



Scottish Property Network Agency League Tables



All Scotland Available Industrial							
Top 40 Agents by Number of Instructions (December 2009)							
Rank by Number	Agent	Available Properties	% Share (units)	Available Floorspace (sq ft)	% Share (sq ft)	Average Size (sq ft)	% Under Offer (units)
1	Ryden	415	18.4%	5,476,247	15.7%	13,196	15%
2	Graham & Sibbald	190	8.4%	1,868,826	5.4%	9,836	16%
3	James Barr	185	8.2%	3,770,770	10.8%	20,383	9%
4	Colliers CRE	126	5.6%	4,955,332	14.2%	39,328	7%
5	J & E Shepherd	107	4.7%	940,936	2.7%	8,794	8%
6	King Sturge	103	4.6%	1,849,997	5.3%	17,961	5%
7	Jones Lang LaSalle	102	4.5%	2,781,749	8.0%	27,272	10%
8	DM Hall	98	4.3%	1,076,836	3.1%	10,988	21%
9	DTZ	62	2.7%	1,708,358	4.9%	27,554	3%
10	Knight Frank	57	2.5%	1,225,581	3.5%	21,501	7%
11	Ashtenne	54	2.4%	387,489	1.1%	7,176	15%
12	J A Pollock	51	2.3%	429,011	1.2%	8,412	16%
13	North Lanarkshire Council	49	2.2%	177,666	0.5%	3,626	14%
14	Bell Ingram	40	1.8%	570,086	1.6%	14,252	5%
15	GVA Grimley	40	1.8%	476,147	1.4%	11,904	20%
16	Evans Easyspace	37	1.6%	72,844	0.2%	1,969	0%
17	Spectrum Properties	34	1.5%	66,380	0.2%	1,952	0%
18	Lambert Smith Hampton	33	1.5%	1,265,322	3.6%	38,343	3%
19	FG Burnett	33	1.5%	523,870	1.5%	15,875	9%
20	West Lothian Council	31	1.4%	74,980	0.2%	2,419	6%
21	James McGee	30	1.3%	418,700	1.2%	13,957	3%
22	CKD Galbraith	29	1.3%	142,891	0.4%	4,927	3%
23	Montagu Evans	23	1.0%	296,767	0.8%	12,903	13%
24	Castlecroft Securities	23	1.0%	111,350	0.3%	4,841	0%
25	Edwin Thompson	22	1.0%	136,479	0.4%	6,204	5%
26	South Lanarkshire Council	22	1.0%	59,069	0.2%	2,685	45%
27	J Smart & Co	22	1.0%	36,530	0.1%	1,660	0%
28	CB Richard Ellis	21	0.9%	1,860,677	5.3%	88,604	5%
29	BNP Paribas Real Estate	21	0.9%	919,834	2.6%	43,802	0%
30	Speirs Gumley	19	0.8%	225,266	0.6%	11,856	0%
31	Airlink Group	19	0.8%	134,990	0.4%	7,105	0%
32	Cameron Harris	19	0.8%	86,400	0.2%	4,547	0%
33	Newstead Properties	19	0.8%	50,805	0.1%	2,674	5%
34	abrobb	18	0.8%	169,428	0.5%	9,413	11%
35	Whyte & Barrie	18	0.8%	107,471	0.3%	5,971	11%
36	First Investments	18	0.8%	65,313	0.2%	3,629	17%
37	Spacia	18	0.8%	43,306	0.1%	2,406	0%
38	Credential Holdings	17	0.8%	164,549	0.5%	9,679	0%
39	Glasgow City Council	17	0.8%	34,943	0.1%	2,055	29%
40	Industrial Asset Management	16	0.7%	155,513	0.4%	9,720	0%

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**Scottish Property Network
Agency League Tables**



