



## Scottish Property Network Agency League Tables



All Scotland Available Industrial							
Top 40 Agents by Number of Instructions (June 2010)							
Rank by Number	Agent	Available Properties	% Share (units)	Available Floorspace (sq ft)	% Share (sq ft)	Average Size (sq ft)	% Under Offer (units)
1	Ryden	381	16.9%	5,746,713	16.9%	15,083	18%
2	Graham & Sibbald	191	8.5%	1,819,580	5.3%	9,527	14%
3	James Barr Limited	179	7.9%	3,526,221	10.4%	19,700	12%
4	J & E Shepherd	125	5.5%	1,000,910	2.9%	8,007	7%
5	Jones Lang LaSalle	116	5.1%	2,838,829	8.3%	24,473	14%
6	Colliers International	115	5.1%	5,545,658	16.3%	48,223	5%
7	King Sturge LLP	100	4.4%	1,499,871	4.4%	14,999	5%
8	DM Hall	92	4.1%	1,129,998	3.3%	12,283	20%
9	North Lanarkshire Council	66	2.9%	211,950	0.6%	3,211	11%
10	Knight Frank	60	2.7%	1,532,122	4.5%	25,535	5%
11	DTZ	58	2.6%	1,707,628	5.0%	29,442	7%
12	Ashtenne Industrial Fund	57	2.5%	432,221	1.3%	7,583	5%
13	J A Pollock	53	2.3%	383,035	1.1%	7,227	17%
14	Evans Easyspace	53	2.3%	93,774	0.3%	1,769	0%
15	Bell Ingram	40	1.8%	568,708	1.7%	14,218	0%
16	James McGee	40	1.8%	453,116	1.3%	11,328	5%
17	West Lothian Council	40	1.8%	88,899	0.3%	2,222	3%
18	FG Burnett	33	1.5%	510,724	1.5%	15,476	15%
19	GVA Grimley Ltd	33	1.5%	415,687	1.2%	12,597	24%
20	CKD Galbraith	29	1.3%	125,645	0.4%	4,333	3%
21	Spectrum Properties	29	1.3%	51,034	0.1%	1,760	0%
22	Castlecroft Securities Ltd	24	1.1%	89,625	0.3%	3,734	0%
23	BNP Paribas Real Estate	23	1.0%	958,207	2.8%	41,661	4%
24	J Smart & Co (Contractors) plc	22	1.0%	40,390	0.1%	1,836	0%
25	Lambert Smith Hampton	21	0.9%	830,692	2.4%	39,557	5%
26	Credential Holdings Limited	21	0.9%	196,669	0.6%	9,365	14%
27	Whyte & Barrie	21	0.9%	138,315	0.4%	6,586	10%
28	Edwin Thompson LLP	21	0.9%	128,494	0.4%	6,119	5%
29	Montagu Evans	20	0.9%	270,356	0.8%	13,518	10%
30	CB Richard Ellis	19	0.8%	509,728	1.5%	26,828	16%
31	abrobb	19	0.8%	176,641	0.5%	9,297	26%
32	Cameron Harris	19	0.8%	86,400	0.3%	4,547	0%
33	Newstead Properties	19	0.8%	50,805	0.1%	2,674	5%
34	Speirs Gumley	18	0.8%	224,526	0.7%	12,474	28%
35	Falkirk Council	18	0.8%	45,949	0.1%	2,553	39%
36	South Lanarkshire Council	17	0.8%	54,673	0.2%	3,216	35%
37	Spacia	17	0.8%	43,008	0.1%	2,530	12%
38	Scottish Borders Council	17	0.8%	34,188	0.1%	2,011	24%
39	Dundee City Council	16	0.7%	106,087	0.3%	6,630	38%
40	FT Property Consultants	15	0.7%	364,785	1.1%	24,319	27%

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**Scottish Property Network  
Agency League Tables**



