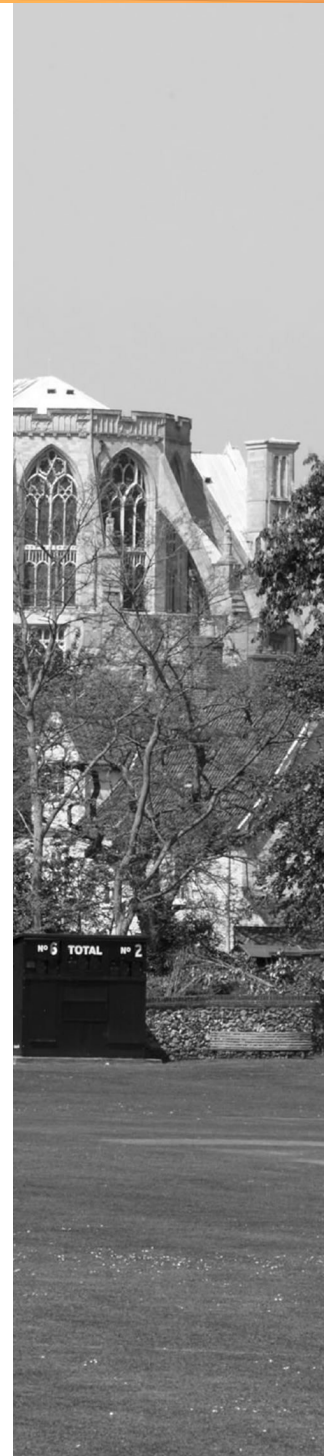


The Serviced Office Review

officebroker.com

East of England
Q2 2011





The Serviced Office Review - East of England, Q2 2011

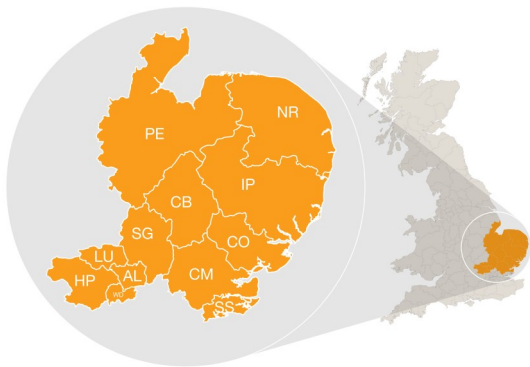
The Serviced Office Review series of reports catalogues the trends within the serviced office market in the UK on a quarterly basis.

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 East of England region, providing comparisons between Q2 11 & Q2 10, year-to-date activity and annual data compiled by officebroker.com in 2010.



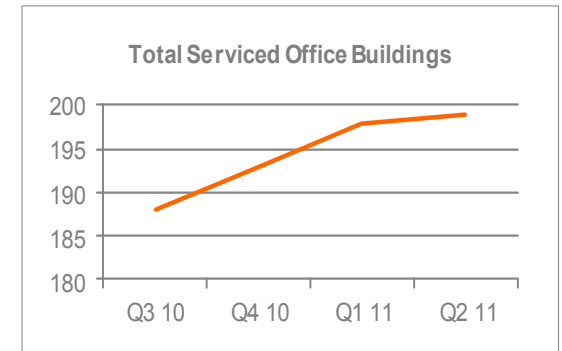
officebroker.com defines the East of England region as areas located within the following postcode prefixes:

AL, CB, CM, CO, HP, IP, LU, NR, PS, SG, SS, WD

East of England - Serviced Office Space Supply

The number of serviced office buildings registered with officebroker.com increased to 199.

This accounts for 7% of the total UK office space supply available through the officebroker.com service.



East of England Overview: Q2 11 vs. Q2 10

Demand for Office Space:

Enquiry levels decreased by 2%

Office Space Take Up:

The number of newly signed serviced office tenants (S.O.Ts) decreased by 18%

Workstation Volumes:

The average number of workstations (wks) per S.O.T fell from 3.3 wks to 2.8 wks

Workstation Price:

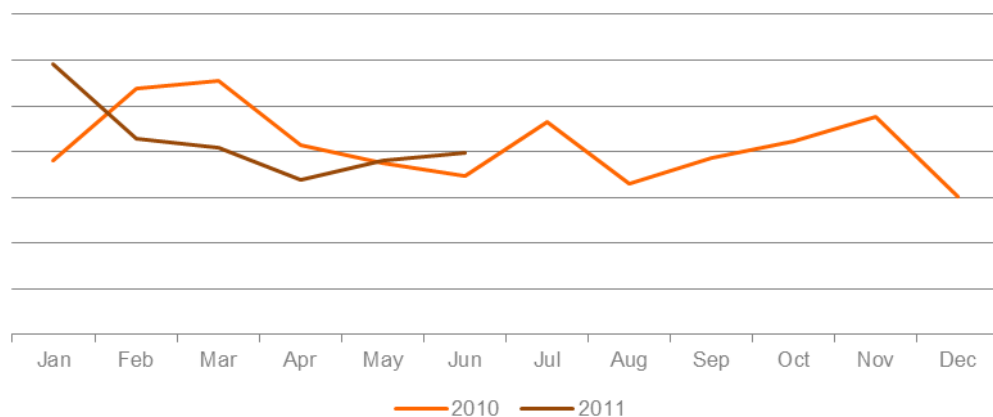
The average price per workstation increased from £232.00 to £251.00

Commitment to Office Space:

The average licence length signed by new S.O.Ts increased from 7.1 months to 7.8 months

East of England - Demand for Serviced Office Space

East of England Enquiry Levels: Jan 10 - Jun 11



% CHANGE IN Q2 11 vs. Q2 10

Apr	May	Jun
-18%	1%	14%
OVERALL CHANGE: -2%		

East of England Q2 11 Overview:

Enquiry levels across the East of England were 2% lower in Q2 11 than during Q2 10.

East of England YTD Overview:

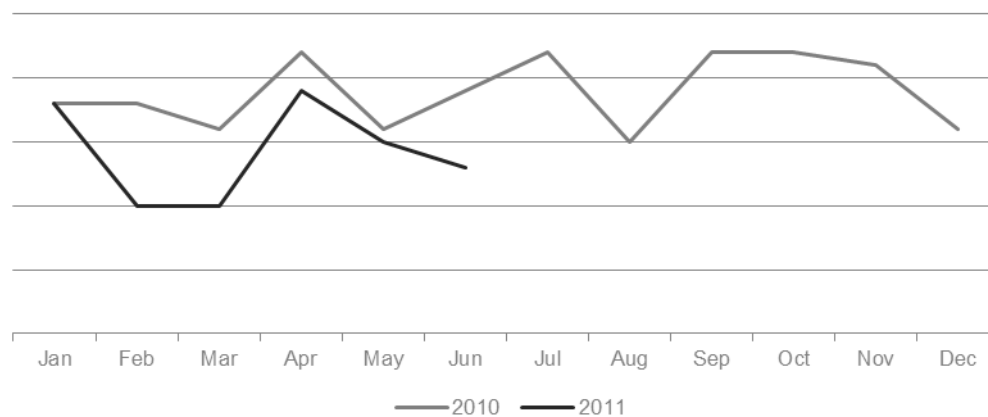
Enquiry levels across the East of England were 3% lower in the opening 6 months of 2011 when compared to the same period in 2010.

UK Market Snapshot Q2 11:

Enquiry levels increased by 3% across the UK during Q2 11 when compared to Q2 10.

East of England - Serviced Office Space Take-Up

East of England New Serviced Office Tenants (S.O.Ts): Jan 10 - Jun 11



% CHANGE IN Q2 11 vs. Q2 10

Apr	May	Jun
-14%	-6%	-32%
OVERALL CHANGE: -18%		

East of England Q2 11 Overview:

New S.O.T levels across the East of England were 18% lower in Q2 11 than in Q2 10.

