



COSTAR
AGENCY AWARDS

2013

WELCOME TO THE 2013 COSTAR AGENCY AWARDS



CoStar Group is pleased to announce the winners of the 2013 Agency Awards!

Each year we recognise the top commercial property agencies, through a thorough analysis of the thousands of deals about which we collect information. In this new edition, we are announcing all markets at once and have introduced two new award categories - "top deal" and "top dealmaker" - to complement those covered before. These have been chosen by our News Editor Paul Norman working in close collaboration with the agents' community.

As the largest professional research organisation serving this industry, CoStar is uniquely positioned to track transactions and identify the top players in the market. In the last 12 months, we have aggregated data from over 4,000 UK Agents, contacting them on a 30 day cycle. We are pleased that our relationship with the industry is so strong and that we are able to add value and efficiency to this vital sector of the economy. I'm also delighted that over the past two years our News team has established a reputation for quality and accuracy to match our data products, allowing us to launch our new categories.

I congratulate this year's winners for their success and I would like to encourage every agent to engage with CoStar all year round so your activity is accurately represented in these prestigious awards. Not only is listing available space on our database one of the best ways of finding interested parties, it also shows your expertise to the growing number of owners and property companies who use our "Top Dealmakers" function to monitor who's been most active in their area. This helps them find professional advisors throughout the year, not just during the awards season.

I am sure you share the sense that we are seeing a recovery across the commercial property market and I take this opportunity to wish you every success in sharing in that forthcoming growth.

Yours Sincerely,

A stylized, handwritten signature in blue ink, appearing to read 'G. Newman'.

Giles Newman
Managing Director
CoStar Europe

LONDON CITY

- CITY CORE EAST
- CITY CORE NORTH
- CITY CORE WEST
- CITY FRINGE



EDITOR'S CHOICE



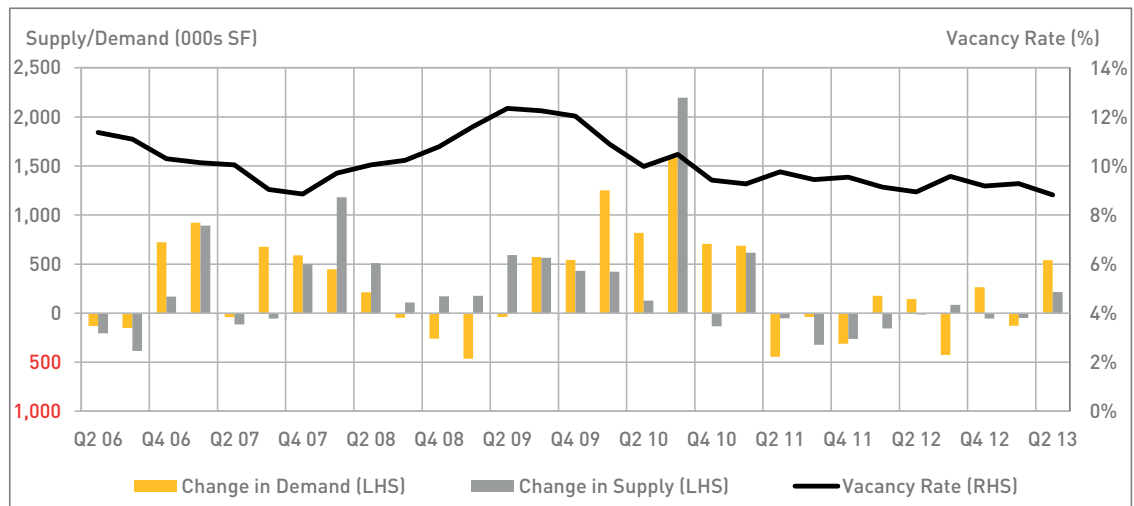
As part of the CoStar Office and Industrial Agency Awards for 2013, CoStar is introducing two new awards voted for by the readers of our essential daily news service CoStar News – the deal of the year and the dealmaker of the year in 11 key markets. These awards focused on leasing only and the year 2013 to date, as opposed to our Agency Awards which focus on the period 1st July 2012 to 30 June 2013.

What was the deal of the year and who was the dealmaker of the year in the traditional powerhouse City of London office market?

The City's occupational market has seen a return to form in 2013, with stand out lettings being Liberty Mutual's 120,000 sq ft acquisition at 20 Fenchurch Street, and law firm CMS Cameron McKenna's 170,000 sq ft letting at Hines' Cannon Place.

