

Hotel Operator / Tenant Search

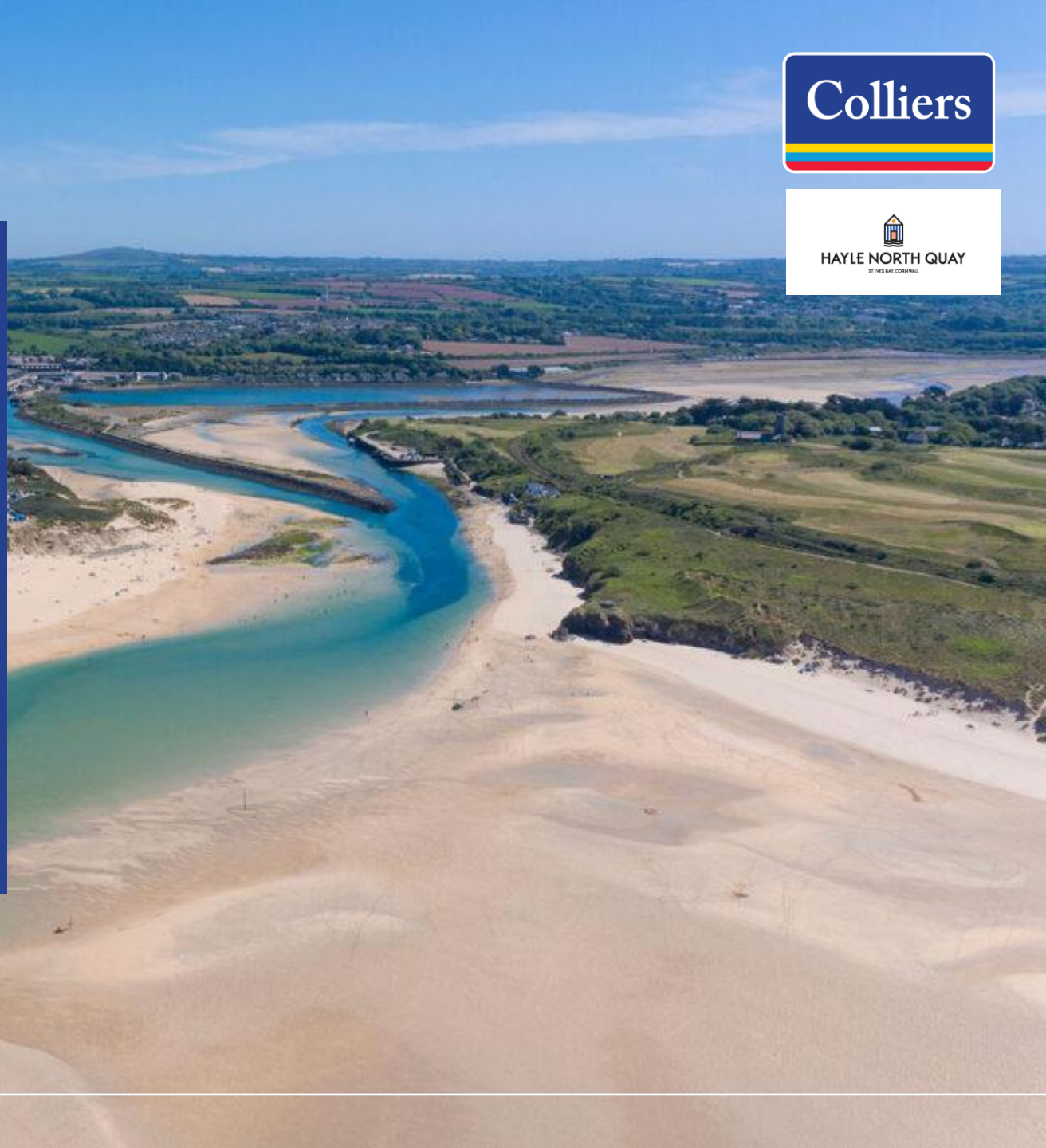
Hayle North Quay, Cornwall

October 2025

Colliers



HAYLE NORTH QUAY
ST IVE'S BAY, CORNWALL



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Opportunity Highlights



Colliers has been retained to conduct a search for an operator or tenant for a proposed hotel to be located within the Hayle North Quay development in Hayle, Cornwall.

The proposed new-build hotel will accommodate 102 keys and will benefit from a prime location within a new mixed-use development, as well as proximity to Hayle Beach.

Opportunity to operate a proposed limited-service hotel in a strong Cornwall location

- Exciting opportunity to operate a hotel in Hayle, Cornwall.
- The current hotel scheme is drawn at 102 keys comprising 62 standard rooms, 25 family rooms and 15 suites, alongside ground floor food and beverage and a gym room.
- The scheme has planning consent for a hotel.