**All Scotland Available Industrial
Top 40 Agents by Floorspace Available (December 2009)**

Rank by Floor-space	Agent	Available Properties	% Share (units)	Available Floorspace	% Share (sq ft)	Average Size (sq ft)	% Under Offer (units)
1	Ryden	415	20.3%	5,476,247	14.6%	13,196	15%
2	Colliers CRE	126	6.2%	4,955,332	13.2%	39,328	7%
3	James Barr	185	9.1%	3,770,770	10.1%	20,383	9%
4	Jones Lang LaSalle	102	5.0%	2,781,749	7.4%	27,272	10%
5	Graham & Sibbald	190	9.3%	1,868,826	5.0%	9,836	16%
6	CB Richard Ellis	21	1.0%	1,860,677	5.0%	88,604	5%
7	King Sturge	103	5.0%	1,849,997	4.9%	17,961	5%
8	DTZ	62	3.0%	1,708,358	4.6%	27,554	3%
9	Lambert Smith Hampton	33	1.6%	1,265,322	3.4%	38,343	3%
10	Knight Frank	57	2.8%	1,225,581	3.3%	21,501	7%
11	DM Hall	98	4.8%	1,076,836	2.9%	10,988	21%
12	J & E Shepherd	107	5.2%	940,936	2.5%	8,794	8%
13	BNP Paribas Real Estate	21	1.0%	919,834	2.5%	43,802	0%
14	Bell Ingram	40	2.0%	570,086	1.5%	14,252	5%
15	A & G Rentals	4	0.2%	527,224	1.4%	131,806	0%
16	FG Burnett	33	1.6%	523,870	1.4%	15,875	9%
17	GVA Grimley	40	2.0%	476,147	1.3%	11,904	20%
18	J A Pollock	51	2.5%	429,011	1.1%	8,412	16%
19	James McGee	30	1.5%	418,700	1.1%	13,957	3%
20	Ashtenne	54	2.6%	387,489	1.0%	7,176	15%
21	FT Property Consultants	15	0.7%	377,350	1.0%	25,157	7%
22	James Keiller Estates	7	0.3%	364,711	1.0%	52,102	0%
23	In-Site Property Solutions	15	0.7%	334,426	0.9%	22,295	7%
24	Jim Hay Estate Agents	1	0.0%	300,000	0.8%	300,000	0%
25	Montagu Evans	23	1.1%	296,767	0.8%	12,903	13%
26	Eric Young & Co	6	0.3%	296,533	0.8%	49,422	33%
27	TAL CPT Developments	3	0.1%	264,331	0.7%	88,110	0%
28	Speirs Gumley	19	0.9%	225,266	0.6%	11,856	0%
29	Industrious	4	0.2%	198,954	0.5%	49,739	0%
30	Andrew Reilly Associates	15	0.7%	195,294	0.5%	13,020	7%
31	North Lanarkshire Council	49	2.4%	177,666	0.5%	3,626	14%
32	SABIC Innovative Plastics	1	0.0%	172,373	0.5%	172,373	100%
33	abrobb	18	0.9%	169,428	0.5%	9,413	11%
34	Credential Holdings	17	0.8%	164,549	0.4%	9,679	0%
35	Industrial Asset Management	16	0.8%	155,513	0.4%	9,720	0%
36	Griffin Webster	6	0.3%	151,112	0.4%	25,185	0%
37	Hamilton Chartered Surveyors	1	0.0%	150,124	0.4%	150,124	0%
38	CKD Galbraith	29	1.4%	142,891	0.4%	4,927	3%
39	Burns & Shaw	5	0.2%	140,938	0.4%	28,188	20%
40	Edwin Thompson	22	1.1%	136,479	0.4%	6,204	5%

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Scottish Property Network Agency League Tables



All Scotland Industrial Deals						
Top 40 Agents by Number of Transactions (December 2008 - November 2009)						
Rank by Number	Agent	Units Taken Up	% Market Share (units)	Floorspace Taken Up (sq ft)	% Market Share (sq ft)	Average Size (sq ft)
1	Ryden	69	8.5%	575,471	9.0%	8,340
2	James Barr	57	7.0%	757,453	11.8%	13,289
3	Ashtenne	55	6.7%	251,444	3.9%	4,572
4	Graham & Sibbald	47	5.8%	251,786	3.9%	5,357
5	Evans Easyspace	47	5.8%	74,856	1.2%	1,593
6	Jones Lang LaSalle	46	5.6%	641,563	10.0%	13,947
7	North Lanarkshire Council	44	5.4%	106,523	1.7%	2,421
8	Colliers CRE	36	4.4%	1,303,054	20.3%	36,196
9	West Lothian Council	36	4.4%	47,722	0.7%	1,326
10	DM Hall	35	4.3%	182,959	2.8%	5,227
11	J & E Shepherd	27	3.3%	171,490	2.7%	6,351
12	James McGee	26	3.2%	79,209	1.2%	3,047
13	GVA Grimley	21	2.6%	111,105	1.7%	5,291
14	King Sturge	20	2.5%	145,723	2.3%	7,286
15	J A Pollock	19	2.3%	84,771	1.3%	4,462
16	South Lanarkshire Council	18	2.2%	62,937	1.0%	3,497
17	DTZ	15	1.8%	355,110	5.5%	23,674
18	CB Richard Ellis	14	1.7%	260,584	4.1%	18,613
19	Glasgow City Council	14	1.7%	19,993	0.3%	1,428
20	Knight Frank	12	1.5%	121,820	1.9%	10,152
21	Spectrum Properties	12	1.5%	52,159	0.8%	4,347
22	Scottish Borders Council	10	1.2%	16,891	0.3%	1,689
23	Bell Ingram	9	1.1%	107,983	1.7%	11,998
24	Credential Holdings	9	1.1%	44,365	0.7%	4,929
25	Edwin Thompson	9	1.1%	43,912	0.7%	4,879
26	Souter & Jaffrey	9	1.1%	31,285	0.5%	3,476
27	The Highland Council	9	1.1%	9,908	0.2%	1,101
28	Speirs Gumley	8	1.0%	40,277	0.6%	5,035
29	Gerald Eve	8	1.0%	34,512	0.5%	4,314
30	Castlecroft Securities	8	1.0%	11,981	0.2%	1,498
31	City of Edinburgh Council	8	1.0%	8,478	0.1%	1,060
32	Dundee City Council	8	1.0%	6,944	0.1%	868
33	FG Burnett	7	0.9%	128,038	2.0%	18,291
34	Bidwells	7	0.9%	33,343	0.5%	4,763
35	Spacia	7	0.9%	10,089	0.2%	1,441
36	Storeys: SSP	6	0.7%	123,003	1.9%	20,501
37	Lambert Smith Hampton	6	0.7%	74,728	1.2%	12,455
38	abrobb	6	0.7%	22,596	0.4%	3,766
39	UK Steel Enterprise	6	0.7%	8,665	0.1%	1,444
40	Falkirk Council	6	0.7%	7,322	0.1%	1,220

