

# Transactional data report

South Essex - Offices  
Jun-19

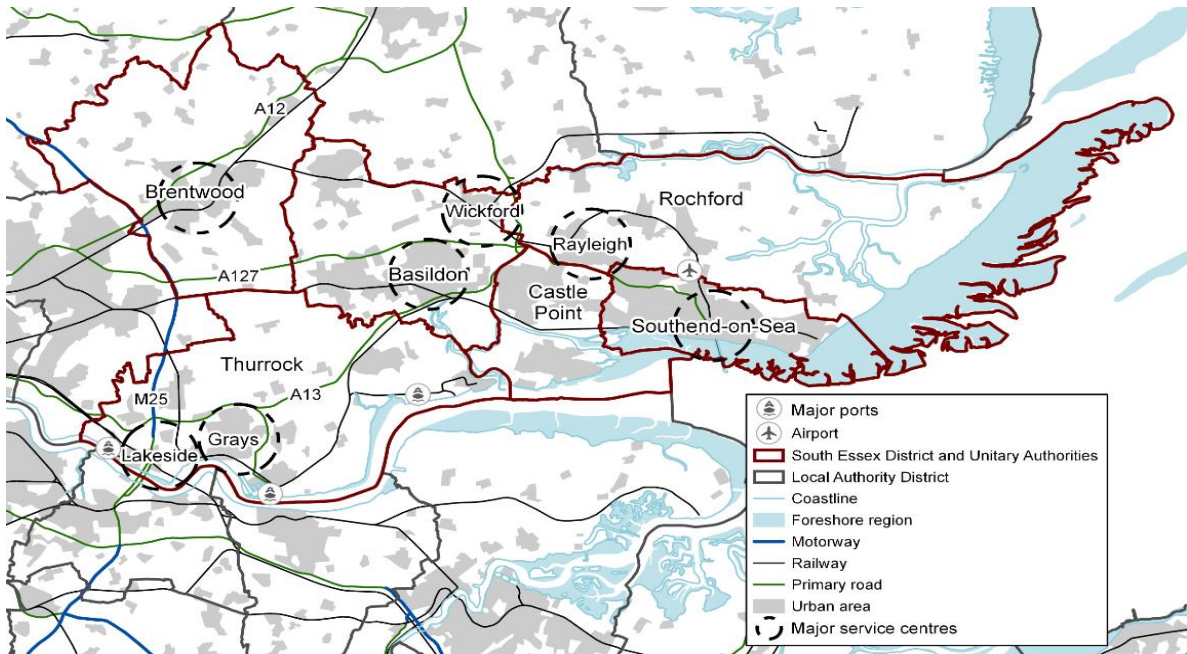
**SQW**

# 1 Introduction

1.1 This report presents analysis carried out by SQW in June 2019 of transactional data available via the EGi and CoStar databases.

1.2 The geographic area used was the six local authorities Association of South Essex Local Authorities, and the use is industrial and warehousing.

## Study area



- 1.3 Three main types of analysis have been performed:
- Consolidating records from both databases, removing patent duplicates
  - Categorising transactions by market area
  - Removing pre-let / proposed properties from availability data
  - Removing land transactions
  - Removing perceived anomalies from price and rental value data analysis

1.4 The rest of the report is structured in three sections:

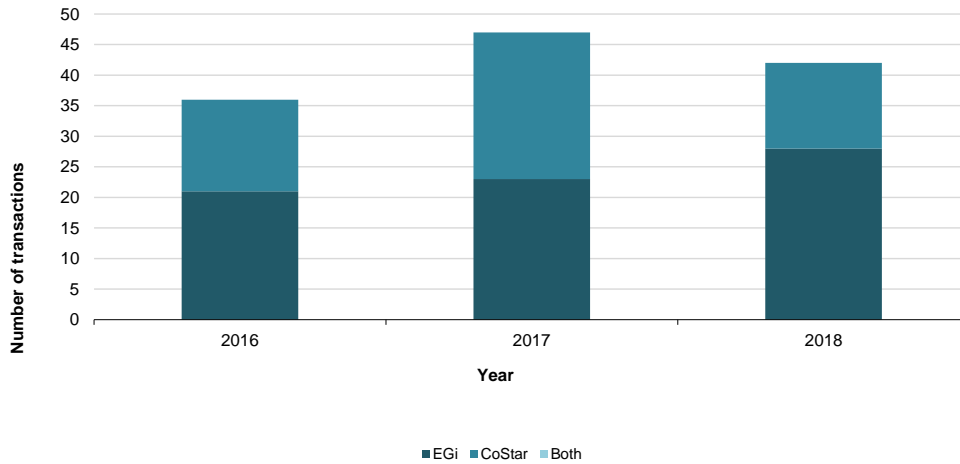
- Section 2. Sales (occupational and investment deals, freehold and long leasehold)
- Section 3. Lettings (new lease and assignment)
- Section 4. Availability (excl. pre-lets / proposed properties)
- Section 5. Grow-on Space (average take-up and lease lengths)

1.5 The report is not intended to be used on its own; findings and conclusions are provided in our main reports / presentations.

## 2 Sales

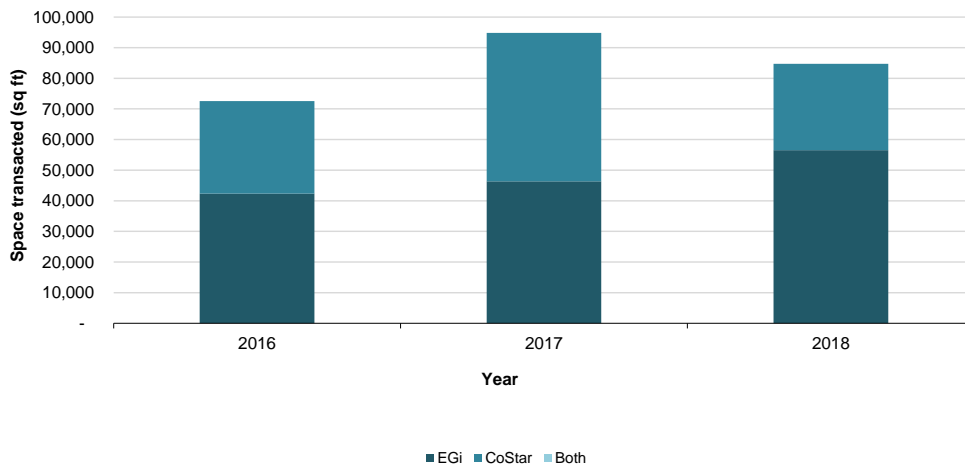
Number of transactions, by year and source

Year	EGi	CoStar	Both	Total transactions
2016	21	15	0	36
2017	23	24	0	47
2018	28	14	0	42
<b>TOTAL</b>	<b>72</b>	<b>53</b>	<b>0</b>	<b>125</b>



