



REGENT ARCADE CHELTENHAM

PRIME RETAIL AND LEISURE SHOPPING CENTRE INVESTMENT
OPPORTUNITY IN THE HEART OF AN AFFLUENT SPA TOWN

CHELTENHAM'S PREMIER RETAILING DESTINATION



INVESTMENT SUMMARY

An opportunity to acquire the long leasehold and part freehold interest in Cheltenham's dominant shopping centre, occupying a prime central location. Regent Arcade has been owned and managed by Canada Life for almost 25 years.



50

Retail & leisure units



209,000 SQ FT

Net Internal Area



7

Anchor Tenants



£2,924,033/PA

Net income



5.57M

Footfall per annum



7.7 YRS

WAULT (expiry)

4.7 YRS

WAULT (break)



90.4%

Occupancy by area



100% ELECTRIFIED

Shopping Centre Energy Supply

REGENT ARCADE CHELTENHAM



IMPERIAL GARDENS
Public gardens and events space, hosting seasonal markets and serving as the central venue for the town's cultural festivals, including the literature and jazz festivals

REGENCY ARCADE

STAMFORD HOUSE

P



REGENCY ARCADE CAR PARK
Cheltenham town centre's largest car park (528 spaces)

P



REGENCY STREET
A popular premium F&B and evening location, anchored by the historic Everyman Theatre

PROMENADE
Cheltenham's prime retail and office boulevard, linking Regency Arcade with the civic core

M&S

HIGH STREET
The principal shopping street, anchored by John Lewis & Partners and Marks & Spencer

JOHN
LEWIS
& PARTNERS

NEXT



DESCRIPTION

Regent Arcade opened in 1985 and has since established itself as Cheltenham’s principal retail destination at the heart of the town’s shopping offer.

Regent Arcade has been under the ownership of Canada Life since 2002, providing strong and stable institutional asset management for over two decades. The scheme features a modern, bright interior with a full-length atrium and was strategically designed to connect the pedestrianised, mass market High Street with the upscale retailers on the Promenade.



The shopping centre comprises 209,000 sq.ft. of retail and leisure accommodation and is arranged with its units across two floors, providing a legible customer journey through the scheme. The centre was extensively internally refurbished in 2008/9 and the High Street entrance and frontage comprehensively redeveloped in 2012/3, creating two retail MSUs currently occupied by H&M and Mountain Warehouse. A third High Street MSU was created in 2016 and is let to JD Sports. In total these MSUs provide circa 50,000 sq.ft. of retail space, representing almost 25% of the scheme’s total floor area.

The former 50,000 sq.ft. BHS department store at the rear of Regent Arcade was redeveloped in 2019, creating a new 5-screen boutique cinema and restaurant which is let to Everyman (trading as Tivoli) at lower ground level, and a ground floor retail unit let to Decathlon. Alongside these works, the Ormond Place entrance (on Regent Street) was comprehensively upgraded. Most recently a new anchor store was created for Mango near the front of the scheme, with both HMV and Ann Summers relocating and upsizing in order to accommodate this flagship letting.

Additional anchor tenants, Decathlon and TK Maxx, are positioned at the southern end of the centre, which draw footfall down the mall from the High Street.

Regent Arcade is held primarily on a long lease from Cheltenham Borough Council (the Head Lease), which was granted for a term of 175 years (less three days) from October 2011. An annual ground rent is payable to the council at the greater of £575,000 per annum or 15.24% of net rents received (further detail provided on page 18). Part of the JD Sports unit is held freehold and is not subject to a long lease.

Regent Arcade benefits from a dedicated 528-space multi-story car park which sits above the scheme and provides direct access into the centre for shoppers. The car park is on a long lease to Cheltenham Borough Council who operate and maintain it (further detail provided on page 18). Servicing for the shopping centre is managed via dedicated facilities, accessible from Regent Street at the southern end of the scheme.

The ownership also includes Stamford House, which is a Grade II Listed office building at the southern end of the scheme. It is currently vacant, although due to its listed status there is no vacant rates liability. The property offers 2,912 sq.ft. of office accommodation arranged over five floors, including a basement level. Stamford House underwent refurbishment in 2013 and offers flexibility for an incoming purchaser to either let the property in its current condition, undertake a more extensive refurbishment project or consider alternative uses.



CHELTENHAM: REGIONAL HUB OF GLOUCESTERSHIRE

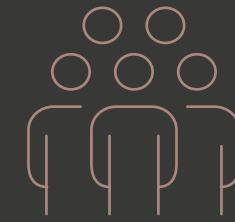


CHELTENHAM

Cheltenham is a historic spa town and the premier retail destination for Gloucestershire, celebrated for its regency architecture and extensive cultural scene. Home to just under 120,000 residents, the town combines heritage with modern amenities and is extensively connected, making it one of the most desirable locations to live in the south-west.



