



## Scottish Property Network Agency League Tables



| All Scotland Available Industrial                  |                            |                      |                 |                              |                 |                      |                       |
|--|----------------------------|----------------------|-----------------|------------------------------|-----------------|----------------------|-----------------------|
| Top 40 Agents by Number of Instructions (May 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                      | 395                  | 17.2%           | 5,509,038                    | 15.7%           | 13,947               | 14%                   |
| 2  | Graham & Sibbald           | 219                  | 9.5%            | 2,197,050                    | 6.3%            | 10,032               | 16%                   |
| 3  | James Barr                 | 176                  | 7.7%            | 3,654,025                    | 10.4%           | 20,762               | 10%                   |
| 4  | Colliers CRE               | 135                  | 5.9%            | 4,668,510                    | 13.3%           | 34,582               | 16%                   |
| 5  | Jones Lang LaSalle         | 105                  | 4.6%            | 2,539,671                    | 7.3%            | 24,187               | 7%                    |
| 6  | DM Hall                    | 100                  | 4.4%            | 1,131,469                    | 3.2%            | 11,315               | 19%                   |
| 7  | King Sturge                | 98                   | 4.3%            | 1,993,462                    | 5.7%            | 20,341               | 9%                    |
| 8  | North Lanarkshire Council  | 83                   | 3.6%            | 225,451                      | 0.6%            | 2,716                | 47%                   |
| 9  | J & E Shepherd             | 79                   | 3.4%            | 805,017                      | 2.3%            | 10,190               | 23%                   |
| 10   | DTZ                        | 67                   | 2.9%            | 1,681,285                    | 4.8%            | 25,094               | 13%                   |
| 11   | GVA Grimley                | 52                   | 2.3%            | 746,765                      | 2.1%            | 14,361               | 12%                   |
| 12   | Ashtenne                   | 51                   | 2.2%            | 358,733                      | 1.0%            | 7,034                | 12%                   |
| 13   | Knight Frank               | 49                   | 2.1%            | 1,098,194                    | 3.1%            | 22,412               | 4%                    |
| 14   | J A Pollock                | 49                   | 2.1%            | 430,833                      | 1.2%            | 8,793                | 20%                   |
| 15   | Evans Easyspace            | 43                   | 1.9%            | 66,418                       | 0.2%            | 1,545                | 7%                    |
| 16   | FG Burnett                 | 38                   | 1.7%            | 495,196                      | 1.4%            | 13,031               | 13%                   |
| 17   | James McGee                | 37                   | 1.6%            | 393,872                      | 1.1%            | 10,645               | 5%                    |
| 18   | Bell Ingram                | 36                   | 1.6%            | 396,992                      | 1.1%            | 11,028               | 3%                    |
| 19   | Lambert Smith Hampton      | 31                   | 1.4%            | 1,009,597                    | 2.9%            | 32,568               | 3%                    |
| 20   | Spectrum Properties        | 31                   | 1.4%            | 146,527                      | 0.4%            | 4,727                | 0%                    |
| 21   | Montagu Evans              | 29                   | 1.3%            | 458,880                      | 1.3%            | 15,823               | 17%                   |
| 22   | BNP Paribas Real Estate    | 26                   | 1.1%            | 1,310,980                    | 3.7%            | 50,422               | 4%                    |
| 23   | J Smart & Co               | 25                   | 1.1%            | 45,558                       | 0.1%            | 1,822                | 0%                    |
| 24   | CB Richard Ellis           | 24                   | 1.0%            | 1,964,423                    | 5.6%            | 81,851               | 13%                   |
| 25   | Edwin Thompson             | 24                   | 1.0%            | 221,978                      | 0.6%            | 9,249                | 0%                    |
| 26   | West Lothian Council       | 24                   | 1.0%            | 55,913                       | 0.2%            | 2,330                | 13%                   |
| 27   | Drivers Jonas              | 22                   | 1.0%            | 140,869                      | 0.4%            | 6,403                | 0%                    |
| 28   | City of Edinburgh Council  | 22                   | 1.0%            | 32,117                       | 0.1%            | 1,460                | 36%                   |
| 29   | Credential Holdings        | 21                   | 0.9%            | 183,159                      | 0.5%            | 8,722                | 24%                   |
| 30   | Speirs Gumley              | 21                   | 0.9%            | 166,200                      | 0.5%            | 7,914                | 14%                   |
| 31   | Castlecroft Securities     | 21                   | 0.9%            | 86,295                       | 0.2%            | 4,109                | 10%                   |
| 32   | Newstead Properties        | 20                   | 0.9%            | 64,069                       | 0.2%            | 3,203                | 0%                    |
| 33   | North Ayrshire Council     | 20                   | 0.9%            | 52,675                       | 0.2%            | 2,634                | 20%                   |
| 34   | Spacia                     | 20                   | 0.9%            | 48,119                       | 0.1%            | 2,406                | 5%                    |
| 35   | Cameron Harris             | 19                   | 0.8%            | 86,400                       | 0.2%            | 4,547                | 0%                    |
| 36   | In-Site Property Solutions | 18                   | 0.8%            | 314,918                      | 0.9%            | 17,495               | 0%                    |
| 37   | First Investments          | 18                   | 0.8%            | 65,313                       | 0.2%            | 3,629                | 11%                   |
| 38   | Scottish Borders Council   | 16                   | 0.7%            | 31,166                       | 0.1%            | 1,948                | 31%                   |
| 39   | CKD Galbraith              | 15                   | 0.7%            | 77,692                       | 0.2%            | 5,179                | 0%                    |
| 40   | Whyte & Barrie             | 15                   | 0.7%            | 57,633                       | 0.2%            | 3,842                | 0%                    |