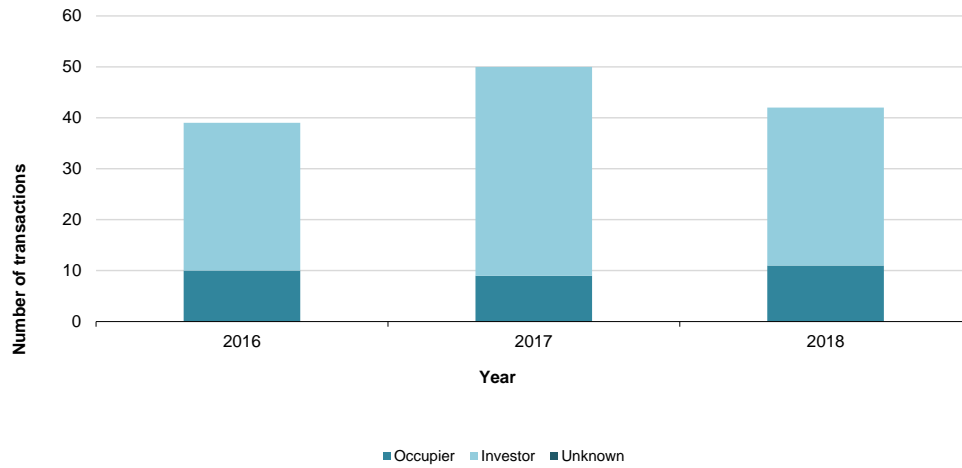
Space transacted (sq ft), by year and source

Year	EGi	CoStar	Both	Total space transacted
2016	42,336	30,240	-	72,576
2017	46,391	48,408	-	94,799
2018	56,504	28,252	-	84,756
<b>TOTAL</b>	<b>145,231</b>	<b>106,900</b>	<b>-</b>	<b>252,131</b>



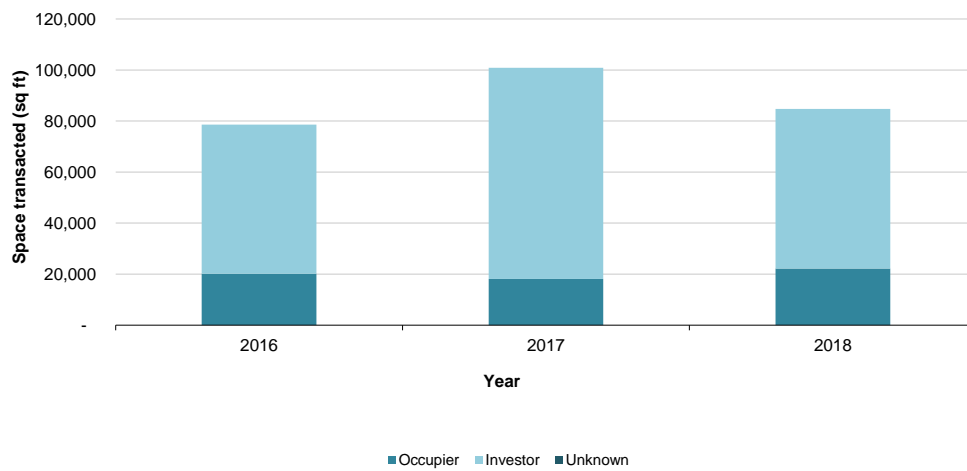
### Number of transactions, by year and type (where specified)

Year	Occupier	Investor	Unknown	Total transactions
2016	10	29	0	36
2017	9	41	0	47
2018	11	31	0	42
<b>TOTAL</b>	<b>30</b>	<b>101</b>	<b>0</b>	<b>125</b>



### Space transacted (sq ft), by year and type

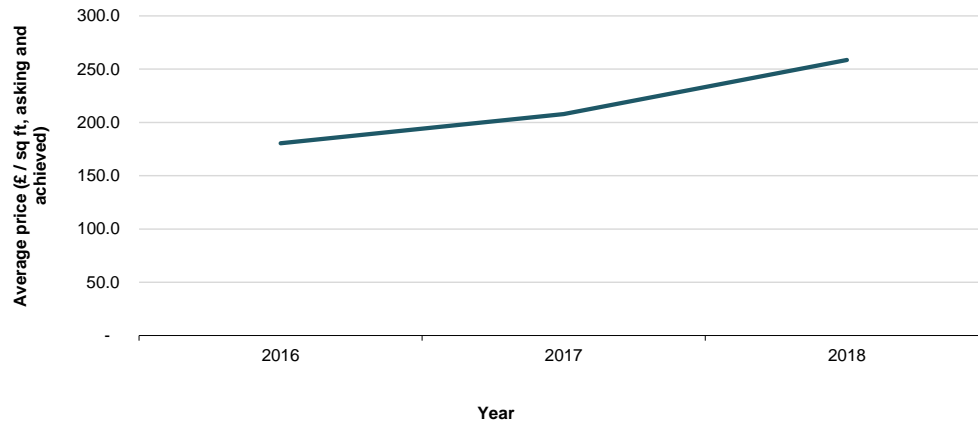
Year	Occupier	Investor	Unknown	Total space transacted
2016	20,160	58,464	-	72,576
2017	18,153	82,697	-	94,799
2018	22,198	62,558	-	84,756
<b>TOTAL</b>	<b>60,511</b>	<b>203,719</b>	<b>-</b>	<b>252,131</b>



### Average price (£ / sq ft), by year

Year	Sample size	Average (£ / sq ft)
2016	36	180.5
2017	47	207.9
2018	42	258.6

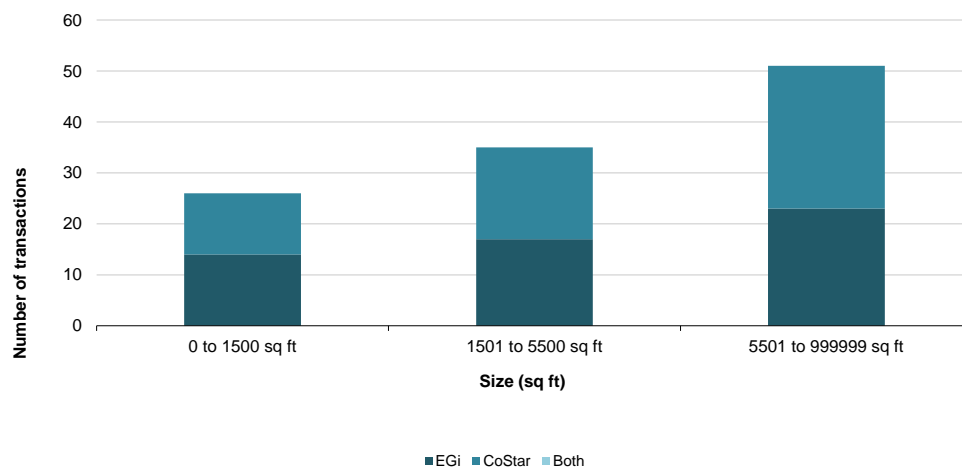
<b>TOTAL AVERAGE</b>	<b>125</b>	<b>234.15</b>
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### Number of transactions, by size and source

