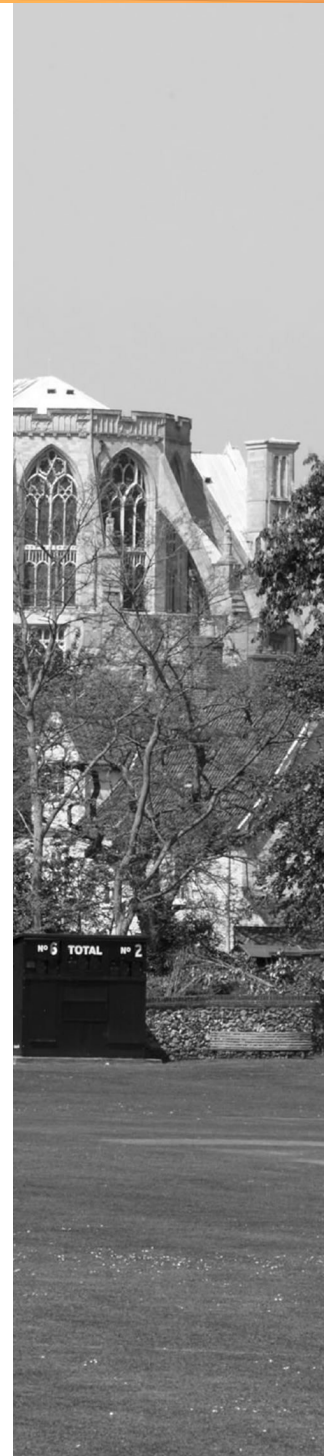


The Serviced Office Review

officebroker.com

East of England
Q1 2011



The Serviced Office Review - East of England, Q1 2011

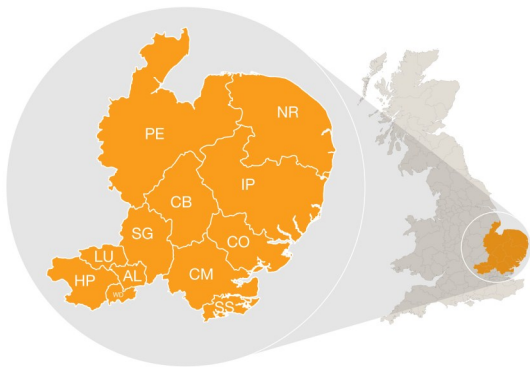
The Serviced Office Review series of reports catalogues the trends within the serviced office market in the UK on a quarterly basis. The reports are available on both a national and a regional basis

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



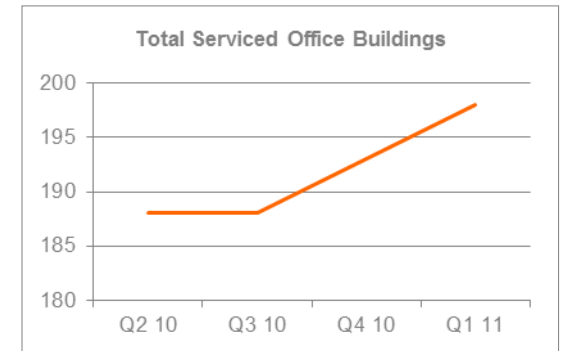
officebroker.com defines the East of England region as areas located within the following postcode prefixes:

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 198.

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



East of England Overview: Q1 11 vs. Q1 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 27%

Workstation Volumes:

The average number of workstations (wks) per S.O.T fell from 3.3 wks to 2.7 wks

Workstation Price:

The average price per workstation decreased from £235.00 to £233.00

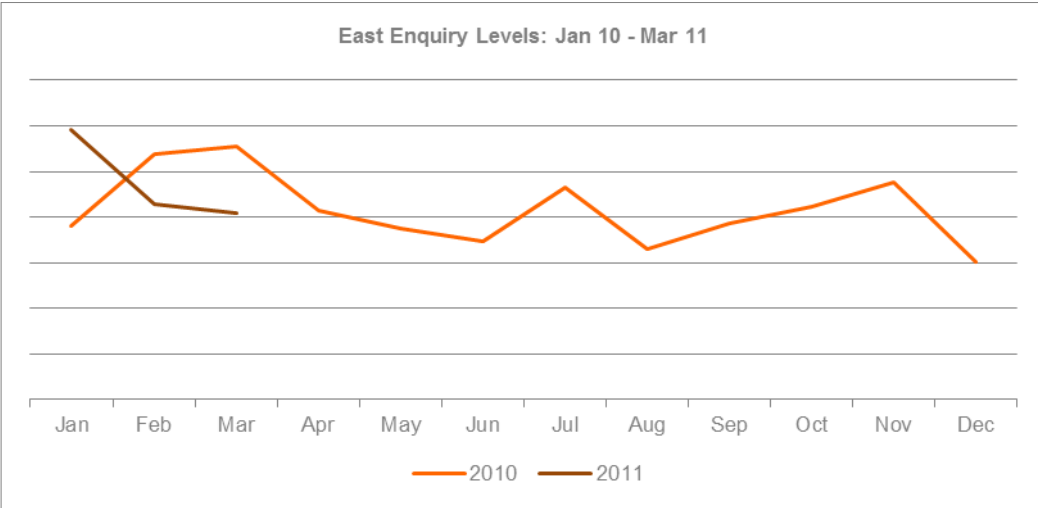
Commitment to Office Space:

The average licence length signed by new S.O.Ts decreased from 8 months to 7.4 months



East of England - Demand for Serviced Office Space

East Enquiry Levels: Jan 10 - Mar 11



% CHANGE IN Q1 11 vs. Q1 10

Jan	Feb	Mar
54%	- 20%	- 27%
OVERALL CHANGE: - 3%		

East of England Q1 11 Overview:

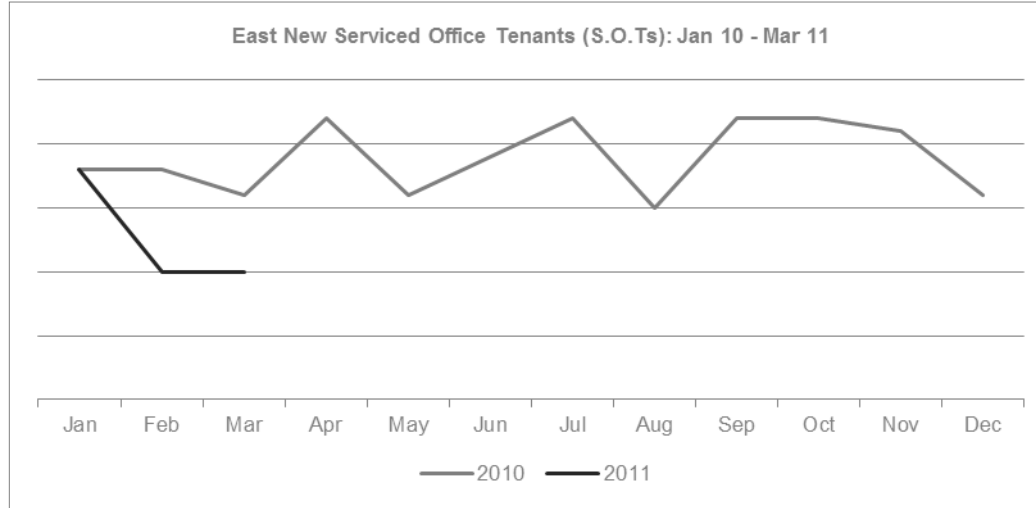
Enquiry levels across the East of England were 3% lower in Q1 11 than during Q1 10.

UK Market Snapshot Q1 11:

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

East of England - Serviced Office Space Take-Up

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



% CHANGE IN Q1 11 vs. Q1 10

Jan	Feb	Mar
0%	- 44%	-38%
OVERALL CHANGE: - 27%		

East of England Q1 11 Overview:

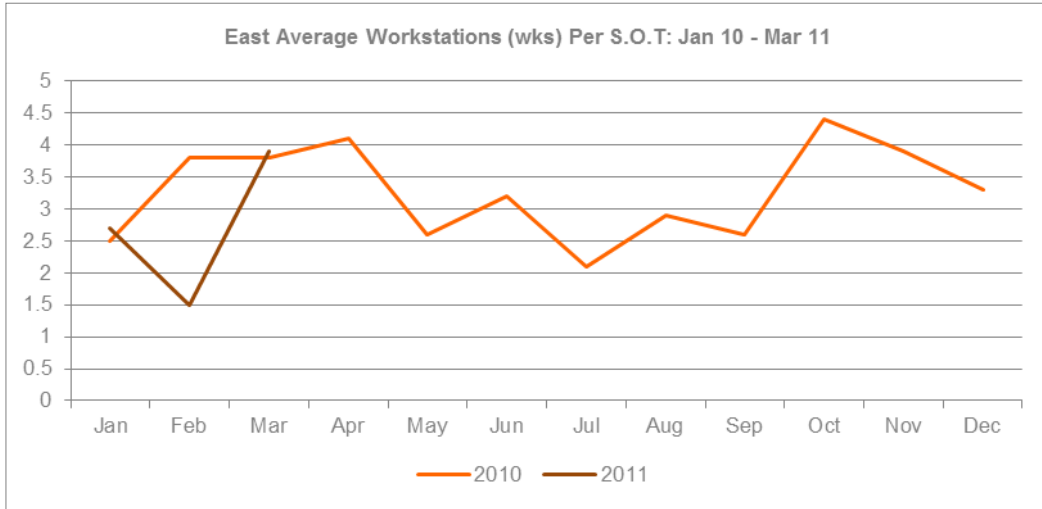
New S.O.T levels across the East of England were 27% lower in Q1 11 than in Q1 10.