Excellent accessibility and prime leisure location

- Prime location for leisure visitors, with the hotel site being located on the award-winning Hayle Towans Beach and within walking distance of the wider St Ives Bay. The proposed hotel will benefit from beautiful views across the Hayle Estuary and Harbour.
- Hayle Railway Station is within a 3-minute drive, providing direct connections to London Plymouth and Exeter.
- Newquay Airport is situated less than an hour's drive.

Key part of Cornwall's largest regeneration scheme transforming Hayle

- The proposed hotel is a key part of the Hayle North Quay masterplan development, which is one of the largest long-term regeneration projects in Cornwall.
- The mixed-use development, which is already underway, will include residential, retail, food and beverage, commercial & landscaped public realm spaces. The development forms part of the Cornwall & Devon Mining World Heritage site.

New build hotel will operate within a currently under-supplied hotel market

- The local Hayle hotel market lacks good-quality supply, providing just four hotels which are tired and dated.
- Accordingly, there is an excellent opportunity to bring forward a new, high-quality hotel in the town.
- The requirement for additional accommodation in Hayle is reinforced by significant growth in the supply of Airbnb type properties in recent years (+30%).

Hayle has a balanced demand base

- Hayle typically records occupancy levels (74.4% in 2024) above the overall Cornwall region average (70.6% in 2024) due to the seasonality profiles of the two markets.
- Hayle benefits from a lower degree of seasonality when compared to Cornwall as it has an element of year-round commercial demand, together with a strong leisure demand base.

Developer backed by Institutional Capital

- The hotel and overall development will be developed and managed by Arpenteur who have a strong track record of delivering large multi-phased, mixed-use developments such as Battersea Power Station and the Olympic Village in Stratford.
- The developer is backed by institutional capital.

Proposed Hotel Site Location

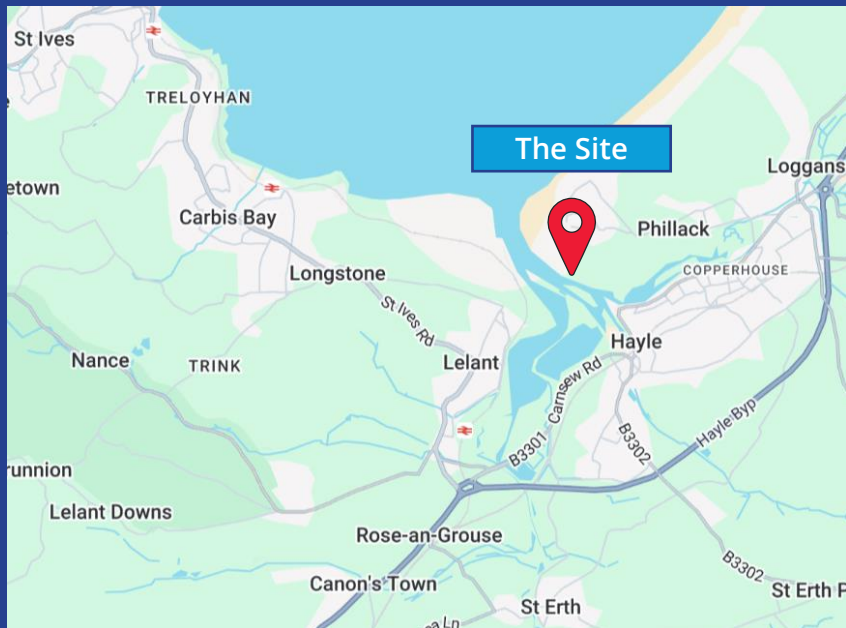


The proposed hotel site occupies a prominent waterside location within the Hayle North Quay development in Cornwall, which is one of the largest regeneration projects in the region.

Hayle is a port town in west Cornwall and is renowned for its sandy beaches. The site also benefits from excellent accessibility, with Hayle Station situated within walking distance and the popular towns of St Ives and Carbis Bay within a short drive.

Full Address: Hayle Harbour, North Quay, Hayle, Cornwall, TR27 4BL.

What3words reference: *///engulfin.g.teardrop.outfitter*



Source: Google



Source: Google

The Proposed Hotel Site



Excellent Accessibility

Hayle benefits from excellent rail, road and air accessibility. We illustrate the excellent connectivity below:

By Rail



Hayle has excellent rail connections serving the area. Hayle train station is located within the town centre, approximately a 10-minute walk or 3-minutes' drive from the proposed hotel site.

Hayle Station offers regular direct services to key locations such as London, Reading, Plymouth, Penzance, Bath, Bristol and Exeter.

Journey times to and from key locations include:

- London Paddington – 5 hours and 56 minutes
- Exeter St David's – 2 hours 47 minutes
- Plymouth – 1 hour 43 minutes
- Penzance – 13 minutes
- Bath Spa – 4 hours 9 minutes
- Bristol Temple Meads – 3 hours and 51 minutes
- Reading – 5 hours 7 minutes

By Road



Hayle benefits from several major road connections that provide convenient access to and from the town to other nearby towns and cities, and beyond. The popular tourist town of St Ives is within a 14-minute drive and Carbis Bay is reachable within 10 minutes.