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**Scottish Property Network  
Agency League Tables**



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

| Rank by Floor-space | Agent                      | Available Properties | % Share (units) | Available Floorspace | % Share (sq ft) | Average Size (sq ft) | % Under Offer (units) |
|---------------------|----------------------------|----------------------|-----------------|----------------------|-----------------|----------------------|-----------------------|
| 1                   | Ryden                      | 395                  | 18.7%           | 5,509,038            | 14.8%           | 13,947               | 14%                   |
| 2                   | Colliers CRE               | 135                  | 6.4%            | 4,668,510            | 12.6%           | 34,582               | 16%                   |
| 3                   | James Barr                 | 176                  | 8.3%            | 3,654,025            | 9.8%            | 20,762               | 10%                   |
| 4                   | Jones Lang LaSalle         | 105                  | 5.0%            | 2,539,671            | 6.8%            | 24,187               | 7%                    |
| 5                   | Graham & Sibbald           | 219                  | 10.4%           | 2,197,050            | 5.9%            | 10,032               | 16%                   |
| 6                   | King Sturge                | 98                   | 4.6%            | 1,993,462            | 5.4%            | 20,341               | 9%                    |
| 7                   | CB Richard Ellis           | 24                   | 1.1%            | 1,964,423            | 5.3%            | 81,851               | 13%                   |
| 8                   | DTZ                        | 67                   | 3.2%            | 1,681,285            | 4.5%            | 25,094               | 13%                   |
| 9                   | BNP Paribas Real Estate    | 26                   | 1.2%            | 1,310,980            | 3.5%            | 50,422               | 4%                    |
| 10                  | DM Hall                    | 100                  | 4.7%            | 1,131,469            | 3.0%            | 11,315               | 19%                   |
| 11                  | Knight Frank               | 49                   | 2.3%            | 1,098,194            | 3.0%            | 22,412               | 4%                    |
| 12                  | Lambert Smith Hampton      | 31                   | 1.5%            | 1,009,597            | 2.7%            | 32,568               | 3%                    |
| 13                  | J & E Shepherd             | 79                   | 3.7%            | 805,017              | 2.2%            | 10,190               | 23%                   |
| 14                  | GVA Grimley                | 52                   | 2.5%            | 746,765              | 2.0%            | 14,361               | 12%                   |
| 15                  | FG Burnett                 | 38                   | 1.8%            | 495,196              | 1.3%            | 13,031               | 13%                   |
| 16                  | Montagu Evans              | 29                   | 1.4%            | 458,880              | 1.2%            | 15,823               | 17%                   |
| 17                  | J A Pollock                | 49                   | 2.3%            | 430,833              | 1.2%            | 8,793                | 20%                   |
| 18                  | Bell Ingram                | 36                   | 1.7%            | 396,992              | 1.1%            | 11,028               | 3%                    |
| 19                  | James McGee                | 37                   | 1.8%            | 393,872              | 1.1%            | 10,645               | 5%                    |
