



**Scottish Property Network
Agency League Tables**



| Lothian Available Industrial | | | | | | | |
|---|--------------------------------|----------------------|-----------------|------------------------------|-----------------|----------------------|-----------------------|
| Top 30 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 | 123 | 23.8% | 1,716,504 | 22.3% | 13,955 | 24% |
| 2 | J A Pollock | 49 | 9.5% | 352,718 | 4.6% | 7,198 | 16% |
| 3 | West Lothian Council | 40 | 7.7% | 88,899 | 1.2% | 2,222 | 3% |
| 4 | James Barr Limited | 32 | 6.2% | 877,265 | 11.4% | 27,415 | 9% |
| 5 | DTZ | 25 | 4.8% | 324,899 | 4.2% | 12,996 | 8% |
| 6 | DM Hall | 25 | 4.8% | 218,746 | 2.8% | 8,750 | 16% |
| 7 | Colliers International | 24 | 4.6% | 1,850,054 | 24.1% | 77,086 | 0% |
| 8 | J Smart & Co (Contractors) plc | 22 | 4.3% | 40,390 | 0.5% | 1,836 | 0% |
| 9 | King Sturge LLP | 18 | 3.5% | 159,422 | 2.1% | 8,857 | 6% |
| 10 | CKD Galbraith | 15 | 2.9% | 42,617 | 0.6% | 2,841 | 0% |
| 11 | Edinburgh Commercial Property | 13 | 2.5% | 36,130 | 0.5% | 2,779 | 0% |
| 12 | City of Edinburgh Council | 13 | 2.5% | 17,137 | 0.2% | 1,318 | 31% |
| 13 | Lambert Smith Hampton | 12 | 2.3% | 629,430 | 8.2% | 52,452 | 0% |
| 14 | Jones Lang LaSalle | 11 | 2.1% | 232,333 | 3.0% | 21,121 | 27% |
| 15 | First Investments | 11 | 2.1% | 37,906 | 0.5% | 3,446 | 18% |
| 16 | Uphall Estates Ltd | 10 | 1.9% | 68,973 | 0.9% | 6,897 | 0% |
| 17 | Evans Easyspace | 7 | 1.4% | 7,437 | 0.1% | 1,062 | 0% |
| 18 | Montagu Evans | 6 | 1.2% | 152,357 | 2.0% | 25,393 | 0% |
| 19 | FT Property Consultants | 6 | 1.2% | 139,660 | 1.8% | 23,277 | 33% |
| 20 | GVA Grimley Ltd | 6 | 1.2% | 129,107 | 1.7% | 21,518 | 33% |
| 21 | Graham & Sibbald | 6 | 1.2% | 81,140 | 1.1% | 13,523 | 0% |
| 22 | Ness Construction Ltd | 6 | 1.2% | 27,209 | 0.4% | 4,535 | 17% |
| 23 | Culverwell | 6 | 1.2% | 22,945 | 0.3% | 3,824 | 0% |
| 24 | Knight Frank | 5 | 1.0% | 172,050 | 2.2% | 34,410 | 0% |
| 25 | J & E Shepherd | 5 | 1.0% | 79,368 | 1.0% | 15,874 | 0% |
| 26 | Ashtenne Industrial Fund | 5 | 1.0% | 7,816 | 0.1% | 1,563 | 0% |
| 27 | Savills | 4 | 0.8% | 77,964 | 1.0% | 19,491 | 0% |
| 28 | BNP Paribas Real Estate | 4 | 0.8% | 65,332 | 0.8% | 16,333 | 0% |
| 29 | IME Ltd | 4 | 0.8% | 23,422 | 0.3% | 5,856 | 25% |
| 30 | Property AM Ltd | 4 | 0.8% | 9,300 | 0.1% | 2,325 | 0% |

