

## THE UK'S MOST ACTIVE AGENTS 2019

CBRE has made it four years in a row as the UK's most active agent, establishing itself as the country's pre-eminent dealmaker in what has been a turbulent period for the industry.

The latest figures from Radius Data Exchange, which are based purely on deals numbers, offer an extensive breakdown of where the industry stands at national and regional levels as well as on a sector-by-sector basis.

Interestingly, the only use type CBRE finished top in is retail where, despite all the high profile occupier casualties, transaction volumes for the top five agents remain higher than for their counterparts in the buoyant industrial sector, suggesting reports of retail's collapse are somewhat exaggerated. Indeed, many of the regional winners got there largely by their focus on retail.

But nationwide it is in offices where volumes are highest and this sector is topped by JLL, helping it to maintain its second place overall. Cushman & Wakefield remains in third while Knight Frank is a new entrant into the top five after outperforming everyone in investments and finishing strongly in offices. In leisure and hotels, Fleurets has made it three wins in a row.

Perhaps the biggest surprise can be found north of the border, where Shepherd Commercial has knocked Ryden from the overall top spot for the first time in almost two decades. In Wales, meanwhile, Jenkins Best now rules the roost after edging past Lambert Smith Hampton in terms of overall transactions.

It has been a strong year for the regional specialists. Out of the 11 geographic areas covered by the competition, only three have national agents topping the overall rankings.

### NATIONAL RESULTS

#### LETTINGS

1. CBRE
2. JLL
3. Cushman & Wakefield
4. Knight Frank
5. Savills

#### RETAIL

1. CBRE
2. Cushman & Wakefield
3. Savills
4. Christie & Co
5. Avison Young

#### INVESTMENT

1. Knight Frank
2. JLL
3. CBRE
4. Savills
5. Cushman & Wakefield

#### OFFICES

1. JLL
2. Knight Frank
3. CBRE
4. Cushman & Wakefield
5. Colliers

#### INDUSTRIAL

1. JLL
2. Lambert Smith Hampton
3. Knight Frank
4. CBRE
5. Ryden

#### LEISURE/HOTELS

1. Fleurets
2. Christie & Co
3. Davis Coffey Lyons

The Most Active Agent Competition results are based on 235 million sq ft of take-up and £38bn worth of investment sales recorded in Radius Data Exchange in 2019.

Join over 200 agents already sharing their data instantly and accurately. In return, they are getting a complete view of the rest of the market's data.

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### EAST OF ENGLAND

OVERALL WINNER: **BARKER STOREY MATTHEWS**

Barker Storey Matthews has once again put clean air between it and the rest of the market and cantered to the top spot in East Anglia, although it could not prevent Roche Chartered Surveyors reclaiming the retail title it lost last year. It remains the region most heavily dominated by its local specialists.

#### OFFICE

1. **Barker Storey Matthews**
2. Bidwells
3. Cheffins
4. Penn Commercial
5. Arnolds

#### INDUSTRIAL

1. **Barker Storey Matthews**
2. Bidwells
3. Cheffins
4. Penn Commercial
5. Roche Chartered Surveyors

#### LEISURE/HOTELS

1. **Everard Cole**
2. Fleurets
3. Roche Chartered Surveyors

#### RETAIL

1. **Roche Chartered Surveyors**
2. Baker Storey Matthews
3. Cheffins
4. Fenn Wright
4. CBRE

#### INVESTMENT

1. **Barker Storey Matthews**
2. Cheffins
3. Allsop

### NORTH EAST

OVERALL WINNER: **BRADLEY HALL**

Bradley Hall hangs onto the overall title it won for the first time last year thanks largely to a dominant performance in retail. It is also the only overall regional winner to finish highest in leisure and hotels. Knight Frank climbed top in offices and maintained its industrial title while Avison Young came from outside the top five to finish highest in investments.

#### OFFICE

1. **Knight Frank**
2. Bradley Hall
3. Connect Property North East
4. Avison Young
5. Gavin Black & Partners

#### INDUSTRIAL

1. **Knight Frank**
2. Connect Property North East
3. Cushman & Wakefield
4. Frew Pain & Partners
5. Bradley Hall

#### LEISURE/HOTELS

1. **Bradley Hall**
2. Christie & Co
3. Fleurets

#### RETAIL

1. **Bradley Hall**
2. Johnson Tucker
3. Christie & Co
4. Connect Property North East
4. Carver Commercial

#### INVESTMENT

1. **Avison Young**
2. Johnson Tucker
3. Bradley Hall
4. Connect Property North East
4. Knight Frank

### EAST MIDLANDS

OVERALL WINNER: **FHP PROPERTY CONSULTANTS**

FHP Property Consultants makes it three years on the trot as overall winner following a 10-year winning streak by regional rival Innes England. The latter actually topped more individual categories this time round but FHP's strength in the retail sector was enough to give it a solid lead. The two companies are head and shoulders above the rest of the market in transaction volumes.

