



The Serviced Office Review

officebroker.com

South East
Q1 2011





The Serviced Office Review - South East, Q1 2011

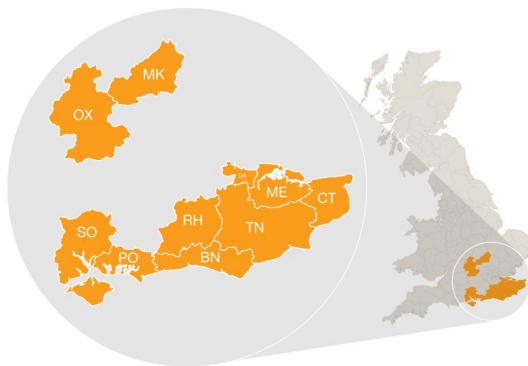
The Serviced Office Review series of reports catalogues the trends within the serviced office market in the UK on a quarterly basis. The reports are available on both a national and a regional basis

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 South East region, providing comparisons between Q1 11 & Q1 10 alongside annual data from 2010.



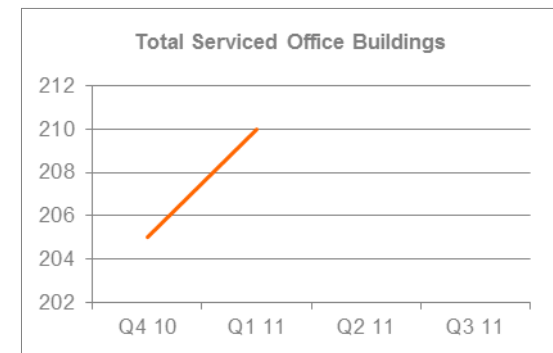
officebroker.com defines the South East region as areas located within the following postcode prefixes:

BN, CT, DA, GU, ME, MK, OX,
PO, RG, RH, SL, SO, TN

South East - Serviced Office Space Supply

The number of serviced office buildings registered with officebroker.com increased from 205 to 210 in Q1 2011.

This accounts for 8% of the total UK supply available through the officebroker.com service.



South East Overview: Q1 11 vs. Q1 10

Demand for Office Space:

Enquiry levels decreased by 10%

Office Space Take Up:

The number of newly signed serviced office tenants (S.O.Ts) decreased by 14%

Workstation Volumes:

The average number of workstations (wks) per S.O.T rose from an average of 4 wks to 4.1 wks

Workstation Price:

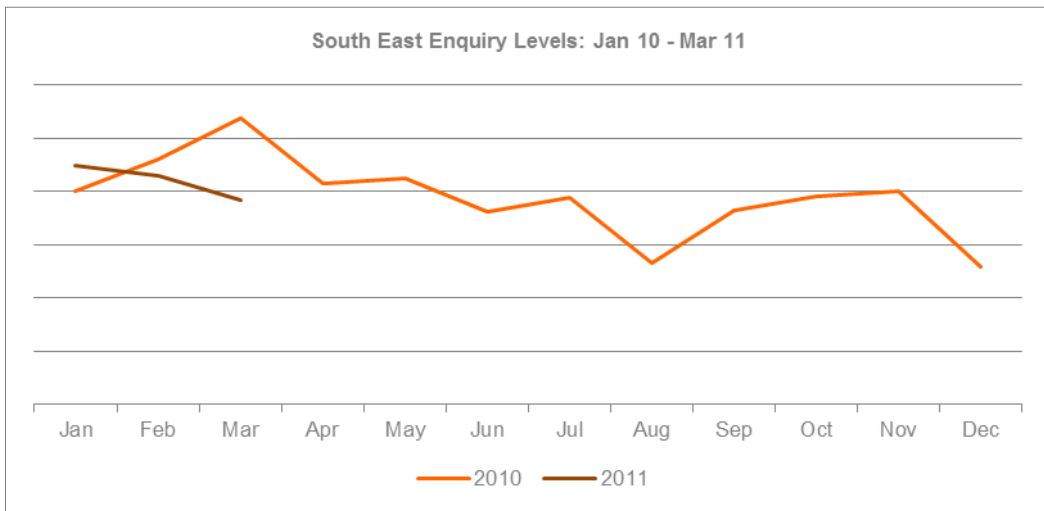
The average price per workstation decreased from £249.00 to £216.00

Commitment to Office Space:

The average licence length signed by new S.O.Ts increased from 8.2 months to 8.4 months



