

ANNOUNCING THE EGi MOST ACTIVE AGENTS 2015

Striking evidence of how market consolidation is shifting the tectonic plates of commercial property can be seen in EGi's latest rankings of deals volumes, which feature a new name at the top of the leaderboard for the first time in four years. Cushman & Wakefield, thanks to its merger with DTZ, now enjoys a comfortable overall lead while the previously unassailable JLL has been knocked down to fourth place.

EGi has crunched the numbers and calculated the rankings based purely on deals volumes across all property types in 2015. Although volumes are by no means the be all and end all of agency work the figures provide solid statistical evidence of exactly how profound a year of change 2015 proved to be.

Thanks to the addition of DTZ, C&W has been able to build on last year's dominance in the retail sector so that it now features prominently in the office, industrial and investment categories and this has seen it sail clear from the rest of the pack in combined volumes. In truth, the signs were there last year that the chasing pack was closing the gap on JLL, which had topped the rankings every year following its 2011 merger with King Sturge, but the latest figures will still surprise many.

Indeed, had it not been for the DTZ/C&W merger then Lambert Smith Hampton would have reclaimed the title it owned throughout the Noughties after embarking on its own acquisition trail of regional specialists such as Tushingham Moore, ES Group and BTW Shiells over the past couple of years.

Although CBRE dropped down a place in the overall top five to third it now sits narrowly ahead of its fellow US-owned rival JLL and retains its title as London's most active agent. Meanwhile, Savills has risen to the top of the podium in investments and maintains its spot at fifth overall. The Leisure & Hotels top five is completely unchanged on last year, with Christie & Co sitting pretty at number one.

But for all the consolidation, the picture at specific geographical level still looks healthy for the regional players. Of 12 geographic areas that make up the UK, only six are topped by national companies, suggesting there is still plenty of room left in the market for the regional specialists who make up the backbone of the industry.

Many thanks to all companies who submitted deals.

OVERALL – LETTINGS

1. Cushman & Wakefield (inc DTZ)
2. Lambert Smith Hampton
3. CBRE
4. JLL
5. Savills

OFFICES

1. CBRE
2. JLL
3. Cushman & Wakefield (inc DTZ)
4. Lambert Smith Hampton
5. Knight Frank

RETAIL

1. Cushman & Wakefield (inc DTZ)
2. CBRE
3. Savills
4. JLL
5. Lunsun Mitchenall

INDUSTRIAL

1. Lambert Smith Hampton
2. JLL
3. Cushman & Wakefield (inc DTZ)
4. Knight Frank
5. Colliers International

INVESTMENT

1. Savills
2. JLL
3. CBRE
4. Colliers International
5. Cushman & Wakefield (inc DTZ)

LEISURE & HOTELS

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



**DEALS
COMPETITION
— 2015 —**

EAST MIDLANDS

OVERALL WINNER

[Innes England](#)

As usual, the battle for the overall title in the East Midlands was between FHP Property and Innes England, with the former enjoying a comfortable lead in retail and a joint lead in investments and the latter ruling the roost in office and industrial. It was close, but Innes England just about shaded it. Lambert Smith Hampton led the charge from the nationals but was still some way short.

OFFICE

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

RETAIL

1. FHP Property Consultants
2. Innes England
3. JLL
4. Savills & Wakefield
5. Lambert Smith Hampton

INDUSTRIAL

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

INVESTMENT

1. Colliers International/
FHP Property Consultants
2. Innes England
3. Savills
4. Franck-Steir Price/JLL
5. CBRE

LEISURE/HOTELS

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

EAST OF ENGLAND

OVERALL WINNER

[Barker Storey Matthews](#)

Barker Storey Matthews has made it a hat-trick of overall wins here thanks to market-leading performances in offices and – in particular – industrial, where it outscored its nearest competitor by almost three to one. Transaction volumes remain lower in the retail sector, which was once again topped by Roche. Savills, CBRE and Fleurets were the only national chains to feature in the top five.