The A30 running along the coast through Hayle provides easy access by car from Exeter and Plymouth. The A30 also connects to Bristol and Bath by the A37. The A30 extends north all the way before it becomes the A303 and subsequently M3 into London. By car, Hayle is five hours and 20-minute drive from London. Hayle also connects to the M5 motorway via the A30 from Exeter.



Source: Google

By Air



Newquay Airport (NQY) is the main airport serving Hayle and the wider Cornwall region, located circa 30 miles away and accessible within less than an hour's drive via the A30. It can also be accessed via public transport from Hayle by train which takes circa two hours.

Destinations across the UK & Ireland serviced by NQY include London, Manchester, Edinburgh, Glasgow, Newcastle, Belfast, and Dublin. International destinations include Zurich, Dusseldorf, Alicante, Malaga, and Faro.

Hayle North Quay



Hayle North Quay is one of the largest long-term regeneration projects in Cornwall - [*Hayle North Quay*](#). When complete, it will deliver housing, hotel, new shops, restaurants, office and industrial spaces, community facilities and a sports hub. The development also aims to support Hayle Harbour, a vital part of the town's fishing and tourist economy.

The development is managed and delivered by Arpenteur which brings extensive development experience from across the UK, with a strong track record of delivering large multi-phased, mixed-use developments including the construction of Battersea Power Station, the Olympic Village in Stratford and several large-scale mixed-use developments in Deptford, Hackney, Wembley and Lambeth.

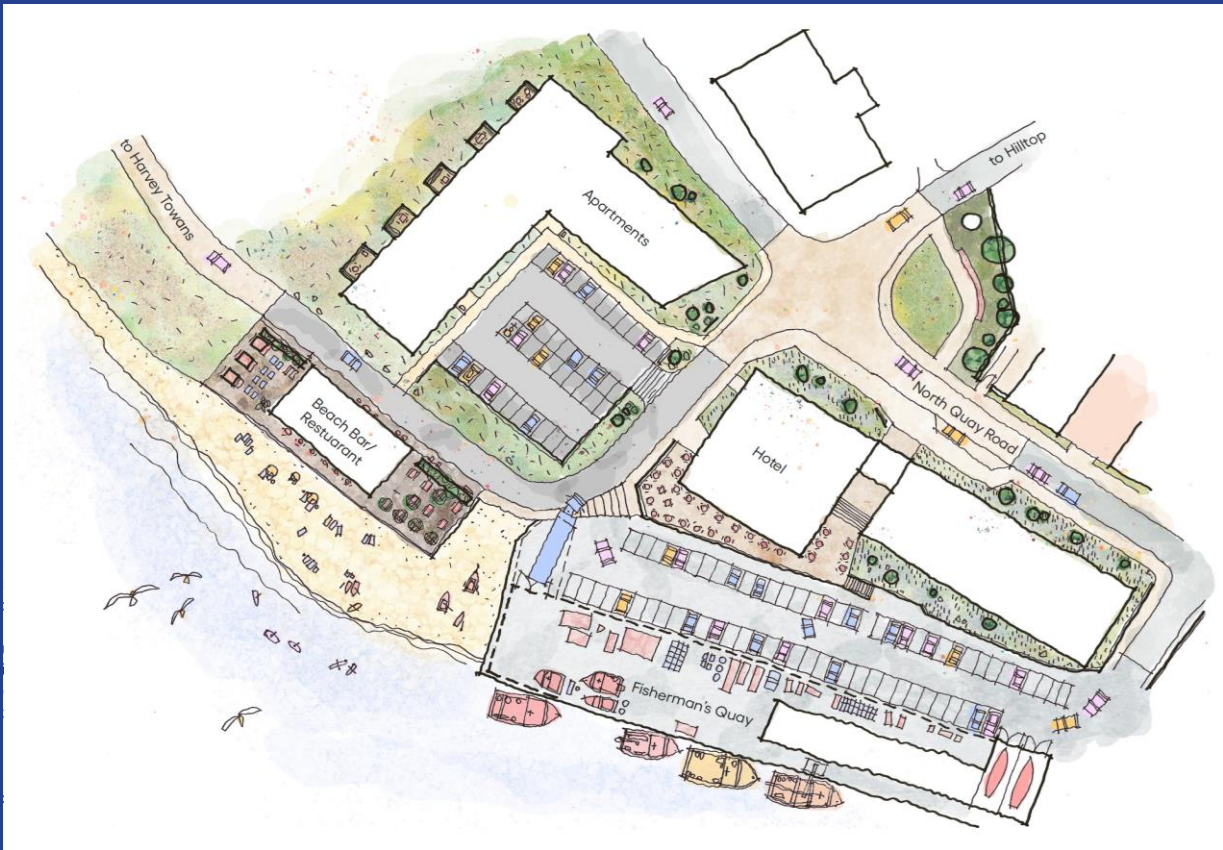




The Proposed Hotel

Current plans for the hotel provide for up to 102 bedrooms, as well a high-quality ground floor restaurant and bar space with estuary / beach views.

