

MERCURY HOUSE, MILTON KEYNES



Bespoke disposal strategy, marketing and sale of a vacant office building for residential development.

CLIENT	Balmoral Land
PROJECT	Mercury House Disposal
SECTOR	Residential
ADVICE	Development Agency
DATE	December 2025

“LSH provided us with a range of real estate advisory services over a number of years and ultimately guided us towards a very successful disposal solution in an extremely challenging market.”

Robert Knox – Balmoral Land



OUR ROLE

- Providing disposal options and marketing advice for disposal of a 72,796sq.ft office building on a 6.14acre site to retained client.
- Extensive marketing ensuring maximum exposure across the development market and engaging with prospective buyers to maximise offers received.
- Reporting offers to client combined with providing expert advice and assessment of the offers received for the client to have an informed view.

RESULTS

- Received both conditional and unconditional offers for the site for residential development.
- Deal agreed for the unconditional sale of the site to a residential developer at a very strong level.
- Carried the site through contract negotiations, with the sale completing in December 2025. The site was initially launched in June 2025, with the sale concluding from launch within 6 months.



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