



Profile of Founder and Managing Director



Kim Blackman has a BSc in Economics and Modern Languages.

She worked in Investment Banking for 16 years: 7 years in fixed income (with both Credit Suisse and Hambros Bank) and subsequently in Portfolio Management and hedge funds (with both GAM and HSBC).

She has a broad knowledge of investment classes ranging from fixed income and equities to property.

During the last few years of her banking career, she became increasingly involved in property and undertook a number of successful transactions based on her knowledge of the market and property values.

Estate Agents in the UK act for the vendor of the property and hence do not necessarily protect the interests of the purchaser. Kim saw an opportunity to provide an acquisition and ongoing management service to clients wishing to invest in either residential or commercial property in the UK and set up Blackman Investments to do this.

Since 2008, she has developed a diverse client base, many of whom have followed her from her banking career into her property business. She works with blue chip companies and property funds in the UK. She also works with high net worth clients and funds in Greece, Israel and South Africa.

Kim Blackman is recognised in her field not only for her knowledge of the property market and ability to find the best properties for her clients, but also for her diligence, efficiency and integrity.

She speaks English, French, German, Spanish and Italian and is currently learning Greek.



What we do

Blackman Investments Limited offers a bespoke property service in both residential and commercial property.

With 16 years of investment banking experience prior to establishing a successful property business, we are well positioned to understand both the funding and legal implications of every transaction we undertake for our clients.

Residential

- We acquire individual flats or houses in London for end users or clients wishing to have an investment property
- We offer an additional 'post-completion service', which includes setting up the utilities and internet, purchasing household items and ensuring the whole flat is completely ready to move into upon handover of the keys
- We can also organise the entire refurbishment of the property and the letting of it where required
- We also act for property owners on the sale of their properties, taking away the stress of the sales process and ensuring their property achieves the best possible price

Commercial

We source 3 main types of deals:

- **Fixed Income type deals**
Commercial buildings let to a strong covenant for 10 years or longer, with attractive yields. These may be in London, but often elsewhere in the UK
- **Asset Management deals**
These are commercial properties with 'an angle' to increase the value. It may be an opportunity to add another floor, refurbish & relet or a short lease with potential to regear at a higher rent
- **Development deals**
These are buildings in need of refurbishment, having potential to extend and increase the size or to convert from commercial to residential, thus enhancing the value of the building

A selection of residential acquisitions undertaken for our clients

Great Titchfield Street, Fitzrovia W1



- Penthouse in the heart of Fitzrovia
- 2 bedrooms, 2 bathrooms
- Beautifully refurbished
- Acquired December 2023 for £1.75m
- For Israeli clients as a pied à terre

Hampstead NW3



- Magnificent 3 bedroom, 2 bathroom maisonette
- Located in the heart of Hampstead
- South-facing garden and off street parking

- Circa 3000 square feet
- Acquired August 2023 for £3m
- For Malaysian clients moving to the UK

One Casson Square, Southbank Place SE1



- Fabulous new-build lateral flat with 3 bedrooms and 3 bathrooms
- Located in Southbank Place directly facing The London Eye
- Balcony with incredible view of the whole of London

- Acquired September 2021 for £3.5m
- For a South African private client

Belsize Park NW3



- Beautiful garden flat in the heart of Belsize Park
- 1200 square feet with 2 bedrooms and 2 bathrooms
- Stunning long garden

- Acquired December 2021 for £1.5m
- For a UK private client

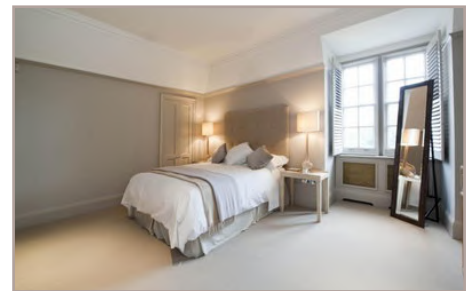
Devereux Road, Clapham SW11



- Magnificent 5 bedroom, 5 bathroom, recently developed house with garden
- 3558 square feet (330 sq m)

