# Nuveen's £340 million sale of Can of Ham signals renewed investor confidence in London offices



Nuveen has agreed to sell the 'Can of Ham' office building at 70 St Mary Axe in the City of London for approximately £340 million in a deal signalling improving confidence in the London office investment market. The buyer is Capreon, the investment company owned by the Noé family, which partnered with alternative investment manager Hayfin Capital Management to acquire the 300,000-square-foot building. This transaction represents the largest sale of a London office building in the past three years and reflects growing investor appetite for high-quality London offices positioned for rental growth.

The agreed price equates to a yield of about 5.6%, surpassing an earlier £330 million offer from Blackstone in March that Nuveen ultimately rejected. Nuveen's decision to pull out of the prior deal was based on expectations that the market value of European real estate assets, particularly in London, would improve. This move came amid ongoing challenges for the commercial office sector, including post-pandemic shifts in working patterns and higher borrowing costs that had dampened investor enthusiasm earlier in the year. The building itself remains fully let to 13 tenants, with leases averaging five years until their first break, underscoring sustained demand for premium office space.

The 'Can of Ham' is a 24-storey elliptical office tower designed by Foggo Associates and completed in 2019, featuring approximately 41,258 square metres (around 444,000 square feet) of office space. Its unique design and prime City of London location have made it a notable addition to the capital's skyline. The property benefits from expansive reception areas and landscaped public realms at ground level, as well as well-appointed tenant amenities such as bike storage, lockers, and showers. Tenants include prominent firms across sectors such as law, energy, technology, and consultancy, reflecting a diverse and stable tenant base.

Average rents at the building are around £68 per square foot, aligning with market data that shows rents have risen significantly in London due to limited new office supply. Even office spaces of Grade B quality have reached rents of £75 per square foot in some areas, signalling potential for further rental growth at a modern asset like the Can of Ham. This upward rental trend confirms investor interest in acquiring well-located, high-quality office properties that were leased to multiple tenants several years ago and are now positioned to benefit from market recovery.

The involvement of Hayfin Capital Management—a credit specialist traditionally active in sectors such as distressed Spanish residential property—is notable in this transaction. Hayfin joins other alternative investors including Elliott Investment Management and Ares Management, which have increasingly targeted London offices to achieve higher returns amid evolving market dynamics. For Capreon, this purchase marks their second London office acquisition in 2024, following their earlier purchase of 132 Goswell Road in Farringdon.

While the commercial real estate sector in London has faced significant headwinds with the rise of hybrid working and economic uncertainties, transactions like this deal reflect a cautiously optimistic turnaround. Nuveen’s strategy to hold out for a higher price and eventually secure a deal above prior offers illustrates confidence in the medium-term outlook for well-positioned London offices. As rent growth continues and new supply remains constrained, investor demand for these assets is becoming more pronounced, signalling potential stabilisation and recovery in what had been a challenging market.

### 📌 Reference Map:

* Paragraph 1 – [[1]](https://www.bisnow.com/london/news/office/veteran-investor-and-credit-fund-agree-deal-for-340m-london-office-130835), [[4]](https://nla.london/projects/70-st-mary-axe)
* Paragraph 2 – [[1]](https://www.bisnow.com/london/news/office/veteran-investor-and-credit-fund-agree-deal-for-340m-london-office-130835), [[2]](https://www.reuters.com/business/blackstones-higher-427-mln-offer-londons-can-ham-tower-rejected-source-says-2025-03-27/), [[3]](https://www.ft.com/content/f330a037-8e03-468b-802e-47348998426e), [[7]](https://www.ft.com/content/1bbaa4fb-cabf-45e4-98da-a61014ac37ac)
* Paragraph 3 – [[4]](https://nla.london/projects/70-st-mary-axe), [[5]](https://www.egi.co.uk/news/a-first-look-inside-nuveens-70-st-mary-axe/), [[6]](https://www.cliffordchance.com/news/news/2020/11/clifford-chance-advises-nuveen-on-eight-lettings-at-70-st--mary-.html)
* Paragraph 4 – [[1]](https://www.bisnow.com/london/news/office/veteran-investor-and-credit-fund-agree-deal-for-340m-london-office-130835), [[5]](https://www.egi.co.uk/news/a-first-look-inside-nuveens-70-st-mary-axe/)
* Paragraph 5 – [[1]](https://www.bisnow.com/london/news/office/veteran-investor-and-credit-fund-agree-deal-for-340m-london-office-130835)
* Paragraph 6 – [[1]](https://www.bisnow.com/london/news/office/veteran-investor-and-credit-fund-agree-deal-for-340m-london-office-130835)
* Paragraph 7 – [[1]](https://www.bisnow.com/london/news/office/veteran-investor-and-credit-fund-agree-deal-for-340m-london-office-130835), [[7]](https://www.ft.com/content/1bbaa4fb-cabf-45e4-98da-a61014ac37ac)

