

The EG⁺ Deals

Competition 2018



THE UK'S MOST ACTIVE AGENTS 2018

CBRE has made it a hat trick of wins as the UK's most active agent, striking more deals across the country than anyone else for the third consecutive year.

The figures are based on Radius Data Exchange provide a detailed breakdown of 2018's full-year transaction volumes on both national and regional levels and across various different property types.

In a year of significant political and economic tumult, it is perhaps surprising how most regions and sectors have gone unchanged on 2017. CBRE remains top in offices and retail nationwide and has also maintained its lead in the ultra-competitive London market. Of 12 regions around the UK, only three have seen a change at the top of the rankings.

However, this is not to say there have not been some notable movements. JLL, which has finished in fourth overall for the previous

three years, has risen to second place and is now providing CBRE with its stiffest competition. JLL is also the country's top dog in industrial deal volumes after trading places with Lambert Smith Hampton at the head of that particular table.

Meanwhile, Cushman & Wakefield has risen from third in 2017 to become 2018's most active agent in investments. In leisure and hotels, Fleurets has maintained the lead over Christie & Co which it established for the first time in 2017.

Around the regions, Bradley Hall has finished top in the North East for the first time, while Lambert Smith Hampton has regained the top spot in Wales and Bulleys has won back its crown in the West Midlands.

Many thanks to all companies which submitted deals.

NATIONAL RESULTS

OVERALL LETTINGS

1. CBRE
2. JLL
3. Cushman & Wakefield
4. Savills
5. Lambert Smith Hampton

OFFICES

1. CBRE
2. Cushman & Wakefield
3. JLL
4. Knight Frank
5. Savills

RETAIL

1. CBRE
2. Savills
3. Lambert Smith Hampton
4. Christie & Co
5. Cushman & Wakefield

INDUSTRIAL

1. JLL
2. Lambert Smith Hampton
3. Knight Frank
4. Colliers
5. Cushman & Wakefield

INVESTMENT

1. Cushman & Wakefield
2. Knight Frank
3. Savills
4. JLL
5. CBRE

LEISURE/HOTELS

1. Fleurets
2. Christie & Co
3. Colliers
4. Davis Coffey Lyons
5. Everard Cole

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EAST MIDLANDS

OVERALL WINNER: **FHP PROPERTY CONSULTANTS**

FHP Property Consultants triumphed once more in the East Midlands thanks to sterling work in retail, industrial and investments and it even managed to top the rankings in leisure & hotels. However, it did not have it all its own way as Innes England reclaimed its title in offices in what was a strong year for the regional specialists.

OFFICE

1. Innes England
2. FHP
3. Wells McFarlane
4. BB&J
5. TDB Real Estate

INDUSTRIAL

1. FHP
2. Innes England
3. Lambert Smith Hampton
4. Drake Commercial
5. PPH Commercial

LEISURE/HOTELS

1. FHP
2. Fleurets
3. Christie & Co

RETAIL

1. FHP
2. Innes England
3. Banks Long & Co
4. Lambert Smith Hampton
5. Underwoods

INVESTMENT

1. FHP
2. Innes England
3. Banks Long & Co
4. Knight Frank
5. Savills

GREATER LONDON

OVERALL WINNER: **CBRE**

CBRE is once again the capital's most active agent although it did not retain its lead in the office market where Colliers International is now king. JLL rose one position on the previous year to go top in industrial while in investments – where volumes are significantly higher than elsewhere in the country – Cushman & Wakefield came from outside the top five to finish in pole position. Davis Coffey Lyons remains London's most active leisure & hotel specialist.

OFFICE

1. Colliers International
2. Cushman & Wakefield
3. CBRE
4. JLL
5. Knight Frank

INDUSTRIAL

1. JLL
2. Altus Group
3. Colliers International
4. dohertybaines
5. Telsar

LEISURE/HOTELS

1. Davis Coffey Lyons
2. Fleurets
3. Christie & Co

RETAIL

1. CBRE
2. Savills
3. Cushman & Wakefield
4. Brasier Freeth
5. DMA

INVESTMENT

1. Cushman & Wakefield
2. CBRE
3. Savills (UK)
4. JLL
5. Knight Frank

NORTH WEST

OVERALL WINNER: **CBRE**

CBRE remains the North West's most active agent thanks largely to its sterling performance in the office sector, which is no mean feat given how competitive the Manchester market is. Lambert Smith Hampton and B8 Real Estate have maintained their respective leads in retail and industrial while Robert Pinkus has come from outside the previous year's top five to top the investment table.