Cheltenham hosts internationally renowned events such as the Cheltenham Festival (Horse Racing), Cheltenham Literature Festival and the Cheltenham Jazz Festival, attracting visitors from across the UK and beyond. The town's visitor economy is strong, welcoming over 2 million visitors annually and generating more than £160 million in comparison spend. Its affluent demographic, high-quality schools and proximity to the Cotswolds further enhance its appeal as a retail and leisure destination.



Cheltenham Population

119,434

(650,000+ in wider Gloucestershire County)



Visitor Numbers

2.1M ANNUALLY



Annual Visitor Spend

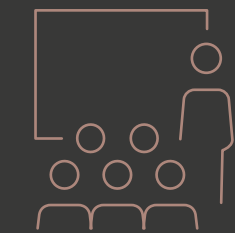
£160M+



Footfall

5.7M

(Annually at Regent Arcade)



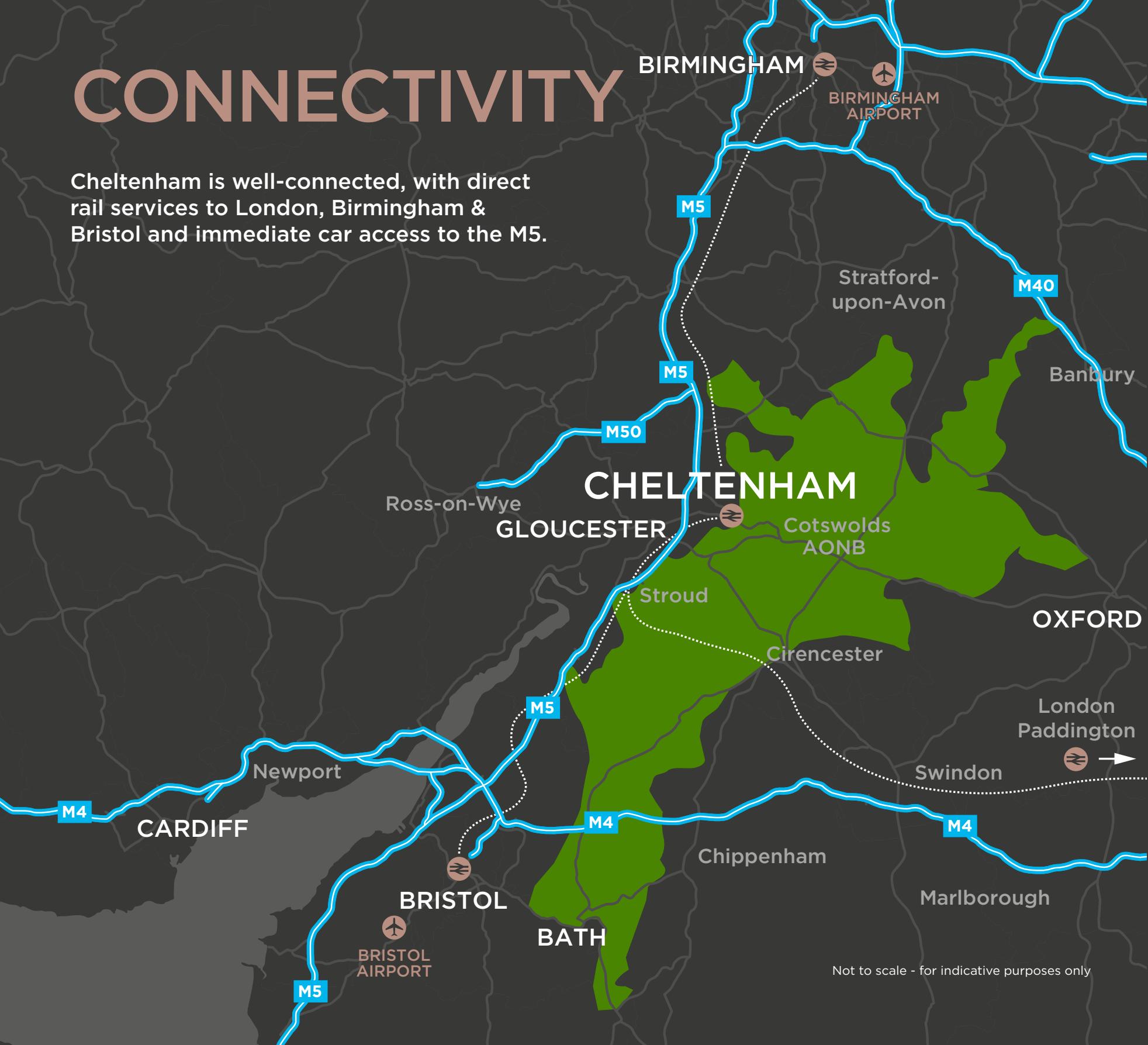
Independent Schools

10+

(Including internationally recognised boarding schools, supporting a high-spending resident profile)

CONNECTIVITY

Cheltenham is well-connected, with direct rail services to London, Birmingham & Bristol and immediate car access to the M5.



