



## Scottish Property Network Agency League Tables



Lothian Available Industrial							
Top 30 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	124	23.3%	1,541,679	23.1%	12,433	23%
2	J A Pollock	47	8.8%	248,966	3.7%	5,297	17%
3	James Barr	34	6.4%	958,896	14.4%	28,203	6%
4	West Lothian Council	31	5.8%	74,980	1.1%	2,419	6%
5	DM Hall	26	4.9%	229,790	3.4%	8,838	15%
6	King Sturge	24	4.5%	265,788	4.0%	11,074	8%
7	Colliers CRE	23	4.3%	664,953	10.0%	28,911	9%
8	DTZ	23	4.3%	239,391	3.6%	10,408	4%
9	J Smart & Co	22	4.1%	36,530	0.5%	1,660	0%
10	Lambert Smith Hampton	20	3.8%	719,514	10.8%	35,976	0%
11	CKD Galbraith	18	3.4%	37,622	0.6%	2,090	0%
12	City of Edinburgh Council	16	3.0%	25,556	0.4%	1,597	31%
13	First Investments	12	2.3%	39,501	0.6%	3,292	17%
14	Edinburgh Commercial Property	12	2.3%	39,166	0.6%	3,264	0%
15	Jones Lang LaSalle	10	1.9%	218,807	3.3%	21,881	30%
16	Uphall Estates	9	1.7%	67,350	1.0%	7,483	0%
17	McSence Workspace	9	1.7%	9,320	0.1%	1,036	0%
18	Evans Easyspace	8	1.5%	8,625	0.1%	1,078	0%
19	Montagu Evans	7	1.3%	164,885	2.5%	23,555	14%
20	Ashtenne	7	1.3%	11,924	0.2%	1,703	14%
21	Knight Frank	6	1.1%	207,050	3.1%	34,508	0%
22	FT Property Consultants	6	1.1%	139,660	2.1%	23,277	17%
23	BNP Paribas Real Estate	6	1.1%	104,755	1.6%	17,459	0%
24	Ness Construction	6	1.1%	27,209	0.4%	4,535	0%
25	GVA Grimley	5	0.9%	130,732	2.0%	26,146	0%
26	Industrial Asset Management	5	0.9%	11,830	0.2%	2,366	0%
27	Eric Young & Co	4	0.8%	238,640	3.6%	59,660	25%
28	Savills	4	0.8%	77,964	1.2%	19,491	0%
29	Graham & Sibbald	4	0.8%	68,434	1.0%	17,108	0%
30	J & E Shepherd	4	0.8%	61,745	0.9%	15,436	25%

The Agency League Tables are based solely on the information held in SPN databases and provided to SPN by third parties. SPN does not guarantee that the information from which the tables are compiled is accurate or complete and accepts no responsibility for errors or omissions. A Copy of the methodology used in the production of these tables can be found at [www.scottishproperty.com/AgencyLeague/](http://www.scottishproperty.com/AgencyLeague/)

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## Scottish Property Network Agency League Tables



Lothian Available Industrial							
Top 30 Agents by Floorspace Available (December 2009)							
Rank by Floor-space	Agent	Available Properties	% Share (units)	Available Floorspace (sq ft)	% Share (sq ft)	Average Size (sq ft)	% Under Offer (units)
1	Ryden	124	24.4%	1,541,679	19.3%	12,433	23%
2	CB Richard Ellis	2	0.4%	1,247,164	15.6%	623,582	0%
3	James Barr	34	6.7%	958,896	12.0%	28,203	6%
4	Lambert Smith Hampton	20	3.9%	719,514	9.0%	35,976	0%
5	Colliers CRE	23	4.5%	664,953	8.3%	28,911	9%
6	King Sturge	24	4.7%	265,788	3.3%	11,074	8%
7	J A Pollock	47	9.2%	248,966	3.1%	5,297	17%
8	DTZ	23	4.5%	239,391	3.0%	10,408	4%
9	Eric Young & Co	4	0.8%	238,640	3.0%	59,660	25%
10	DM Hall	26	5.1%	229,790	2.9%	8,838	15%
11	Jones Lang LaSalle	10	2.0%	218,807	2.7%	21,881	30%
12	Knight Frank	6	1.2%	207,050	2.6%	34,508	0%
13	Montagu Evans	7	1.4%	164,885	2.1%	23,555	14%
14	FT Property Consultants	6	1.2%	139,660	1.7%	23,277	17%
15	GVA Grimley	5	1.0%	130,732	1.6%	26,146	0%
16	BNP Paribas Real Estate	6	1.2%	104,755	1.3%	17,459	0%
17	Savills	4	0.8%	77,964	1.0%	19,491	0%
18	West Lothian Council	31	6.1%	74,980	0.9%	2,419	6%
19	Graham & Sibbald	4	0.8%	68,434	0.9%	17,108	0%
20	Uphall Estates	9	1.8%	67,350	0.8%	7,483	0%
21	J & E Shepherd	4	0.8%	61,745	0.8%	15,436	25%
22	Scottish Enterprise	1	0.2%	44,000	0.6%	44,000	0%
23	Alex Brewster & Sons	1	0.2%	42,000	0.5%	42,000	0%
24	First Investments	12	2.4%	39,501	0.5%	3,292	17%
25	Edinburgh Commercial Property	12	2.4%	39,166	0.5%	3,264	0%
26	CKD Galbraith	18	3.5%	37,622	0.5%	2,090	0%
27	J Smart & Co	22	4.3%	36,530	0.5%	1,660	0%
28	SGP Property Consultants	2	0.4%	28,895	0.4%	14,448	0%
29	Ness Construction	6	1.2%	27,209	0.3%	4,535	0%
30	City of Edinburgh Council	16	3.1%	25,556	0.3%	1,597	31%

