

ANNOUNCING THE EGi MOST ACTIVE AGENTS 2014



JLL has sprinted clear of CBRE to retain its yellow jersey in deals volumes for the fourth year in a row. However, there are signs that the two US property giants are beginning to be hauled back into a peloton of agents in which market consolidation is creating larger entities preparing to mount challenges of their own.

EGi has compiled rankings across all property types and across all regions of the UK based purely on the number of deals conducted by each agent. Although it is only possible to read so much into transaction volumes alone, the tables provide evidence of an industry which has left the downturn in bullish mood and with expansion very much on its mind.

The most notable example of this is Lambert Smith Hampton. The company called this title its own in the Noughties but seemed to be in rankings freefall after it was deposed following the 2011 merger between JLL and King Sturge. However, following its 2013 acquisition by resi specialist Countrywide the comeback is on: it has bought Northern Ireland's market leader BTW Shiells, it is now the clear leader in industrial deals and in combined lettings volumes sits right on the shoulders of JLL and CBRE. If its mooted takeover of ES Group goes ahead, things could get very interesting indeed.

But although the gap may be closing, JLL remains the UK's pre-eminent agent for deals numbers, topping the rankings not just overall but also in offices and investment. CBRE, meanwhile, lost its lead in the national office market and looks the more likely to be caught by the chasing pack, although it is still number one in the all-important London market. Meanwhile, Cushman & Wakefield turned in such an outstanding performance in retail that it secured a place in the top five overall lettings, while Christie + Co once again topped the leisure and hotel rankings.

At regional level the overall winners remain unchanged on last year, with the sole exception of Northern Ireland where the aforementioned acquisition of BTW Shiells has fired LSH straight to number one. More broadly, this means there is now an even split between those regions where rankings are topped by national agents and those where regional players rule the roost. Indeed, many of those leading regionals are so entrenched in their positions that the only way in which the nationals can challenge will be through acquisition. The extent to which this happens will be one of the key issues of 2015.

EGi processed a record volume of entries for the Most Active Agent 2014. Many thanks to everyone who submitted deals.

OVERALL – LETTINGS

1. JLL
2. CBRE
3. Lambert Smith Hampton
4. Cushman & Wakefield
5. Savills

OFFICES

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

RETAIL

1. Cushman & Wakefield
2. CBRE
3. JLL
4. Savills
5. Tushingham Moore

INDUSTRIAL

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

INVESTMENT

1. JLL
2. CBRE
3. Savills
4. Colliers International
5. GVA

LEISURE & HOTELS

1. Christie + Co
2. Fleurets
3. Colliers International
4. Davis Coffey Lyons
5. James A Baker
Property Consultants





THE UK'S MOST ACTIVE AGENTS 2014 BY REGION

EAST MIDLANDS

OVERALL WINNER
Innes England

It was business as usual in the East Midlands where Innes England's combined strength in the office and industrial sectors helped it outscore FHP Property which continues to hold sway in retail. Lambert Smith Hampton is the leading national here, but it remains a market very much controlled by the regional players.

OFFICE

1. **Innes England** 2. Lambert Smith Hampton 3. FHP Property Consultants 4. BB&J 5. Wells McFarlane / Banks Long & Company

RETAIL

1. **FHP Property Consultants** 2. Innes England 3. JLL 4. Cushman & Wakefield 5. Savills

INDUSTRIAL

1. **Innes England** 2. Lambert Smith Hampton 3. Budworth Hardcastle 4. FHP Property Consultants 5. PPH Commercial

INVESTMENT

1. **Innes England** 2. Colliers International 3. FHP Property Consultants 4. CBRE 5. JLL

LEISURE/HOTELS

1. **Christie + Co** 2. James A Baker Property Consultants 3. Fleurets 4. Colliers International 5. Banks Long & Company

GREATER LONDON

OVERALL WINNER
CBRE

It may not have won any national gongs but it will be more than ample consolation for CBRE to finish top in this, the country's richest and most hotly-contested battleground. It did most of the damage thanks to a healthy lead in the capital's office market but it also topped the retail rankings, while Glenny overtook JLL to claim the industrial title. The investment market remained far more active than in the rest of the country, and here too CBRE triumphed.

