettings team at BCM. “Given our close relationship with local landowners and the farming community we are exceptionally well placed to assist landlords and tenants in find excellent commercial space that suits their needs and provides the opportunity to work in the fantastic English countryside”.

An increasing alignment between seismic changes in the way people are working (and wanting to live in and enjoy the countryside) after the pandemic, coupled with rapid deployment of gigabit internet speeds in rural communities are meaning that farmers are finding their repurposed rural buildings are in high demand. This process is made even more achievable through the relative ease the buildings can be reconfigured and also with favourable permitted development planning regulations currently in force. BCM are well placed to advise on how to implement connectivity improvements through various means.

**END**

For further information, please contact Hannah Rickards, BCM LLP

Call: 01962 763 900 Email: [info@bcm.co.uk](mailto:info@bcm.co.uk)

Companies mentioned in this press release:

<https://incuhive.co.uk/>

<https://www.goldandgrey.uk/>

<https://stockedvintage.co.uk/>