- Located in the heart of Clapham
- Acquired April 2020 for £3.1m
- For a Greek private client

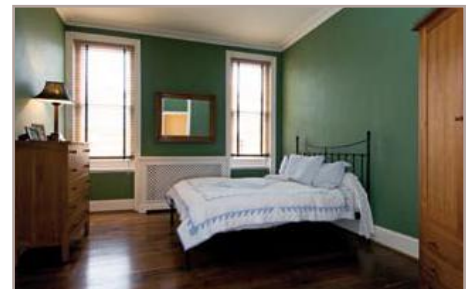
Eaton Gate SW1



- Stunning top floor 3 bedroom flat with direct lift entrance
- 1674 square feet (150 sq m)
- Enviable location just behind Sloane Square

- Acquired September 2009 for £1.95m
- For a Greek shipping client

Drayton Gardens SW10



- Beautiful 1st floor flat with 4 bedrooms
- 2468 square feet (240 sq m)
- Lift, porter, elegant common parts

- Acquired June 2009 for £2.5m
- For a Greek private client

Residential Sales

How Blackman Investments adds value to the sale of your property:

Blackman Investments also acts on the sales of flats and houses in London. We work with you to ensure the property is presented in the best possible light, appoint the most suitable agents and deal with everything on your behalf.

Carlton Hill, St John's Wood, London NW8

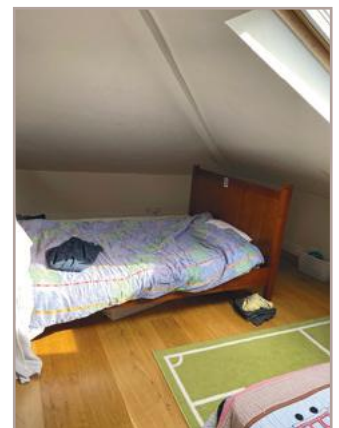
Cost to client of works to communal area: £12,500 + VAT = £15,000

NB: This could have been shared between the 4 flats in the building.

Cost to client of dressing/staging the property for 3 months: £12,500 + VAT = £15,000

Total cost to client: £30,000

BEFORE photos



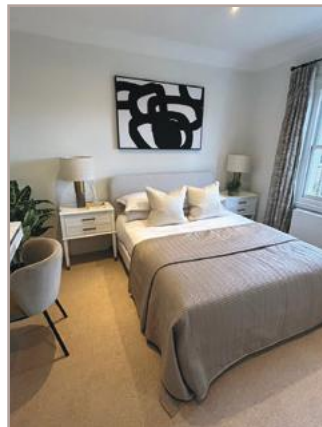
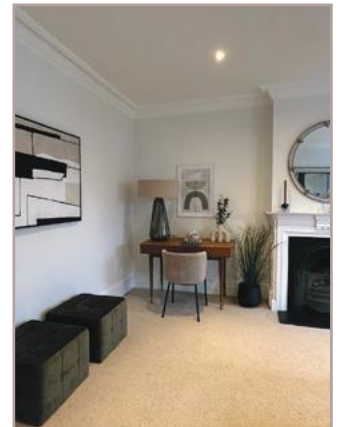
Works undertaken to the building and common parts:

- Exterior of building was renovated
- All interior walls and window frames were repaired and repainted
- New carpet chosen for communal hallway and staircase

Property then fully dressed/staged for sale:

- 3 x double beds with bedding, cushions and throws
- Lounge dressed with sofa and cushions, coffee table, desk, lamps
- Kitchen dressed with dining table, chairs and kitchenware
- Whole flat dressed with artwork, rugs, plants

AFTER photos



Original valuation pre renovating the building and dressing the property:

£1,100,000

Valuation post renovation of the building and staging:

£1,300,000

Property sold for:

£1,310,000

Total cost of staging:

£30,000

Added value by Blackman Investments:

£180,000

Other recent sales:

Allingham Court, The Bishops Avenue N2



- Magnificent 3 bedroom, 3 bathroom lateral penthouse
- Beautiful south-facing terrace

- 5000 square feet
- Sold June 2022 for £7.95m

Musgrave Crescent, Fulham SW6



- 5 bedroom family house
- Wonderful garden

- 2000 square feet
- Sold November 2021 for £2.55m

Park House, Primrose Hill NW1



- 3 bedroom maisonette
- Direct views over Primrose Hill

- 1900 square feet
- Sold July 2021 for £3.075m

Residential Lettings

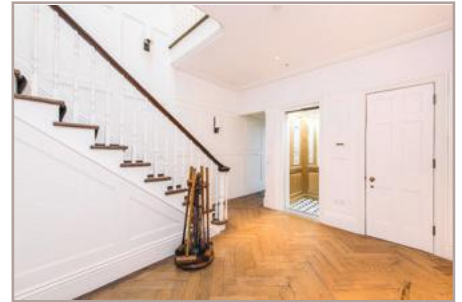
Blackman Investments also acts for clients wishing to rent a high end property in London. This is a challenging market with great demand for quality properties. We act on your behalf to source a property that meets your requirements. We also assist you with understanding the terms of the Tenancy Agreement, which we ensure is thoroughly reviewed by a lawyer. We can also arrange for the property to be entirely furnished and all homeware to be installed, so that everything is ready for you upon arrival.

Wyndham House, Sloane Square SW1



- Beautiful 3 bedroom, 3 bathroom flat
- We dealt with furnishing the entire flat within 3 weeks before Christmas
- Let to a Chilean family, December 2021
- £3,600 per week, unfurnished

Lennox Gardens, Knightbridge SW1



- Beautiful 3 bedroom, 3 bathroom and study flat with terrace
- Let to a Chilean family, August 2021
- £3,800 per week, furnished

Hans Place, Knightsbridge SW1



- Magnificent 4 bedroom, 4 bathroom flat with terrace over 2 levels
- Let to a Chilean family, July 2021
- £10,000 per week, furnished

A selection of commercial acquisitions undertaken for our clients

HMO in Bloomsbury



- 10 unit HMO
- 2500 square feet
- Bloomsbury London WC1

- Yielding 6% with potential for yield enhancement
- Acquired January 2022 for £2.65m
- For a Greek Cypriot property investor



CBRE GI sells Yorkshire Bank Leeds HQ

Thursday, March 29, 2016

CBRE Global Investors has sold Yorkshire Bank's headquarters in Leeds to a private Spanish Institutional investor for £16m, reflecting a net initial yield of 7%.



The 76,344 sq ft office cross five floors has been let in its entirety to the bank since it was built in 1980. The annual rental income is £1.19m, with circa nine years unexpired on the current lease.

Located at Twenty Merrion Way, the building is adjacent to the First Direct Arena and Merrion House which is being redeveloped as a 170,000 sq ft (15,793 sq m) headquarters for occupation by Leeds council. The city's civic quarter and main retail quarter are also nearby.

Simon Lister, investment director at Savills, said: "This asset combines a secure income with excellent development prospects and an integral position in a booming area of Leeds city centre. We received significant interest from both overseas and domestic investors, and are very pleased with the strong sale price achieved.

Savills advised CBRE GI.

Blackman Investments acted on behalf of the purchaser.

PropertyWeek.com

Scottish mutual in £21m Midtown acquisition

6 February 2015 | By [David Parsley](#)

The Medical Defence Union of Scotland has bought Bracton House in London's Midtown for £20.87m.



The Scottish independent mutual organisation, advised by Daniel Watney, bought the building from a private Greek investor **advised by Blackman Investments**.

The 23,000 sq ft mixed use building at 34-36 High Holborn, WC1, is let to Shed Media, a subsidiary of Warner Bros, on a 10-year lease. A Japanese 'yakiniku' restaurant called Kintan occupies the ground floor.

