

Manchester Oxford Road: Retail Strategy



Development of bespoke retail strategy

CLIENT	Northern Trains Ltd
PROJECT	Manchester Oxford Road Asset Management Initiative.
SECTOR	Transport
ADVICE	Retail Strategy
DATE	2024-2025

“It was a pleasure to play a key role in the Manchester Oxford Road project; the passenger experience has gone from strength to strength due to creating a strong and diverse tenant mix at the station.”

Joe Simms



JOE SIMMS

Surveyor

Transport

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**Lambert
Smith
Hampton**



OUR ROLE

- Provide strategic advice on maximising revenue through provision of retail at Manchester Oxford Road Station.
- Analyse tenant mix and station demographics to provide recommendations on appropriate tenants for the station to maximise revenue.
- Following approval of strategy, to market properties and approach appropriate business tenants.
- To see through the letting process from the instruction through to completion.

RESULTS

- Enhanced tenant-mix at the station by attracting high-profile tenants across a diverse range of uses,
- Future-proofing the client's retail portfolio through tenant diversification and securing longer term leases to high covenant strength tenants.
- Increasing client's revenue through improved rent roll.
- Enhancing customer experience at the station.