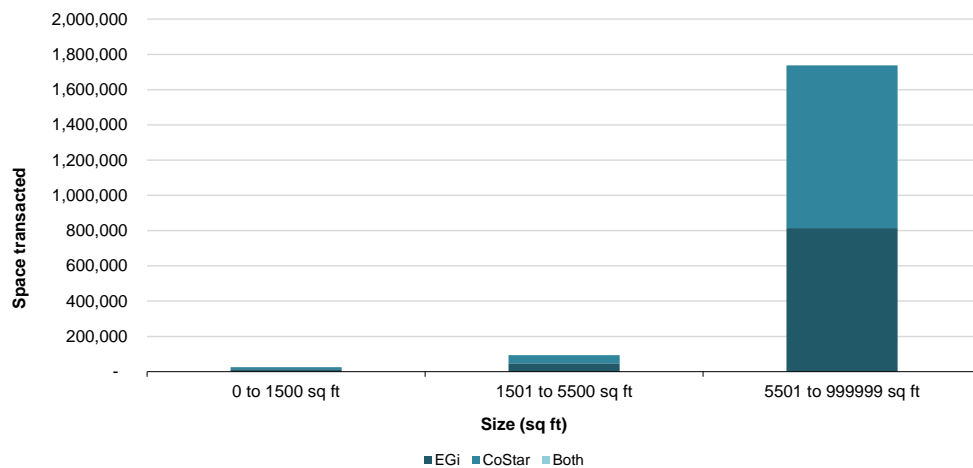
Size	EGi	CoStar	Both	Total transactions
0 to 1500 sq ft	14	12	0	26
1501 to 5500 sq ft	17	18	0	35
5501 to 999999 sq f	23	28	0	51

<b>TOTAL</b>	<b>54</b>	<b>58</b>	<b>0</b>	<b>112</b>
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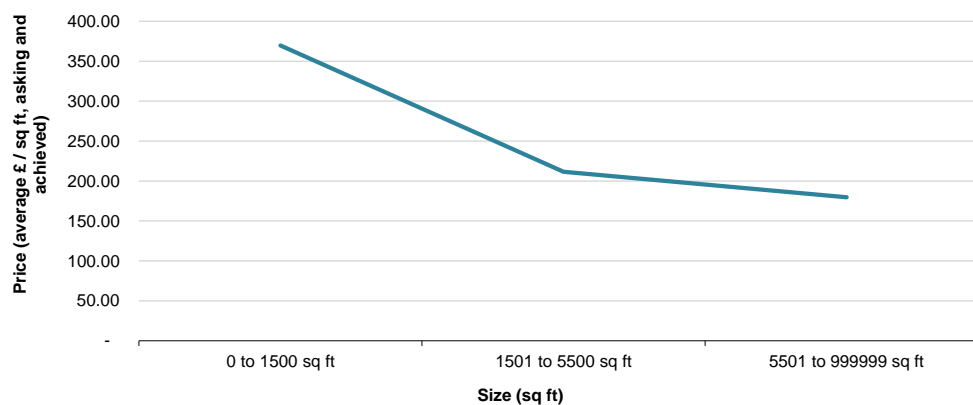
### Space transacted (sq ft), by size and source

Size	EGi	CoStar	Both	Total space transacted
0 to 1500 sq ft	13,723	11,650	-	25,373
1501 to 5500 sq ft	47,465	46,709	-	94,174
5501 to 999999 sq f	814,946	922,317	-	1,737,263
<b>TOTAL</b>	<b>876,134</b>	<b>980,676</b>	<b>-</b>	<b>1,856,810</b>



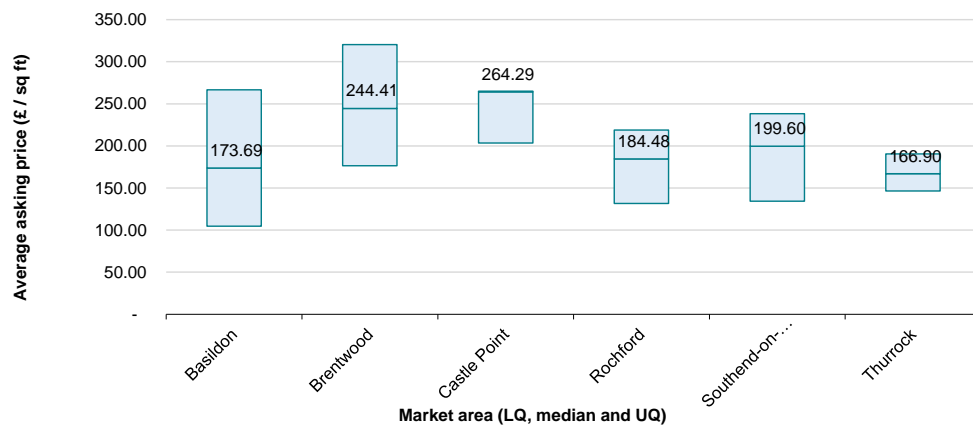
### Average price (£ / sq ft), by size

Size	Sample size	Average price (£ / sq ft)
0 to 1500 sq ft	26	369.70
1501 to 5500 sq ft	35	211.66
5501 to 999999 sq f	51	179.67
<b>TOTAL AVERAGE</b>	<b>112</b>	<b>234.15</b>



### Average asking price (£ / sq ft), by market area

Market area	Sample size (freehold / long leasehold)	Lower quartile (£ / sq ft)	Median price (£ / sq ft)	Upper quartile (£ / sq ft)
Basildon	2	104.76	173.69	266.65
Brentwood	2	176.34	244.41	320.41
Castle Point	0	203.50	264.29	264.94
Rochford	0	131.68	184.48	218.80
Southend-on-Sea	1	134.34	199.60	238.37
Thurrock	0	146.63	166.90	190.60
<b>TOTAL AVERAGE</b>	<b>5</b>	<b>176.38</b>	<b>222.88</b>	<b>234.93</b>



Average gross yield, by market area (where available)