Richard Garner, head of commercial agency at Daniel Watney, said: "London offices remain the best performing asset class in the sector. There's also a fair degree of value to be had around High Holborn and the growing wealth of media firms taking space in the area presents opportunities for investors seeking quality income streams."

Commercial Property Development Project

**Midtown Building, London WC1
October 2009 – December 2014**



- Blackman Investments acted for a Greek Shipping company who wanted to find a high yielding asset with potential for development within a medium term time frame (3 to 6 years)
- We found this commercial property in High Holborn let to a strong covenant for a further 3.5 years
- Given the building was over-rented in relation to prevailing market rents in 2009, we were able to acquire the asset for £10m with a yield of 8.75% until lease expiry date April 2013
- We suggested approaching the tenants one year prior to the lease expiry in order to negotiate an early surrender of the lease with part payment of the rental income to be paid, such that there would still be income during the period of refurbishment
- We then negotiated the dilapidation claim with the tenant which took several months but had a very favourable outcome for the client
- As such we terminated the lease with the tenant in October 2012, having taken 3 years of income @ £884,000 and agreed an all-in settlement for the dilapidation claim and early lease surrender of £1,100,000
- The outcome meant that the dilapidation claim largely covered the cost of the refurbishment
- We continued to manage all matters for the client whilst the refurbishment took place, in order that the refurbishment would be in line with the look desired by potential high end tenants and/or future buyers
- We then instructed Agents for the letting of the building – both the retail and the offices
- We guided the client through the process of choosing the right tenant, stressing the importance of the strength of the covenant, length of lease etc in order to secure the lowest yield (highest price) to be attributed to the completed, fully let building
- In December 2014 the building was sold for £20.87m less the top up for the rent free period



Israeli investor takes UK deals to £70m

Thursday, November 13, 2014

Israeli investor ZC Ronogil has completed two further acquisitions in the UK bringing the assets acquired since entering the UK market in 2012 to over £70m, CoStar News can reveal.

ZC Ronogil paid c. £15.35m for 6 Cobalt Business Park in Newcastle. The building is let to EE for a further 13 years and the price reflects a net initial yield of 7.6%. **Blackman Investments advised ZC Ronogil on the acquisition.**

Magdalen House in Bootle was bought for £5.9m. The property is let to Sefton Metropolitan Borough Council for a further 17 years, and the price reflects a net initial yield of 8%.

Asserson Law Offices together with Knight Frank and Keygate Capital, Knight Frank's Israeli alliance partner, advised ZC Ronogil.

ZC Ronogil is the family office of the Hermoni family, which is actively targeting UK acquisitions.

PropertyWeek.com

 Search

Quorum Business Park office sold for £17.5m

1 July 2014 | By Aiysha Mahmood



Investment fund manager Tritax has sold its 100,353 sq ft office building at Quorum Business Park in Newcastle for £17.5m, representing a net initial yield of 8.1%.

The building, which is occupied by Tesco Bank, was bought by a client of Blackman Investments.



Some Testimonials from our clients

Malaysian Clients, August 2023

'I cannot express how grateful my family and I are for the exceptional services provided by Kim Blackman of Blackman Investments. She not only helped us find our dream home in our desired neighbourhood but went above and beyond in making the entire process smooth and manageable, even though we were overseas.

From the very beginning, Kim demonstrated remarkable dedication and expertise. She unearthed a hidden gem of a property that wasn't even listed, and it turned out to be the perfect fit for us. She truly understands the local real estate market inside and out. And she guided us seamlessly through the complex process of buying property remotely. From arranging surveys to handling foreign exchange, she was our reliable partner every step of the way.

Her skill, energy, and dedication were truly remarkable. Kim made the seemingly insurmountable challenges feel manageable, and we eventually received the keys to our new home, all thanks to her unwavering support. I highly recommend Kim to anyone seeking a dedicated and knowledgeable real estate agent. She made our dream a reality, and we are immensely grateful. '

Greek Private Client living in London, April 2020

'After an extremely successful result back in 2012 purchasing our flat in London, we decided to employ Blackman Investments' services for a second time, eight years later, when looking for our second property in London.