OFFICE

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

RETAIL

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

INDUSTRIAL

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

INVESTMENT

1. Bidwells
2. Barker Storey Matthews
3. Savills
4. Roche
5. Carter Jonas/CBRE/Colliers

LEISURE/HOTELS

1. Fleurets
2. Everard Cole
3. Savills
4. Roche
5. Brown & Co

GREATER LONDON

OVERALL WINNER

[CBRE](#)

Although it dropped a place in the national rankings, CBRE is still top dog in the country's most coveted and fiercely-contested market. It scored particularly well in office deals while also topping the rankings in investments, where transaction volumes massively outshine the rest of the UK. CBRE did, however, lose its top spot in retail to Cushman & Wakefield, which also managed to climb into the top three in offices after a 2014 performance which saw DTZ finish third and C&W seventh. Meanwhile JLL moved back to the top of the rankings in industrial after being displaced by Glenny last year.

OFFICE

1. CBRE
2. JLL
3. Cushman & Wakefield (inc DTZ)

4. Colliers International
5. Savills
6. Knight Frank
7. Monmouth Dean
8. Hatton Real Estate
9. Farebrother
10. Edward Charles & Partners

RETAIL

1. Cushman & Wakefield (inc DTZ)
2. CBRE
3. Nash Bond
4. Colliers International
5. JLL

INDUSTRIAL

1. JLL
2. Glenny
3. doherthybaines
4. Altus Edwin Hill
5. Colliers International

INVESTMENT

1. CBRE
2. Savills
3. JLL
4. Colliers International
5. Cushman & Wakefield (inc DTZ)

LEISURE/HOTELS

1. Davis Coffey Lyons
2. AG&G
3. Fleurets
4. CBRE
5. Christie & Co

NORTH EAST

OVERALL WINNER

[Sanderson Weatherall](#)

Sanderson Weatherall just about hung on to its overall title in the North East although it was pushed incredibly close by NE specialist agent @retail, which racked up a massive lead in the retail rankings. But Sanderson Weatherall narrowly topped the office top five and was solid enough in retail and industrial to just about get over the line. It is a market in which competition appears to be hotting up after a few years in the doldrums.

OFFICE

1. Sanderson Weatherall
2. Cushman & Wakefield (inc DTZ)
3. BNP Paribas Real Estate
4. Naylor's
5. Bilfinger GVA

RETAIL

1. @retail
2. Savills
3. Sanderson Weatherall
4. Lunsdon Mitchenall
5. Lambert Smith Hampton

INDUSTRIAL

1. Connect Property North East/
Cushman & Wakefield (inc DTZ)
2. Sanderson Weatherall
3. Bilfinger GVA
4. Knight Frank
5. Lambert Smith Hampton

INVESTMENT

1. Cushman & Wakefield (inc DTZ)
2. Bilfinger GVA
3. Lambert Smith Hampton
4. BNP Paribas Real Estate
5. Colliers International

LEISURE/HOTELS

1. Christie & Co
2. Fleurets
3. Davis Coffey Lyons
4. Colliers International
5. Lambert Smith Hampton

NORTH WEST

OVERALL WINNER

[CBRE](#)

CBRE retained its top spot in the North West after a barnstorming performance in office transactions, going as far as outshining its nearest competitor by two to one. The battle in retail is also of interest as, despite Lambert Smith Hampton's acquisition of last year's winner Tushingham Moore, Cushman & Wakefield emerged to finish on top of the pile. JLL, meanwhile, hung on to its lead in industrial.

OFFICE

1. CBRE
2. JLL
3. Keppie Massie
4. Edwards & Co
5. Legat Owen (inc Lamont)

RETAIL

1. Cushman & Wakefield
2. Lambert Smith Hampton (inc Tushingham Moore)
3. Savills
4. Lunsdon Mitchenall
5. Mason Owen

INDUSTRIAL

1. JLL
2. Taylor Weaver
3. CBRE
4. B8 Real Estate
5. Colliers International

INVESTMENT

1. CBRE
2. Colliers International
3. Cushman & Wakefield (inc DTZ)
4. JLL
5. Sutton Kersh

LEISURE/HOTELS

1. Christie & Co
2. Fleurets
3. Colliers International
4. Kays Commercial Estates
5. Duxburys Commercial

NORTHERN IRELAND

OVERALL WINNER

[Lambert Smith Hampton](#)

In 2014 Lambert Smith Hampton's name came from nowhere to finish top of the podium in Northern Ireland and the reason was its acquisition of regional specialist BTW Shiells. If anything, its foothold here became even more entrenched in 2015 after it added the investment category to the office, retail and industrial rankings which it topped in the previous year. By far the busiest market in the region was retail.