ROAD

M5: Junctions 10 and 11 are nearby, providing access from the South West and Midlands.

A40 & A46: These routes connect to London, Oxford, the Cotswolds, and Wales.

Parking: A 500+ space car park is available at the arcade (postcode: GL50 1HN).



BUS

Local Services: Stagecoach and other operators run frequent services to the town centre, stopping at the nearby Royal Well Bus Station.

Park & Ride: Sites at Arle Court (near M5 J11) and Cheltenham Racecourse offer services to the town centre.



RAIL

Cheltenham Spa Station: A short bus or taxi ride away, or a 20-minute walk.

Journey Times:

- **London Paddington:** ~2 hours
- **Birmingham New Street:** ~38-43 minutes
- **Bristol Temple Meads:** ~38-59 minutes



AIR

Birmingham Airport (BHX): Approximately a 1-hour drive or a 52-minute train journey (with one change).

Bristol Airport (BRS): Approximately a 1-hour drive or a direct bus service taking approximately 1 hour 25 minutes.

Heathrow Airport (LHR): Around a 1.5-hour drive, with direct buses taking ~2 hours 25 minutes.

CHELTENHAM RETAILING

Regent Arcade acts as a well-established link between Cheltenham's most important retail and leisure pitches, benefitting from frontages onto the High Street and Regent Street, leading to the Promenade.



The location also benefits from a natural pedestrian flow towards the retail and leisure district of Montpellier, known for its independent shops, bars, and restaurants.

The Brewery Quarter, located a 5-minute walk north west of Regent Arcade, provides a mass market leisure and entertainment offer in Cheltenham, complimenting that in the rest of the town centre. The scheme attracts a wide range of visitors and helps drive overall footfall.



Not to scale - for indicative purposes only



CATCHMENT & DEMOGRAPHICS

Regent Arcade serves a large and economically robust catchment across the wider Gloucestershire and North Cotswolds area, where limited competing schemes support strong retail performance at the centre.

Population & Growth: The primary 20-minute catchment contains 200,000+ residents. This population is projected to grow by 7.5% over the next decade, a rate higher than the national average.

Household Income: The local population has significant spending capacity. Average household income in the catchment is 8% higher than the UK average, with the mean income in the 15-minute drive time reaching £55,550.

Retail Expenditure: This translates to a total annual spend on comparison goods (non-food retail) of £879 million within the 20-minute catchment area.

Consumer Profile: CACI data classifies a high proportion of local households as ‘Established Affluence’ (2.9% above national average) and ‘Thriving Neighbourhoods’ (29.5% compared to national average of 22.6%). These groups are characterised by high rates of home ownership and professional employment, indicating a customer base with disposable income.



REGENT ARCADE CHELTENHAM



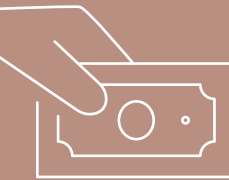
Resident Population

234,723



Average Household Income

£55,550



Annual Retail Spend

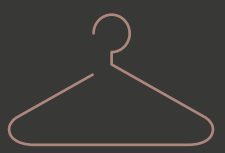
£879M





REGENT ARCADE RETAILING & FOOTFALL

Growing Footfall: Regent Arcade has shown robust recovery and growth in visitor numbers since 2021. In 2025 footfall reached 5.70 million, an increase of 3.8% compared to 2024, continuing a positive upward trend.



Independents & Specialists: The scheme is further differentiated by a strong independent and specialist presence, including retailers such as Cavani, Perennial Menswear and Ellis & Kilpatrick, broadening appeal beyond traditional high street provision.