#### OFFICE

1. **Innes England**
2. FHP
3. BB&J
4. Wells McFarlane
5. Lambert Smith Hampton

#### INDUSTRIAL

1. **Innes England**
2. FHP
3. Lambert Smith Hampton
4. Salloway Property Consultants
5. Drake Commercial

#### LEISURE/HOTELS

1. **FHP**
2. Fleurets
3. Everard Cole

#### RETAIL

1. **FHP**
2. Innes England
3. Cushman & Wakefield
4. Banks Long & Co
5. Salloway Property Consultants

#### INVESTMENT

1. **Innes England**
2. FHP
3. Salloway Property Consultants
4. Knight Frank
4. Banks Long & Co

### GREATER LONDON

OVERALL WINNER: **CBRE**

CBRE retains its lead in the ultra-competitive London market by hanging onto its retail crown and climbing to the top in investments, where volumes are considerably higher than the rest of the country. Colliers remains the leading office specialist as JLL maintains its lead in industrial while the top three in leisure and hotels goes unchanged.

#### OFFICE

1. **Colliers**
2. JLL
3. CBRE
4. Cushman & Wakefield
5. Knight Frank LLP

#### INDUSTRIAL

1. **JLL**
2. Colliers
3. CBRE
4. Telsar
5. SHW

#### LEISURE/HOTELS

1. **Davis Coffey Lyons**
2. Fleurets
3. CBRE

#### RETAIL

1. **CBRE**
2. Cushman & Wakefield
3. Davis Coffey Lyons
4. Pearl & Coutts
5. JLL

#### INVESTMENT

1. **CBRE**
2. Allsop
3. Michael Elliot
4. JLL
5. Savills

### NORTH WEST

OVERALL WINNER: **CBRE**

The resilience of Manchester's office market was a large factor in CBRE maintaining its overall title for the North West, although the competition is heating up. Cushman & Wakefield came from outside last year's top five to top the retail rankings, as did Knight Frank in investments. The only regional player to claim a pole position was B8 Real Estate, which remains top in industrial.

#### OFFICE

1. **CBRE**
2. Avison Young
3. Canning O'Neill
4. Legat Owen
5. JLL

#### INDUSTRIAL

1. **B8 Real Estate**
2. JLL
3. Robert Pinkus & Co
4. Legat Owen
5. Taylor Weaver

#### LEISURE/HOTELS

1. **Christie & Co**
2. Fleurets
3. Broomheads Commercial

#### RETAIL

1. **Cushman & Wakefield**
2. Mason Owen
3. CBRE
4. Barker Proudlove
5. Hitchcock Wright & Partners

#### INVESTMENT

1. **Knight Frank**
2. CBRE
3. Duxburys Commercial
4. Robert Pinkus
5. Legat Owen
5. WT Gunson

## SCOTLAND

OVERALL WINNER: SHEPHERD COMMERCIAL

Shockwaves abound as Ryden has been knocked from the top spot for the first time and it was largely down to lower transactions in retail. Shepherd Commercial dominated the retail scene north of the border and that gave it the edge over Ryden even though the latter maintained its lead in office and industrial. Shepherd Commercial also hung onto its investment title.

### OFFICE

1. Ryden
2. Shepherd Commercial
3. JLL
4. Knight Frank
5. Savills

### INDUSTRIAL

1. Ryden
2. Shepherd Commercial
3. Savills
4. Graham & Sibbald
5. Colliers

### LEISURE/HOTELS

1. Christie & Co
2. Shepherd Commercial
3. ASG Commercial

### RETAIL

1. Shepherd Commercial
2. Savills
3. Eric Young & Co
4. CBRE
5. Graham & Sibbald

### INVESTMENT

1. Shepherd Commercial
2. Savills
3. JLL
4. Christie & Co
5. CBRE

## SOUTH WEST

OVERALL WINNER: ALDER KING

Perhaps the safest bet in this entire competition is for Alder King to finish top in the South West and so it has proved once more after it maintained its office and industrial titles. Savills reclaimed its retail title after a disappointing 2018 in which it finished outside the top five while Christie & Co stays top in the region's important leisure and hotel market.