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**Scottish Property Network
Agency League Tables**



| Lothian Available Industrial | | | | | | | |
|---|------------------------------------|----------------------|-----------------|------------------------------|-----------------|----------------------|-----------------------|
| Top 30 Agents by Floorspace Available (June 2010) | | | | | | | |
| Rank by Floor-space | Agent | Available Properties | % Share (units) | Available Floorspace (sq ft) | % Share (sq ft) | Average Size (sq ft) | % Under Offer (units) |
| 1 | Colliers International | 24 | 5.0% | 1,850,054 | 22.7% | 77,086 | 0% |
| 2 | Ryden | 123 | 25.5% | 1,716,504 | 21.1% | 13,955 | 24% |
| 3 | James Barr Limited | 32 | 6.6% | 877,265 | 10.8% | 27,415 | 9% |
| 4 | Lambert Smith Hampton | 12 | 2.5% | 629,430 | 7.7% | 52,452 | 0% |
| 5 | J A Pollock | 49 | 10.2% | 352,718 | 4.3% | 7,198 | 16% |
| 6 | DTZ | 25 | 5.2% | 324,899 | 4.0% | 12,996 | 8% |
| 7 | Jones Lang LaSalle | 11 | 2.3% | 232,333 | 2.9% | 21,121 | 27% |
| 8 | Eric Young & Co | 2 | 0.4% | 222,020 | 2.7% | 111,010 | 0% |
| 9 | DM Hall | 25 | 5.2% | 218,746 | 2.7% | 8,750 | 16% |
| 10 | Knight Frank | 5 | 1.0% | 172,050 | 2.1% | 34,410 | 0% |
| 11 | King Sturge LLP | 18 | 3.7% | 159,422 | 2.0% | 8,857 | 6% |
| 12 | Montagu Evans | 6 | 1.2% | 152,357 | 1.9% | 25,393 | 0% |
| 13 | FT Property Consultants | 6 | 1.2% | 139,660 | 1.7% | 23,277 | 33% |
| 14 | GVA Grimley Ltd | 6 | 1.2% | 129,107 | 1.6% | 21,518 | 33% |
| 15 | West Lothian Council | 40 | 8.3% | 88,899 | 1.1% | 2,222 | 3% |
| 16 | Graham & Sibbald | 6 | 1.2% | 81,140 | 1.0% | 13,523 | 0% |
| 17 | Rapleys | 2 | 0.4% | 81,094 | 1.0% | 40,547 | 50% |
| 18 | J & E Shepherd | 5 | 1.0% | 79,368 | 1.0% | 15,874 | 0% |
| 19 | Savills | 4 | 0.8% | 77,964 | 1.0% | 19,491 | 0% |
| 20 | Spring Distribution (Scotland) Ltd | 2 | 0.4% | 70,120 | 0.9% | 35,060 | 0% |
| 21 | Uphall Estates Ltd | 10 | 2.1% | 68,973 | 0.8% | 6,897 | 0% |
| 22 | Rettie & Co | 1 | 0.2% | 66,853 | 0.8% | 66,853 | 100% |
| 23 | BNP Paribas Real Estate | 4 | 0.8% | 65,332 | 0.8% | 16,333 | 0% |
| 24 | Gerald Eve | 1 | 0.2% | 45,610 | 0.6% | 45,610 | 0% |
| 25 | Scottish Enterprise | 1 | 0.2% | 44,000 | 0.5% | 44,000 | 0% |
| 26 | CKD Galbraith | 15 | 3.1% | 42,617 | 0.5% | 2,841 | 0% |
| 27 | Alex Brewster & Sons | 1 | 0.2% | 42,000 | 0.5% | 42,000 | 0% |
| 28 | J Smart & Co (Contractors) plc | 22 | 4.6% | 40,390 | 0.5% | 1,836 | 0% |
| 29 | First Investments | 11 | 2.3% | 37,906 | 0.5% | 3,446 | 18% |
| 30 | Edinburgh Commercial Property | 13 | 2.7% | 36,130 | 0.4% | 2,779 | 0% |