The most popular letting with voters was **Liberty Mutual's move to 20 Fenchurch Street**, the joint development of Canary Wharf and Land Securities. Dealmaker was **Roger Weaver of Newton Perkins** for his sterling work on behalf of Kiln and Liberty Mutual as they agreed terms at the 20 Fenchurch Street.

EYES ON THE MARKET



Only CoStar can give you instant access to analytics that are based on real-time data, not retrospective.

To spot the early signs of a trend, and act on them instantly, upgrade to CoStar Suite now.

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LONDON CITY OFFICE



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your firm ranks?*

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www.costar.co.uk/agencyawards

*Questions about this
league table?*



Contact: Lynsay Bell

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Top agents by Availability sq ft

1. CBRE Ltd	4,840,398
2. Jones Lang LaSalle	3,006,334
3. Savills (UK) Limited	2,747,602
4. DTZ	2,398,558
5. Cushman & Wakefield LLP	1,813,997

Top agents by No. Instructions

1. Jones Lang LaSalle	85
2. CBRE Ltd	70
3. DTZ	53
4. Savills (UK) Limited	44
5. Newton Perkins LLP	38

Top agents by Disposals sq ft

1. CBRE Ltd	1,673,641
2. Jones Lang LaSalle	1,650,426
3. DTZ	804,262
4. Savills (UK) Limited	739,975
5. Knight Frank LLP	642,399

Top agents by Acquisitions sq ft

1. CBRE Ltd	834,575
2. Cushman & Wakefield LLP	439,515
3. Jones Lang LaSalle	323,742
4. Newton Perkins LLP	165,451
5. Knight Frank LLP	152,439

Top agents by Total Value of Lease Transactions (£ PA)

1. CBRE Ltd	77,758,958
2. Jones Lang LaSalle	75,261,784
3. Cushman & Wakefield LLP	34,253,651
4. Knight Frank LLP	29,883,800
5. DTZ	29,446,693

Deal data based on deals completed 1st July 2012 – 30th June 2013. Availability data based on listings within Costar's database at time of print

LONDON CITY

TOP AGENTS BY AVAILABILITY SQ. FT.

Deal data based on deals completed 1st July 2012 – 30th June 2013.

Availability data based on listings within CoStar's database at time of print.

For all market boundaries and definitions please visit www.costar.co.uk/agencyawards

POSITION	COMPANY	AVAILABILITY SQ. FT.
1	CBRE LTD	4,840,398
2	JONES LANG LASALLE	3,006,334
3	SAVILLS (UK) LIMITED	2,747,602
4	DTZ	2,398,558
5	CUSHMAN & WAKEFIELD LLP	1,813,997
6	KNIGHT FRANK LLP	1,350,523
7	BNP PARIBAS REAL ESTATE UK	910,223
8	GM REAL ESTATE	599,517
9	ALLSOP LLP	585,507
10	INGLEBY TRICE	465,209
11	DELOITTE REAL ESTATE	398,921
12	THOMPSON YATES	388,349
13	NEWTON PERKINS LLP	373,203
14	GRYPHON PROPERTY PARTNERS	292,010
15	HALL KEMP LLP	214,040
16	GVA	194,666
17	HATTON REAL ESTATE LTD	156,075
18	H2SO LLP	153,390
19	GERALD EVE	137,722
20	STRUTT & PARKER	130,130
21	DRON & WRIGHT	121,622
22	JAMES ANDREW INTERNATIONAL	102,657
23	AOS STUDLEY	95,381
24	RICHARD SUSSKIND & CO	94,661
25	LOC8 COMMERCIAL	74,274
26	ANTON PAGE LLP	67,199
27	CHAPMAN BATES	64,041
28	MONMOUTH DEAN LLP	57,837
29	COLLIERS INTERNATIONAL	47,745
30	FRASER CRE LTD	42,050
31	DANIEL WATNEY	40,500
32	MATTHEWS & GOODMAN LLP	36,205
33	KINNEY GREEN	36,144
34	BBG REAL ESTATE ADVISERS	34,358
35	GOODSIR COMMERCIAL LTD	32,503
36	BAILEY WATKINS LLP	30,478
37	OREGA LIMITED	26,097
38	THE PILCHER HERSHMAN PARTNERSHIP	23,250
39	PETER GALAN & CO	22,485
40	CLUTTONS LLP	18,500
41	COPPING JOYCE	18,455
42	HILLER & PARTNERS	16,428
43	STIRLING ACKROYD	15,541
44	FAREBROTHER	14,455
45	PEARL & COUTTS	14,260
46	HEXELL WYLIE	13,023

LONDON CITY – TOP AGENTS BY AVAILABILITY SQ. FT.