**All Scotland Available Industrial  
Top 40 Agents by Floorspace Available (June 2010)**

Rank by Floor-space	Agent	Available Properties	% Share (units)	Available Floorspace	% Share (sq ft)	Average Size (sq ft)	% Under Offer (units)
1	Ryden	381	18.9%	5,746,713	15.8%	15,083	18%
2	Colliers International	115	5.7%	5,545,658	15.3%	48,223	5%
3	James Barr Limited	179	8.9%	3,526,221	9.7%	19,700	12%
4	Jones Lang LaSalle	116	5.7%	2,838,829	7.8%	24,473	14%
5	Graham & Sibbald	191	9.5%	1,819,580	5.0%	9,527	14%
6	DTZ	58	2.9%	1,707,628	4.7%	29,442	7%
7	Knight Frank	60	3.0%	1,532,122	4.2%	25,535	5%
8	King Sturge LLP	100	4.9%	1,499,871	4.1%	14,999	5%
9	DM Hall	92	4.6%	1,129,998	3.1%	12,283	20%
10	J & E Shepherd	125	6.2%	1,000,910	2.8%	8,007	7%
11	BNP Paribas Real Estate	23	1.1%	958,207	2.6%	41,661	4%
12	Lambert Smith Hampton	21	1.0%	830,692	2.3%	39,557	5%
13	Bell Ingram	40	2.0%	568,708	1.6%	14,218	0%
14	FG Burnett	33	1.6%	510,724	1.4%	15,476	15%
15	CB Richard Ellis	19	0.9%	509,728	1.4%	26,828	16%
16	A & G Rentals	4	0.2%	498,764	1.4%	124,691	0%
17	James McGee	40	2.0%	453,116	1.2%	11,328	5%
18	Ashtenne Industrial Fund	57	2.8%	432,221	1.2%	7,583	5%
19	GVA Grimley Ltd	33	1.6%	415,687	1.1%	12,597	24%
20	J A Pollock	53	2.6%	383,035	1.1%	7,227	17%
21	FT Property Consultants	15	0.7%	364,785	1.0%	24,319	27%
22	James Keiller Estates Ltd	7	0.3%	342,211	0.9%	48,887	14%
23	In-Site Property Solutions Limited	13	0.6%	302,627	0.8%	23,279	23%
24	Jim Hay Estate Agents	1	0.0%	300,000	0.8%	300,000	0%
25	Montagu Evans	20	1.0%	270,356	0.7%	13,518	10%
26	TAL CPT Developments LLP	3	0.1%	264,331	0.7%	88,110	0%
27	Eric Young & Co	3	0.1%	228,569	0.6%	76,190	0%
28	Andrew Reilly Associates Ltd	12	0.6%	226,158	0.6%	18,847	0%
29	Speirs Gumley	18	0.9%	224,526	0.6%	12,474	28%
30	North Lanarkshire Council	66	3.3%	211,950	0.6%	3,211	11%
31	Credential Holdings Limited	21	1.0%	196,669	0.5%	9,365	14%
32	Industrious	3	0.1%	192,398	0.5%	64,133	0%
33	Hamilton Chartered Surveyors	3	0.1%	184,343	0.5%	61,448	0%
34	Burns & Shaw	10	0.5%	181,136	0.5%	18,114	0%
35	abrobb	19	0.9%	176,641	0.5%	9,297	26%
36	Griffin Webster	8	0.4%	163,657	0.5%	20,457	0%
37	Rossco Properties	2	0.1%	151,000	0.4%	75,500	0%
38	Property AM Ltd	15	0.7%	146,020	0.4%	9,735	7%
39	Whyte & Barrie	21	1.0%	138,315	0.4%	6,586	10%
40	Edwin Thompson LLP	21	1.0%	128,494	0.4%	6,119	5%

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## Scottish Property Network Agency League Tables



All Scotland Industrial Deals						
Top 40 Agents by Number of Transactions (June 2009 - May 2010)						
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	60	7.6%	738,241	11.5%	12,304
2	James Barr Limited	60	7.6%	673,500	10.5%	11,225
3	Graham & Sibbald	52	6.6%	218,737	3.4%	4,206
4	Jones Lang LaSalle	47	5.9%	794,222	12.3%	16,898
5	Evans Easyspace	39	4.9%	35,151	0.5%	901
6	James McGee	35	4.4%	107,898	1.7%	3,083
7	Ashtenne Industrial Fund	34	4.3%	156,308	2.4%	4,597
8	DM Hall	34	4.3%	145,363	2.3%	4,275
9	West Lothian Council	33	4.2%	40,646	0.6%	1,232
10	North Lanarkshire Council	31	3.9%	78,664	1.2%	2,538
11	GVA Grimley Ltd	26	3.3%	164,648	2.6%	6,333
12	Colliers International	25	3.2%	1,225,484	19.0%	49,019
13	DTZ	23	2.9%	526,104	8.2%	22,874
14	Knight Frank	20	2.5%	179,253	2.8%	8,963
15	J & E Shepherd	20	2.5%	149,034	2.3%	7,452
16	South Lanarkshire Council	20	2.5%	57,651	0.9%	2,883
17	Spectrum Properties	18	2.3%	39,029	0.6%	2,168
18	King Sturge LLP	14	1.8%	80,748	1.3%	5,768
19	Scottish Borders Council	13	1.6%	20,381	0.3%	1,568
20	J A Pollock	12	1.5%	37,192	0.6%	3,099
21	City of Edinburgh Council	12	1.5%	14,153	0.2%	1,179
22	Lambert Smith Hampton	11	1.4%	277,830	4.3%	25,257
23	Montagu Evans	10	1.3%	85,557	1.3%	8,556
24	abrobb	10	1.3%	43,631	0.7%	4,363
25	Bell Ingram	10	1.3%	42,678	0.7%	4,268
26	Edwin Thompson LLP	10	1.3%	40,610	0.6%	4,061
27	CB Richard Ellis	9	1.1%	197,807	3.1%	21,979
28	Trump Developments Ltd	9	1.1%	29,801	0.5%	3,311
29	Bystone Estates Ltd	9	1.1%	24,470	0.4%	2,719
30	UK Steel Enterprise Ltd	9	1.1%	13,529	0.2%	1,503
31	The Highland Council	9	1.1%	13,068	0.2%	1,452
32	Airlink Group	8	1.0%	60,290	0.9%	7,536
33	Property AM Ltd	8	1.0%	35,066	0.5%	4,383
34	Bizspace	8	1.0%	18,797	0.3%	2,350
35	Govan Workspace Limited	8	1.0%	15,495	0.2%	1,937
36	West Dunbartonshire Council	8	1.0%	11,103	0.2%	1,388
37	CKD Galbraith	8	1.0%	9,625	0.1%	1,203
38	Glasgow City Council	7	0.9%	12,703	0.2%	1,815
39	Falkirk Council	7	0.9%	9,606	0.1%	1,372
40	Midlothian Innovation Centre	7	0.9%	8,975	0.1%	1,282