| 20                  | Ashtenne                   | 51                   | 2.4%            | 358,733              | 1.0%            | 7,034                | 12%                   |
| 21                  | TAL CPT Developments       | 4                    | 0.2%            | 328,966              | 0.9%            | 82,242               | 0%                    |
| 22                  | Jim Hay Estate Agents      | 2                    | 0.1%            | 327,986              | 0.9%            | 163,993              | 0%                    |
| 23                  | In-Site Property Solutions | 18                   | 0.9%            | 314,918              | 0.8%            | 17,495               | 0%                    |
| 24                  | Cushman & Wakefield        | 7                    | 0.3%            | 272,309              | 0.7%            | 38,901               | 29%                   |
| 25                  | FT Property Consultants    | 10                   | 0.5%            | 253,114              | 0.7%            | 25,311               | 10%                   |
| 26                  | Industrious                | 8                    | 0.4%            | 238,282              | 0.6%            | 29,785               | 0%                    |
| 27                  | Eric Young & Co            | 3                    | 0.1%            | 232,140              | 0.6%            | 77,380               | 0%                    |
| 28                  | North Lanarkshire Council  | 83                   | 3.9%            | 225,451              | 0.6%            | 2,716                | 47%                   |
| 29                  | James Keiller Estates      | 4                    | 0.2%            | 225,156              | 0.6%            | 56,289               | 0%                    |
| 30                  | Edwin Thompson             | 24                   | 1.1%            | 221,978              | 0.6%            | 9,249                | 0%                    |
| 31                  | Andrew Reilly Associates   | 13                   | 0.6%            | 186,254              | 0.5%            | 14,327               | 8%                    |
| 32                  | Credential Holdings        | 21                   | 1.0%            | 183,159              | 0.5%            | 8,722                | 24%                   |
| 33                  | Trans European Properties  | 14                   | 0.7%            | 182,747              | 0.5%            | 13,053               | 7%                    |
| 34                  | Storeys: SSP               | 12                   | 0.6%            | 167,775              | 0.5%            | 13,981               | 17%                   |
| 35                  | Speirs Gumley              | 21                   | 1.0%            | 166,200              | 0.4%            | 7,914                | 14%                   |
| 36                  | A & G Rentals              | 2                    | 0.1%            | 158,668              | 0.4%            | 79,334               | 0%                    |
| 37                  | Griffin Webster            | 6                    | 0.3%            | 155,946              | 0.4%            | 25,991               | 33%                   |
| 38                  | Spectrum Properties        | 31                   | 1.5%            | 146,527              | 0.4%            | 4,727                | 0%                    |
| 39                  | Drivers Jonas              | 22                   | 1.0%            | 140,869              | 0.4%            | 6,403                | 0%                    |
| 40                  | Allison Lightbody Waddell  | 9                    | 0.4%            | 130,877              | 0.4%            | 14,542               | 11%                   |