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Scottish Property Network Agency League Tables



All Scotland Industrial Deals						
Top 40 Agents by Floorspace Let or Sold (December 2008 - November 2009)						
Rank by Floor-space	Agent	Units Taken Up	% Market Share (units)	Floorspace Taken Up (sq ft)	% Market Share (sq ft)	Average Size (sq ft)
1	Colliers CRE	36	4.7%	1,303,054	16.8%	36,196
2	Cushman & Wakefield	3	0.4%	1,014,494	13.1%	338,165
3	James Barr	57	7.4%	757,453	9.8%	13,289
4	Jones Lang LaSalle	46	6.0%	641,563	8.3%	13,947
5	Ryden	69	9.0%	575,471	7.4%	8,340
6	DTZ	15	2.0%	355,110	4.6%	23,674
7	CB Richard Ellis	14	1.8%	260,584	3.4%	18,613
8	Graham & Sibbald	47	6.1%	251,786	3.3%	5,357
9	Ashtenne	55	7.2%	251,444	3.2%	4,572
10	DM Hall	35	4.6%	182,959	2.4%	5,227
11	J & E Shepherd	27	3.5%	171,490	2.2%	6,351
12	King Sturge	20	2.6%	145,723	1.9%	7,286
13	FG Burnett	7	0.9%	128,038	1.7%	18,291
14	Storeys: SSP	6	0.8%	123,003	1.6%	20,501
15	Knight Frank	12	1.6%	121,820	1.6%	10,152
16	GVA Grimley	21	2.7%	111,105	1.4%	5,291
17	Bell Ingram	9	1.2%	107,983	1.4%	11,998
18	North Lanarkshire Council	44	5.7%	106,523	1.4%	2,421
19	J A Pollock	19	2.5%	84,771	1.1%	4,462
20	James McGee	26	3.4%	79,209	1.0%	3,047
21	Evans Easyspace	47	6.1%	74,856	1.0%	1,593
22	Lambert Smith Hampton	6	0.8%	74,728	1.0%	12,455
23	Grant Stewart Chartered Surveyors	3	0.4%	73,135	0.9%	24,378
24	Trans European Properties	5	0.7%	70,662	0.9%	14,132
25	Andrew Reilly Associates	4	0.5%	65,687	0.8%	16,422
26	South Lanarkshire Council	18	2.3%	62,937	0.8%	3,497
27	BNP Paribas Real Estate	4	0.5%	54,224	0.7%	13,556
28	Spectrum Properties	12	1.6%	52,159	0.7%	4,347
29	West Lothian Council	36	4.7%	47,722	0.6%	1,326
30	Credential Holdings	9	1.2%	44,365	0.6%	4,929
31	Edwin Thompson	9	1.2%	43,912	0.6%	4,879
32	Speirs Gumley	8	1.0%	40,277	0.5%	5,035
33	FT Property Consultants	2	0.3%	38,107	0.5%	19,054
34	Gerald Eve	8	1.0%	34,512	0.4%	4,314
35	Industrious	3	0.4%	34,309	0.4%	11,436
36	Montagu Evans	2	0.3%	33,444	0.4%	16,722
37	Bidwells	7	0.9%	33,343	0.4%	4,763
38	North Ayrshire Council	5	0.7%	31,807	0.4%	6,361
39	Souter & Jaffrey	9	1.2%	31,285	0.4%	3,476
40	Airlink Group	2	0.3%	30,986	0.4%	15,493

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