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LONDON CITY

TOP AGENTS BY NO. INSTRUCTIONS

Deal data based on deals completed 1st July 2012 – 30th June 2013.

Availability data based on listings within CoStar's database at time of print.

For all market boundaries and definitions please visit www.costar.co.uk/agencyawards

POSITION	COMPANY	NO. INSTRUCTIONS
1	JONES LANG LASALLE	85
2	CBRE LTD	70
3	DTZ	53
4	SAVILLS (UK) LIMITED	44
5	NEWTON PERKINS LLP	38
6	INGLEBY TRICE	31
7	ALLSOP LLP	30
8	BNP PARIBAS REAL ESTATE UK	29
9	HALL KEMP LLP	27
10	CUSHMAN & WAKEFIELD LLP	26
11	HATTON REAL ESTATE LTD	25
12	KNIGHT FRANK LLP	24
12	THOMPSON YATES	24
14	ANTON PAGE LLP	17
16	DELOITTE REAL ESTATE	16
16	STRUTT & PARKER	16
18	GVA	15
19	GOODSIR COMMERCIAL LTD	12
19	RICHARD SUSSKIND & CO	12
19	PEARL & COUTTS	12
22	KINNEY GREEN	11
22	MATTHEWS & GOODMAN LLP	11
24	DANIEL WATNEY	9
24	GRYPHON PROPERTY PARTNERS	9
26	DRON & WRIGHT	8
26	MONMOUTH DEAN LLP	8
26	STIRLING ACKROYD	8
29	BBG REAL ESTATE ADVISERS	7
29	CHAPMAN BATES	7
29	COLLIERS INTERNATIONAL	7
29	CURRELL COMMERCIAL	7
33	FIDENS LLP	6
33	MASONS PROPERTY ADVISORS CITY	6
36	AOS STUDLEY	5
36	COPPING JOYCE	5
36	STRETTONS LTD CHARTERED SURVEYORS	5
36	TARN AND TARN LTD	5
40	FAREBROTHER	4
40	FYFE MCDADE	4
40	GERALD EVE	4
40	GM REAL ESTATE	4
40	H2SO LLP	4
40	HEXELL WYLIE	4
46	CLUTTONS LLP	3
46	JAMES ANDREW INTERNATIONAL	3
46	LOC8 COMMERCIAL	3

LONDON CITY – TOP AGENTS BY NO. INSTRUCTIONS

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LONDON CITY

TOP AGENTS BY DISPOSALS SQ. FT.

Deal data based on deals completed 1st July 2012 – 30th June 2013.

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POSITION	COMPANY	DISPOSALS SQ. FT.
1	CBRE LTD	1,673,641
2	JONES LANG LASALLE	1,650,426
3	DTZ	804,262
4	SAVILLS (UK) LIMITED	739,975
5	KNIGHT FRANK LLP	642,399
6	ANTON PAGE LLP	363,908
7	CUSHMAN & WAKEFIELD LLP	327,999
8	DELOITTE REAL ESTATE	282,184
9	ALLSOP LLP	276,175
10	CHASE & PARTNERS LLP	198,108
11	RICHARD SUSSKIND & CO	160,089
12	HATTON REAL ESTATE LTD	113,898
13	BNP PARIBAS REAL ESTATE UK	109,779
14	GVA	108,215
15	GERALD EVE	108,142
16	NEWTON PERKINS LLP	96,982
17	INGLEBY TRICE	95,420
18	HALL KEMP LLP	89,140
19	STRUTT & PARKER	83,550
20	KINNEY GREEN	72,046
21	THE PILCHER HERSHMAN PARTNERSHIP	64,144
22	COLLIERS INTERNATIONAL	59,295
23	FAREBROTHER	54,122
24	MONMOUTH DEAN LLP	54,042
25	STIRLING ACKROYD	51,225
26	GOODSIR COMMERCIAL LTD	49,253
27	GM REAL ESTATE	42,557
28	THOMPSON YATES	42,284
29	DOMINION CORPORATE SERVICES LTD	41,528
30	MATTHEWS & GOODMAN LLP	40,298
31	MASONS PROPERTY ADVISORS CITY	37,949
32	DANIEL WATNEY	37,637
33	SPRING4 LTD	36,980
34	STRETTONS LTD CHARTERED SURVEYORS	36,288
35	FIDENS LLP	32,940
36	DRON & WRIGHT	32,356
37	BBG REAL ESTATE ADVISERS LLP	30,492
38	JARVIS KELLER STEPHENS LTD	28,960
39	FEINER DE SMITH	25,600
40	CURRELL COMMERCIAL	24,757
41	CHAPMAN BATES	20,539
42	COPPING JOYCE	15,009
43	GRYPHON PROPERTY PARTNERS	13,299
44	FYFE MCDADE	12,682
45	EDDISONS COMMERCIAL LTD	12,275
46	BDG SPARKES PORTER	11,348