East of England YTD Overview:

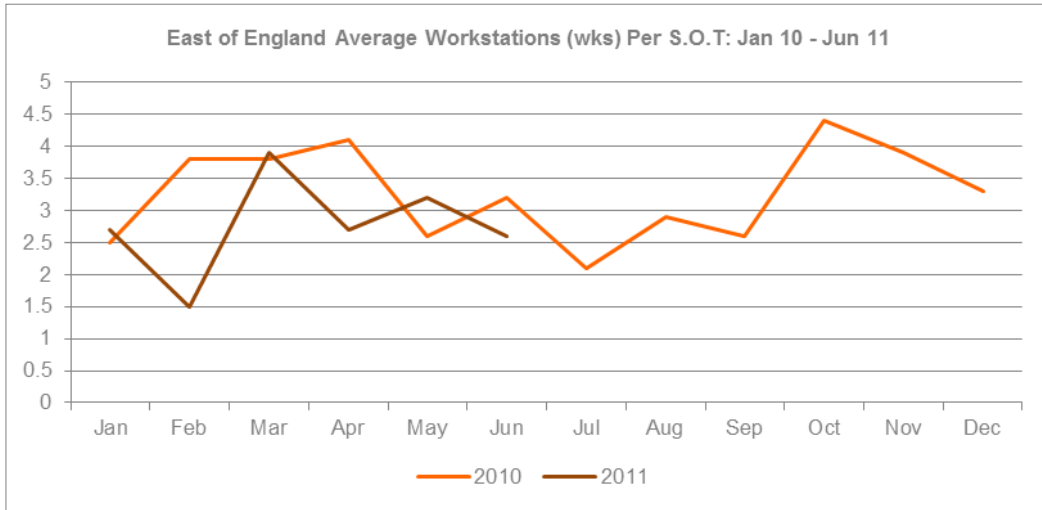
In the first 6 months of 2011 new S.O.T levels were 20% lower across the East of England when compared to 2010.

UK Market Snapshot Q2 11:

New S.O.T Levels increased by 14% across the UK during Q2 11 compared to Q2 10.



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



WKS TAKE-UP: Q2 11		
Apr	May	Jun
2.7 wks	3.2 wks	2.6 wks
Q2 11 AVERAGE: 2.8 wks		

East of England Q2 11 Overview:

Average wks take-up per S.O.T across the East of England decreased, falling from an average of 3.2 wks in Q2 10 to 2.8 wks in Q2 11.

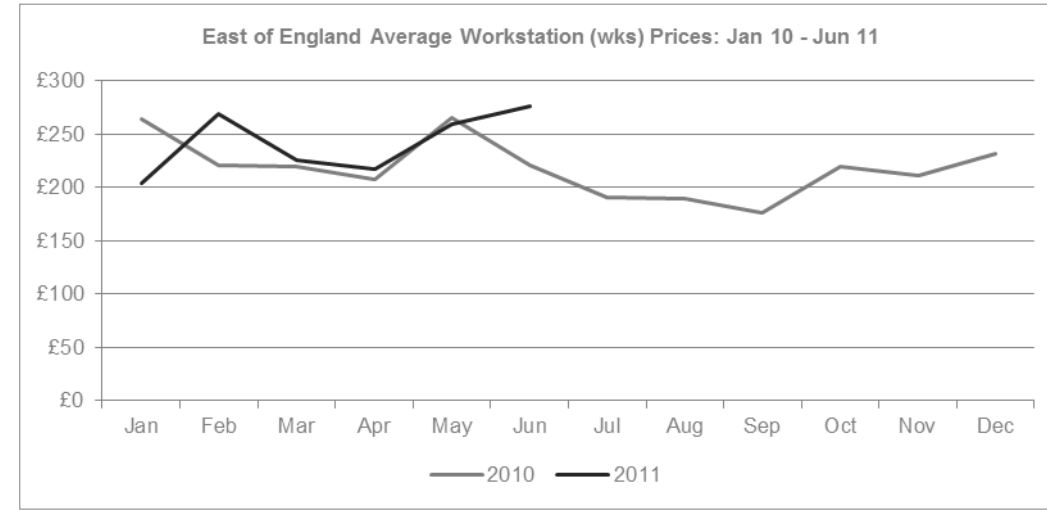
East of England Q2 11 Overview:

In the opening 6 months of 2011 average wks take-up fell from 3.2 wks to an average of 2.8 wks.

UK Market Snapshot Q2 11:

Average wks take-up per S.O.T also decreased across the UK, falling from 4.5 wks in Q2 10 to 3.9 wks in Q2 11.

East of England - Cost of Serviced Office Space



WKS PRICE: Q2 11		
Apr	May	Jun
£217.00	£260.00	£276.00
Q2 11 AVERAGE: £251.00		

East of England Q2 11 Overview:

The average wks price across the East of England increased by 8% from £232.00 in Q2 10 to £251.00 in Q2 11.