OFFICE

1. **CBRE** 2. JLL 3. Savills 4. Knight Frank 5. DTZ 6. Monmouth Dean 7. Cushman & Wakefield 8. Hatton

Real Estate 9. Colliers International 10. Frost Meadowcroft

RETAIL

1. **CBRE** 2. Cushman & Wakefield 3. JLL 4. Colliers International 5. DTZ

INDUSTRIAL

1. **Glenny** 2. JLL 3. dohertybaines 4. Kemsley 5. CBRE

INVESTMENT

1. **CBRE** 2. JLL 3. Savills 4. Colliers International 5. DTZ 6. Knight Frank 7. GM Real Estate 8. BNP Paribas Real Estate 9. Allsup 10. Cushman & Wakefield

LEISURE/HOTELS

1. **Davis Coffey Lyons** 2. AG&G 3. Christie + Co 4. Fleurets 5. Colliers International

NORTH WEST

OVERALL WINNER
CBRE

Despite a phenomenal performance from Tushingham Moore in the retail market, CBRE remained top dog in the North West thanks to a healthy lead in office deals - in which it overtook local specialist Hitchcock & Wright - and a solid performance in industrial. Perhaps because of the buoyancy of the Manchester office market this is the one region outside the capital where CBRE and JLL really lock horns, so this will be quite the feather in the former's cap.

OFFICE

1. **CBRE** 2. JLL 3. Matthews & Goodman 4. Legat Owen 5. Keppie Massie

RETAIL

1. **Tushingham Moore** 2. Cushman & Wakefield 3. Sutton Kersh 4. Savills 5. Mason Owen

INDUSTRIAL

1. **JLL** 2. CBRE 3. Colliers International 4. Nolan Redshaw 5. Knight Frank

INVESTMENT

1. **JLL** 2. CBRE 3. GVA 4. Knight Frank/Savills 5. Colliers International

LEISURE/HOTELS

1. **Christie + Co** 2. Fleurets 3. Colliers International 4. Duxburys Commercial/Kays Commercial Estates 5. James A Baker Property Consultants

EAST OF ENGLAND

OVERALL WINNER
Barker Storey Matthews

Barker Storey Matthews comfortably retained the overall title it won from Savills two years ago thanks to its success in office and industrial while Roche emerged top of a more subdued retail market. Only Savills among the nationals has made much of impression in the rankings.

OFFICE

1. **Barker Storey Matthews** 2. Savills 3. Bidwells 4. Roche 5. Cheffins

RETAIL

1. **Roche** 2. Barker Storey Matthews 3. Francis Darrah 4. Cushman & Wakefield 5. Fenn Wright

INDUSTRIAL

1. **Barker Storey Matthews** 2. Savills 3. Brown & Co incorporating Berry Morris 4. Cheffins 5. Bidwells

INVESTMENT

1. **Barker Storey Matthews** 2. Savills 3. JLL/Penn Commercial 4. Bidwells/Colliers International 5. GVA

LEISURE/HOTELS

1. **Fleurets** 2. Everard Cole/Christie + Co 3. Simon Jackaman Associates 4. Roche 5. Barker Storey Matthews/Brown & Co.

NORTH

OVERALL WINNER
Sanderson Weatherall

Once again Sanderson Weatherall finished top in the North East, although it didn't quite pull off the clean sweep of lettings victories across the three main markets that it achieved in the previous two years, and this is down to Naylor's snatching the office crown. Also of note was a podium finish in the retail sector for @retail.

OFFICE

1. **Naylor's** 2. Sanderson Weatherall 3. Knight Frank 4. DTZ 5. Gavin Black & Partners

RETAIL

1. **Sanderson Weatherall** 2. Savills 3. @retail 4. JLL 5. Storeys Edward Symmons

INDUSTRIAL

1. **Sanderson Weatherall** 2. Naylor's 3. Knight Frank 4. DTZ 5. GVA

INVESTMENT

1. **GVA** 2. Storeys Edward Symmons 3. Colliers International 4. CBRE/Sanderson Weatherall 5. Savills

LEISURE/HOTELS

1. **Christie + Co** 2. Colliers International 3. Sanderson Weatherall 4. James A Baker Property Consultants 5. Fleurets

NORTHERN IRELAND

OVERALL WINNER
Lambert Smith Hampton

Last year Lambert Smith Hampton's name did not feature at all in the Northern Ireland rankings which shows the extent to which this clean sweep across the three main sectors is down to the acquisition of regional specialist BTW Shiells, which has finished top overall in Northern Ireland for the previous four years. However, it will be pleasing for LSH to see specific victories in office and industrial; categories which were last year topped by McConnell Chartered Surveyors.

