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CRANMER
INVESTMENTS 

Charles Lambie

> Bill Mellstrom

With 17 years experience as a principal at The Milton Group, latterly as Managing Director, acquiring over £200m of property, managing, letting and re-developing throughout the vicissitudes of the property market since 1987 to build a portfolio from an initial asset base of £4m up to £60m.

This performance was achieved through a combination of focusing on truly hands-on management of acquisitions to maximise their potential within an awareness of the structural processes affecting the property market.

Starting his career in a leading residential agency, Charles then gained experience in private practice with Chartered Surveyors Butler & Hatch Waterman running their commercial agency in Ashford, Kent where he undertook a range of professional work including planning applications, appeals, local plan representations, lease renewals and rent reviews.

Charles joined successful entrepreneur Michael Coburn in 1987 which led to the formation of The Milton Group. The exciting markets of the late 1980's property boom were exploited to build a portfolio which was largely sold immediately prior to the crash in 1990. Following Britain's withdrawal from the ERM the Group rapidly made substantial acquisitions in the belief that interest rates would fall from their previous highs. This strategy catapulted the growth of the Group forward with selective property purchases during the 1990's where asset management was key to driving increased capital values during a stable but unexciting market. Focussing on a straightforward value-driven approach to investment a succession of sensibly acquired investments outperformed under expert management. Charles was responsible for the acquisition of Poplar Business Park from the Port of London which was sold in late 2000.

The global banking crisis in the last quarter of 1998 provided the opportunity to make a number of high quality acquisitions at conservative values which through judicious management and a recovery in market sentiment gave further impetus to group growth. Anticipating an economic downturn in late 2000 a number of the properties were sold as their potential had largely been maximised.

"An awareness of change and the ability to act swiftly & effectively is key to success"



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The events of 9/11 caused a change in strategy to acquire well-let secure investments which have benefited from the extreme reduction in interest rates that followed.

Charles has homes in both London and Canterbury, where he is Vice-Chairman of Canterbury Archaeological Trust Management Committee, Kent's leading rescue archaeological unit. He is a keen shot and cricketer.



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