National Multiples: Key anchor tenants include:

MANGO H&M

JD DECATHLON

T.K.maxx hmv

TIVOLI EVERYMAN MOUNTAIN WAREHOUSE

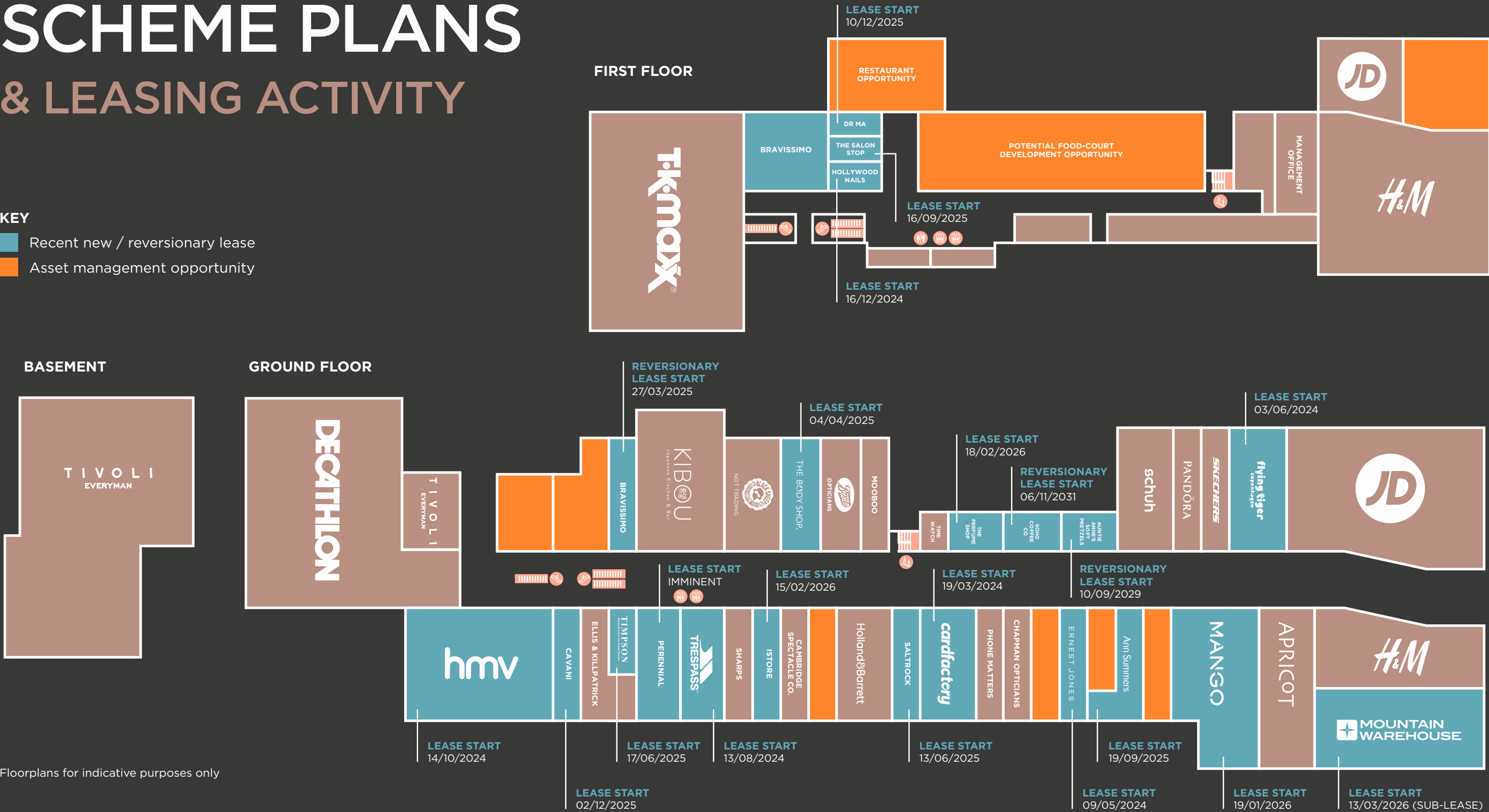


Food & Beverage: A growing and complementary F&B offer, with operators such as SOHO Coffee and Kibou providing a range of grab-and-go, casual dining and café options, supporting all-day trading.