OFFICE

1. **Lambert Smith Hampton** 2. McConnell Chartered Surveyors 3. DTZ McCombe Pierce 4. O'Connor Kennedy Turtle 5. Colliers International

RETAIL

1. **Lambert Smith Hampton** 2. DTZ McCombe Pierce 3. McConnell Chartered Surveyors 4. Savills 5. O'Connor Kennedy Turtle/CBRE

INDUSTRIAL

1. **Lambert Smith Hampton** 2. McConnell Chartered Surveyors 3. GVA 4. Neill Estate Agents 5. Lisney/Colliers International

INVESTMENT

1. **CBRE/Lambert Smith Hampton** 2. Savills 3. DTZ McCombe Pierce 4. Campbell Cairns

LEISURE/HOTELS

1. **Osborne King** 2. Whelan Commercial 3. CBRE

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SCOTLAND
OVERALL WINNER
Ryden

After more than a decade at the top of the Scotland rankings Ryden was always strong favourite to finish on top, and so it proved. It had huge leads in both the office and industrial sectors which more than made up for shortcomings in retail, in which Cushman & Wakefield retained its crown. Once again, Shepherd Commercial showed itself to be a very solid all-rounder in what is only its third year in these rankings.

OFFICE
1. **Ryden** 2. JLL 3. Shepherd Commercial 4. Graham & Sibbald/ CBRE 5. Cushman & Wakefield

RETAIL
1. **Cushman & Wakefield** 2. Eric Young & Co 3. Shepherd Commercial 4. CBRE 5. Ryden

INDUSTRIAL
1. **Ryden** 2. JLL 3. Shepherd Commercial 4. Graham & Sibbald 5. Colliers International

INVESTMENT
1. **Ryden** 2. JLL 3. Savills 4. CBRE 5. Graham & Sibbald

LEISURE/HOTELS
1. **Christie + Co** 2. CDLH Surveyors 3. DM Hall 4. Shepherd Commercial 5. Colliers International

SOUTH EAST (EXCLONDON)
OVERALL WINNER
Lambert Smith Hampton

There is no other region in which an agent enjoys such a commanding lead in deals volumes as Lambert Smith Hampton in the South East. It scored more than double its nearest competitor in office lettings and more than the rest of the top five combined in industrial deals. Cushman & Wakefield, meanwhile, claimed back the retail title from CBRE.

OFFICE
1. **Lambert Smith Hampton** 2. Brasier Freeth 3. Vail Williams 4. Wadham and Isherwood 5. Stiles Harold Williams 6. Aitchison Rafferty 7. Savills 8. Kirkby & Diamond 9. Ayers & Cruiks 10. CBRE

RETAIL
1. **Cushman & Wakefield** 2. JLL 3. Brasier Freeth 4. CBRE 5. DTZ

INDUSTRIAL
1. **Lambert Smith Hampton** 2. Glenny 3. JLL 4. Kirkby & Diamond 5. Cushman & Wakefield/ Stiles Harold Williams

INVESTMENT
1. **JLL** 2. Colliers International 3. Lambert Smith Hampton 4. Savills 5. CBRE

LEISURE/HOTELS
1. **Fleurets** 2. Christie + Co 3. Davis Coffey Lyons 4. Colliers International 5. Savills

SOUTH WEST
OVERALL WINNER
Alder King

Now top in the South West for 14 consecutive years and with its hunger showing no signs of abating, Alder King put in another sterling performance across the office and industrial markets to claim this year's crown. It did, however, drop completely out of the retail top five in which a resurgent Cushman & Wakefield squeezed out regional specialist Miller Commercial.