LONDON CITY – TOP AGENTS BY DISPOSALS SQ. FT.

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LONDON CITY

TOP AGENTS BY ACQUISITIONS SQ. FT.

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POSITION	COMPANY	ACQUISITIONS SQ. FT.
1	CBRE LTD	834,575
2	CUSHMAN & WAKEFIELD LLP	439,515
3	JONES LANG LASALLE	323,742
4	NEWTON PERKINS LLP	165,451
5	KNIGHT FRANK LLP	152,439
6	DEVONO PROPERTY LTD	148,262
7	SAVILLS (UK) LIMITED	133,262
8	DTZ	100,129
9	GL HEARN LTD	92,429
10	DELOITTE REAL ESTATE	88,336
11	ALLSOP LLP	85,464
12	COLLIERS INTERNATIONAL	84,673
13	STRUTT & PARKER	69,041
14	DRON & WRIGHT	60,807
15	GRYPHON PROPERTY PARTNERS	50,331
16	HEXELL WYLIE	47,693
17	GM REAL ESTATE	46,138
18	HATTON REAL ESTATE LTD	34,766
19	INGLEBY TRICE	31,678
20	BNP PARIBAS REAL ESTATE UK	30,700
21	CUMMINGS COMMERCIAL LTD	25,511
22	CAPITA SYMONDS	24,399
23	XANDER INVESTMENTS	24,108
24	LAMBERT SMITH HAMPTON LTD	23,643
25	CHAPMAN BATES	22,422
26	MONMOUTH DEAN LLP	13,107
27	OSTROUMOFF	13,013
28	MELLERSH & HARDING	11,416
29	DANIEL WATNEY	11,414
30	ANN WALSH ASSOCIATES	11,373
31	HALL KEMP LLP	10,950
32	FAREBROTHER	10,803
33	AOS STUDLEY	9,741
34	BBG REAL ESTATE ADVISERS LLP	9,588
35	HMC SURVEYORS LTD	9,216
36	ANTON PAGE LLP	8,115
37	PEERS PROPERTY CONSULTANCY LTD	7,795
38	STUDLEY (UK) LTD	6,968
39	STONEWAY REAL ESTATE LTD	6,781
40	MORGAN PRYCE LTD	6,778
41	THIRD SECTOR PROPERTY LTD	6,637
42	MONTAGU EVANS LLP	6,470
43	SAVOY STEWART	6,442
44	CORE REALTY	6,405
45	ASHWELL ROGERS	6,243
46	SHOREDITCH OFFICE SPACE	5,766

LONDON CITY - TOP AGENTS BY ACQUISITIONS SQ. FT.

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LONDON CITY

TOP AGENTS BY TOTAL VALUE OF LEASE TRANSACTIONS (£ PA)