SCHEME PLANS

& LEASING ACTIVITY

- KEY
- Recent new / reversionary lease
 - Asset management opportunity



Floorplans for indicative purposes only

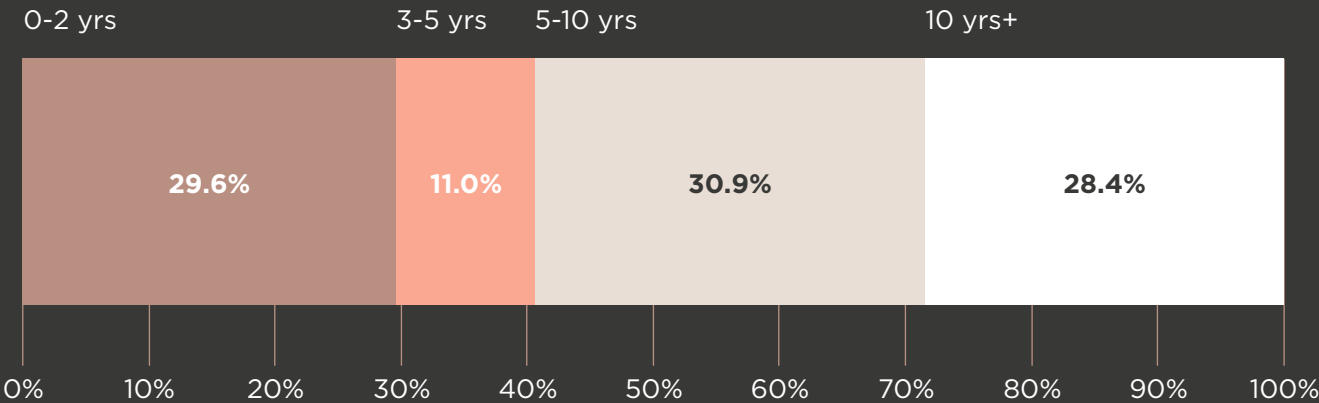
INCOME PROFILE

59.3% OF NET INCOME
IS SECURED FOR OVER
FIVE YEARS

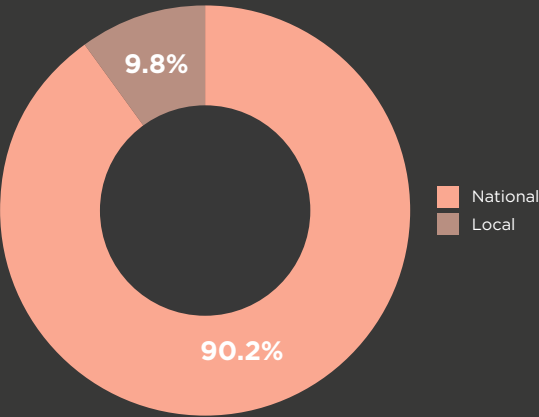
INCOME SUMMARY

Total Gross Rent	£3,961,784
Commercialisation Income	£21,733
Gross Income (pa)	£3,983,517
Landlord Shortfalls	(£429,639)
Landlord Contribution to Marketing	(£54,844)
Head Rent	(£575,000)
Net Income (pa)	£2,924,033

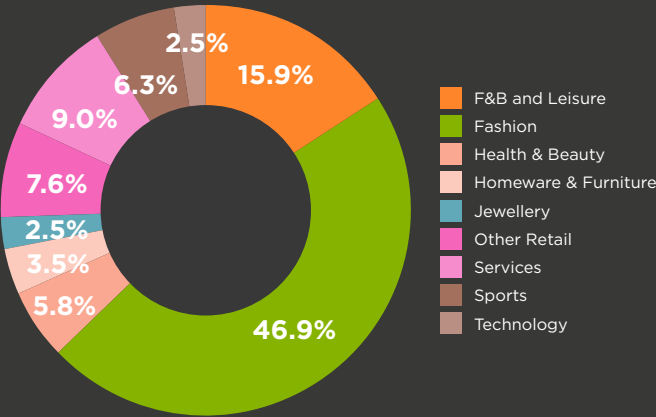
NET INCOME EXPIRY PROFILE



NET INCOME BY COVENANT



NET INCOME BY RETAILER TYPE



OVER 90% OF NET INCOME
SECURED TO NATIONAL OCCUPIERS



7.7 YRS
WAULT (expiry)

4.7 YRS
WAULT (break)



TOP 10 TENANTS BY NOI

The top 10 tenants have a weighted unexpired term of 10.5 years to expiry and 6.3 years to break, representing almost 80% of the total net income at Regent Arcade

	Tenant	WAULT Expiry (Yrs)	WAULT Break (Yrs)	Net Rent	% of Total NOI
1	METRO [*] BANK	18.6	8.6	£399,303	13.8%
2	TIVOLI EVERYMAN	18.6	-	£364,347	12.6%
3	H&M	7.5	2.5	£311,002	11.7%
4	T.K. MAXX [®]	2.0	-	£295,987	10.7%
5	DECATHLON	10.4	0.4	£211,469	7.3%
6	JD	5.4	2.4	£202,680	7.0%
7	MANGO	9.7	4.7	£160,000	5.6%
8	hmv	8.5	5.0	£132,465	4.6%
9	KIBOU Japanese Kitchen & Bar	9.2	-	£105,000	3.6%
10	schuh	0.3	-	£95,042	3.3%
Totals		10.5	6.3	£2,277,294	78.5%

^{*}Lease to Metro Bank, sub-let to Mountain Warehouse

REGENT ARCADE CHELTENHAM



SUSTAINABILITY AT REGENT ARCADE

Regent Arcade has a strong sustainability foundation that can be further enhanced through continued asset management, building on existing measures such as the roof-top PV system to ensure it remains a resilient, high-performing retail destination.