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**Scottish Property Network  
Agency League Tables**



<b>Lothian Industrial Deals</b>						
<b>Top 20 Agents by Number of Transactions (December 2008 - November 2009)</b>						
<b>Rank by Number</b>	<b>Agent</b>	<b>Units Taken Up</b>	<b>% Market Share (units)</b>	<b>Floorspace Taken Up (sq ft)</b>	<b>% Market Share (sq ft)</b>	<b>Average Size (sq ft)</b>
1	West Lothian Council	36	25.9%	47,722	12.4%	1,326
2	Ryden	20	14.4%	49,602	12.9%	2,480
3	J A Pollock	16	11.5%	53,711	13.9%	3,357
4	DM Hall	8	5.8%	68,117	17.7%	8,515
5	City of Edinburgh Council	8	5.8%	8,478	2.2%	1,060
6	Midlothian Innovation Centre	6	4.3%	6,818	1.8%	1,136
7	Evans Easyspace	6	4.3%	6,288	1.6%	1,048
8	Jones Lang LaSalle	5	3.6%	32,937	8.5%	6,587
9	James Barr	4	2.9%	18,329	4.7%	4,582
10	Ashtenne	4	2.9%	7,214	1.9%	1,803
11	J Smart & Co	4	2.9%	5,340	1.4%	1,335
12	Midlothian Council	4	2.9%	4,000	1.0%	1,000
13	King Sturge	3	2.2%	11,378	2.9%	3,793
14	Graham & Sibbald	3	2.2%	8,268	2.1%	2,756
15	Pointwood	2	1.4%	17,222	4.5%	8,611
16	Lambert Smith Hampton	2	1.4%	10,220	2.6%	5,110
17	Links Commercial Property Consultants	2	1.4%	9,408	2.4%	4,704
18	DTZ	2	1.4%	9,300	2.4%	4,650
19	Colliers CRE	2	1.4%	9,029	2.3%	4,514
20	A&E Property Lettings	2	1.4%	2,500	0.6%	1,250

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**Scottish Property Network  
Agency League Tables**



<b>Lothian Industrial Deals</b>						
<b>Top 20 Agents by Floorspace Let or Sold (December 2008 - November 2009)</b>						
<b>Rank by Floor-space</b>	<b>Agent</b>	<b>Units Taken Up</b>	<b>% Market Share (units)</b>	<b>Floorspace Taken Up (sq ft)</b>	<b>% Market Share (sq ft)</b>	<b>Average Size (sq ft)</b>
1	DM Hall	8	6.1%	68,117	17.1%	8,515
2	J A Pollock	16	12.1%	53,711	13.5%	3,357
3	Ryden	20	15.2%	49,602	12.4%	2,480
4	West Lothian Council	36	27.3%	47,722	12.0%	1,326
5	Jones Lang LaSalle	5	3.8%	32,937	8.3%	6,587
6	James Barr	4	3.0%	18,329	4.6%	4,582
7	Pointwood	2	1.5%	17,222	4.3%	8,611
8	King Sturge	3	2.3%	11,378	2.9%	3,793
9	Lambert Smith Hampton	2	1.5%	10,220	2.6%	5,110
10	Savills	1	0.8%	10,143	2.5%	10,143
11	Links Commercial Property Consultants	2	1.5%	9,408	2.4%	4,704
12	DTZ	2	1.5%	9,300	2.3%	4,650
13	Colliers CRE	2	1.5%	9,029	2.3%	4,514
14	AWL	1	0.8%	8,579	2.1%	8,579
15	City of Edinburgh Council	8	6.1%	8,478	2.1%	1,060
16	Graham & Sibbald	3	2.3%	8,268	2.1%	2,756
17	Ashtenne	4	3.0%	7,214	1.8%	1,803
18	Midlothian Innovation Centre	6	4.5%	6,818	1.7%	1,136
19	GVA Grimley	1	0.8%	6,317	1.6%	6,317
20	Evans Easyspace	6	4.5%	6,288	1.6%	1,048

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