OFFICE

1. CBRE
2. Legat Owen
3. BE Group
4. JLL
5. Cushman & Wakefield

INDUSTRIAL

1. B8 Real Estate
2. Robert Pinkus & Co
3. JLL
4. Taylor Weaver
5. Legat Owen

LEISURE/HOTELS

1. Fleurets
2. Colliers International
3. Christie & Co

RETAIL

1. Lambert Smith Hampton
2. Mason Owen
3. Legat Owen
4. Hitchcock Wright & Partners
5. CBRE

INVESTMENT

1. Robert Pinkus & Co
2. Cushman & Wakefield
3. Duxburys Commercial
4. CBRE
5. Colliers International

EAST OF ENGLAND

OVERALL WINNER: **BARKER STOREY MATTHEWS**

Barker Storey Matthews has not just maintained its lead as the East Of England's most active agent but has added the retail honours to the office, industrial and investment titles it won in 2017. It is a region that is providing slim pickings for the national players with none managing to finish higher than fifth in any sector.

OFFICE

1. Barker Storey Matthews
2. Bidwells
3. Cheffins
4. Roche Chartered Surveyors
5. Penn Commercial

INDUSTRIAL

1. Barker Storey Matthews
2. Bidwells
3. Roche Chartered Surveyors
4. Arnolds Keys
5. Savills

LEISURE/HOTELS

1. Fleurets
2. Everard Cole
3. Christie & Co

RETAIL

1. Barker Storey Matthews
2. Roche Chartered Surveyors
3. Brown & Co
4. Arnolds Keys
5. CBRE

INVESTMENT

1. Barker Storey Matthews
2. Penn Commercial
3. Peter Colby Commercial
4. Cripps Commercial
5. Carter Jonas

NORTH EAST

OVERALL WINNER: **BRADLEY HALL**

Bradley Hall continued its upward momentum of 2017 with another excellent year in the retail sector which, when combined with solid showings in industrial and investments, was enough to see it take the North East overall title for the first time. There is consolation for last year's winner, Sanderson Weatherall, as it has risen to finish top in offices while Knight Frank moved up one place to head the industrial rankings.

OFFICE

1. Sanderson Weatherall
2. Naylor
3. Connect Property North East
4. Knight Frank
5. Gavin Black & Partners

INDUSTRIAL

1. Knight Frank
2. Connect Property North East
3. Bradley Hall
4. Naylor
5. Sanderson Weatherall

LEISURE/HOTELS

1. Fleurets
2. Christie & Co
3. Sanderson Weatherall

RETAIL

1. Bradley Hall
2. Sanderson Weatherall
3. Connect Property North East
4. Greig Cavey Commercial
5. Carver Commercial

INVESTMENT

1. Bradley Hall
2. Knight Frank
3. Sanderson Weatherall
4. Johnson Tucker
5. Cushman & Wakefield

NORTHERN IRELAND

OVERALL WINNER: **LAMBERT SMITH HAMPTON**

It was another strong showing from Lambert Smith Hampton, which has ruled the roost in Northern Ireland since its takeover of BTW Shiells almost five years ago. However, it could not complete a clean sweep of honours as once again the office title escaped its grasp, this time with McConnell Chartered Surveyors making its debut in the region's office rankings in top position.

OFFICE

1. McConnell Chartered Surveyors
2. Lambert Smith Hampton
3. CBRE
4. O'Connor Kennedy Turtle
5. McKibbin Commercial

INDUSTRIAL

1. Lambert Smith Hampton
2. McConnell Chartered Surveyors
3. Lisney
4. Osborne King
5. Campbell Cairns
6. O'Connor Kennedy Turtle

LEISURE/HOTELS

1. Lambert Smith Hampton
1. McKibbin Commercial
3. O'Connor Kennedy Turtle

RETAIL

1. Lambert Smith Hampton
2. CBRE
3. McConnell Chartered Surveyors
4. Lisney
5. Frazer Kidd & Partners

INVESTMENT

1. Lambert Smith Hampton
2. Lisney
3. O'Connor Kennedy Turtle
4. Osborne King
5. Savills



SCOTLAND

OVERALL WINNER: **RYDEN**

Very much business as usual in Scotland as Ryden remains the most active agent overall thanks by and large to its performance in the office and industrial sectors, while Shepherd Commercial has maintained its traditional lead in retail. The only change comes in investments, where Shepherd Commercial has risen to the top spot.

OFFICE

1. Ryden
2. JLL
3. Shepherd Commercial
4. Knight Frank
5. Cushman & Wakefield

INDUSTRIAL

1. Ryden
2. Colliers International
3. Shepherd Commercial
4. Graham & Sibbald
5. JLL

LEISURE/HOTELS

1. Christie & Co
2. Shepherd Commercial
3. CDLH Surveyors

RETAIL

1. Shepherd Commercial
2. Eric Young & Co
3. Savills
4. CBRE
5. Graham & Sibbald

INVESTMENT

1. Shepherd Commercial
2. Graham & Sibbald
3. JLL
4. Knight Frank
5. Ryden

SOUTH EAST (EXC LONDON)

OVERALL WINNER: **LAMBERT SMITH HAMPTON**

Lambert Smith Hampton is once more dominant in its Home Counties heartland thanks to another excellent showing in the region's office sector. However, there is an impressive new kid on the block in the shape of Fenn Wright which has topped the industrial rankings and finished second in offices which suggests the national may have a fight on its hands as it looks to retain its overall title this year.