- The proposed hotel site forms part of the Hayle North Quay development and is earmarked for development into an upper midscale 102-bedroom hotel.
- The proposed hotel will comprise a mix of standard and family rooms, as well as some suites.
- The site sits at the western end of the Wharf with a south facing terrace and coal heap planting around the ground floor rooms.
- The hotel will be split into two 2-storey buildings divided by a public realm corridor.
- The scheme currently has planning consent for a hotel.



Proposed Hotel Accommodation Schedule			
Room Type	Room Size (sqm)	#Units	% of Total
Standard Rooms	20	62	61%
Family Rooms	24-25	25	25%
Suites	29-30	15	15%
TOTAL		102	100%

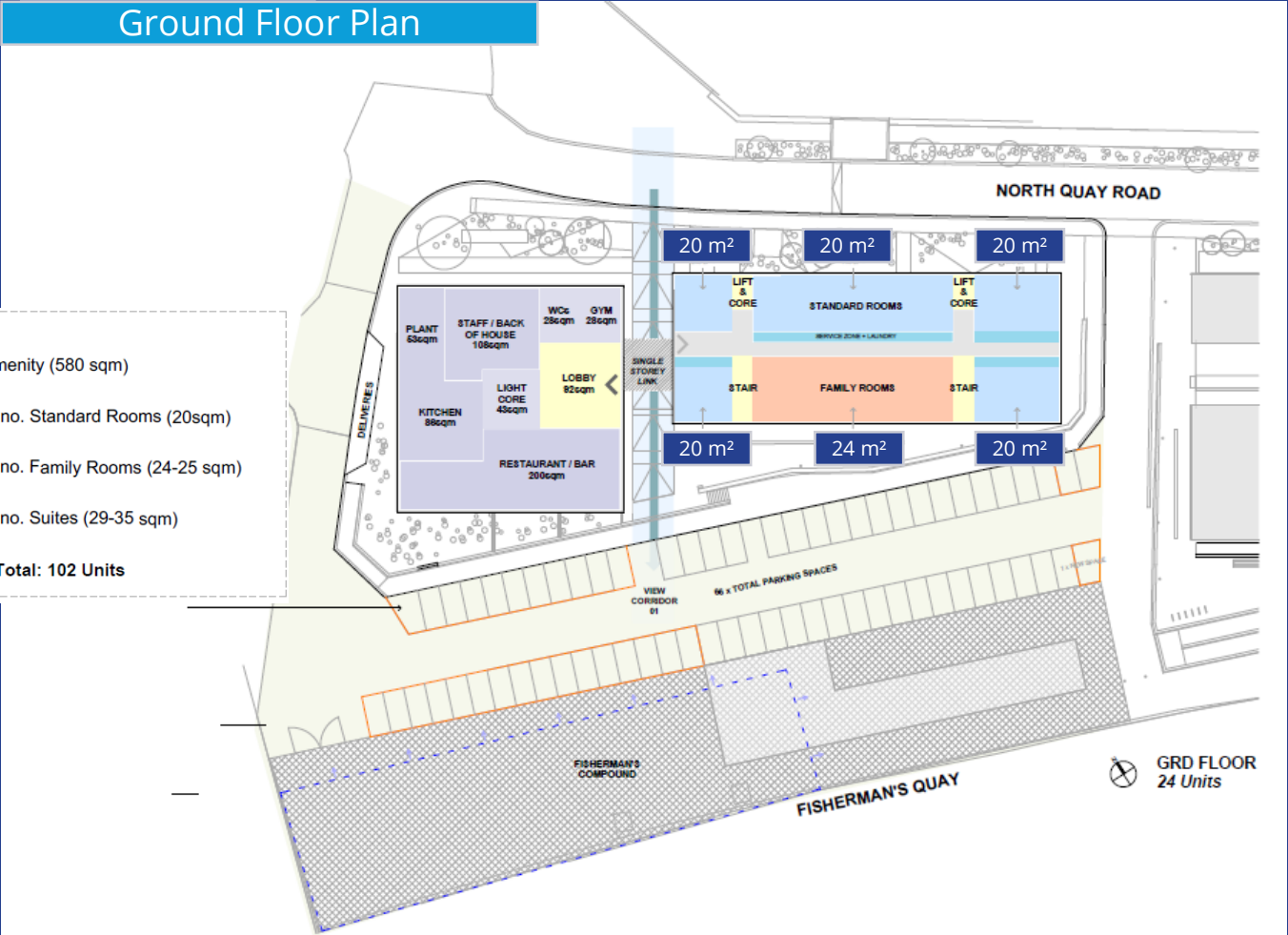
