



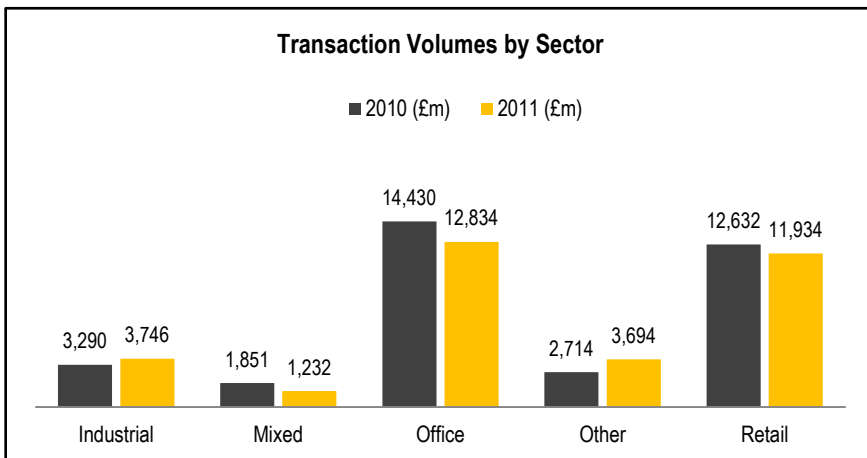
Investment Review 2011

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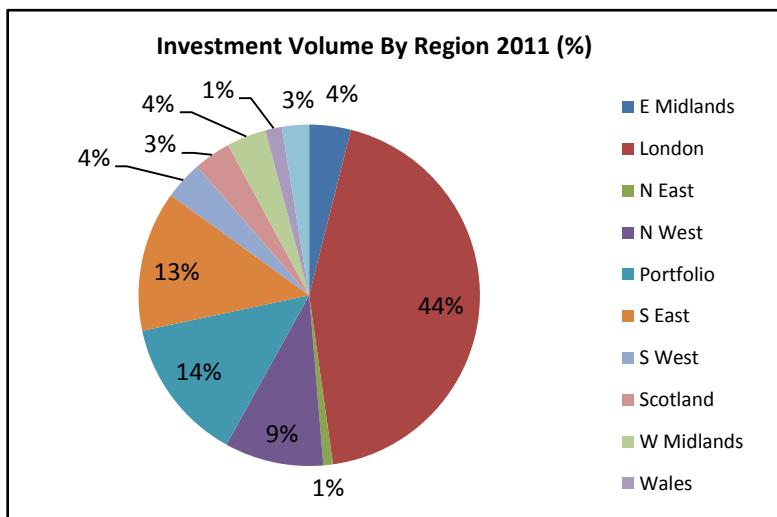
2011 Review

CoStar recorded over 7,000 transactions in 2011, totalling £33.51 billion; a 4.36% decrease on the total amount recorded in 2010 (£35.04 billion) and a 23% increase on 2009 (£25.81 billion).

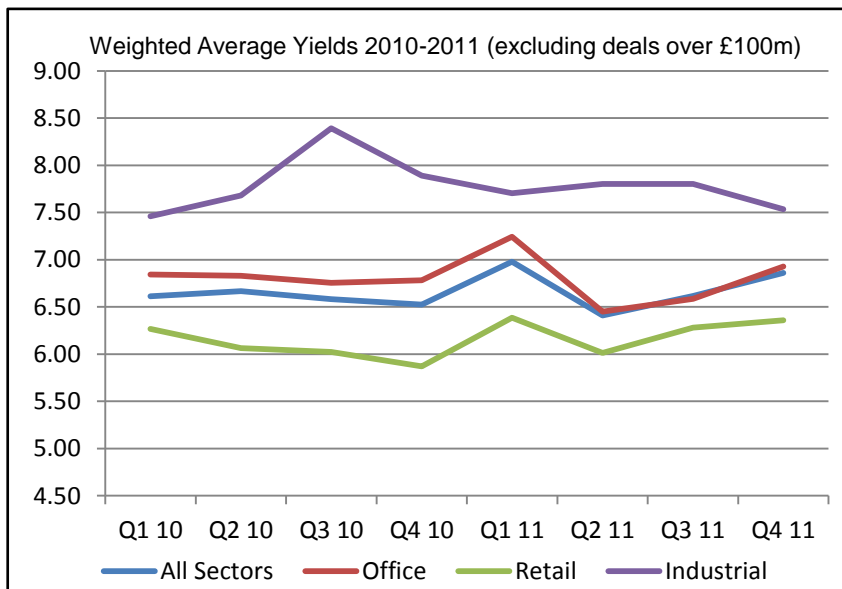
- Office and retail took 38.3% and 35.6% shares of overall transaction volumes respectively.
- 2011 saw the great shopping centre sale with 39% of all retail transactions volumes comprising sales of shopping centres (see page 3 for key deals).
- The biggest increase in investment activity across the sectors from 2010 to 2011 was in student accommodation, which saw a fourfold increase from £261 million spent in 2010 to £1.076 billion in 2011.



- Dominating investment expenditure in 2011 were the London and South East regions, with around 56.5% of all deals by volume conducted here.
- The North East region saw the least amount of activity with 0.9% of total transaction volumes.
- In the office sector, London and the South East region took the lion's share of investment, accounting for 82.5% of total office transaction volumes.
- The most improved region from 2010 was the North West, which saw transaction values increase from £1.8bn in 2010 to £3.11bn in 2011. However, this includes the £1.6bn sale of the Trafford Centre in Q1 2011.