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## Scottish Property Network Agency League Tables



All Scotland Industrial Deals						
Top 40 Agents by Floorspace Let or Sold (June 2009 - May 2010)						
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 International	25	3.4%	1,225,484	15.7%	49,019
2	Cushman & Wakefield LLP	3	0.4%	1,014,494	13.0%	338,165
3	Jones Lang LaSalle	47	6.4%	794,222	10.2%	16,898
4	Ryden	60	8.1%	738,241	9.5%	12,304
5	James Barr Limited	60	8.1%	673,500	8.6%	11,225
6	DTZ	23	3.1%	526,104	6.7%	22,874
7	Lambert Smith Hampton	11	1.5%	277,830	3.6%	25,257
8	Graham & Sibbald	52	7.0%	218,737	2.8%	4,206
9	CB Richard Ellis	9	1.2%	197,807	2.5%	21,979
10	Knight Frank	20	2.7%	179,253	2.3%	8,963
11	GVA Grimley Ltd	26	3.5%	164,648	2.1%	6,333
12	Ashtenne Industrial Fund	34	4.6%	156,308	2.0%	4,597
13	J & E Shepherd	20	2.7%	149,034	1.9%	7,452
14	DM Hall	34	4.6%	145,363	1.9%	4,275
15	FG Burnett	5	0.7%	124,638	1.6%	24,928
16	James McGee	35	4.7%	107,898	1.4%	3,083
17	Grant Stewart Chartered Surveyors	4	0.5%	98,390	1.3%	24,598
18	Montagu Evans	10	1.4%	85,557	1.1%	8,556
19	King Sturge LLP	14	1.9%	80,748	1.0%	5,768
20	North Lanarkshire Council	31	4.2%	78,664	1.0%	2,538
21	BNP Paribas Real Estate	4	0.5%	61,724	0.8%	15,431
22	Airlink Group	8	1.1%	60,290	0.8%	7,536
23	South Lanarkshire Council	20	2.7%	57,651	0.7%	2,883
24	abrobb	10	1.4%	43,631	0.6%	4,363
25	Bell Ingram	10	1.4%	42,678	0.5%	4,268
26	West Lothian Council	33	4.5%	40,646	0.5%	1,232
27	Edwin Thompson LLP	10	1.4%	40,610	0.5%	4,061
28	Spectrum Properties	18	2.4%	39,029	0.5%	2,168
29	J A Pollock	12	1.6%	37,192	0.5%	3,099
30	In-Site Property Solutions Limited	3	0.4%	35,814	0.5%	11,938
31	Evans Easyspace	39	5.3%	35,151	0.5%	901
32	Property AM Ltd	8	1.1%	35,066	0.4%	4,383
33	Industrious	3	0.4%	34,309	0.4%	11,436
34	Credential Holdings Limited	6	0.8%	33,985	0.4%	5,664
35	Fraser Gray Property Consultants	5	0.7%	32,961	0.4%	6,592
36	Trans European Properties Ltd	3	0.4%	32,470	0.4%	10,823
37	Trump Developments Ltd	9	1.2%	29,801	0.4%	3,311
38	Ian Ellis Transport	2	0.3%	25,759	0.3%	12,880
39	Bystone Estates Ltd	9	1.2%	24,470	0.3%	2,719
40	Westmarch Estates	3	0.4%	23,936	0.3%	7,979

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