Source: The Client





The Proposed Hotel

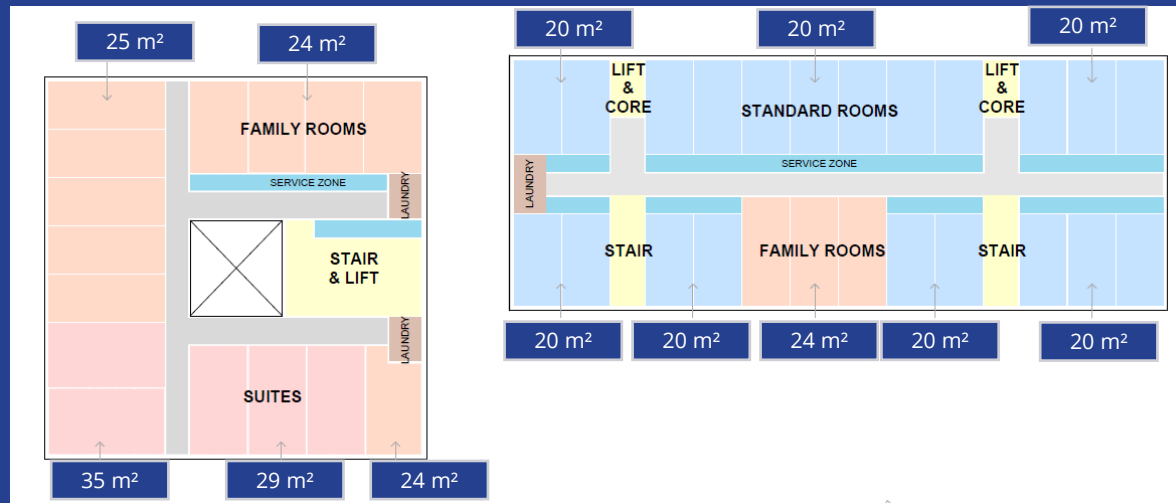
Current plans for the hotel provide for up to 102 bedroom spread across all floors, as well a high-quality ground floor restaurant and bar space overlooking the bay and small gym room.



Ground Floor			
	Facility Type	#Units	sqm
Amenity	Entrance Lobby		92
	Restaurant & Bar		200
	Kitchen		86
	Staff / BOH		108
	Gym		28
	WC's		28
	Plant		53
	Light Core		43
	TOTAL		637
Hotel	Standard Rooms	17	320
	Family Rooms	7	168
	Suites	0	0
	TOTAL	24	488

The Proposed Hotel

First Floor Plan

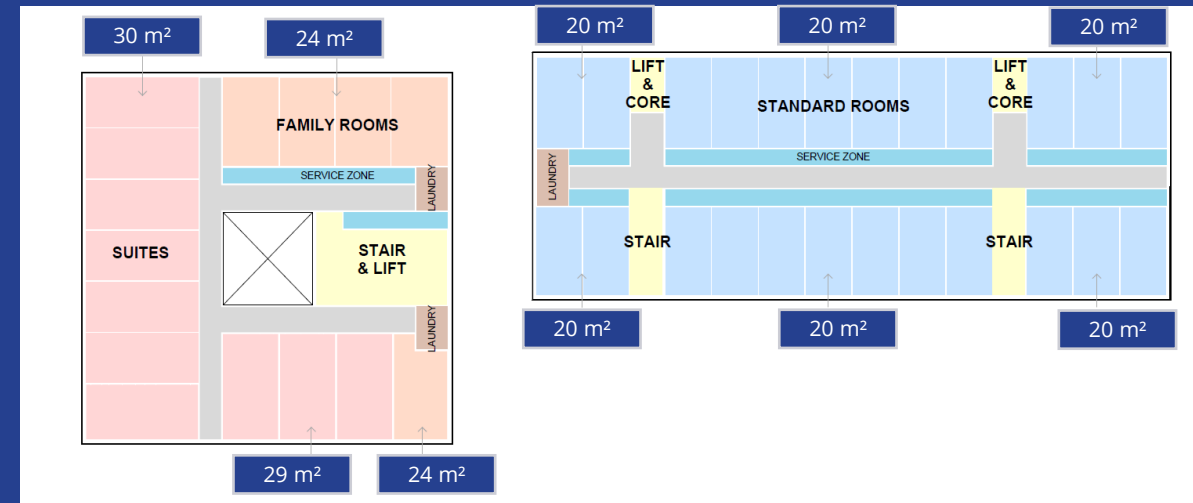


Source: The Client

First Floor

	Facility Type	#Units	sqm
Hotel	Standard Rooms	21	420
	Family Rooms	13	317
	Suites	5	157
	TOTAL	39	894

