Abbey Point Hotel & Cafe

Address:
300-302 Twyford Abbey Rd, London, NW10 7DD
Location: Park Royal, North West London – approx. 2 miles from Wembley Stadium.

47 ensuite rooms across 5 floors

- All rooms include **micro kitchens**
- Air-conditioned
- Room breakdown:
  - 18 Doubles
  - 10 King-size Doubles
  - 4 Twins
  - 11 Convertible (Twin or Super King)
  - 3 Convertible (Twin/Super King/Triple)
  - 1 Single

- **Cafe/Restaurant** with approx. 80 covers
  - Fully licensed for alcohol
  - Commercial kitchen + pool table
- **Parking:**
  - 5 spaces on site
  - Additional nearby land (owned) allows for 15 more spaces
- **Lift access** up to the 4th floor
- **Two staircases** for access/safety

Development Potential:

- **Pre-application approval for 10 additional rooms** (top floor)
  - Formal planning decision expected shortly

Market Position & Location Value:

- Located in **Park Royal**, the largest industrial estate in Europe
- Excellent transport links:
    - **Stonebridge Park Station (1.2 km)**
    - **Park Royal Station (1.6 km)**
- Close proximity to major venues:
    - **Wembley Stadium** (~15 minutes by car): up to 100,000 visitors per event
    - Strong appeal for both tourists and business travellers

Investment & Operational Notes:

- **Freehold**: Price on application (POA)
- Trading since **2001** – family-run with hospitality experience
- Current trading information available after viewing

Market Benchmark (Indicative Room Rates Nearby):

Properties near Wembley & Park Royal suggest a blended **Average Daily Rate (ADR)**:

- **Standard 3-star hotels**: £95–£140 per night
- **Studios / ensuite rooms with kitchenettes**: £120–£180 per night (event days higher)
- **Potential monthly (long-stay):** £1,500–£2,000 per room

Given 47 rooms, projected **monthly revenue** (fully occupied) ranges between **£70,000–£90,000** (conservative), with upside from short-term/event-based pricing

Potential Lease Deal (Indicative Proposal Suggestion):

To present to landlord/owners:

- **Lease Length:** 10–15 years FRI (Full Repairing & Insuring)
- **Rent-Free Period:** 3–6 months (negotiable based on fit-out or license transfer delays)

- **Base Rent (Year 1 Proposal):** £325,000–£375,000 per annum (£6,900–£8,000 per room/year)
- **Turnover Top-Up:** Consider % above base revenue (10–15% above threshold)
- **Break Clause:** Mutual at Year 5
- **Option to Buy:** Pre-agreed price or valuation formula after 3–5 years

Questions

- Visit and inspect the rooms, kitchen, and adjoining land
- Understand current occupancy & average revenue per room
- Review planning application status for 10 new rooms
- Verify café operational costs, license terms, and staffing
- Discuss lease structure or freehold acquisition proposal with seller