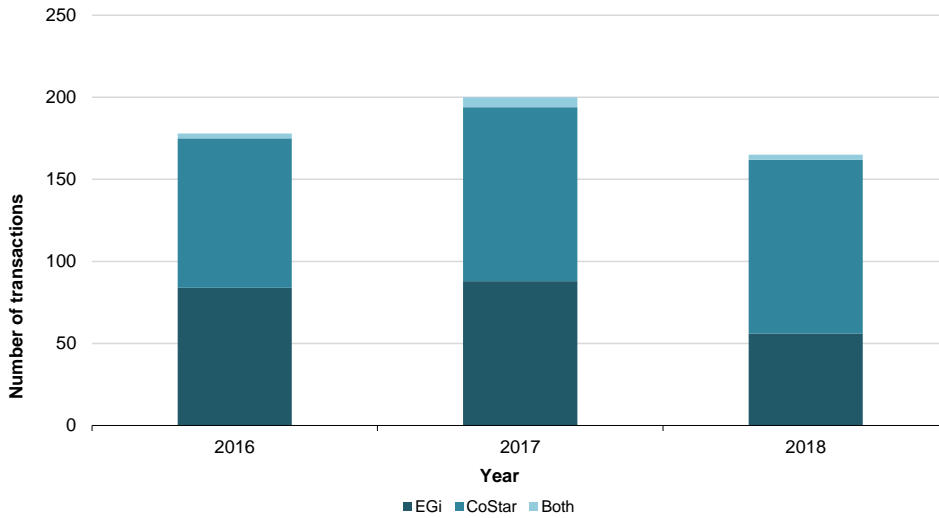
Market area	Sample size	Average gross yield (%)
Basildon	1	6.99%
Brentwood	2	8.19%
Castle Point	0	#N/A
Rochford	0	#N/A
Southend-on-Sea	0	#N/A
Thurrock	0	#N/A
<b>TOTAL</b>	<b>3</b>	<b>7.79%</b>



### 3 Lettings

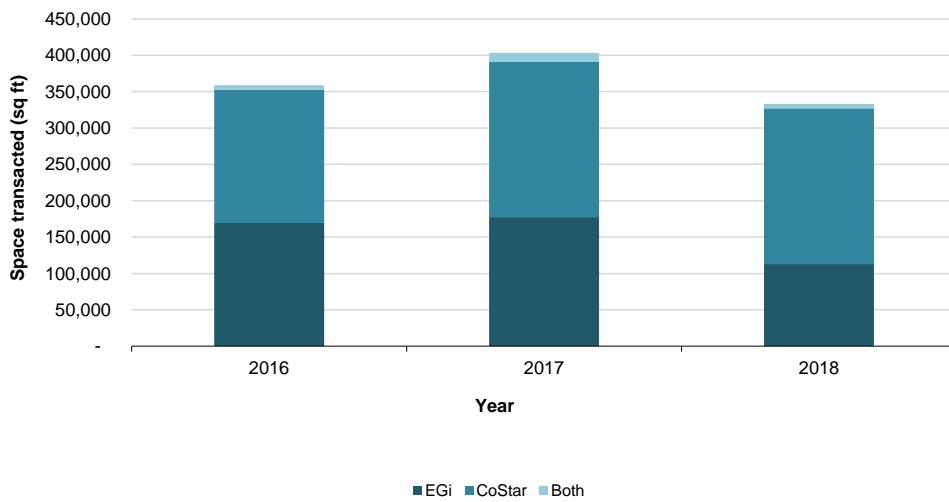
Number of transactions, by year and source

Year	EGi	CoStar	Both	Total transactions
2016	84	91	3	178
2017	88	106	6	200
2018	56	106	3	165
<b>TOTAL</b>	<b>228</b>	<b>303</b>	<b>12</b>	<b>543</b>



Space transacted (sq ft), by year and source

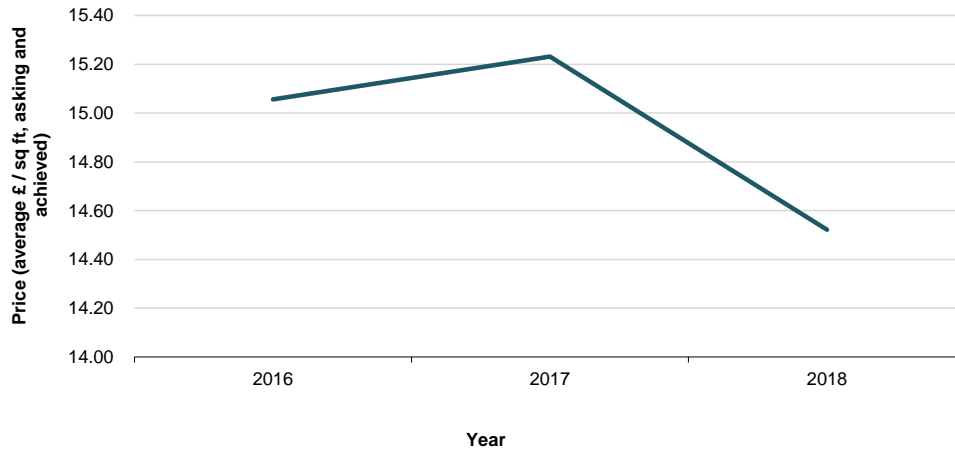
Year	EGi	CoStar	Both	Total space transacted
2016	169,344	183,456	6,048	358,848
2017	177,496	213,802	12,102	403,400
2018	113,008	213,908	6,054	332,970
<b>TOTAL</b>	<b>459,848</b>	<b>611,166</b>	<b>24,204</b>	<b>1,095,218</b>



### Average rental value (£pa / sq ft), by year

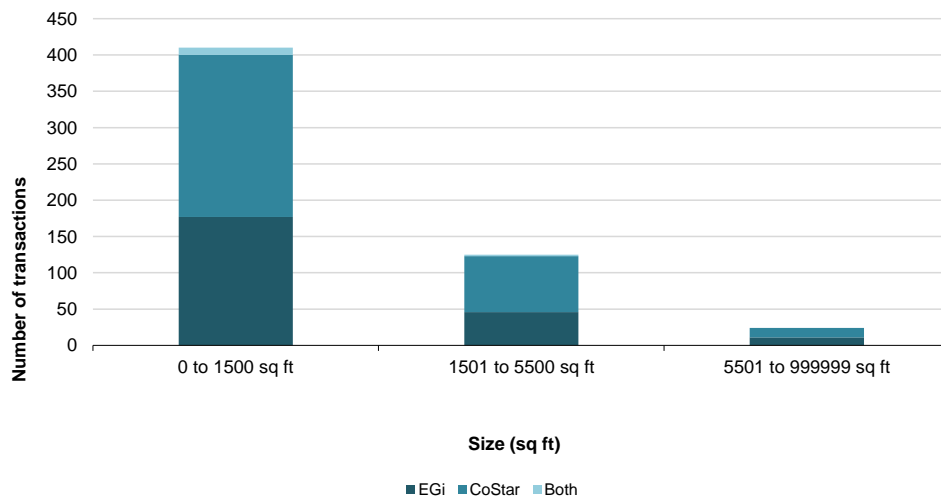
Year	Sample size	Average rental value (£pa / sq ft)
2016	178	15.06
2017	200	15.23
2018	165	14.52