South East - Demand for Serviced Office Space



% CHANGE IN Q1 11 vs. Q1 10		
Jan	Feb	Mar
12%	- 7%	- 29%
OVERALL CHANGE: - 10%		

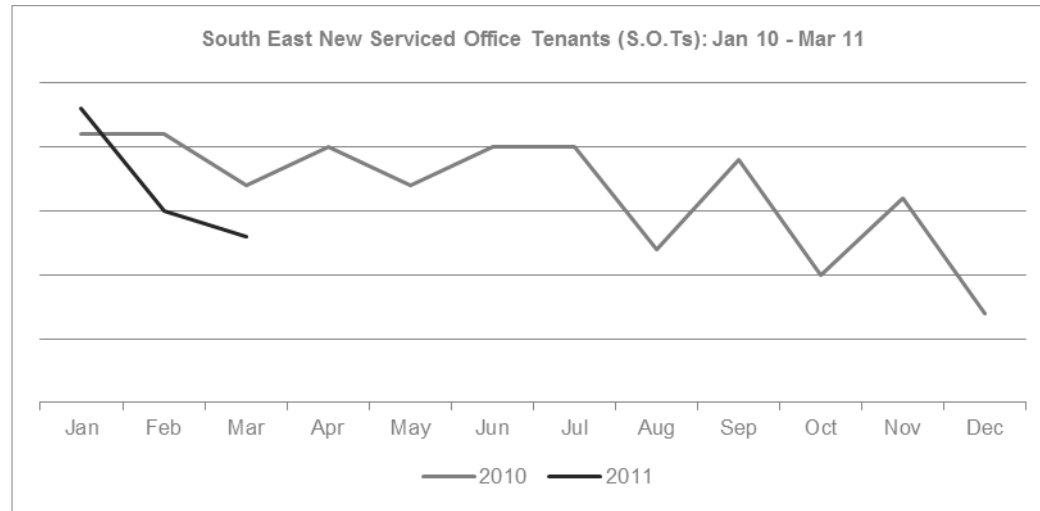
South East Q1 11 Overview:

Enquiry levels across the South East are 10% lower in Q1 11 when compared to the same 3 month period of 2010.

UK Market Snapshot Q1 11:

Enquiry levels increased by 4% across the UK during Q1 11 when compared to Q1 10.

South East - Serviced Office Space Take-Up



% CHANGE IN Q1 11 vs. Q1 10		
Jan	Feb	Mar
10%	- 29%	- 24%
OVERALL CHANGE: - 10%		

South East Q1 11 Overview:

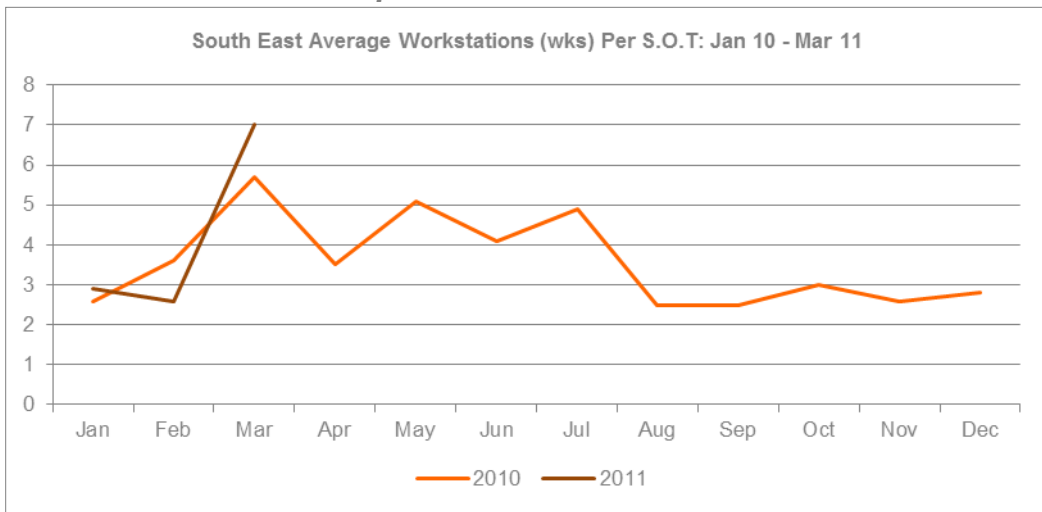
New S.O.T levels across the South East were 10% lower in Q1 11 when compared to the same 3 month period of 2010.

UK Market Snapshot Q1 11:

New S.O.T Levels increased by 15% across the UK during Q1 11 when compared to Q1 10.