ENVIRONMENTAL



46% of the shopping centre has EPC ratings of **B & above** by floor area, with 96% rated C or above



Green Leases – The Landlord has actively encouraged occupiers to commit to sustainability clauses in their leases. Example clauses include:

- **Tenant Environmental Performance Obligations** (shall not adversely affect the environmental efficiency or operational rating contained in the EPC)
- **Data sharing agreements** for Landlord & Tenant energy, water and waste
- **Co-operation Obligation** good faith agreement with the aim of reducing energy and water use within the NRQ and reducing and recycling waste improving the environmental performance of the shopping centre



Energy data collection is **enabled** and **captured**, with extensive historical data availability



100% electrified energy supply



Predominantly **LED** lighting throughout the asset

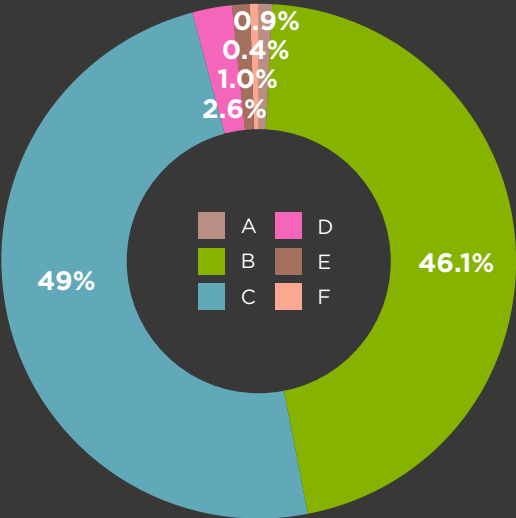


BREEAM rating of **Excellent** for the asset's performance, valid until 2028

CRREM ALIGNMENT UNTIL 2044

46% OF THE SHOPPING CENTRE EPC RATINGS BY AREA ARE B OR ABOVE

EPC BY FLOOR AREA





TENURE

Regent Arcade is held primarily on a long lease from Cheltenham Borough Council (the Head Lease), which was granted on 28/10/2011 for a term of 175 years (less three days). An annual ground rent is payable to the council at the greater of £575,000 per annum or 15.24% of net rents received. Part of MSU1 (let to JD Sports) is held freehold and is not subject to a long lease.

The multi-storey car park forms part of the Headlease but there is a lease back to Cheltenham Borough Council dated 11 August 1995 for a term of 99 years from 24 June 1982. The term is renewable by the council for a further term of 29 years less three days.

A full breakdown of the titles and how they sit together is available within the marketing data site.