### OFFICE

1. Alder King
2. Burston Cook
3. JLL
4. Goadsby
5. Vickery Holman

### INDUSTRIAL

1. Alder King
2. Goadsby
3. Stratton Creber
4. Myddelton & Major
5. Vickery Holman

### LEISURE/HOTELS

1. Christie & Co
2. Bettsworths Chartered Surveyors
3. Fleurets

### RETAIL

1. Savills
2. Stratton Creber
3. Goadsby
4. Miller Commercial
5. Ellis & Partners

### INVESTMENT

1. Goadsby
2. Bettsworths Chartered Surveyors
3. JLL
4. Alder King
5. Knight Frank

## WEST MIDLANDS

OVERALL WINNER: BULLEYS

Due to its geographic position and obvious advantages for distribution hubs, the industrial sector remains massively important to the West Midlands and it is no surprise to see Bulleys retain its overall title by maintaining its lead in industrial. Elsewhere, Avison Young has climbed to finish top in offices while Cushman & Wakefield remains the most active retail agent.

### OFFICE

1. Avison Young
2. JLL
3. Savills
4. Siddall Jones
4. KWB Property Management

### INDUSTRIAL

1. Bulleys
2. Harris Lamb
3. Fisher German
4. Siddall Jones
5. Andrew Dixon & Co

### LEISURE/HOTELS

1. Fleurets
2. Christie & Co
3. Colliers

### RETAIL

1. Cushman & Wakefield
2. Creative Retail
3. Avison Young
4. Butters John Bee
5. CBRE

### INVESTMENT

1. Towler Shaw Roberts
2. Bromwich Hardy
3. Harris Lamb
4. Bulleys
5. JLL

## SOUTH EAST (EXC LONDON)

OVERALL WINNER: LAMBERT SMITH HAMPTON

Lambert Smith Hampton remain uncatchable in its South East heartlands. It maintained its office crown and has now climbed top in industrial, putting it in an unassailable position. There was a shake-up in the retail market where Cushman & Wakefield has climbed from outside the top five to sit top.

### OFFICE

1. Lambert Smith Hampton
2. Kirkby & Diamond
3. Fenn Wright
4. Brown & Lee
4. Primmer Olds

### INDUSTRIAL

1. Lambert Smith Hampton
2. JLL
3. Kirkby & Diamond
4. Fenn Wright
5. Watson Day

### LEISURE/HOTELS

1. Fleurets
2. Christie & Co
3. Davis Coffey Lyons

### RETAIL

1. Cushman & Wakefield
2. Flude Commercial
3. CBRE
4. Christie & Co
5. Brasier Freeth

### INVESTMENT

1. Knight Frank
2. Christie & Co
2. JLL
4. Flude Commercial
5. Allsop

## WALES

OVERALL WINNER: JENKINS BEST

Wales is the hardest to call of all the regions and Jenkins Best's overall win means there has been a new name at the top of the rankings for five consecutive years. It got there almost entirely down to its strength in the industrial market where it remains number one. Knight Frank is a new entrant to the office rankings and goes straight to the top while Cooke & Arkwright climbs top in retail.

### OFFICE

1. Knight Frank
2. Cooke & Arkwright
3. Cushman & Wakefield
4. Lambert Smith Hampton
4. Savills

### INDUSTRIAL

1. Jenkins Best
2. Lambert Smith Hampton
3. Cushman & Wakefield
4. Legat Owen
5. Knight Frank

### LEISURE/HOTELS

1. EJ Hales
2. Fleurets
3. Christie & Co
3. Cooke & Arkwright

### RETAIL

1. Cooke & Arkwright
2. EJ Hales
3. St Davids Commercial
4. Fletcher Morgan
5. Christie & Co
5. Savills

### INVESTMENT

1. EJ Hales
2. JLL
3. Savills
4. Cooke & Arkwright
5. Cushman & Wakefield

## YORKSHIRE & HUMBERSIDE

OVERALL WINNER: CARTER TOWLER

Carter Towler edged an incredibly close three-way competition with PPH Commercial and Knight Frank to retain its Yorkshire title. PPH climbed to joint first in retail while Knight Frank and Carter Towler maintained their leads in office and industrial respectively. CBRE went up the investment leaderboard to share first place with Cushman & Wakefield and it also worked its way onto the leisure and hotels podium.

### OFFICE

1. Knight Frank
2. Carter Towler
3. PPH Commercial
4. WSB Property Consultants
5. JLL

### INDUSTRIAL

1. Carter Towler
2. Knight Frank LLP
3. PPH Commercial
4. JLL
5. CBRE

### LEISURE/HOTELS

1. Christie & Co
1. Fleurets
2. CBRE

### RETAIL

1. PPH Commercial
1. CBRE
2. Carter Towler
3. Christie & Co
4. Cushman & Wakefield

### INVESTMENT

1. CBRE
1. Cushman & Wakefield
2. Knight Frank
3. Avison Young
4. Christie & Co