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## Scottish Property Network Agency League Tables



| All Scotland Industrial Deals                                   |                           |                |                        |                             |                        |                      |
|---|---------------------------|----------------|------------------------|-----------------------------|------------------------|----------------------|
| Top 40 Agents by Number of Transactions (May 2008 - April 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   | James Barr                | 82             | 9.6%                   | 892,002                     | 13.8%                  | 10,878               |
| 2   | Ryden                     | 68             | 8.0%                   | 705,586                     | 11.0%                  | 10,376               |
| 3   | Graham & Sibbald          | 61             | 7.2%                   | 224,604                     | 3.5%                   | 3,682                |
| 4   | Jones Lang LaSalle        | 56             | 6.6%                   | 737,605                     | 11.4%                  | 13,172               |
| 5   | Ashtenne                  | 55             | 6.5%                   | 191,573                     | 3.0%                   | 3,483                |
| 6   | Evans Easyspace           | 44             | 5.2%                   | 81,827                      | 1.3%                   | 1,860                |
| 7   | GVA Grimley               | 39             | 4.6%                   | 182,144                     | 2.8%                   | 4,670                |
| 8   | King Sturge               | 38             | 4.5%                   | 365,748                     | 5.7%                   | 9,625                |
| 9   | West Lothian Council      | 37             | 4.3%                   | 76,516                      | 1.2%                   | 2,068                |
| 10  | DM Hall                   | 28             | 3.3%                   | 121,065                     | 1.9%                   | 4,324                |
| 11  | DTZ                       | 27             | 3.2%                   | 720,928                     | 11.2%                  | 26,701               |
| 12  | Colliers CRE              | 24             | 2.8%                   | 267,453                     | 4.2%                   | 11,144               |
| 13  | South Lanarkshire Council | 24             | 2.8%                   | 67,877                      | 1.1%                   | 2,828                |
| 14  | Knight Frank              | 23             | 2.7%                   | 210,605                     | 3.3%                   | 9,157                |
| 15  | J A Pollock               | 20             | 2.3%                   | 149,129                     | 2.3%                   | 7,456                |
| 16  | Fife Council              | 19             | 2.2%                   | 41,352                      | 0.6%                   | 2,176                |
| 17  | Glasgow City Council      | 17             | 2.0%                   | 20,320                      | 0.3%                   | 1,195                |
| 18  | Lambert Smith Hampton     | 15             | 1.8%                   | 166,855                     | 2.6%                   | 11,124               |
| 19  | J & E Shepherd            | 15             | 1.8%                   | 75,876                      | 1.2%                   | 5,058                |
| 20  | CB Richard Ellis          | 14             | 1.6%                   | 279,355                     | 4.3%                   | 19,954               |
| 21  | Scottish Borders Council  | 11             | 1.3%                   | 15,332                      | 0.2%                   | 1,394                |
| 22  | North Lanarkshire Council | 11             | 1.3%                   | 14,787                      | 0.2%                   | 1,344                |
| 23  | Bell Ingram               | 9              | 1.1%                   | 116,353                     | 1.8%                   | 12,928               |
| 24  | abrobb                    | 9              | 1.1%                   | 32,450                      | 0.5%                   | 3,606                |
| 25  | Bidwells                  | 8              | 0.9%                   | 49,266                      | 0.8%                   | 6,158                |
| 26  | James McGee               | 8              | 0.9%                   | 31,797                      | 0.5%                   | 3,975                |
| 27  | CKD Galbraith             | 8              | 0.9%                   | 16,372                      | 0.3%                   | 2,047                |
| 28  | Andrew Reilly Associates  | 7              | 0.8%                   | 151,221                     | 2.3%                   | 21,603               |
| 29  | Clowes Developments       | 7              | 0.8%                   | 61,754                      | 1.0%                   | 8,822                |
| 30  | North Ayrshire Council    | 7              | 0.8%                   | 50,978                      | 0.8%                   | 7,283                |
| 31  | Angus Council             | 7              | 0.8%                   | 25,807                      | 0.4%                   | 3,687                |
| 32  | Whyte & Barrie            | 7              | 0.8%                   | 25,205                      | 0.4%                   | 3,601                |
| 33  | Souter & Jaffrey          | 7              | 0.8%                   | 18,395                      | 0.3%                   | 2,628                |
| 34  | Credential Holdings       | 6              | 0.7%                   | 134,183                     | 2.1%                   | 22,364               |
| 35  | Ross & Liddell            | 6              | 0.7%                   | 13,890                      | 0.2%                   | 2,315                |
| 36  | The Highland Council      | 6              | 0.7%                   | 10,756                      | 0.2%                   | 1,793                |
| 37  | Castlecroft Securities    | 6              | 0.7%                   | 9,211                       | 0.1%                   | 1,535                |
| 38  | Hardies                   | 6              | 0.7%                   | 6,275                       | 0.1%                   | 1,046                |
| 39  | Drivers Jonas             | 5              | 0.6%                   | 52,314                      | 0.8%                   | 10,463               |
| 40  | Speirs Gumley             | 5              | 0.6%                   | 27,395                      | 0.4%                   | 5,479                |

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Scottish Property Network  
Agency League Tables