OFFICE

1. Lambert Smith Hampton
2. DTZ McCombe Pierce
3. McKibbin Commercial
4. O'Connor Kennedy Turtle
5. Osborne King

RETAIL

1. Lambert Smith Hampton
2. DTZ McCombe Pierce
3. Savills
4. McKibbin Commercial
5. Frazer Kidd & Partners/
O'Connor Kennedy Turtle

INDUSTRIAL

1. Lambert Smith Hampton
2. Bilfinger GVA
3. Best Property Services
4. O'Connor Kennedy Turtle
5. McKibbin Commercial

INVESTMENT

1. Lambert Smith Hampton
2. Colliers International
3. CBRE
4. Savills
5. DTZ McCombe Pierce

LEISURE/HOTELS

1. Osborne King
2. Lambert Smith Hampton
3. O'Connor Kennedy Turtle/
Frazer Kidd & Partners
4. McKibbin Commercial

SCOTLAND

OVERALL WINNER

Ryden

Ryden has an unshakable grasp on the Scottish market and few will be surprised to see it named as top overall agent with comfortable wins in both office and industrial. If the rest of the market needs encouragement it can find it in the fact JLL managed to narrowly depose it from the top of the investment rankings and Cushman & Wakefield has extended its lead in retail.

OFFICE

1. Ryden
2. JLL
3. Cushman & Wakefield (inc DTZ)
4. Shepherd Commercial
5. CBRE

RETAIL

1. Cushman & Wakefield (inc DTZ)
2. Eric Young & Co
3. CBRE
4. Shepherd Commercial
5. Graham & Sibbald

INDUSTRIAL

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

INVESTMENT

1. JLL
2. Ryden
3. Savills/Cushman & Wakefield (inc DTZ)
4. CBRE
5. Colliers

LEISURE/HOTELS

1. Colliers International
2. Bruce & Company
3. Christie & Co
4. Shepherd Commercial/Graham & Sibbald
5. Ryden

SOUTH EAST (EXC LONDON)

OVERALL WINNER

Lambert Smith Hampton

Once again, Lambert Smith Hampton has romped home in its heartland territory in the South East, with commanding transaction volumes in offices and industrial standing at more than double those of its nearest competitor. It was a strong year too for regional specialist Wadham and Isherwood which rose to second in offices, while Cushman & Wakefield hung on to the retail title it claimed last year and Savills rose to the top of a buoyant market for investment sales.

OFFICE

1. Lambert Smith Hampton
2. Wadham and Isherwood
3. Brasier Freeth
4. Page Hardy Harris
5. Aitchison Raffety
6. CBRE

7. Stiles Harold Williams
8. Ayers & Cruiks
9. Kirkby & Diamond
10. Duncan Bailey Kennedy

RETAIL

1. Cushman & Wakefield (inc DTZ)
2. CBRE
3. JLL
4. Lunson Mitchenall
5. Brasier Freeth

INDUSTRIAL

1. Lambert Smith Hampton
2. JLL
3. Kirkby & Diamond
4. Cushman & Wakefield (inc DTZ)
5. Stiles Harold Williams

INVESTMENT

1. Savills
2. JLL
3. Colliers International
4. CBRE
5. Cushman & Wakefield (inc DTZ)

LEISURE/HOTELS

1. Fleurets
2. Christie & Co
3. Davis Coffey Lyons
4. Savills
5. Colliers International

SOUTH WEST

OVERALL WINNER

Alder King

Huge leads in the office and industrial sectors helped Alder King make it 15 years in a row as top overall agent in the South West. The regional specialist also managed to bounce back to second position in retail after dropping out completely last year, suggesting it is leaving nothing to chance. The retail market was topped by Savills while JLL retained its number one position in investments.

