



Scottish Property Network Agency League Tables



Lothian Available Industrial							
Top 30 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	120	22.9%	1,468,206	23.9%	12,235	22%
2	J A Pollock	45	8.6%	230,833	3.8%	5,130	18%
3	Graham & Sibbald	31	5.9%	200,248	3.3%	6,460	23%
4	James Barr	29	5.5%	831,791	13.5%	28,682	3%
5	King Sturge	26	5.0%	264,219	4.3%	10,162	12%
6	DM Hall	25	4.8%	285,850	4.6%	11,434	16%
7	West Lothian Council	24	4.6%	55,913	0.9%	2,330	13%
8	DTZ	22	4.2%	202,961	3.3%	9,226	5%
9	City of Edinburgh Council	22	4.2%	32,117	0.5%	1,460	36%
10	J Smart & Co	21	4.0%	31,790	0.5%	1,514	0%
11	Colliers CRE	19	3.6%	543,523	8.8%	28,606	5%
12	Lambert Smith Hampton	18	3.4%	537,355	8.7%	29,853	0%
13	Jones Lang LaSalle	14	2.7%	267,199	4.3%	19,086	14%
14	First Investments	12	2.3%	39,501	0.6%	3,292	8%
15	Evans Easyspace	11	2.1%	11,838	0.2%	1,076	0%
16	Edinburgh Commercial Property	10	1.9%	31,120	0.5%	3,112	10%
17	CKD Galbraith	9	1.7%	24,494	0.4%	2,722	0%
18	BNP Paribas Real Estate	8	1.5%	299,239	4.9%	37,405	0%
19	Knight Frank	6	1.1%	207,050	3.4%	34,508	0%
20	Ness Construction	6	1.1%	27,209	0.4%	4,535	0%
21	Drivers Jonas	6	1.1%	25,779	0.4%	4,297	0%
22	McSence Workspace	6	1.1%	5,771	0.1%	962	0%
23	Savills	5	1.0%	88,107	1.4%	17,621	0%
24	Speirs Gumley	5	1.0%	36,065	0.6%	7,213	0%
25	GVA Grimley	4	0.8%	124,729	2.0%	31,182	0%
26	FT Property Consultants	4	0.8%	113,595	1.8%	28,399	25%
27	Montagu Evans	4	0.8%	72,992	1.2%	18,248	25%
28	J & E Shepherd	4	0.8%	61,745	1.0%	15,436	0%
29	Culverwell	4	0.8%	24,129	0.4%	6,032	0%
30	Midlothian Innovation Centre	4	0.8%	6,313	0.1%	1,578	25%

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Scottish Property Network Agency League Tables



Lothian Available Industrial							
Top 30 Agents by Floorspace Available (May 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	120	24.2%	1,468,206	18.8%	12,235	22%
2	CB Richard Ellis	3	0.6%	1,321,355	16.9%	440,452	0%
3	James Barr	29	5.9%	831,791	10.7%	28,682	3%
4	Colliers CRE	19	3.8%	543,523	7.0%	28,606	5%
5	Lambert Smith Hampton	18	3.6%	537,355	6.9%	29,853	0%
6	BNP Paribas Real Estate	8	1.6%	299,239	3.8%	37,405	0%
7	DM Hall	25	5.1%	285,850	3.7%	11,434	16%
8	Jones Lang LaSalle	14	2.8%	267,199	3.4%	19,086	14%
9	King Sturge	26	5.3%	264,219	3.4%	10,162	12%
10	Eric Young & Co	3	0.6%	232,140	3.0%	77,380	0%
11	J A Pollock	45	9.1%	230,833	3.0%	5,130	18%
12	Knight Frank	6	1.2%	207,050	2.7%	34,508	0%
13	DTZ	22	4.4%	202,961	2.6%	9,226	5%
14	Graham & Sibbald	31	6.3%	200,248	2.6%	6,460	23%
15	GVA Grimley	4	0.8%	124,729	1.6%	31,182	0%
16	FT Property Consultants	4	0.8%	113,595	1.5%	28,399	25%
17	Savills	5	1.0%	88,107	1.1%	17,621	0%
18	Montagu Evans	4	0.8%	72,992	0.9%	18,248	25%
19	Scottish Enterprise	2	0.4%	69,000	0.9%	34,500	50%
20	J & E Shepherd	4	0.8%	61,745	0.8%	15,436	0%
21	West Lothian Council	24	4.8%	55,913	0.7%	2,330	13%
22	Cushman & Wakefield	3	0.6%	55,855	0.7%	18,618	33%
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	8%
25	Speirs Gumley	5	1.0%	36,065	0.5%	7,213	0%
26	City of Edinburgh Council	22	4.4%	32,117	0.4%	1,460	36%
27	J Smart & Co	21	4.2%	31,790	0.4%	1,514	0%
28	Edinburgh Commercial Property	10	2.0%	31,120	0.4%	3,112	10%
29	SGP Property Consultants	2	0.4%	28,895	0.4%	14,448	0%
30	WGY Group	3	0.6%	28,042	0.4%	9,347	0%