Second Floor Plan



Source: The Client

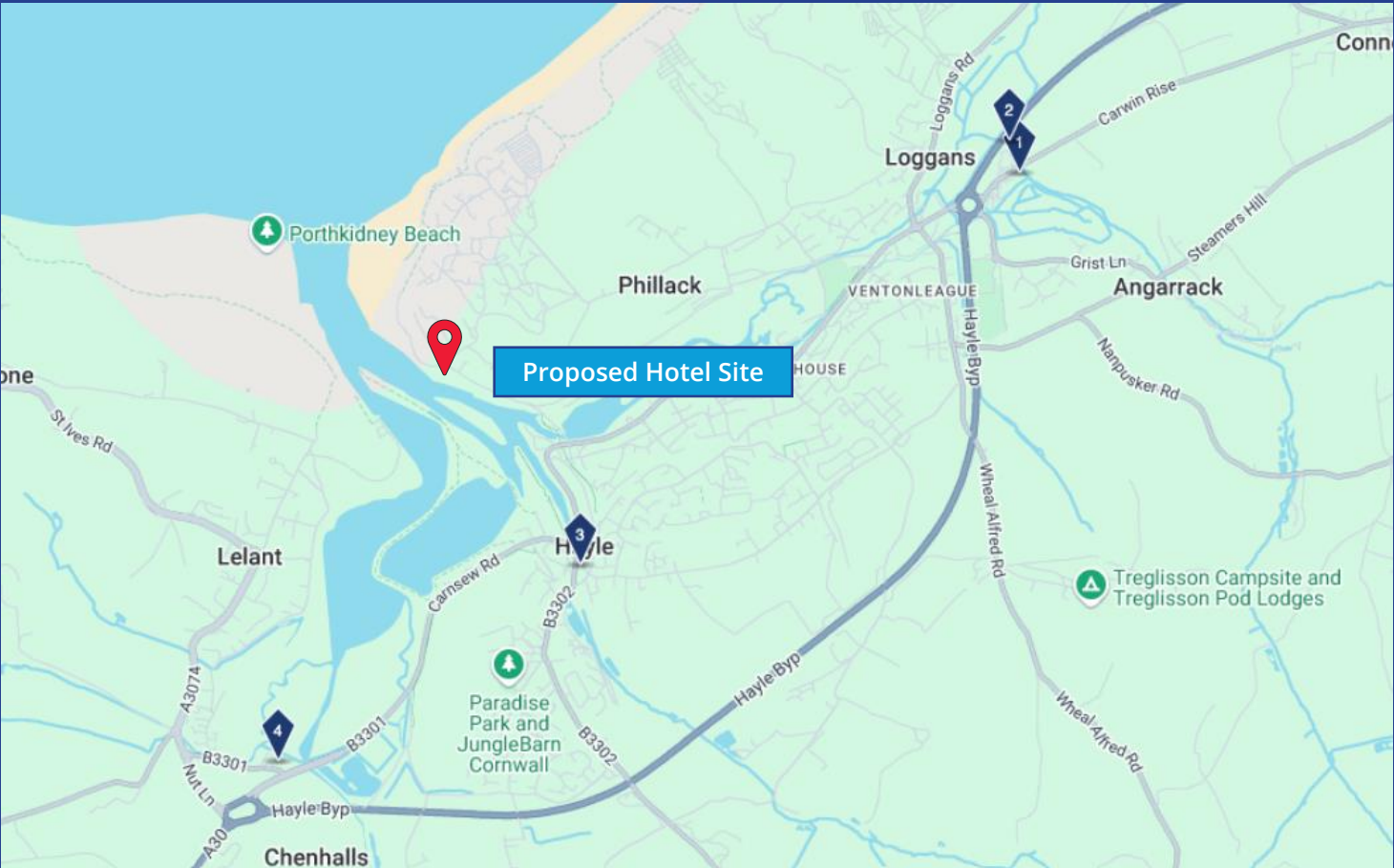
Second Floor

	Facility Type	#Units	sqm
Hotel	Standard Rooms	24	560
	Family Rooms	5	120
	Suites	10	297
	TOTAL	39	977



Hayle – An Undersupplied Hotel Market

The local hotel market in Hayle comprises only four properties, collectively providing just 151 keys, with the majority of these in a tired and dated condition. Furthermore, there are just two branded hotels in the area, positioned within the budget, nationally branded segment and representing a low-quality facility provision, located on the periphery of the town. Accordingly, there is an excellent opportunity to bring forward a new, high-quality hotel in the town, which will provide a new and modern addition to Hayle’s existing bedroom supply.