- UK funds were the most active acquiring investors in 2011, with around £10.8bn of acquisitions.
- UK property companies were the most active vendors, with around £13.5bn sold in 2011.
- Foreign investment in UK real estate was down overall in 2011 by around 5.8% but increased from 2010 levels in areas outside of London, including East Midlands, North West, South West and Wales.
- The all-sector yield moved out 34 basis points during 2011 to 6.86%, up from 6.52% at the end of 2010.
- See overleaf for the most active investment agents in the UK in 2011.



## AGENT ACQUISITIONS

## AGENT SALES

Jones Lang LaSalle stormed to the top of the Acquisitions Table in 2011.

## Key Acquisitions by Quarter:

## Quarter 1

- £480m acquisition of Chiswick Business Park, London W4 by the Blackstone Group (Dowley Turner Real Estate)

## Quarter 2

- £288.25m acquisition of Aviva Tower, London EC3 by a private Malaysian investor (Jones Lang LaSalle)

## Quarter 3

- 30 Crown Place, London EC2 acquired for £139m by Hannover Leasing GmbH & Co (Franc Warwick)

## Quarter 4

- Acquisition of Green Park business park in Reading for £408m by Oxford Properties (DTZ)

CBRE retained their status as the leading agent for sales in 2011.

## Key Sales by Quarter:

## Quarter 1

- £452m long leasehold sale of the Regent Street Portfolio by the Crown Estate (CBRE)

## Quarter 2

- MidCity Place, London WC1 sold for £141m by Beacon Capital Partners (GM Real Estate)

## Quarter 3

- £179m sale of the Esporta Portfolio, comprising 17 Esporta racket clubs, sold by Societe Generale (Colliers International)

## Quarter 4

- Sale of Tower 42, London, EC2 for £282.5m by BlackRock UK Property, LaSalle Investment Management and Hermes REIM (Jones Lang LaSalle)

2011 (2010)	Acquisition Agent	Value £m
1 (2)	Jones Lang LaSalle	2,884.29
2 (1)	CBRE	1,873.84
3 (7)	Knight Frank	1,688.65
4 (3)	Savills	1,465.77
5 (8)	DTZ	1,458.34
6 (9)	Strutt & Parker	955.94
7 (-)	Dowley Turner Real Estate	951.75
8 (4)	Cushman & Wakefield	727.54
9 (-)	BNP Paribas Real Estate	722.37
10 (11)	Colliers International	666.12
11 (-)	Franc Warwick	522.14
12 (-)	H2SO	490.80
13 (-)	Wilkinson Williams	400.41
14 (-)	Doherty Baines	349.70
15 (-)	Drivers Jonas Deloitte	312.40

2011 (2010)	Vendor Agent	Value £m
1 (1)	CBRE	5,033.61
2 (2)	Jones Lang LaSalle	3,975.26
3 (4)	Savills	3,548.98
4 (5)	Knight Frank	1,440.73
5 (3)	Morgan Williams	1,037.24
6 (6)	Cushman & Wakefield	924.34
7 (-)	DTZ	826.57
8 (8)	Strutt & Parker	823.40
9 (9)	GM Real Estate	756.35
10 (14)	GVA	650.22
11 (13)	BNP Paribas Real Estate	625.96
12 (10)	Colliers International	582.77
13 (-)	Franc Warwick	449.74
14 (-)	Drivers Jonas Deloitte	386.74
15 (-)	Farebrother	315.10

## Leading Investment Sales

Based on Sales from January 2011 to December 2011

## Trafford Centre, Manchester



Price: £1,650,000,000  
 Yield: 5.01%  
 Size (sq ft): 1,900,000  
 Date: 28/01/2011  
 Purchaser: Capital Shopping Centres  
 Vendor: Peel Holdings

## Mint Hotels Portfolio



Price: £600,337,200  
 Yield: N/A  
 Size: 8 Hotels  
 Date: 01/09/2011  
 Purchaser: Blackstone  
 Vendor: Orr Family and Uberior Ventures

## Chiswick Park, London



Price: £480,000,000  
 Yield: 6.60%  
 Size (sq ft): 1,250,000  
 Date: 21/03/2011  
 Purchaser: Blackstone  
 Vendor: Chiswick Park Unit Trust

## Green Park Portfolio, Reading



Price: £408,000,000  
 Yield: 8.16%  
 Size (sq ft): 1,300,000  
 Date: 14/11/2011  
 Purchaser: Oxford Properties  
 Vendor: PRUPIM

## UK Logistics Fund Portfolio



Price: £314,700,000  
 Yield: 6.30%  
 Size (sq ft): 4,350,000  
 Date: 16/12/2011  
 Purchaser: Moorfield and Segro  
 Vendor: Hermes REIM LaSalle IM Legal & General

## Aviva Tower, London



Price: £288,250,000  
 Yield: 5.42%  
 Size (sq ft): 322,989  
 Date: 27/05/2011  
 Purchaser: Private Malaysian Investor  
 Vendor: CB Richard Ellis Loan Servicing

## The Mailbox, Birmingham



Price: £127,100,000  
 Yield: N/A  
 Size (sq ft): 640,980  
 Date: 06/04/2011  
 Purchaser: Brockton Capital and Milligan  
 Vendor: Allan Chatham and Mark Billingham

## One Piccadilly Gardens, Manchester



Price: £68,000,000  
 Yield: 6.30%  
 Size (sq ft): 152,000  
 Date: 12/08/2011  
 Purchaser: Europa Capital Partners  
 Vendor: Private Irish Investor

## House of Fraser, Glasgow



Price: £35,000,000  
 Yield: 5.15%  
 Size (sq ft): 165,150  
 Date: 02/07/2011  
 Purchaser: DTZ Investment Management  
 Vendor: Millvalley