<b>TOTAL AVERAGE</b>	<b>543</b>	<b>14.97</b>
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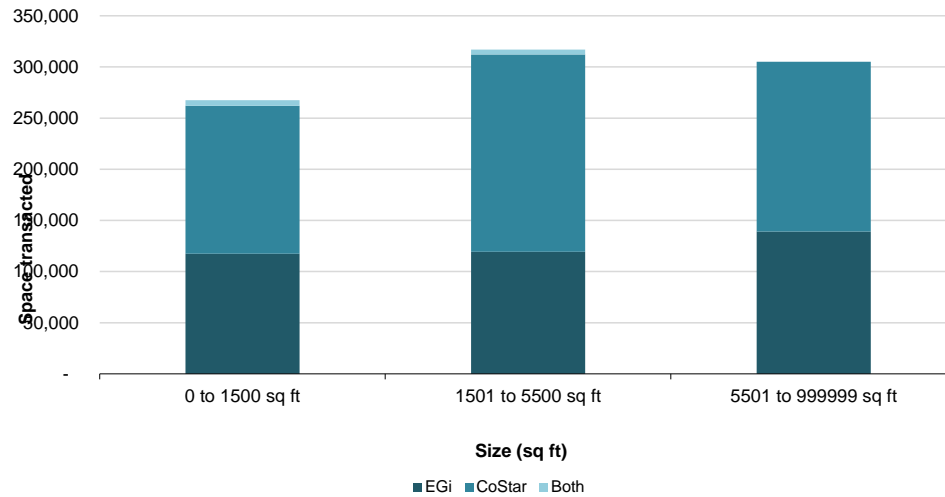
### Number of transactions, by size and source

Size	EGi	CoStar	Both	Total transactions
0 to 1500 sq ft	177	223	10	410
1501 to 5500 sq ft	46	77	2	125
5501 to 999999 sq f	11	13	0	24
<b>TOTAL</b>	<b>234</b>	<b>313</b>	<b>12</b>	<b>559</b>



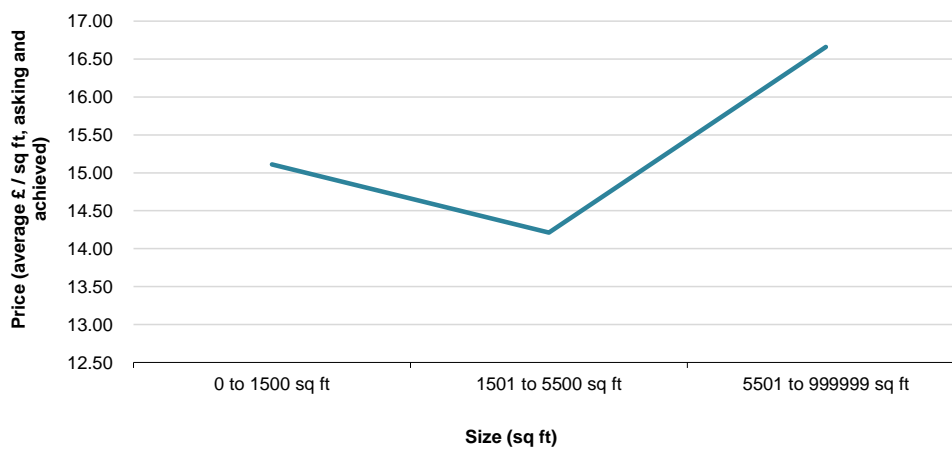
### Space transacted (sq ft), by size and source

Size	EGi	CoStar	Both	Total space transacted
0 to 1500 sq ft	117,345	144,680	5,360	267,385
1501 to 5500 sq ft	119,253	193,003	4,635	316,891
5501 to 999999 sq f	138,955	166,037	-	304,992
<b>TOTAL</b>	<b>375,553</b>	<b>503,720</b>	<b>9,995</b>	<b>889,268</b>



### Average rental value (£pa / sq ft), by size

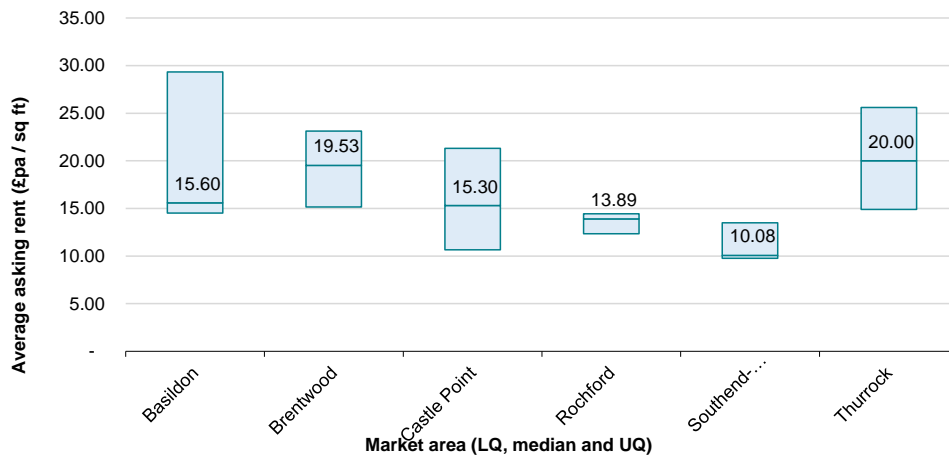
Size	Sample size	Average rental value (£pa / sq ft)
0 to 1500 sq ft	410	15.11
1501 to 5500 sq ft	125	14.21
5501 to 999999 sq f	24	16.66
<b>TOTAL AVERAGE</b>	<b>559</b>	<b>14.97</b>



### Average rent (£ / sq ft, asking / achieved), by market area

Market area	Sample size (leasehold)	Lower quartile (£pa / sq ft)	Median rent (£pa / sq ft)	Upper quartile (£pa / sq ft)2
Basildon	128	10.43	12.85	17.50
Brentwood	44	14.43	21.13	25.00
Castle Point	32	9.28	11.64	13.74
Rochford	92	10.00	12.02	17.10
Southend-on-Sea	151	10.00	11.67	14.02
Thurrock	30	13.86	15.27	19.52

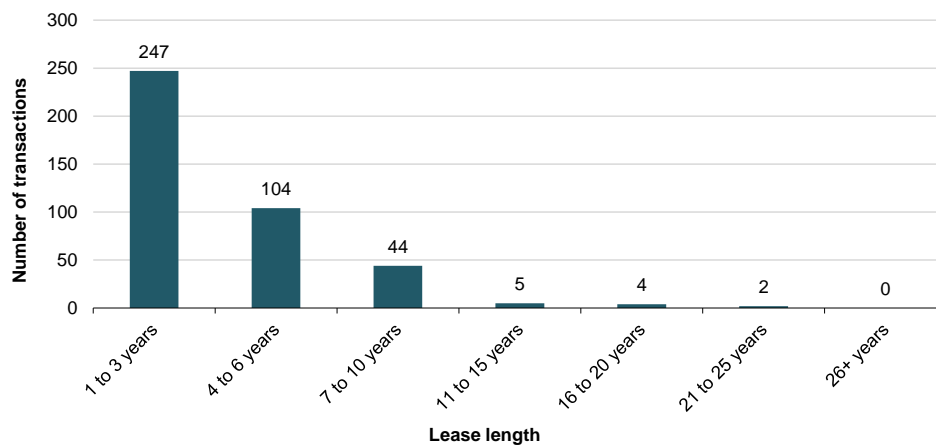
<b>TOTAL AVERAGE</b>	<b>477</b>	<b>10.81</b>	<b>14.64</b>	<b>20.03</b>
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### Lease length (where specified)