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## Bibliography

1. <https://www.bisnow.com/london/news/office/veteran-investor-and-credit-fund-agree-deal-for-340m-london-office-130835> - Please view link - unable to able to access data
2. <https://www.reuters.com/business/blackstones-higher-427-mln-offer-londons-can-ham-tower-rejected-source-says-2025-03-27/> - In March 2025, Nuveen rejected Blackstone's increased offer of approximately £330 million for London's 'Can of Ham' tower, located at 70 St Mary's Axe. Nuveen anticipated a stronger demand for European real estate assets, leading them to hold out for a higher price. This decision underscored the challenges in the European office market, where post-pandemic shifts and rising borrowing costs have dampened large-scale transactions. The building, a 21-storey property, remains one of the few significant office assets available in Europe during this period.
3. <https://www.ft.com/content/f330a037-8e03-468b-802e-47348998426e> - Blackstone's attempt to acquire London's 'Can of Ham' skyscraper collapsed due to a pricing disagreement with Nuveen. Blackstone's bid, slightly over £300 million, was below Nuveen's £322 million asking price. This impasse highlights ongoing issues in the commercial real estate market, with a notable gap between buyer and seller expectations. The failed deal also reflects broader market challenges, including increased vacancy rates and changing demand patterns due to hybrid working post-COVID-19. The building remains fully let with major tenants, indicating sustained demand for high-quality office spaces.
4. <https://nla.london/projects/70-st-mary-axe> - 70 St Mary Axe, colloquially known as the 'Can of Ham' due to its elliptical design, is a 24-storey office building completed in February 2019. Located in the City of London, the building offers expansive reception areas, retail spaces, and enhanced landscaped public realms at ground level. Designed by Foggo Associates, the structure stands at 90 metres tall and provides approximately 41,258 square metres of office space. The building's unique design and prime location have made it a notable addition to London's skyline.
5. <https://www.egi.co.uk/news/a-first-look-inside-nuveens-70-st-mary-axe/> - Nuveen's 70 St Mary Axe, also known as the 'Can of Ham', is a 21-storey office building in the City of London, completed in 2019. The building offers 311,000 square feet of space and is approximately one-third let to law firm Sidley Austin at rents reported to be in the high £60s per square foot. The design features a reception area with bespoke furnishings, creating a private club feel, and includes facilities such as 328 bike spaces, 360 lockers, and 32 showers in the basement.
6. <https://www.cliffordchance.com/news/news/2020/11/clifford-chance-advises-nuveen-on-eight-lettings-at-70-st--mary-.html> - In November 2020, Clifford Chance advised Nuveen Real Estate on eight lettings at 70 St Mary Axe, totalling over 115,000 square feet. The tenants include CBRE Group subsidiary Hana, energy company Vattenfall, technology firms Samsung and Hewlett Packard, renewable energy infrastructure company Cubico Sustainable Investments, property consultancy firm Montagu Evans, and Watch House Coffee. The lettings secured a diverse range of occupiers for the building, which offers approximately 28,000 square metres of net office space over 20 floors.
7. <https://www.ft.com/content/1bbaa4fb-cabf-45e4-98da-a61014ac37ac> - The 'Can of Ham' skyscraper in London's financial district was listed for sale at £322 million by its owner Nuveen, marking a test for the City's high-end office market after a prolonged downturn. The 21-storey building at 70 St Mary Axe, completed in 2019, joins another large property, CityPoint, up for sale this month. The market has struggled due to high interest rates and hybrid working impacts, causing a significant decline in office property pricing. Nuveen aims to sell to reinvest in cheaper opportunities as the commercial real estate market begins to recover, encouraged by anticipated interest rate cuts.