UK Market Snapshot Q1 11:

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



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



WKS TAKE-UP: Q1 11		
Jan	Feb	Mar
2.7 wks	1.5 wks	3.9 wks
Q1 11 AVERAGE: 2.7 WKS		

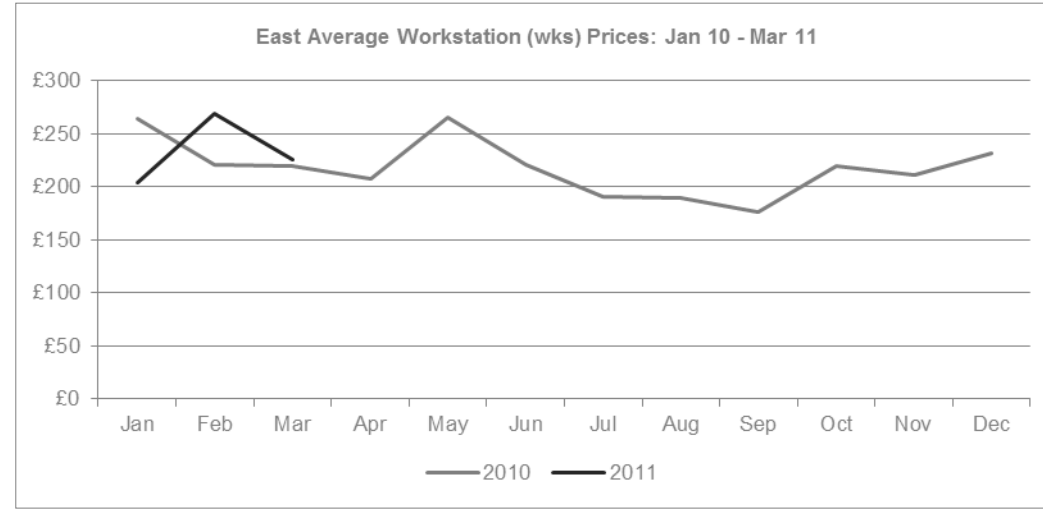
East of England Q1 11 Overview:

Average wks take-up per S.O.T across the East of England decreased, falling from an average of 3.3 wks in Q1 10 to 2.7 wks in Q1 11.

UK Market Snapshot Q1 11:

Average wks take-up per S.O.T decreased by 10% across the UK, falling from 4.4 wks in Q1 10 to 3.9 wks in Q1 11.

East of England - Cost of Serviced Office Space



WKS PRICE: Q1 11		
Jan	Feb	Mar
£204.00	£269.00	£226.00
Q1 11 AVERAGE: £233.00		

East of England Q1 11 Overview:

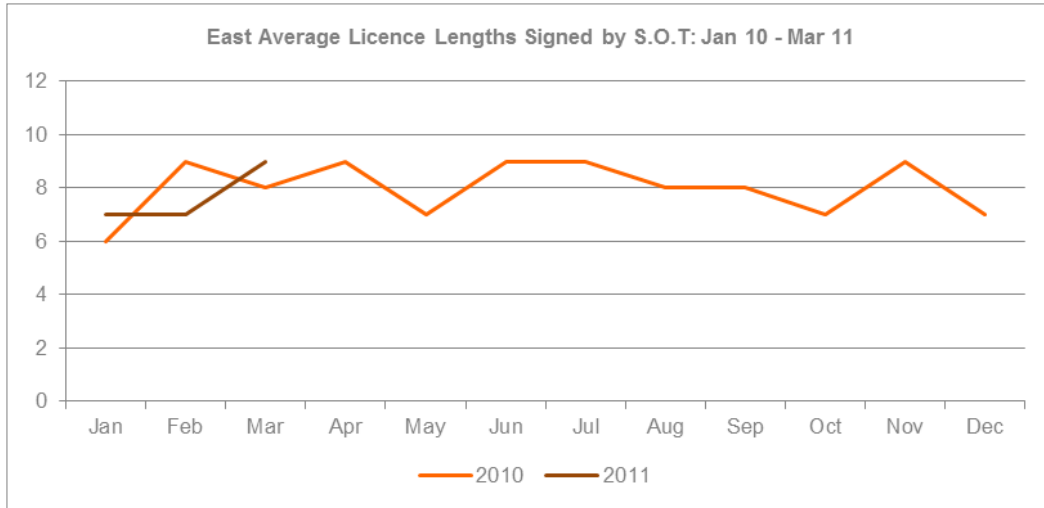
The average wks price across the East of England fell by 1% from £235.00 in Q1 10 to £233.00 in Q1 11.

UK Market Snapshot Q1 11:

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



East of England - Commitment to Serviced Office Space



LICENSE LENGTH: Q1 11

Jan	Feb	Mar
7 months	7 months	9 months
OVERALL AVERAGE: 7.4 months		

East of England Q1 11 Overview:

The average licence length signed by new S.O.Ts across the East of England was 7.4 months, a 6% decrease on the Q1 10 average of 8 months.

UK Market Snapshot Q1 11:

The average licence length signed by new S.O.Ts was 8 months in Q1 11, equal to the average license length recorded in Q1 10.

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.

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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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marketing@officebroker.com

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