

# LEASING

## Certainly not feeling blue

The surprise boost in Q3 take-up has caused ripples in EG's letting agents' league table, where the polite chair shifting between heavyweights CBRE, Jones Lang LaSalle and DTZ within the top five places has been disturbed by Colliers International. The consultancy (which placed outside the top 25 in Q2) muscled into the number five spot this quarter, with a market share of around 10%. The boost was courtesy of its joint agency instruction on the Shard's little brother, The Place, home of this quarter's largest letting, the 430,000 sq ft prelet to News UK.

Undisputed king of the quarter, however, was CBRE, which pushed JLL off the top spot, handling over 1.3m sq ft of disposals, 500,000 sq ft more than its nearest rival.

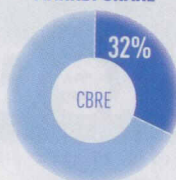
TOTAL SPACE  
TRANSACTIONED

3.6m  
SQ FT

AVERAGE DEAL SIZE

8,627  
SQ FT

TOP AGENT BY  
MARKET SHARE



Bluebook has also caused a stir, dashing up the charts in Q3. The West End specialist, formed by ex-JLL directors Chris Watkin and Joe Fuller in 2013, parachuted into the number eight slot, thanks to the joint agency letting to Ogilvy & Mather at Sea Containers House, SE1. Not bad going for a company that only launched in April.

It was all change at the other end of the table too, with five of the lowest ranked firms last quarter dropping out of sight in Q3. Surprisingly, these were familiar names such as Ingleby Trice and Gerald Eve.

Some of their replacements, including Newton Perkins and Anton Page, jumped into higher

positions than their predecessors. James Andrew International fared well, jostling into 17th place on the back of involvement in a single deal: as joint agent on the subletting of 87,000 sq ft at Riverbank House, EC4.

### TOP LONDON LEASING AGENTS

Rank	Agent	Disposals (sq ft)	No of deals
1	CBRE	1,316,939	65
2	Jones Lang LaSalle	774,733	45
3	Knight Frank	510,008	37
4	DTZ	490,347	44
5	Colliers International	432,542	2
6	Savills	398,883	32
7	Deloitte Real Estate	365,582	19
8	Bluebook	306,602	11
9	BNP Paribas Real Estate	206,786	18
10	Cushman & Wakefield	186,440	19
11	Strutt & Parker	178,708	23
12	Farebrother	128,674	19
13	Edward Charles & Partners	111,168	21
14	Newton Perkins	102,744	20
15	Monmouth Dean	101,193	36
16	H2SO	87,599	16
17	James Andrew International	86,666	1
18	Richard Susskind & Co	66,261	16
19	GVA	66,177	9
20	Anton Page	66,017	19
21	Hatton Real Estate	64,511	17
22	Gryphon Property Partners	61,466	3
23	Allsop	49,287	9
24	Hanover Green	36,641	12
25	Hall Kemp	30,682	7

### AGENTS BY SUBMARKET

CBRE dominated leasing instructions across central London in Q3. It was the only firm to make the top five in all six submarkets, coming top of the pack in two of them. One of those was the South Bank, where, unsurprisingly, four of the five leading agents were the ones involved in

the quarter's headline-grabbing deals at The Place and Sea Containers House.

However, the big boys were pushed down the pecking order in the City fringes, where niche agencies made the podium finishes in Q3.

#### CITY CORE

Rank	Agent	Disposals (sq ft)	No. deals
1	CBRE	336,808	13
2	Savills	287,536	11
3	DTZ	236,717	21
4	Jones Lang LaSalle	201,941	18
5	BNP Paribas Real Estate	161,529	10

#### CITY FRINGE

Rank	Agent	Disposals (sq ft)	No. deals
1	Hatton Real Estate	63,475	16
2	Richard Susskind & Co	58,069	14
3	Anton Page	49,517	16
4	CBRE	45,568	4
5	Jones Lang LaSalle	23,324	4

#### MIDTOWN

Rank	Agent	Disposals (sq ft)	No. deals
1	Farebrother	114,040	16
2	CBRE	73,989	11
3	Jones Lang LaSalle	72,159	5
4	Savills	50,036	8
5	DTZ	44,473	5

#### WEST END

Rank	Agent	Disposals (sq ft)	No. deals
1	Knight Frank	304,265	24
2	CBRE	303,649	25
3	Jones Lang LaSalle	142,653	11
4	Strutt & Parker	128,106	15
5	DTZ	121,111	12

#### DOCKANDS

Rank	Agent	Disposals (sq ft)	No. deals
1	Jones Lang LaSalle	298,964	4
2	CBRE	93,623	3
3	Knight Frank	37,144	3
4	Cherryman	25,077	10
5	Strutt & Parker	19,519	1

#### SOUTHERN FRINGE

Rank	Agent	Disposals (sq ft)	No. deals
1	CBRE	452,694	7
2	Colliers International	430,167	1
3	Deloitte Real Estate	226,343	1
4	Bluebook	226,343	1
5	DTZ	68,527	5