

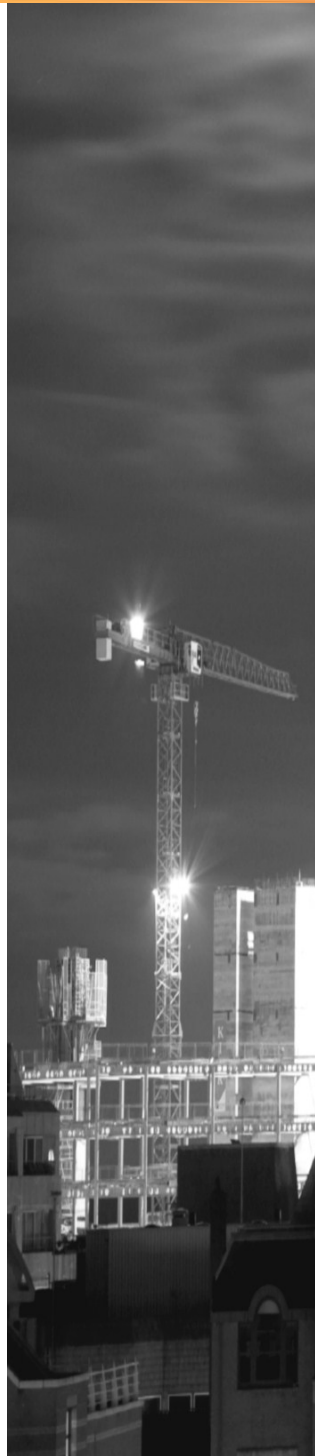


The Serviced Office Review

officebroker.com

Thames Valley

Q3 2011



The Serviced Office Review - Thames Valley, Q3 2011

The Serviced Office Review series of reports catalogues the trends within the serviced office market in the UK on a quarterly basis. The reports are available on both a national and a regional basis

The Serviced Office Review focuses on:

The supply of and demand for serviced office space - In terms of the number of enquiries, the size and shape of those enquiries and the rate of new office space take-up

New Serviced Office Tenants (SOTs) - In terms of workstation prices and initial licence length commitment

This report details activity within the Thames Valley region, providing comparisons between Q3 11 & Q3 10, year-to-date activity and annual data compiled by officebroker.com in 2010.



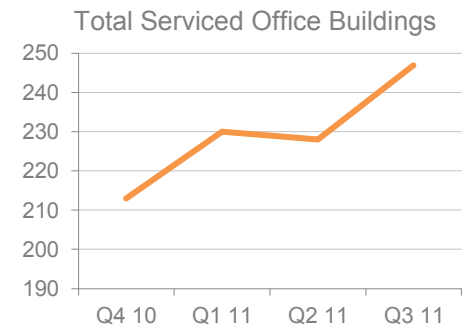
officebroker.com defines the Thames Valley region as areas located within the following postcode prefixes:

RG, GU, SL, TW, UB

Thames Valley - Serviced Office Space Supply

The number of serviced office buildings in the Thames Valley region registered with officebroker.com was 247 in Q3 2011.

This accounts for 9% of the total UK office space supply available through the officebroker.com service.



Thames Valley Overview: Q3 11 vs. Q3 10

Demand for Office Space:

Enquiry levels decreased by 3%

Office Space Take Up:

The number of newly signed serviced office tenants (S.O.Ts) decreased by 7%

Workstation Volumes:

The average number of workstations (wks) per S.O.T fell from 5.3 wks to 3.7 wks

Workstation Price:

The average price per workstation increased from £257.00 to £291.00

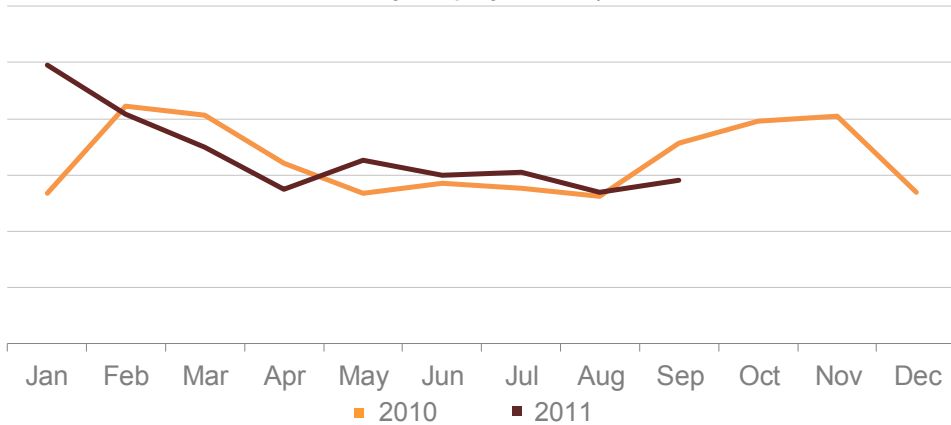
Commitment to Office Space:

The average licence length signed by new S.O.Ts decreased from 10.1 months to 7.7 months.