OFFICE
1. **Alder King** 2. Goadsby 3. Vickery Holman 4. Stratton Creber Commercial 5. Miller Commercial

RETAIL
1. **Cushman & Wakefield** 2. Miller Commercial 3. Bettesworths Chartered Surveyors 4. Hartnell Taylor Cook 5. CBRE

INDUSTRIAL
1. **Alder King** 2. Miller Commercial 3. JLL 4. Stratton Creber Commercial 5. Vickery Holman

INVESTMENT
1. **JLL** 2. Savills 3. Bettesworths Chartered Surveyors/Stratton Creber Commercial 4. CBRE 5. Colliers International

LEISURE/HOTELS
1. **Christie + Co** 2. Bettesworths Chartered Surveyors 3. Fleurets 4. Scott Burridge Commercial 5. Miller Commercial/JLL

WALES
OVERALL WINNER
Lambert Smith Hampton

Lambert Smith Hampton has retained its title in Wales after a number of years in which the pendulum had swung between it and regional player Cooke & Arkwright. But a victory in a rather quiet office market, coupled with solid second in industrial, was enough to overcome a strong challenge from EJ Hales which topped retail lettings by some distance.

OFFICE
1. **Lambert Smith Hampton** 2. Knight Frank 3. Savills 4. Legat Owen 5. JLL/Fletcher Morgan

RETAIL
1. **EJ Hales** 2. Cooke & Arkwright 3. Cushman & Wakefield 4. JLL 5. Emanuel Jones/St Davids Commercial

INDUSTRIAL
1. **Jenkins Best Commercial Property Consultants** 2. Lambert Smith Hampton 3. Knight Frank 4. Legat Owen 5. Beresford Adams Commercial

INVESTMENT
1. **EJ Hales** 2. Cooke & Arkwright/ Savills 3. JLL/Colliers International 4. Emanuel Jones/Lambert Smith Hampton 5. Cushman & Wakefield

LEISURE/HOTELS
1. **Christie + Co** 2. Fleurets 3. Colliers International 4. EJ Hales 5. Sower Estates

WEST MIDLANDS
OVERALL WINNER
Harris Lamb

The busiest market in the West Midlands remains industrial, and it was down to success in this sector that Harris Lamb was able to extend its run of overall victories in the region. Elsewhere, JLL claimed the office title from regional player KWB while Bidwell Webber De-Pons took an impressive second place in retail behind Cushman & Wakefield.

OFFICE
1. **JLL** 2. KWB 3. GBR Phoenix Beard 4. Halls Commercial 5. Harris Lamb

RETAIL
1. **Cushman & Wakefield** 2. Bidwell Webber De-Pons 3. CBRE 4. DTZ 5. Towler Shaw Roberts

INDUSTRIAL
1. **Harris Lamb** 2. Bulleys 3. Halls Commercial 4. Bromwich Hardy 5. Towler Shaw Roberts

INVESTMENT
1. **Colliers International** 2. DTZ 3. GVA 4. Franck-Steier Price 5. CBRE

LEISURE/HOTELS
1. **Christie + Co** 2. Fleurets 3. Colliers International 4. Matthew Phillips Surveyors 5. James A Baker Property Consultants

YORKSHIRE
OVERALL WINNER
PPH Commercial

Hull's PPH Commercial made it 10 overall wins in a row thanks to its prolific dealings in East Yorkshire. However, it was pushed into second place in the three main individual sectors with Leeds-based Carter Towler very narrowly edging the lead in offices and CBRE equally-narrowly winning the retail title. Knight Frank stormed ahead in industrial where it enjoys a commanding presence, particularly in South Yorkshire.

OFFICE
1. **Carter Towler** 2. PPH Commercial 3. Knight Frank 4. Lambert Smith Hampton 5. JLL

RETAIL
1. **CBRE** 2. PPH Commercial 3. Cushman & Wakefield 4. Central Retail Chartered Surveyors 5. Carter Towler

INDUSTRIAL
1. **Knight Frank** 2. PPH Commercial 3. Carter Towler 4. DTZ 5. Lambert Smith Hampton

INVESTMENT
1. **CBRE** 2. GVA 3. JLL 4. Colliers International 5. Savills

LEISURE/HOTELS
1. **Christie + Co** 2. Fleurets 3. Colliers International 4. James A Baker Property Consultants 5. Barry Cruix & Co



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