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Scottish Property Network
Agency League Tables



| Lothian Industrial Deals | | | | | | |
|--|--------------------------------|----------------|------------------------|-----------------------------|------------------------|----------------------|
| Top 20 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 | West Lothian Council | 33 | 23.4% | 40,646 | 10.0% | 1,232 |
| 2 | Ryden | 13 | 9.2% | 60,072 | 14.8% | 4,621 |
| 3 | City of Edinburgh Council | 12 | 8.5% | 14,153 | 3.5% | 1,179 |
| 4 | J A Pollock | 10 | 7.1% | 34,087 | 8.4% | 3,409 |
| 5 | Midlothian Innovation Centre | 7 | 5.0% | 8,975 | 2.2% | 1,282 |
| 6 | J Smart & Co (Contractors) plc | 7 | 5.0% | 8,350 | 2.1% | 1,193 |
| 7 | King Sturge LLP | 6 | 4.3% | 39,769 | 9.8% | 6,628 |
| 8 | Lambert Smith Hampton | 6 | 4.3% | 12,919 | 3.2% | 2,153 |
| 9 | CKD Galbraith | 6 | 4.3% | 6,202 | 1.5% | 1,034 |
| 10 | McSence Workspace Ltd | 6 | 4.3% | 5,680 | 1.4% | 947 |
| 11 | Evans Easyspace | 5 | 3.5% | 5,481 | 1.4% | 1,096 |
| 12 | Montagu Evans | 4 | 2.8% | 52,537 | 13.0% | 13,134 |
| 13 | DM Hall | 4 | 2.8% | 15,535 | 3.8% | 3,884 |
| 14 | East Lothian Council | 4 | 2.8% | 8,345 | 2.1% | 2,086 |
| 15 | Ashtenne Industrial Fund | 4 | 2.8% | 6,108 | 1.5% | 1,527 |
| 16 | Midlothian Council | 4 | 2.8% | 4,000 | 1.0% | 1,000 |
| 17 | Jones Lang LaSalle | 3 | 2.1% | 48,977 | 12.1% | 16,326 |
| 18 | Ceebar Properties | 3 | 2.1% | 5,197 | 1.3% | 1,732 |
| 19 | Pointwood Ltd | 2 | 1.4% | 17,222 | 4.3% | 8,611 |
| 20 | DTZ | 2 | 1.4% | 10,308 | 2.5% | 5,154 |

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Scottish Property Network
Agency League Tables



| Lothian Industrial Deals | | | | | | |
|--|--------------------------------|----------------|------------------------|-----------------------------|------------------------|----------------------|
| Top 20 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 | Ryden | 13 | 10.9% | 60,072 | 13.9% | 4,621 |
| 2 | Montagu Evans | 4 | 3.4% | 52,537 | 12.1% | 13,134 |
| 3 | Jones Lang LaSalle | 3 | 2.5% | 48,977 | 11.3% | 16,326 |
| 4 | West Lothian Council | 33 | 27.7% | 40,646 | 9.4% | 1,232 |
| 5 | King Sturge LLP | 6 | 5.0% | 39,769 | 9.2% | 6,628 |
| 6 | J A Pollock | 10 | 8.4% | 34,087 | 7.9% | 3,409 |
| 7 | Pointwood Ltd | 2 | 1.7% | 17,222 | 4.0% | 8,611 |
| 8 | DM Hall | 4 | 3.4% | 15,535 | 3.6% | 3,884 |
| 9 | City of Edinburgh Council | 12 | 10.1% | 14,153 | 3.3% | 1,179 |
| 10 | Lambert Smith Hampton | 6 | 5.0% | 12,919 | 3.0% | 2,153 |
| 11 | James Barr Limited | 1 | 0.8% | 12,000 | 2.8% | 12,000 |
| 12 | Allan McLaren | 1 | 0.8% | 10,621 | 2.5% | 10,621 |
| 13 | McKay Flooring Ltd | 1 | 0.8% | 10,621 | 2.5% | 10,621 |
| 14 | DTZ | 2 | 1.7% | 10,308 | 2.4% | 5,154 |
| 15 | Savills | 1 | 0.8% | 10,143 | 2.3% | 10,143 |
| 16 | Midlothian Innovation Centre | 7 | 5.9% | 8,975 | 2.1% | 1,282 |
| 17 | Culverwell | 1 | 0.8% | 8,829 | 2.0% | 8,829 |
| 18 | AWL | 1 | 0.8% | 8,579 | 2.0% | 8,579 |
| 19 | J Smart & Co (Contractors) plc | 7 | 5.9% | 8,350 | 1.9% | 1,193 |
| 20 | East Lothian Council | 4 | 3.4% | 8,345 | 1.9% | 2,086 |

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