

## 1. Availability Figures :

Only properties currently available for occupation are included. This will include properties under construction, but exclude properties offered in advance of construction.

Calculation of availability figures for each agent is based on the following:

**Date Range:** All industrial properties offered by the agent and listed as available for occupation on current SPN records.

**Status:** Only Available properties or properties Under Offer will be included.

**Property Type:** Industrial and warehouse units, including properties currently under construction, but excluding properties not yet under construction.

**Size:** Only units in excess of 500 sq. ft. will be included. Only the quoted maximum available floor area will be taken into consideration.

**Location:** It is intended that, initially, three agency league tables will be produced covering:  
(1) All Scotland; (2) Clyde Valley; and (3) Edinburgh & Lothians.

Clyde Valley is defined by the local authority areas of East and West Dunbartonshire, Glasgow, North and South Lanarkshire, Renfrewshire, East Renfrewshire and Inverclyde.

Edinburgh & Lothians is defined by the local authority areas of Edinburgh, East Lothian, Midlothian and West Lothian.

**Methodology:** For each agent the tables will display the following measures:

### 1. Total Available Sq. Ft. and Number of Instructions:

Units and floorspace offered jointly by more than one agent will be counted in full against each agent. For example, if two agents are appointed to jointly market 1,000 sq. ft., each is attributed the whole 1,000 sq. ft. and 1 instruction. The total volume of floorspace and number of instructions shown in the tables will, therefore, exceed the actual amount of space and number of units on the market.

Total sq. ft. is calculated from the maximum available space per unit.

### 2. Market Share Available (Sq. Ft. %)

Market share in terms of floorspace is the total floorspace offered by each agent as a percentage of the sum of the floorspace attributed to all agents.

### 3. Market Share Available (Number of Units %)

Market share in terms of units is the number of units offered by each agent as a percentage of the total number of units attributed to all agents.

### 4. Average Size of Instruction:

The average floorspace for each agent is the sum of the floorspace in all available properties offered by that agent divided by the number of units offered.

### 5. Proportion Under Offer (%)

The number of available properties that are *wholly* under offer as a percentage of all instructions.

## 2. Deals Figures

The tables reflect all lettings or sales transactions for occupation that are recorded on the SPN database, with a 'deal date' falling within the time period specified for the report. Only lettings or sales of industrial and warehouse units are taken into account. Sales not for occupation, including investment sales and sales for re-development are disregarded.

Calculation of deals figures for each agent is based on following:

**Date Range:** The tables reflect all deals recorded by SPN with a transaction date falling within the 12-month period specified in the report.

**Status:** All lettings or sales for occupation are included where the agent acted in the disposal for the lessor or seller. Deals in which the agent acted for the prospective occupier are not reflected in the agency tables.

**Property Type:** Industrial and warehouse units only, including properties pre-let or pre-sold for occupation.

**Size:** Only units in excess of 500 sq. ft. will be included. Only the quoted maximum available floor area will be taken into consideration. Where no size is specified the deal is disregarded.

**Location:** It is intended that, initially, three agency league tables will be produced covering:

- (1) All Scotland;
  - (2) Clyde Valley; and
  - (3) Edinburgh & Lothians
- as defined above for availability.

**Methodology:** For each agent the tables will display the following measures:

### **1. Total Square Feet and Number of Deals:**

Deals that had more than one disposing agent will be attributed in full to each of the joint agents. The sum of all lettings and sales (sq. ft. and number of units) shown in the tables will, therefore, exceed comparable take-up statistics, because some deals are attributed to more than one agent.

Total floorspace is based on maximum available space per unit.

### **2. Deals Market Share (Sq. Ft. %)**

Market share in terms of floorspace is the total floorspace let or sold by each agent as a percentage of the sum of floorspace attributed in the deals table to all agents.

### **3. Deals Market Share (Number of Units %)**

Market share in terms of units is the number of sales and lettings recorded against each agent as a percentage of the total number of deals attributed to all agents.

### **4. Average Floorspace:**

The average size of floorspace let or sold by each agent is the total floorspace from all their deals divided by the corresponding number of deals.

Scottish Property Network Limited  
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