OFFICE

1. Lambert Smith Hampton
2. Fenn Wright
3. Kirkby & Diamond
4. Bidwells
5. Brasier Freeth

INDUSTRIAL

1. Fenn Wright
2. JLL
3. Lambert Smith Hampton
4. Kirkby & Diamond
5. Curchod & Co

LEISURE/HOTELS

1. Fleurets
2. Christie & Co
3. Davis Coffey Lyons

RETAIL

1. CBRE
2. Flude Commercial
3. Ayers & Cruiks
4. Brasier Freeth
5. Cradick Retail

INVESTMENT

1. Knight Frank
2. Cushman & Wakefield
3. Gerald Eve
4. Savills
5. Colliers International

SOUTH WEST

OVERALL WINNER: **ALDER KING**

A baby born at the start of Alder King's winning streak in the South West would now be old enough to vote, such is the regional specialist's position of strength. Once again, it was unassailable in the office and industrial markets and, to cap a great year for local players, Stratton Creber finished top in retail and investments. Christie & Co maintained a lead in the region's highly-prized leisure and hotel sector.

OFFICE

1. Alder King
2. Stratton Creber
3. Savills
4. Burston Cook
5. Goadsby

INDUSTRIAL

1. Alder King
2. Goadsby
3. Stratton Creber
4. Myddelton & Major
5. Greenslade Taylor Hunt

LEISURE/HOTELS

1. Christie & Co
2. Bettsworths Chartered Surveyors
3. Miller Commercial

RETAIL

1. Stratton Creber
2. Miller Commercial
3. CBRE
4. Goadsby
5. Bettsworths

INVESTMENT

1. Stratton Creber
2. Miller Commercial
3. Goadsby
4. Alder King
5. Hartnell Taylor Cook

WALES

OVERALL WINNER: **LAMBERT SMITH HAMPTON**

The Welsh market remains the one most prone to change in these rankings and for the fourth year running the incumbent overall title holder could not hang onto its lead. It means Lambert Smith Hampton is now the province's most active agent - claiming back a title it last won in 2015 - despite not topping any of the individual sectors. Savills has risen to top spot in offices, while EJ Hales and Jenkins Best maintain their respective retail and industrial leads.

OFFICE

1. Savills
2. Knight Frank
3. Lambert Smith Hampton
4. Cooke & Arkwright
5. Fletcher Morgan

INDUSTRIAL

1. Jenkins Best
2. Cushman & Wakefield
3. Lambert Smith Hampton
4. Legat Owen
5. Cooke & Arkwright
5. Knight Frank

LEISURE/HOTELS

1. Christie & Co
2. EJ Hales
3. St Davids Commercial
3. Fleurets

RETAIL

1. EJ Hales
2. Cooke & Arkwright
3. St Davids Commercial
4. CBRE
5. Fletcher Morgan

INVESTMENT

1. Savills
2. Knight Frank
3. Cushman & Wakefield
4. Fletcher Morgan
5. St Davids Commercial

WEST MIDLANDS

OVERALL WINNER: **BULLEYS**

Once again, the key to finishing first in the West Midlands has come down to the showing in the industrial sector; such is its importance to the region. Bullelys has overtaken Harris Lamb in the industrial rankings and, in the process, also overtaken it overall to become the West Midland's most active agent. Savills remains top in offices, where the Birmingham market has been heating up, and Cushman & Wakefield maintains its retail lead.

OFFICE

1. Savills
2. Cushman & Wakefield
3. KWB
4. GVA (Now Trading as Avison Young)
5. CBRE

INDUSTRIAL

1. Bullelys
2. Harris Lamb
3. Fisher German
4. Darby Keye Property
5. John Truslove

LEISURE/HOTELS

1. Fleurets
2. Christie & Co
3. Colliers International

RETAIL

1. Cushman & Wakefield
2. Burley Browne
3. CBRE
4. Creative Retail
5. Towler Shaw Roberts

INVESTMENT

1. Bromwich Hardy
2. Bullelys
3. Towler Shaw Roberts
4. Harris Lamb
5. Knight Frank

YORKSHIRE & HUMBERSIDE

OVERALL WINNER: **CARTER TOWLER**

Carter Towler has established itself as Yorkshire's pre-eminent deal striker with its fourth successive overall win, maintaining the previous year's top spot in industrial and finishing second in offices and retail. Knight Frank remains the region's most active office agent while CBRE has upped its retail game considerably, rising from fifth in 2017 to first this time round.

OFFICE

1. Knight Frank
2. Carter Towler
3. PPH Commercial
4. JLL
5. WSB Property Consultants

INDUSTRIAL

1. Carter Towler
2. Knight Frank
3. PPH Commercial
4. Commercial Property Partners
5. Fernie Greaves

LEISURE/HOTELS

1. Fleurets
2. Christie & Co
3. Savills

RETAIL

1. CBRE
2. Carter Towler
3. PPH Commercial
4. Starkeys Commercial
5. Savills

INVESTMENT

1. Knight Frank
2. Cushman & Wakefield
3. Carter Towler
4. CBRE
5. Savills