Lease length	Number of transactions	% of transactions
1 to 3 years	247	61%
4 to 6 years	104	26%
7 to 10 years	44	11%
11 to 15 years	5	1%
16 to 20 years	4	1%
21 to 25 years	2	0%
26+ years	0	0%

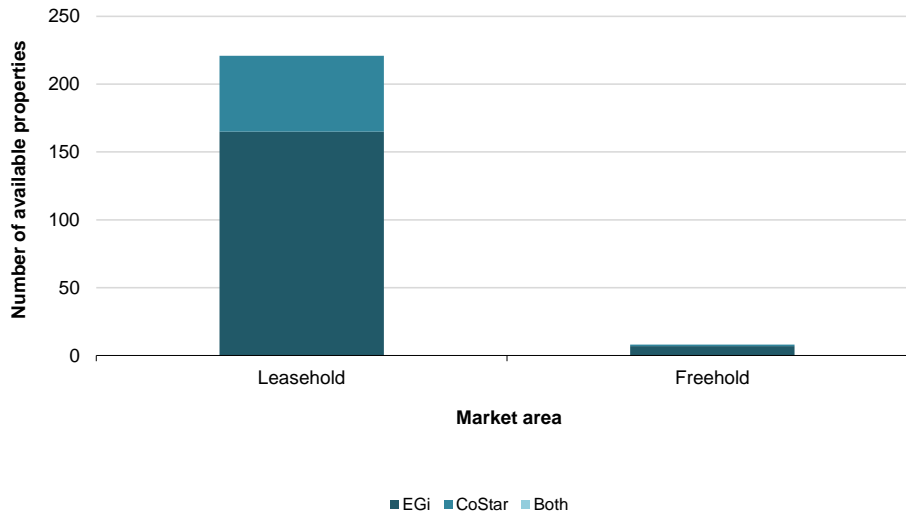
<b>TOTAL</b>	<b>406</b>	<b>100%</b>
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## 4 Availability

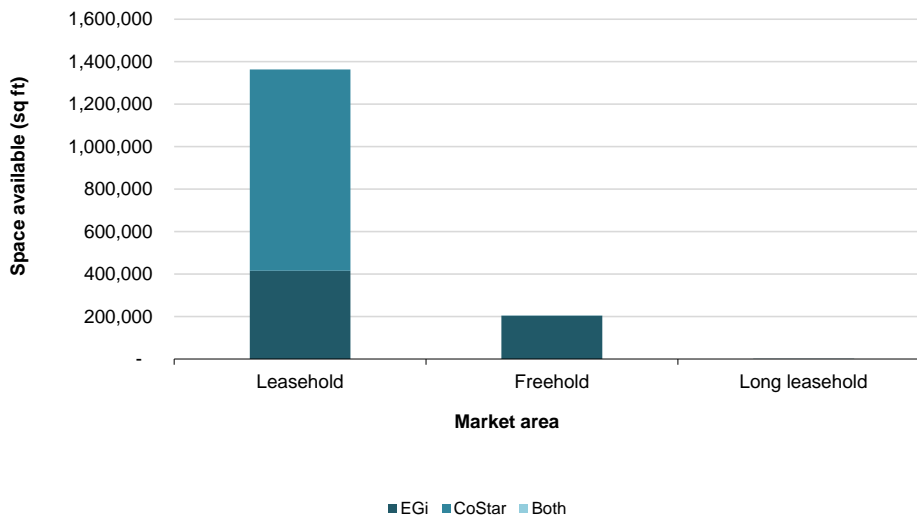
Number of available properties, by tenure and source

Tenure	EGi	CoStar	Both	Total available
Leasehold	165	56	0	221
Freehold	7	1	0	8
<b>TOTAL</b>	<b>173</b>	<b>57</b>	<b>0</b>	<b>230</b>



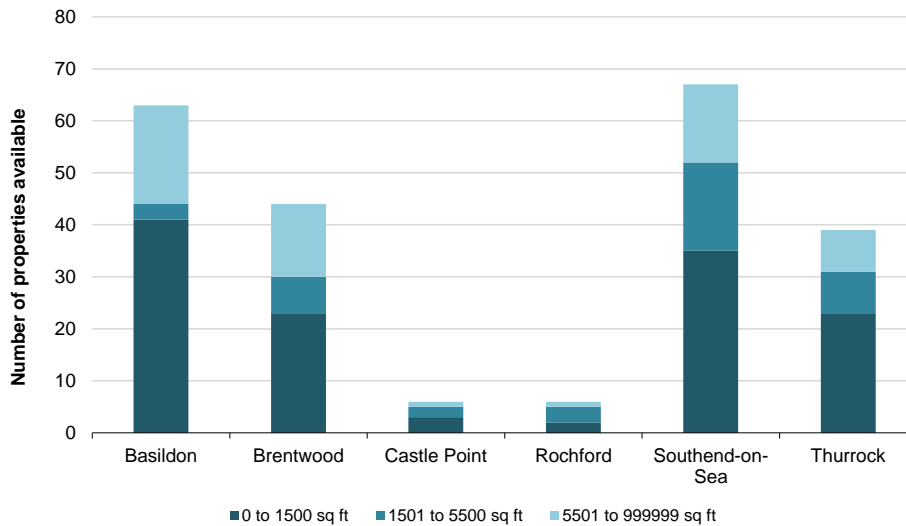
Space available (sq ft), by tenure and source

Tenure	EGi	CoStar	Both	Total available space
Leasehold	415,523	948,401	-	1,363,924
Freehold	203,152	876	-	204,028
Long leasehold	979	-	-	979
<b>TOTAL</b>	<b>619,654</b>	<b>949,277</b>	<b>-</b>	<b>1,568,931</b>