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POSITION	COMPANY	VALUE OF LEASE TRANSACTIONS (£ PA)
1	CBRE LTD	77,758,958
2	JONES LANG LASALLE	75,261,784
3	CUSHMAN & WAKEFIELD LLP	34,253,651
4	KNIGHT FRANK LLP	29,883,800
5	DTZ	29,446,693
6	SAVILLS (UK) LIMITED	20,209,325
7	DELOITTE REAL ESTATE	9,683,613
8	ALLSOP LLP	8,749,712
9	NEWTON PERKINS LLP	7,688,830
10	GL HEARN LTD	5,314,668
11	BNP PARIBAS REAL ESTATE UK	4,540,970
12	DEVONO PROPERTY LTD	4,267,274
13	HATTON REAL ESTATE LTD	4,151,920
14	GVA	3,296,829
15	STRUTT & PARKER	3,286,219
16	THE PILCHER HERSHMAN PARTNERSHIP	3,244,444
17	GERALD EVE	3,052,529
18	COLLIERS INTERNATIONAL	2,937,590
19	INGLEBY TRICE	2,603,785
20	ANTON PAGE LLP	2,262,059
21	SPRING4 LTD	1,789,770
22	HALL KEMP LLP	1,356,803
23	BBG REAL ESTATE ADVISERS LLP	1,269,049
24	RICHARD SUSSKIND & CO	1,170,513
25	CAPITA SYMONDS	1,117,814
26	FAREBROTHER	1,100,878
27	LAMBERT SMITH HAMPTON LTD	913,965
28	MONMOUTH DEAN LLP	854,733
29	STIRLING ACKROYD	807,782
30	KINNEY GREEN	745,267
31	MASONS PROPERTY ADVISORS CITY	722,902
32	CHAPMAN BATES	644,609
33	JARVIS KELLER STEPHENS LTD	576,267
34	FEINER DE SMITH	573,550
35	HEXELL WYLIE	569,833
36	THOMPSON YATES	532,711
37	EDDISONS COMMERCIAL LTD	527,825
38	CUMMINGS COMMERCIAL LTD	517,320
39	DANIEL WATNEY	512,320
40	OSTROUMOFF	475,695
41	FIDENS LLP	442,520
42	DRON & WRIGHT	410,668
43	GRYPHON PROPERTY PARTNERS	408,720
44	STRETTONS LTD CHARTERED SURVEYORS	358,239
45	ANN WALSHE ASSOCIATES	335,504
46	ASHWELL ROGERS	332,485

LONDON CITY – TOP AGENTS BY TOTAL VALUE OF LEASE TRANSACTIONS (£ PA)

47	MELLERSH & HARDING	330,855
48	HANOVER GREEN LLP	298,500
49	ANDREWS DENFORD & BOYD	297,500
50	STUDLEY (UK) LTD	284,375
51	MATTHEWS & GOODMAN LLP	276,442
52	MONTAGU EVANS LLP	269,602
53	AOS STUDLEY	243,525
54	GOODSIR COMMERCIAL LTD	217,283
55	MORGAN PRYCE LTD	203,929
56	HMC SURVEYORS LTD	198,144
57	STONEWAY REAL ESTATE LTD	196,774
58	KENINGTONS	196,395
59	SAVOY STEWART	186,818
60	EDWARD CHARLES & PARTNERS LLP	186,347
61	CORE REALTY	160,125
62	D E & J LEVY LLP	155,650
63	XANDER INVESTMENTS	155,585
64	THE LORENZ CONSULTANCY	148,200
65	REM ROBERTS	144,024
66	THIRD SECTOR PROPERTY LTD	143,555
67	HANLON BENNETT	126,237
68	GC2 PROPERTY	119,553
69	PEERS PROPERTY CONSULTANCY LTD	116,925
70	HOWELL BROOKS	107,306
71	KUSHNER	106,983
72	CURRELL COMMERCIAL	106,632
73	AITCHISON RAFFETY	105,732
74	HEATHER SMITH COMMERCIAL LTD	92,115
75	DAVID MENZIES ASSOCIATES	91,884
76	GALE PRIGGEN & COMPANY	91,113
77	HURFORD SALVI CARR	70,982
78	H2SO LLP	65,892
79	FREDERICK HOLT & CO	65,250
80	PEARL & COUTTS	61,922
81	COPPING JOYCE	61,382
82	ROBERT BEBINGTON & CO	60,983
83	TARN AND TARN LTD	60,143
84	SHOREDITCH OFFICE SPACE	49,920
85	BDG SPARKES PORTER	45,150
86	GEORGE TROLLOPE	41,055
87	SINT & CO	40,820
88	EDWARD SYMMONS LLP	34,818
89	HARRISON LEGGETT	29,250
90	HIGHVIEW ESTATES LTD	24,990
91	FIELD & SONS	24,748
92	PAUL BELCHAK & CO	20,507
93	CROSSLAND OTTER HUNT	19,998
94	REALITY PROPERTIES	17,501
95	EQUIPE REAL ESTATE ADVISORS	11,925
96	FYFE MCDADE	10,800
97	MARCHMONT CHARTERED SURVEYORS	9,998

NEW

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