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**Scottish Property Network
Agency League Tables**



Lothian Industrial Deals						
Top 20 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	West Lothian Council	37	22.7%	76,516	9.8%	2,068
2	Ryden	21	12.9%	78,463	10.0%	3,736
3	J A Pollock	19	11.7%	144,129	18.4%	7,586
4	James Barr	12	7.4%	79,334	10.1%	6,611
5	DTZ	9	5.5%	114,849	14.7%	12,761
6	Ashtenne	7	4.3%	35,547	4.5%	5,078
7	CKD Galbraith	7	4.3%	10,088	1.3%	1,441
8	King Sturge	6	3.7%	104,696	13.4%	17,449
9	Evans Easyspace	6	3.7%	6,054	0.8%	1,009
10	Jones Lang LaSalle	5	3.1%	62,195	8.0%	12,439
11	DM Hall	5	3.1%	11,317	1.4%	2,263
12	City of Edinburgh Council	5	3.1%	10,278	1.3%	2,056
13	J Smart & Co	4	2.5%	5,340	0.7%	1,335
14	McSence Workspace	4	2.5%	3,564	0.5%	891
15	Lambert Smith Hampton	3	1.8%	13,155	1.7%	4,385
16	Colliers CRE	3	1.8%	13,099	1.7%	4,366
17	Midlothian Innovation Centre	3	1.8%	3,284	0.4%	1,095
18	Roslin Bio Centre	3	1.8%	2,222	0.3%	741
19	Graham & Sibbald	2	1.2%	5,104	0.7%	2,552
20	Storeys: SSP	2	1.2%	2,809	0.4%	1,405

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**Scottish Property Network
Agency League Tables**



Lothian Industrial Deals						
Top 20 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	J A Pollock	19	12.3%	144,129	17.7%	7,586
2	DTZ	9	5.8%	114,849	14.1%	12,761
3	King Sturge	6	3.9%	104,696	12.9%	17,449
4	James Barr	12	7.7%	79,334	9.8%	6,611
5	Ryden	21	13.5%	78,463	9.7%	3,736
6	West Lothian Council	37	23.9%	76,516	9.4%	2,068
7	Jones Lang LaSalle	5	3.2%	62,195	7.7%	12,439
8	Ashtenne	7	4.5%	35,547	4.4%	5,078
9	Lambert Smith Hampton	3	1.9%	13,155	1.6%	4,385
10	Colliers CRE	3	1.9%	13,099	1.6%	4,366
11	Drivers Jonas	1	0.6%	12,000	1.5%	12,000
12	Andrew Reilly Associates	1	0.6%	12,000	1.5%	12,000
13	DM Hall	5	3.2%	11,317	1.4%	2,263
14	City of Edinburgh Council	5	3.2%	10,278	1.3%	2,056
15	CKD Galbraith	7	4.5%	10,088	1.2%	1,441
16	GVA Grimley	1	0.6%	10,000	1.2%	10,000
17	Pointwood	1	0.6%	8,611	1.1%	8,611
18	Evans Easyspace	6	3.9%	6,054	0.7%	1,009
19	J Smart & Co	4	2.6%	5,340	0.7%	1,335
20	Graham & Sibbald	2	1.3%	5,104	0.6%	2,552

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