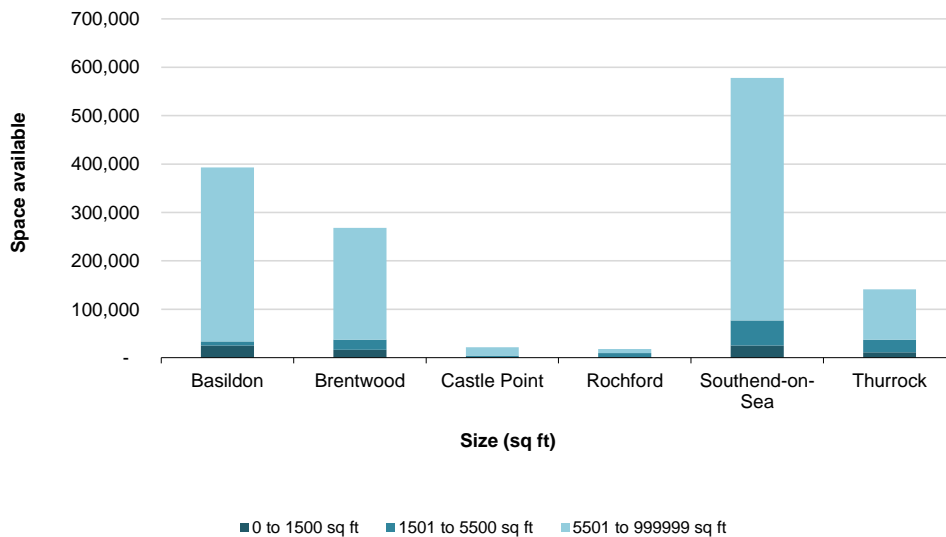
## Number of available properties, by size and market area

Size	Basildon	Brentwood	Castle Point	Rochford	Southend-on-Sea	Thurrock	Total transactions
0 to 1500 sq ft	41	23	3	2	35	23	127
1501 to 5500 sq ft	3	7	2	3	17	8	40
5501 to 999999 sq f	19	14	1	1	15	8	62
<b>TOTAL</b>	<b>63</b>	<b>44</b>	<b>6</b>	<b>6</b>	<b>67</b>	<b>39</b>	<b>229</b>



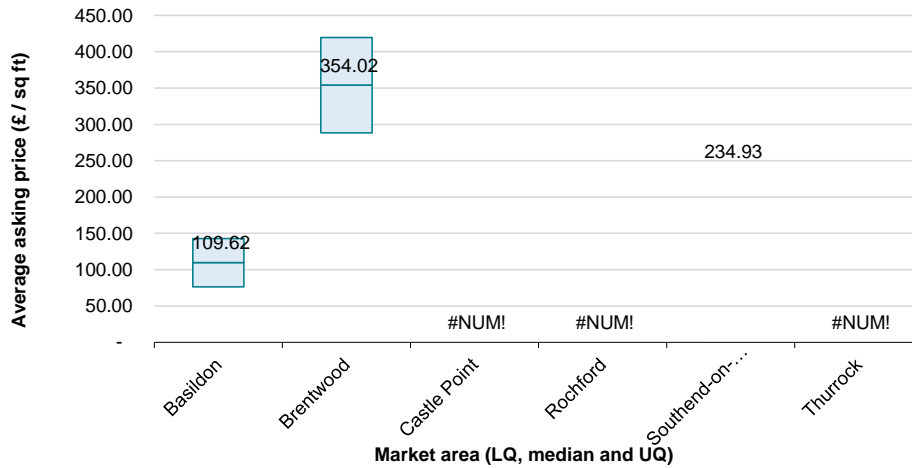
## Space available (sq ft), by size and market area

Size	Basildon	Brentwood	Castle Point	Rochford	Southend-on-Sea	Thurrock	Total space available
0 to 1500 sq ft	24,984	16,419	853	1,135	24,898	10,775	79,064
1501 to 5500 sq ft	8,415	20,979	3,524	8,440	51,973	26,154	119,485
5501 to 999999 sq f	359,856	230,782	17,017	8,297	501,130	104,080	1,221,162
<b>TOTAL</b>	<b>393,255</b>	<b>268,180</b>	<b>21,394</b>	<b>17,872</b>	<b>578,001</b>	<b>141,009</b>	<b>1,419,711</b>



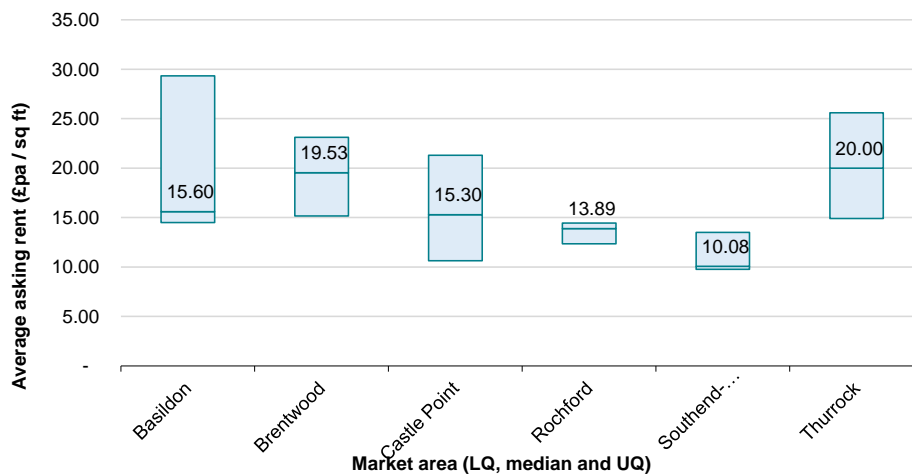
### Average asking price (£ / sq ft), by market area

Market area	Sample size	Lower quartile (£ / sq ft)	Median price (£ / sq ft)	Upper quartile (£ / sq ft)
	(freehold / long)			
Basildon	2	76.24	109.62	143.00
Brentwood	2	288.45	354.02	419.59
Castle Point	0	#NUM!	#NUM!	#NUM!
Rochford	0	#NUM!	#NUM!	#NUM!
Southend-on-Sea	1	234.93	234.93	234.93
Thurrock	0	#NUM!	#NUM!	#NUM!
<b>TOTAL AVERAGE</b>	<b>5</b>	<b>176.38</b>	<b>222.88</b>	<b>234.93</b>