Map Ref	Hotel	No. of Rooms	Class	Brand
1	Premier Inn Hayle	77	Economy	Premier Inn
2	Travelodge Hayle Hotel	39	Economy	Travelodge
3	White Hart Hotel	26	Midscale	Independent
4	Old Quay House	9	Upper Midscale	Independent

- The local area has not benefitted from any new hotel openings since the 39-key Travelodge opened in 2006, representing a market opportunity for a new, high-quality and modern hotel offering at Hayle North Quay.
- The requirement for additional accommodation in Hayle is further supported by the significant growth in the shared economy sector, with the supply of shared economy units (Airbnb type properties) growing by almost 30% in recent years.
- There are no hotels currently under construction in the development pipeline for Hayle.

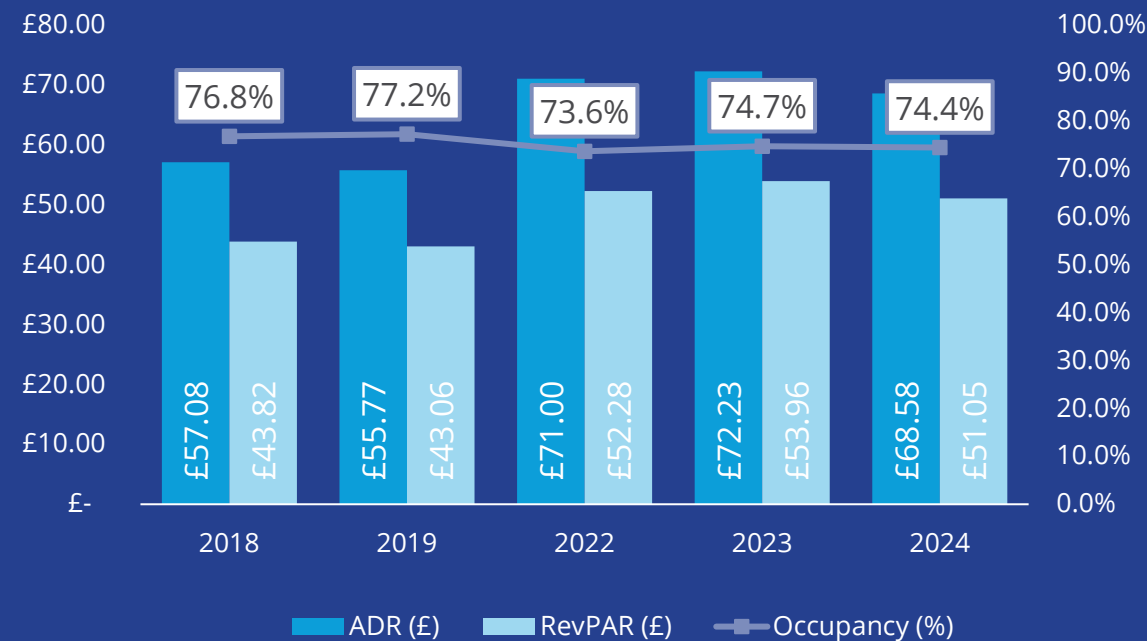
Source: CoStar Group



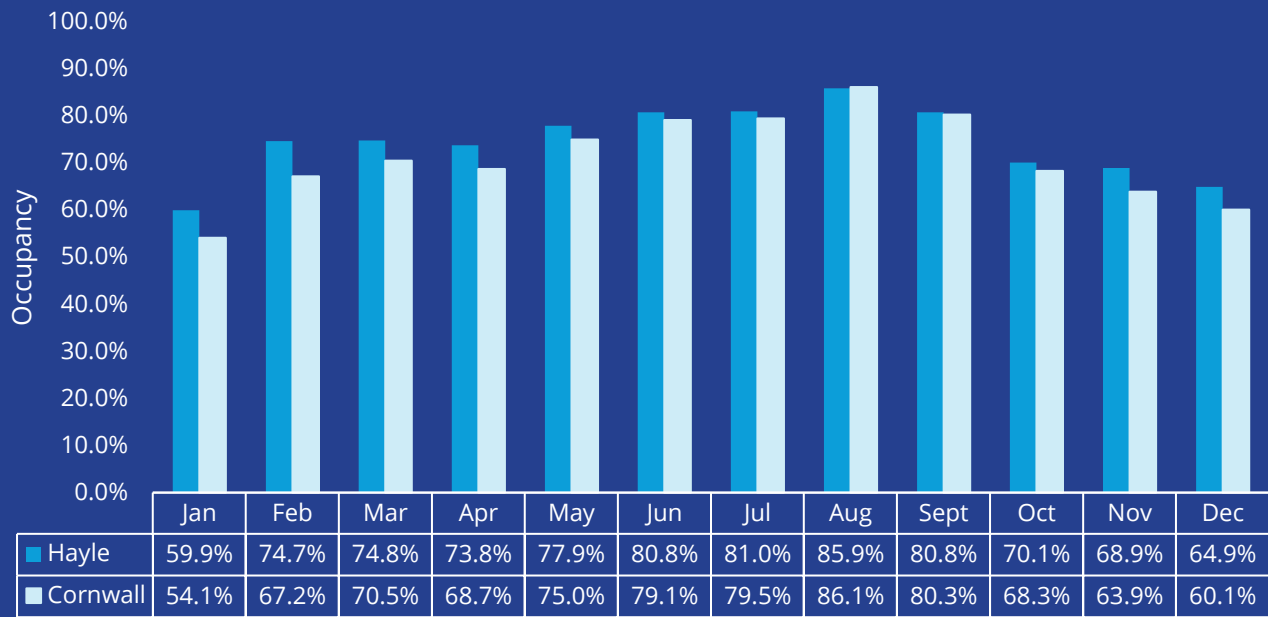
Hayle Hotel Market Performance

The Hayle hotel market typically records occupancy levels (74.4% in 2024) above the overall Cornwall region average (70.6% in 2024) due to the seasonality profiles of the two markets, with Hayle representing a lower degree of seasonality when compared to Cornwall. This reflects an element of year-round commercial demand. Hayle’s average room rate is relatively low at £68.58 for 2024 (compared to circa £90.00 for the overall Cornwall region), which can be attributed to its low-quality hotel provision, with the Premier Inn representing the best quality offering at present in the market.

Hayle Occupancy, ADR & RevPAR Trends, 2018-2024



Seasonality Trends, Hayle vs Cornwall



Source: CoStar Group

Hotel Demand Generators



Hayle benefits from a balanced mix of both leisure and business-related demand. It is a popular destination for holiday makers, particularly due to its provision of high-quality beaches, as well as its proximity to popular seaside towns across the Cornish region.

Leisure Demand

Beaches: Hayle is known for prominent position within St Ives Bay, which includes its stunning beaches and magnificent sand dunes. With three miles of golden sand, Hayle offers sandy beaches along the coast such as the award-winning Hayle Towans Beach spanning from the Hayle Estuary to Gwithian Beach and Godrevy Beach to the north.

Behind the beaches lies an extensive network of dunes, designated as a Site of Special Scientific Interest (SSSI). These dunes are home to rare orchids and wildlife including adders, the UK's only venomous snake. Remains of the National Explosives Works can also be found there, which once supplied local mines and the Royal Navy during World War I.

Local Attractions: The local and wider area is home to multiple leisure attractions such as St Ives Bay, Godrevy Lighthouse, West Cornwall Golf Course, Hayle Heritage Centre, Paradise Park Wildlife Sanctuary and Hayle Estuary Nature Reserve.