It was undoubtedly a great decision, since the results delivered were once again beyond our expectations. Kim's knowledge of the industry together with her unique instincts, delivered the best outcome for us which was finding and getting our dream home. Not only that, on top of the results themselves, both the experience and the process were delightful, which is a statement not easily said when talking about finding and purchasing property in a city like London.

Kim always ensured the entire operation ran smoothly by foreseeing potential obstacles and neutralising them before they could become problematic or challenging.

Additionally, Kim's understanding of the legal, financial and tax implications proved invaluable in structuring the deal and provided for a truly well rounded service.

Above all, Kim deeply cares about her clients and always keeps her eye on reaching the end goal with their specific requirements in mind. To that end, she is a delight to work with and consciously made herself available to us at all times.

For all these reasons and more, we are extremely happy to recommend her services. This couldn't have happened the way it did without her.'

Greek Private Client to the bank which referred him

'I want to thank you once more for bringing us into contact with Kim. She showed outstanding professionalism, attention to detail, fast reactions and above all, deep personal care about us as her customers. This deal would have simply failed without her.'



Israeli Private Clients, March 2020

'Blackman Investments acted as our agent for the purchase of a residential property in London.'

From the very start and throughout the process, Kim provided an entirely professional and wonderful service. She was attuned to our wishes in terms of location, size and quality of the property we wanted. She provided us with a number of relevant alternatives and was instrumental in helping us reach exchange and completion. She has vast knowledge and experience in the London residential market, very good contacts with the relevant players and is meticulous in her work. It was extremely helpful to find she has attention to detail. An important point in the process for an overseas purchaser is her ability to put a client at ease explaining the UK process, culture and what to expect. Further, she provided us with very helpful property management services post completion which helped us avoid unnecessary headaches. Her manner, character, care and positive good spirit are all important assets we have enjoyed.

We wholeheartedly recommend Kim to anyone contemplating purchasing a residential property in London.'

Greek Shipping Client, December 2014

'We decided to invest in commercial property in London and met with Blackman Investments in Athens in 2009. Kim listened to our criteria and worked diligently sourcing various properties for us until she found a commercial building we wished to purchase. They dealt with all aspects of the acquisition from dealing with agents, to appointing the surveyor and lawyer and all matters through to completion. We have now worked with Blackman Investments for over 5 years for all our commercial property transactions. They deal with all aspects of the transaction including the acquisition, management, dilapidation claim etc. We have full confidence and trust in them and look forward to a successful long term relationship with them.'

South African Private Clients, November 2011

'On the recommendation of a former colleague, we engaged Blackman Investments to assist us with the acquisition of a flat in Mayfair, which we have now acquired and are delighted with.'

Blackman Investments rendered a seamless package of services which included: the identification of a suitable apartment based on the criteria which we provided to her; liaising between the solicitors and us in expediting the finalization of the documentation; and introducing us to a suitable contractor to assist us with the refurbishment of the apartment. All of the above was executed by Kim professionally, courteously and with great commitment. We are also satisfied that Kim's integrity is beyond reproach. Having Kim on board made the acquisition a pleasant, expeditious and efficient experience.'

South African Investor, November 2010

'We can only recommend Blackman Investments in the highest possible light. Kim Blackman herself is an individual of high repute who is well known and held in high regard in the property and finance/banking industry. Purchasing a property in England is quite different to the practices in our home country. In addition to finding the right property for us and negotiating a price lower than the asking price, extensive liaison was required with the appointed solicitors, our financial institution as well as the seller's agent. Blackman Investments attended to all these matters with much efficiency. Blackman Investments ensured that we were protected and were fully advised on our options at all times. Their service was excellent and we will most certainly be sustaining our relationship with them into the future both in respect of managing this initial property purchase as well as with any future purchases.'