OFFICE

1. Alder King
2. Lambert Smith Hampton
3. Hartnell Taylor Cook
4. Burston Cook
5. Stratton Creber Commercial

RETAIL

1. Savills
2. Cushman & Wakefield (inc DTZ)
3. Alder King
4. Miller Commercial
5. Stratton Creber Commercial

INDUSTRIAL

1. Alder King
2. Myddelton & Major
3. Stratton Creber Commercial
4. Vickery Holman/Cushman & Wakefield (inc DTZ)
5. Miller Commercial

INVESTMENT

1. JLL
2. Savills
3. Alder King
4. Cushman & Wakefield (inc DTZ)
5. CBRE

LEISURE/HOTELS

1. Christie & Co
2. Bettesworths
3. Fleurets
4. Miller Commercial
5. Savills

WALES

OVERALL WINNER

Lambert Smith Hampton

Lambert Smith Hampton has made it a hat-trick of wins in a Welsh market which has traditionally seen top honours finely balanced between the regional specialists and the London-based nationals. EJ Hales and Jenkins Best respectively topped retail and industrial but a narrow win in offices coupled with a strong second in industrial was enough for LSH to win overall.

OFFICE

1. Lambert Smith Hampton
2. Knight Frank
3. Fletcher Morgan
4. Savills
5. Jenkins Best Commercial

RETAIL

1. EJ Hales
2. Savills
3. JLL
4. CBRE/Cooke & Arkwright
5. John Francis Commercial

INDUSTRIAL

1. Jenkins Best
2. Lambert Smith Hampton
3. Knight Frank
4. Legat Owen (inc Lamont)
5. Cushman & Wakefield (inc DTZ)

INVESTMENT

1. Cushman & Wakefield (inc DTZ)
2. JLL
3. Emanuel Jones
4. Savills
5. Colliers International

LEISURE/HOTELS

1. Christie & Co
2. Colliers International
3. Fleurets
4. Savills/John Francis Commercial
5. EJ Hales/Lambert Smith Hampton

WEST MIDLANDS

OVERALL WINNER

Cushman & Wakefield (inc DTZ)

Cushman & Wakefield has managed to depose Harris Lamb from the top of the West Midlands leaderboard thanks in large part to the combined group's strength in the retail sector following its merger with DTZ. Both C&W and DTZ featured in last year's retail top five and by bringing the two together the company also managed to score more deals than Harris Lamb managed in industrial. However, there was some encouragement for the regional players as KWB claimed back the office title it lost to JLL last year.

OFFICE

1. KWB
2. GBR Phoenix Beard
3. Bilfinger GVA
4. Cushman & Wakefield (inc DTZ)
5. Halls Commercial

RETAIL

1. Cushman & Wakefield (inc DTZ)
2. Bidwell Webber De-Pons
3. JLL
4. Rowley Hughes Thompson
5. CBRE

INDUSTRIAL

1. Harris Lamb
2. Halls Commercial
3. Bulleys
4. Towler Shaw Roberts
5. Bromwich Hardy/Cushman & Wakefield (inc DTZ)

INVESTMENT

1. Colliers International
2. JLL
3. Cushman & Wakefield (inc DTZ)
4. Franck-Steier Price
5. Savills

LEISURE/HOTELS

1. Christie & Co
2. Fleurets
3. Colliers International
4. Bromwich Hardy
5. Butters John Bee

YORKSHIRE

OVERALL WINNER

Carter Towler

It was a historic year for the Yorkshire market as, after a decade of consecutive wins, PPH Commercial lost its crown as Yorkshire's most active agent to Carter Towler. The competition between West Yorkshire's Carter Towler and PPH, which operates mainly in East and South Yorkshire, had been intensifying over recent years but the Leeds company has finally outscored its rival in both offices and industrial. CBRE and Knight Frank remained top in retail and industrial, respectively.

OFFICE

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

RETAIL

1. CBRE
2. Savills
3. PPH Commercial
4. Cushman & Wakefield
5. Carter Towler

INDUSTRIAL

1. Knight Frank
2. Carter Towler
3. PPH Commercial
4. Cushman & Wakefield (inc DTZ)
5. Walker Singleton

INVESTMENT

1. Cushman & Wakefield (inc DTZ)
2. Colliers International
3. PPH Commercial
4. Savills
5. Knight Frank

LEISURE/HOTELS

1. Fleurets
2. Christie & Co
3. James A Baker Property Consultants
4. Colliers International
5. Savills