Proximity to other popular Cornish towns: due to its strategic location, Hayle is used as a base for travellers exploring the wider Cornish region, particularly areas such as St Ives and Carbis Bay.

Hayle Towans Beach – “Times and Sunday Times Best UK Beach” in 2024



Business Demand

Business related demand is generated by companies from the wider area such as Pennon Group, St Austell Brewery, Imerys Minerals Ltd. and The Range. Some of the business and industrial parks in the area include Hayle Marine Renewables Business Park and Hayle Industrial Park.

About the Development Partner



Arpenteur Limited

Arpenteur was established to acquire land, buildings and brownfield sites within the United Kingdom. They specialise in selecting sites that are under-utilised or derelict and design processes to implement regeneration. Arpenteur's project portfolio includes delivery of mixed-use, residential, commercial, office, retail, and industrial developments. Importantly, their development solutions consider the best interests of both the site and the community.

The broad and long-term expertise the Arpenteur team have includes Land and Planning, Project Leadership, Development Solutions, Finance Structuring, Legal Contracts & Project Controls. The team consists of Senior Consultants, Development Experts and Sales & Marketing Professionals.

The Hayle North Quay team brings extensive development experience from across the UK, with a strong track record of delivering large multi-phased, mixed-use developments including the construction of Battersea Power Station, Nansledan 'the vision of HM King Charles III' – Duchy of Cornwall Development and the Olympic Village in London.

Website: <https://arpenteur.co.uk/>



Process for Interested Parties

Interested parties are invited to submit their expression of interest by Friday 31st October for the attention of:

Marc Finney
Head of Hotels & Resorts Consulting
Colliers
95 Wigmore Street
London, W1U 1FF

marc.finney@colliers.com

www.colliers.com/uk/hotels

Please note that parties are welcome to submit independent proposals for brand and management services at this stage, or alternatively submit a joint proposal to offer a complete solution if so desired.

At this early stage, the EOI should include the following:

- Expression of interest
- Clarification of preferred operating structure
- Brand proposal for the hotel
- **For HMA:**
 - - Initial HMA commercial terms
 - - Indicative P&L projections
 - - FF&E reserve provisions
- **For Lease:**
 - - Initial lease commercial terms
 - - Indication of covenant strength
 - - Rental uplift provisions

For further information please contact:

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