| All Scotland Industrial Deals                                   |                           |                |                        |                             |                        |                      |
|---|---------------------------|----------------|------------------------|-----------------------------|------------------------|----------------------|
| Top 40 Agents by Floorspace Let or Sold (May 2008 - April 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   | James Barr                | 82             | 10.2%                  | 892,002                     | 13.5%                  | 10,878               |
| 2   | Jones Lang LaSalle        | 56             | 6.9%                   | 737,605                     | 11.1%                  | 13,172               |
| 3   | DTZ                       | 27             | 3.3%                   | 720,928                     | 10.9%                  | 26,701               |
| 4   | Ryden                     | 68             | 8.4%                   | 705,586                     | 10.6%                  | 10,376               |
| 5   | King Sturge               | 38             | 4.7%                   | 365,748                     | 5.5%                   | 9,625                |
| 6   | CB Richard Ellis          | 14             | 1.7%                   | 279,355                     | 4.2%                   | 19,954               |
| 7   | Colliers CRE              | 24             | 3.0%                   | 267,453                     | 4.0%                   | 11,144               |
| 8   | Graham & Sibbald          | 61             | 7.6%                   | 224,604                     | 3.4%                   | 3,682                |
| 9   | Knight Frank              | 23             | 2.9%                   | 210,605                     | 3.2%                   | 9,157                |
| 10  | Ashtenne                  | 55             | 6.8%                   | 191,573                     | 2.9%                   | 3,483                |
| 11  | GVA Grimley               | 39             | 4.8%                   | 182,144                     | 2.7%                   | 4,670                |
| 12  | Lambert Smith Hampton     | 15             | 1.9%                   | 166,855                     | 2.5%                   | 11,124               |
| 13  | Andrew Reilly Associates  | 7              | 0.9%                   | 151,221                     | 2.3%                   | 21,603               |
| 14  | J A Pollock               | 20             | 2.5%                   | 149,129                     | 2.3%                   | 7,456                |
| 15  | Credential Holdings       | 6              | 0.7%                   | 134,183                     | 2.0%                   | 22,364               |
| 16  | DM Hall                   | 28             | 3.5%                   | 121,065                     | 1.8%                   | 4,324                |
| 17  | Bell Ingram               | 9              | 1.1%                   | 116,353                     | 1.8%                   | 12,928               |
| 18  | Eurocentral Partnership   | 2              | 0.2%                   | 94,701                      | 1.4%                   | 47,351               |
| 19  | Evans Easyspace           | 44             | 5.5%                   | 81,827                      | 1.2%                   | 1,860                |
| 20  | West Lothian Council      | 37             | 4.6%                   | 76,516                      | 1.2%                   | 2,068                |
| 21  | J & E Shepherd            | 15             | 1.9%                   | 75,876                      | 1.1%                   | 5,058                |
| 22  | South Lanarkshire Council | 24             | 3.0%                   | 67,877                      | 1.0%                   | 2,828                |
| 23  | Clowes Developments       | 7              | 0.9%                   | 61,754                      | 0.9%                   | 8,822                |
| 24  | Drivers Jonas             | 5              | 0.6%                   | 52,314                      | 0.8%                   | 10,463               |
| 25  | North Ayrshire Council    | 7              | 0.9%                   | 50,978                      | 0.8%                   | 7,283                |
| 26  | Bidwells                  | 8              | 1.0%                   | 49,266                      | 0.7%                   | 6,158                |
| 27  | Fife Council              | 19             | 2.4%                   | 41,352                      | 0.6%                   | 2,176                |
| 28  | FT Property Consultants   | 1              | 0.1%                   | 34,943                      | 0.5%                   | 34,943               |
| 29  | James Keiller Estates     | 1              | 0.1%                   | 34,943                      | 0.5%                   | 34,943               |
| 30  | abrobb                    | 9              | 1.1%                   | 32,450                      | 0.5%                   | 3,606                |
| 31  | James McGee               | 8              | 1.0%                   | 31,797                      | 0.5%                   | 3,975                |
| 32  | FG Burnett                | 4              | 0.5%                   | 27,801                      | 0.4%                   | 6,950                |
| 33  | Speirs Gumley             | 5              | 0.6%                   | 27,395                      | 0.4%                   | 5,479                |
| 34  | GL Hearn                  | 1              | 0.1%                   | 27,124                      | 0.4%                   | 27,124               |
| 35  | John Sale                 | 4              | 0.5%                   | 26,329                      | 0.4%                   | 6,582                |
| 36  | Angus Council             | 7              | 0.9%                   | 25,807                      | 0.4%                   | 3,687                |
| 37  | Whyte & Barrie            | 7              | 0.9%                   | 25,205                      | 0.4%                   | 3,601                |
| 38  | Cushman & Wakefield       | 1              | 0.1%                   | 25,089                      | 0.4%                   | 25,089               |
| 39  | Glasgow City Council      | 17             | 2.1%                   | 20,320                      | 0.3%                   | 1,195                |
| 40  | Allan McLaren             | 1              | 0.1%                   | 18,424                      | 0.3%                   | 18,424               |

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