South East - Size & Shape of New S.O.Ts



WKS TAKE-UP: Q1 11

Jan	Feb	Mar
2.9 wks	2.6 wks	7 wks

Q1 11 AVERAGE: 4.1 WKS

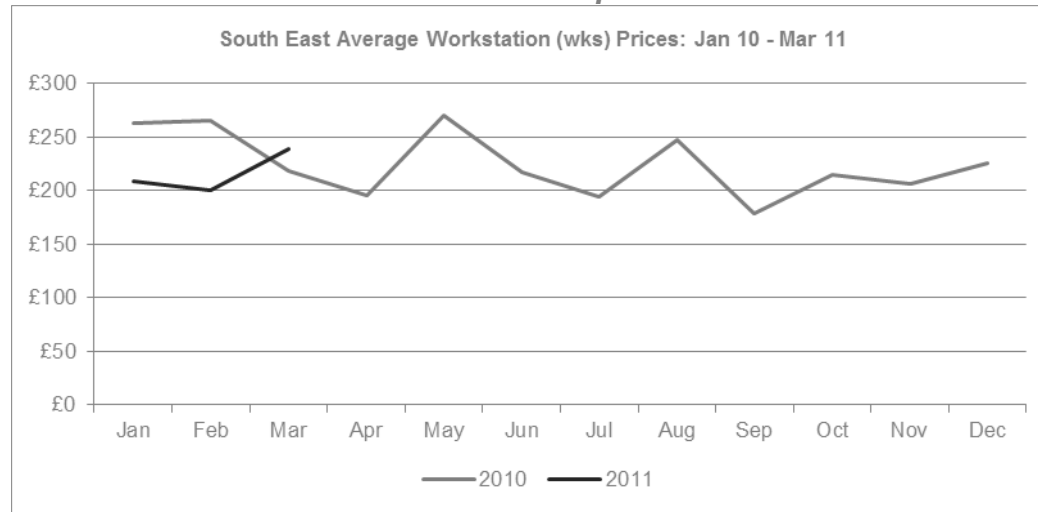
South East Q1 11 Overview:

Average wks take-up per S.O.T across the South East slightly increases, rising from an average of 4 wks in Q1 10 to 4.1 wks in Q1 11.

UK Market Snapshot Q1 11:

Average wks take-up per S.O.T decreased across the UK, falling from 4.4 wks in the opening quarter of 2010 to 3.9 wks in the same period of 2011.

South East - Cost of Serviced Office Space



WKS PRICE: Q1 11

Jan	Feb	Mar
£209.00	£201.00	£239.00

Q1 11 AVERAGE: £216.00

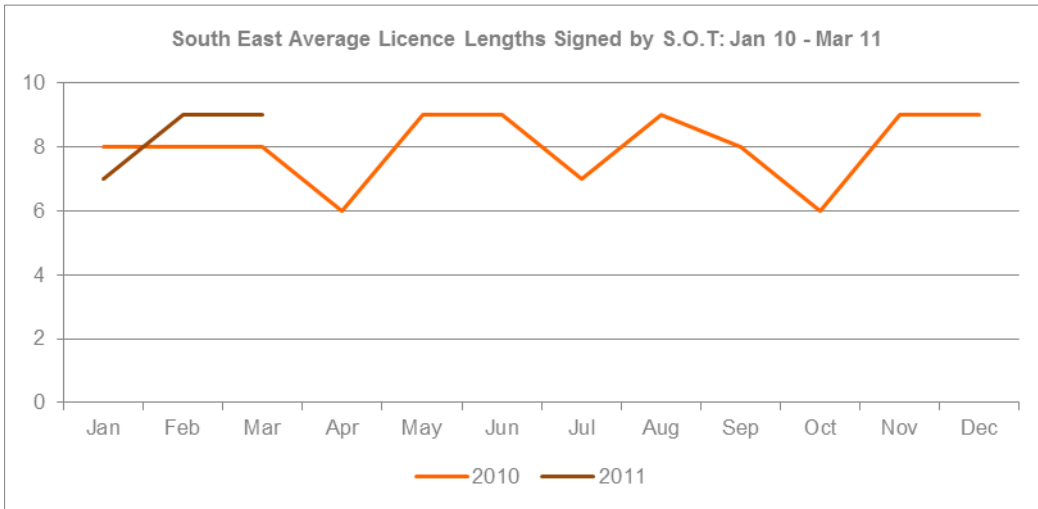
South East Q1 11 Overview:

The average wks price across the South East decreased by 13%, falling from £249.00 in Q1 10 to £216.00 in Q1 11.

UK Market Snapshot Q1 11:

The average wks price decreased across the UK, falling from £242.00 in Q1 10 to £229.00 in Q1 11.

South East - Commitment to Serviced Office Space



LICENSE LENGTH: Q1 11

Jan	Feb	Mar
7 months	9 months	9 months
OVERALL AVERAGE: 8.4 months		

South East Q1 11 Overview:

The average licence length signed by new S.O.Ts across the South East was 8.4 months, a 2% increase on the 8.2 month average recorded in Q1 10.

UK Market Snapshot Q1 11:

The average licence length signed by new S.O.Ts across the UK in Q1 11 was 8 months, equalling the average recorded in Q1 10.

The Serviced Office Review Series - Guidance on Data Usage

Research & Statistics:

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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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