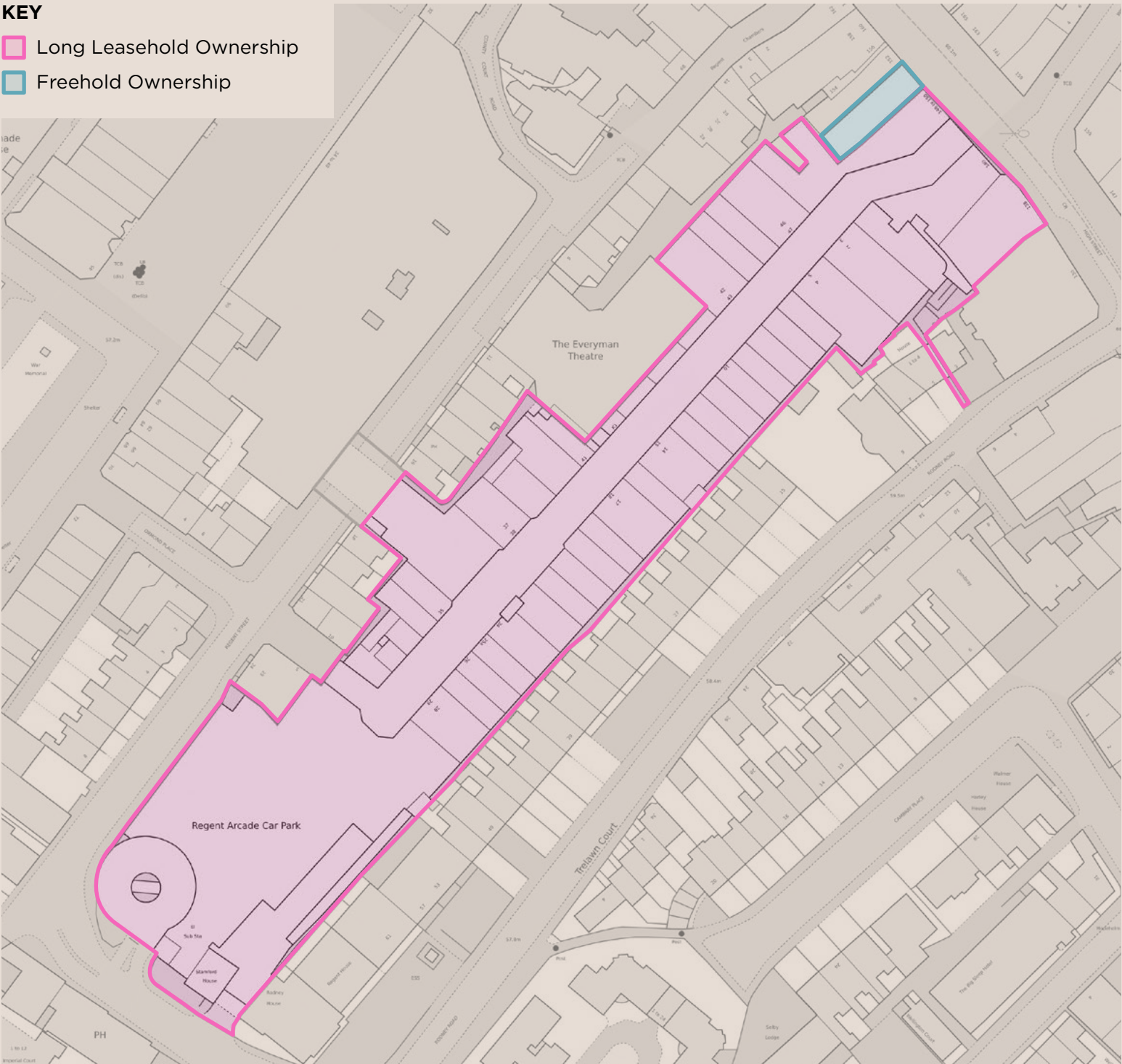


REGENT ARCADE CHELTENHAM

KEY

Long Leasehold Ownership

Freehold Ownership



Plan for indicative purposes only



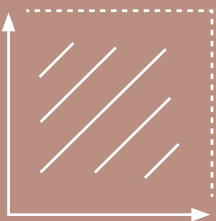
STAMFORD HOUSE

Regent Street, Cheltenham, GL50 1HE



- 8-person passenger lift
(Ground to Third Floors)
- Timber sash windows
- CAT II fluorescent lighting
- Use Class A1 (retail) & B1 (offices)
- EPC Rating: 107 (E)

REGENT ARCADE CHELTENHAM



2,912
sq ft total area



£44,000
per annum potential
rental income



5

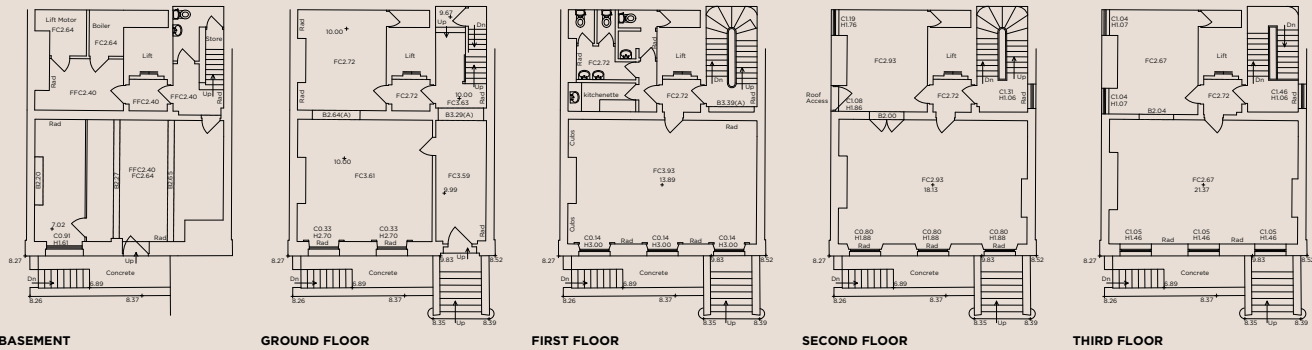
storeys in a Grade II Listed
property

OFFICE MARKET



Cheltenham is a supply-constrained office market, with vacancy at approximately 4.9%, well below the UK average of 7.6%, driven by the ongoing loss of secondary stock to residential redevelopment. The central office market extends to 875,000 sq ft, with rents having grown by 14.7% over the past three years, materially outperforming national trends. Prime offices in the town are now achieving £30-£32 psf, highlighting clear reversionary potential for the highest quality assets.