Thames Valley - Demand for Serviced Office Space

Thames Valley Enquiry Levels | 2010 vs. 2011



% CHANGE IN Q3 11 vs. Q3 10		
Jul	Aug	Sep
10%	3%	-19%
OVERALL CHANGE: -3%		

Thames Valley Q3 11 Overview:

Enquiry levels across the Thames Valley region decreased by 3% during Q3 11 when compared to the same 3 month period of 2010.

Thames Valley YTD Overview:

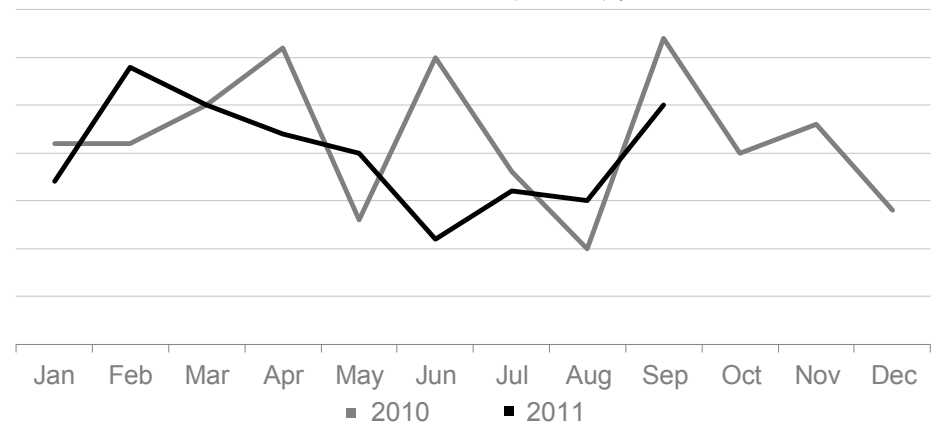
Enquiry levels across the Thames Valley region were 5% higher between January - September 2011 when compared to the same 9 month period of 2010.

UK Market Snapshot Q3 11:

Enquiry levels decreased by 3% across the UK during Q3 11 when compared to Q3 10.

Thames Valley - Serviced Office Space Take-Up

New Serviced Office Tenants (S.O.Ts) | 2010 vs. 2011



% CHANGE IN Q3 11 vs. Q3 10		
Jul	Aug	Sep
-11%	50%	-22%
OVERALL CHANGE: -7%		

Thames Valley Q3 11 Overview:

New S.O.T levels across the Thames Valley region were 7% lower during Q3 11 when compared to Q3 10.

Thames Valley YTD Overview:

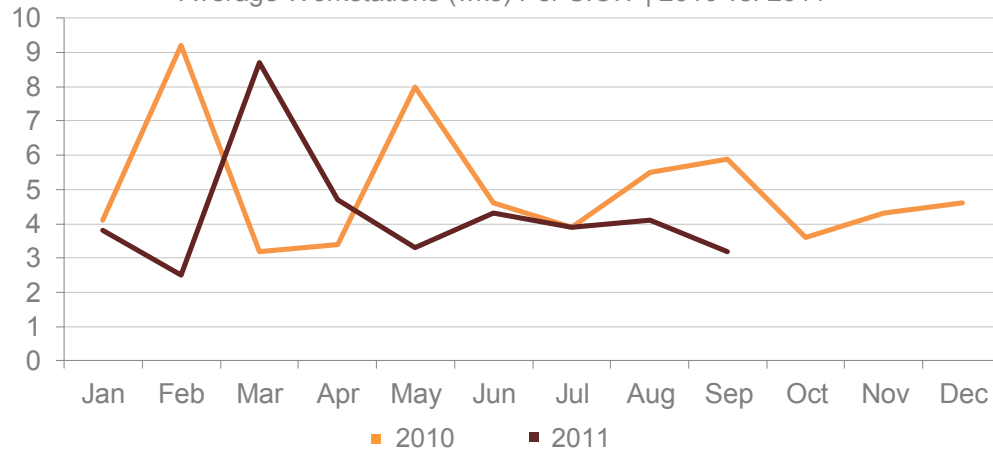
New S.O.T levels across the Thames Valley region were 11% lower overall during the opening 9 months of 2011 when compared to the same period of 2010.

UK Market Snapshot Q3 11:

New S.O.T Levels were 4% lower across the UK during Q3 11 compared to Q3 10.

Thames Valley - Size & Shape of New S.O.Ts

Average Workstations (wks) Per S.O.T | 2010 vs. 2011



WKS TAKE-UP: Q3 11

Jul	Aug	Sep
3.9 wks	4.1 wks	3.2 wks
Q3 11 AVERAGE: 3.7 workstations		

Thames Valley Q3 11 Overview:

Average wks take-up per S.O.T across the Thames Valley region decreased, falling from 5.1 wks in Q3 10 to 3.7 wks during Q3 11.