### Average asking rent (£ / sq ft), by market area

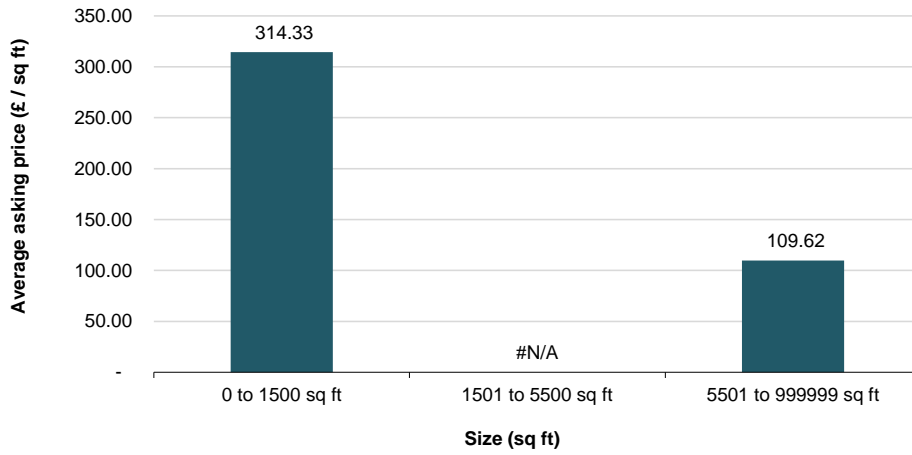
Market area	Sample size	Lower quartile (£pa / sq ft)	Median rent (£pa / sq ft)	Upper quartile (£pa / sq ft)
	(leasehold)			
Basildon	29	14.50	15.60	29.33
Brentwood	6	15.16	19.53	23.13
Castle Point	4	10.65	15.30	21.31
Rochford	3	12.35	13.89	14.45
Southend-on-Sea	33	9.77	10.08	13.50
Thurrock	21	14.90	20.00	25.61
<b>TOTAL AVERAGE</b>	<b>96</b>	<b>10.81</b>	<b>14.64</b>	<b>20.03</b>



### Average asking price (£ / sq ft), by size

Size	Sample size	Average price
0 to 1500 sq ft	3	314.33
1501 to 5500 sq ft	0	#N/A
5501 to 999999 sq f	2	109.62

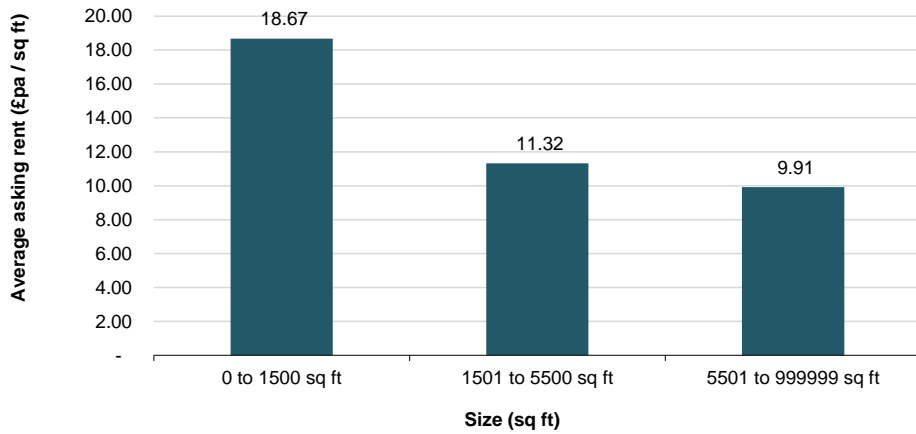
<b>TOTAL</b>	<b>5</b>	
<b>AVERAGE</b>		<b>232.44</b>



### Average asking rent (£pa / sq ft), by size

Size	Sample size	Average price
0 to 1500 sq ft	79	18.67
1501 to 5500 sq ft	14	11.32
5501 to 999999 sq f	3	9.91

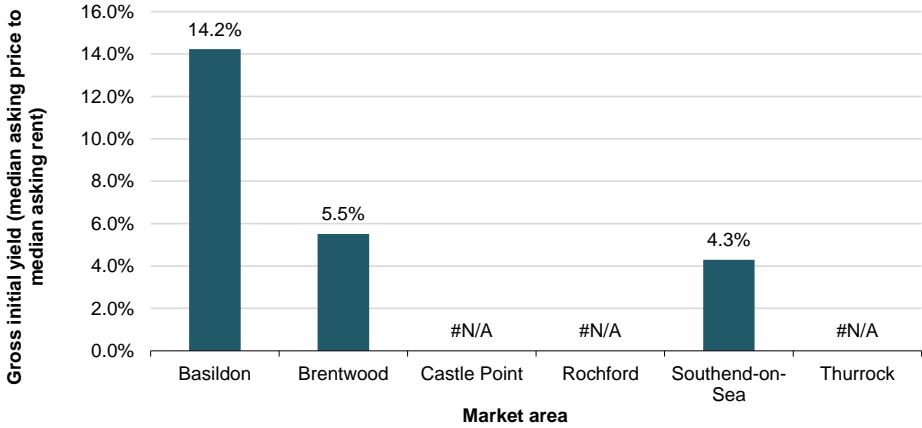
<b>TOTAL</b>	<b>96</b>	
<b>AVERAGE</b>		<b>17.33</b>





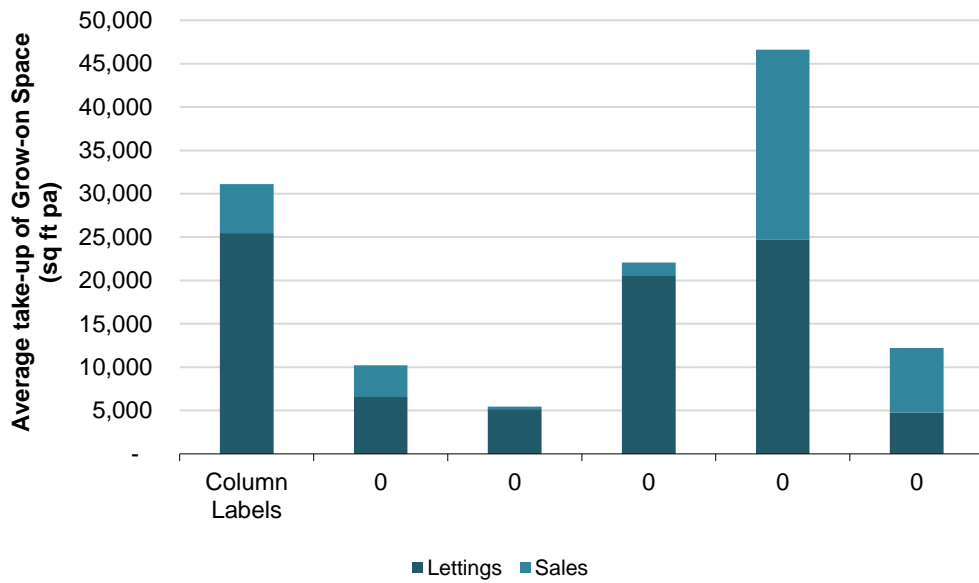
Gross initial yields (median asking price to median asking rent)

Market area	Median asking price	Median asking rent	Gross initial yield
Basildon	109.62	15.60	14.2%
Brentwood	354.02	19.53	5.5%
Castle Point	#NUM!	15.30	#N/A
Rochford	#NUM!	13.89	#N/A
Southend-on-Sea	234.93	10.08	4.3%
Thurrock	#NUM!	20.00	#N/A



# 5 Grow-on Space for office use

Average take-up of Grow-on Space (sq ft), by transaction type



Average lease lengths, by size