East of England Q2 11 Overview:

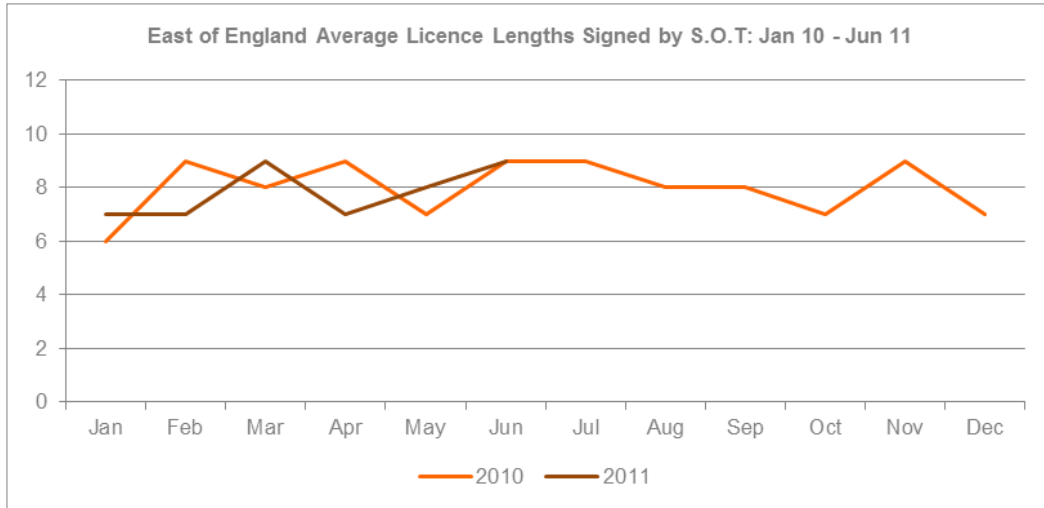
During the first 6 months of 2011 the average workstation price was £242.00, an increase of 4% on the same period of 2010 which averaged £233.00.

UK Market Snapshot Q2 11:

The average wks price increased by 2% across the UK, rising from £224.00 in Q2 10 to £229.00 in Q2 11.



East of England - Commitment to Serviced Office Space



LICENSE LENGTH: Q2 11

Apr	May	Jun
7 months	8 months	9 months
OVERALL AVERAGE: 7.8 months		

East of England Q2 11 Overview:

The average licence length signed by new S.O.Ts across the East of England was 7.8 months, a 9% increase on the Q2 10 average of 7.1 months.

East of England Q2 11 Overview:

During the opening 6 months of 2011 the average license length was 7.6 months, a small increase on the 7.3 month average recorded in the same period of 2010.

UK Market Snapshot Q2 11:

The average licence length signed by new S.O.Ts was 9 months in Q2 11, an increase of 1 month on the Q2 10 average of 8 months.

The Serviced Office Review Series - Guidance on Data Usage

Research & Statistics:

The data published in this and any other report created by officebroker.com is based on officebroker.com's internal sales and marketing data, and is not sourced from any 3rd party.

References:

The reproduction of this report in whole or in part is permitted, providing users reference officebroker.com as follows:

Cite 'officebroker.com' as the source of the information

When reproducing officebroker.com quotes, statistics, articles, or any other information created by officebroker.com in websites or web documents, users must include a back link to www.officebroker.com and/or the URL that is being referenced

The direct duplication of any unique web content created by officebroker.com is strictly prohibited

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.

Contact:

For more information of the research and statistics provided by officebroker.com, please contact Simon Jones:

Simon Jones - 0844 412 8739

simon.jones@officebroker.com

For any other queries, please contact the marketing department:

marketing@officebroker.com

The Serviced Office Review, available for:

Central London | Greater London | Thames Valley | South East | South West | East of England
East Midlands | West Midlands | Wales | North West | Yorkshire & Humberside | North East | Scotland

City Focus, available for:

Birmingham | Bristol | Edinburgh | Glasgow | Leeds | Manchester | Sheffield

officebroker.com | Sir Robert Peel Mill, Mill Lane, Fazeley, B78 3QD

General Enquiries:

tel: 0800 111 6 444

fax: 0870 730 1443

email: sales@officebroker.com

Resource Enquiries:

Simon Jones

tel: 0844 412 8739

email: simon.jones@officebroker.com