Thames Valley YTD Overview:

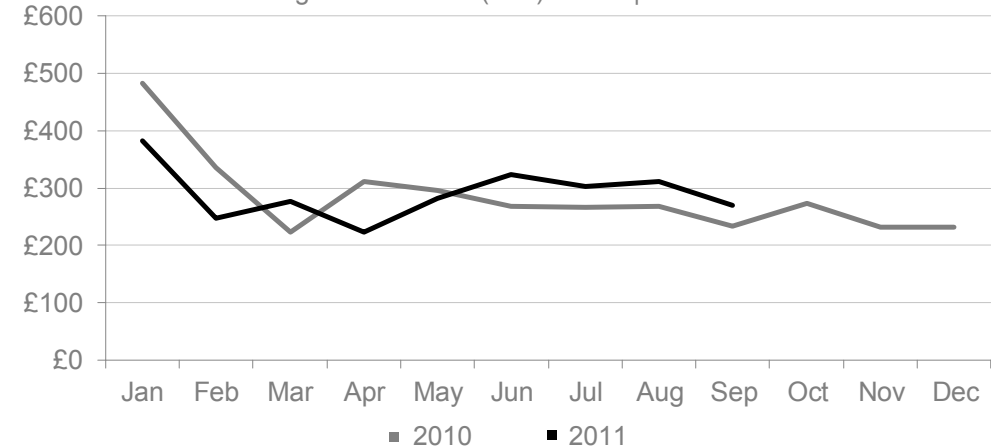
Average wks take-up per S.O.T across the Thames Valley region decreased overall, falling from 5.3 wks in 2010 to 4.2 wks in the same 9 month period of 2011.

UK Market Snapshot Q3 11:

Average wks take-up per S.O.T increased across the UK, rising from 4 wks in Q3 10 to 4.6 wks during Q3 11.

Thames Valley - Cost of Serviced Office Space

Average Workstation (wks) Prices | 2010 vs. 2011



WKS PRICE: Q3 11

Jul	Aug	Sep
£303.00	£311.00	£270.00
Q3 11 AVERAGE: £291.00		

Thames Valley Q3 11 Overview:

The average wks price across the Thames Valley region increased by £34.00 (13%), rising from £257.00 in Q3 10 to £291.00 in Q3 11.

Thames Valley YTD Overview:

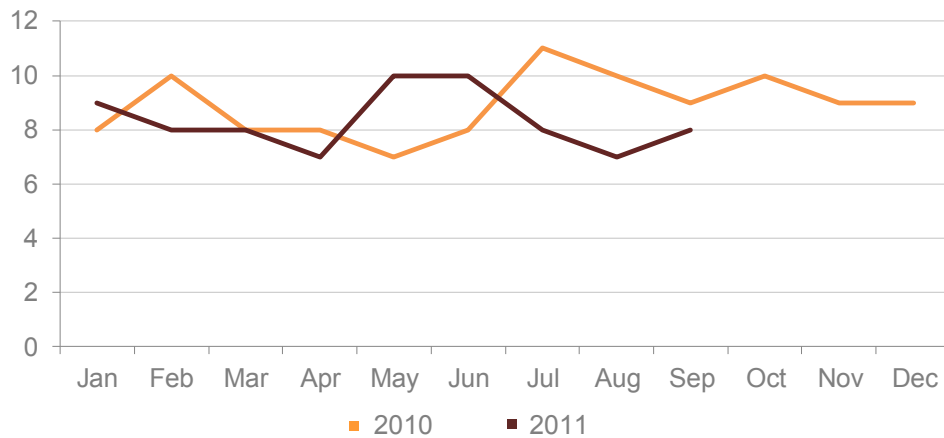
The average wks price across the Thames Valley region decreased, falling from £299.00 in 2010 to £277.00 in the same 9 month period of 2011.

UK Market Snapshot Q3 11:

The average wks price increased across the UK, increasing by £64.00 from £230.00 in Q3 10 to £294.00 in Q3 11.

Thames Valley - Commitment to Serviced Office Space

Average Licence Lengths Signed by S.O.T | 2010 vs. 2011



LICENSE LENGTH: Q3 11

Jul	Aug	Sep
8 months	7 months	8 months
OVERALL AVERAGE: 7.7 months		

Thames Valley Q3 11 Overview:

The average licence length signed by new S.O.Ts in the Thames Valley region was 7.7 months in Q3 11, a 2.4 month decrease on the 10.1 month average in Q3 10 .

Thames Valley YTD Overview:

The average licence length signed by new S.O.Ts during the first 9 months of 2011 was 8 months, a 1 month decrease on the 2010 average of 9 months.

UK Market Snapshot Q3 11:

The average licence length signed by new S.O.Ts across the UK in Q3 11 was 8 months, equalling the average licence lengths recorded in Q3 10.

The Serviced Office Review Series - Guidance on Data Usage

Research & Statistics:

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Editors Notes:

Founded in 2001, officebroker.com is the largest independent office space broker in the UK.

Working with over 95% of the UK's serviced office market, officebroker.com offer free, consultative advice to businesses looking for office space across the UK and Internationally.

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