FLOORPLANS



Plans for indicative purposes only

RESIDENTIAL MARKET



Cheltenham’s residential market remains strong due to its appeal across multiple demographics, from young professionals to families and retirees seeking quality of life and good amenities. Stamford House offers an opportunity to capitalise on this demand for residential accommodation within Cheltenham town centre, either through converting to serviced apartments and benefitting from the income stream, or by selling the property individually to a private investor.

+2.8%

Average house price in Cheltenham YoY growth (at Mar-26), more than double the UK average growth of 1.2%, and demonstrating resilience against the south west average of -0.6% growth.

£4,530 PSF

Median house price achieved per sq.ft. in the central Cheltenham area in the last 24 months. This is 48% above the average for the south west and 53% above the Gloucestershire average.

£964 PCM

Average rent per month for flats and maisonettes in Cheltenham (at Mar-26). One-bedroom properties are attracting average rents of £851 and £1,073 for two-bedroom properties.

ASSET MANAGEMENT INITIATIVES

UNIT F2: NEW F&B OFFERING



There is an opportunity to let the newly created Unit F2 to an F&B operator, enhancing the tenant mix at Regent Arcade and adding to the evening economy.



Unit F2 has been created through the removal of the bridge-link between Regent Arcade and Cavendish House, and the amalgamation of several kiosk units. There is an opportunity to add a balcony to enable alfresco dining overlooking Regent Street along with a dedicated entrance at street level to further activate this frontage.

UNIT F3: FOOD COURT



Opportunity to reposition Unit F3 into a first-floor food court, to introduce a curated, retail-led dining cluster, broadening choice and increasing dwell time.

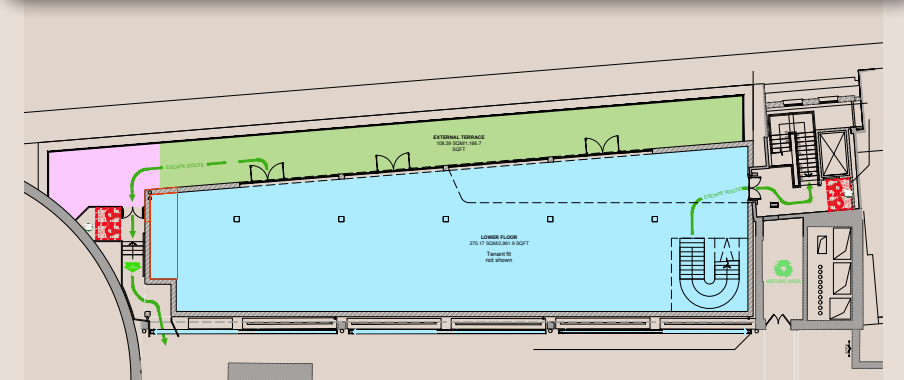


This offering would fill a gap in the Cheltenham market, capturing the affluent shopper looking for a quick but upmarket meal.

ROOFTOP RESTAURANT



Planning consent was granted in 2023 for the development of part of Regent Arcade's rooftop into a new F&B unit, with direct access off Regent Street. A glazed façade and outdoor terrace would offer views across Cheltenham for visitors to enjoy.



In addition to the scheme outlined above, there is flexibility to deliver an alternative configuration. The space could be subdivided into multiple smaller units. This approach would accommodate a range of complementary F&B operators.

All images are CGIs for illustrative purposes



FURTHER INFORMATION

SERVICE CHARGE

The shopping centre budget for 2025/26 (year ending 24/06/26) is £1,742,577 (£8.05 psf).

VAT

The property is elected for VAT, so it is anticipated that the sale will be treated as a Transfer of a Going Concern.

DATA SITE

Please email phoebe.stewart@jll.com to receive marketing data site access.

Our client is seeking offers in excess of £28,600,000 subject to contract, reflecting a net initial yield of 9.50% and standard purchaser's costs of 6.8%.

CONTACT

Jonathan Heptonstall

Jonathan.Heptonstall@jll.com
07920 020039

Phoebe Stewart

Phoebe.Stewart@jll.com
07709 507258

Will Meadows

William.Meadows@jll.com
07592 504066



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June 2026

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