

R Greenwood Esq
Benchmark Development Planning Ltd

Our Ref: RCH/3231

By email only: richard@benchmarkplanning.co.uk

26 November 2025

Dear Richard

Portway House, Old Sarum Park, Salisbury SP4 6EB

You have asked me for an update with regard to the ongoing marketing of the above premises for our client Wessex Archaeology together with my comments on related matters.

I set these out below for your information:

Instructions

We initially reported back to the client with our marketing recommendations and advice in September '24. We highlighted the challenge that lay ahead in terms of finding an office occupier for the premises (whether a purchaser or a tenant), given the age, layout and size of the building and the almost complete absence of office enquiries in the market in the years following the Pandemic. We indicated that it was therefore likely that enquires for other uses would need to be considered, the most likely candidates being residential and education albeit with a view to considering all lines of enquiry.

Marketing

A soft launch was initially adopted and a number of 'special provision' educational requirements were approached including the SEND team within Wiltshire Council and also a private provider. And while the former chose not to progress their interest in the property, the latter did and following a viewing they indicated that the premises could well suit their proposals. However, following subsequent dialogue the enquiry stalled and they showed no further interest.

The property was placed fully on the market on 15 August '25 when particulars were prepared (copy attached) and the property was listed on our own website and also on Rightmove Commercial both as 'offices' and also as a potential 'development' opportunity to test the market for potential residential use given the scope for conversion to apartments under permitted development rights.

Enquiries

Since August there has been only one commercial enquiry (from an electrical contractor) for a mix of offices and storage. Following a viewing we were advised that a meeting of the firm's directors was planned to discuss the suitability of the property but, again, the enquiry did not progress and no further interest was shown despite our follow ups.

The only enquiries that have materialised since have been from residential developers although these too have been limited in numbers and only of a preliminary nature. The enquiry from 'AH' remains the only serious line of enquiry at the time of writing.

Residential Use

Recognising the improbability of generating any interest from office occupiers, our recommendation to the client to improve our chances of finding a buyer has, from the start, been to try to secure the support of Wiltshire Council planning department for a conversion to residential use. This could either be by way of a positive response to a Pre-Application Enquiry (as a minimum requirement) or (more helpfully) a planning consent for a specific scheme, preferably with a new access from the road known as (The) "Portway", instead of via the industrial estate, that developers/ investors can fully appreciate and appraise to assist in the process of formulating offers. We understand the latter is now planned and we very much hope the planners will consider the applications favourably.

We trust the above is of assistance.

Yours sincerely



Robert Horton BSc (Hons) MRICS
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Enc: W&W sales particulars uploaded from 15/08/2025