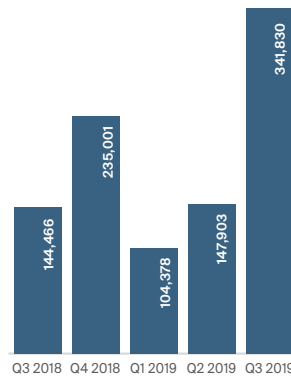


OCCUPIER HEADLINES

- Letting activity significantly increased in Q3 2019 reaching 321,830 sq ft. This is the highest level of take-up Glasgow has achieved since 2013. When compared to H1 2019, take-up in Q3 is 35% higher.
- Supporting this rise was the 272,858 sq ft pre-let at One Central, Argyle Street to JPMC, where it will house their new technology base. However, excluding this deal underlying take-up totalled 68,972 sq ft, 51% below the 10 year quarterly average and is more reflective of the current market.
- Finance and Banking accounted for 82% of take-up, a 53% increase from Q2.
- Availability of new grade A space remains limited at 6,443 sq ft, with the only redevelopment at 151 West George Street, currently under-offer. Total Grade A availability (incl refurbished and second-hand) stood at 321,170 sq ft. Occupiers seeking new space will have to wait until 2021 for Atlantic Square and 177 Bothwell Street to complete.

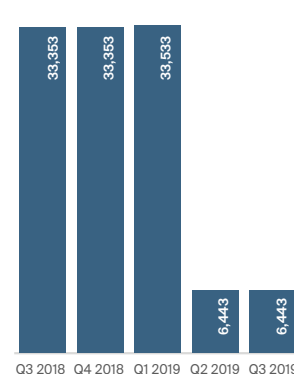
TAKE-UP (sq ft)

Q3 2019 **341,830**
Q3 2019 vs 10 year quarterly average **131%**

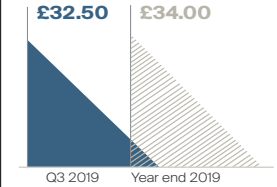


AVAILABILITY (sq ft)

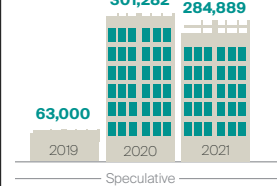
Q3 2019 **6,443**
Q3 2019 vs 10 year quarterly average **-98%**



PRIME RENT (£ per sq ft)



DEVELOPMENT PIPELINE (sq ft)



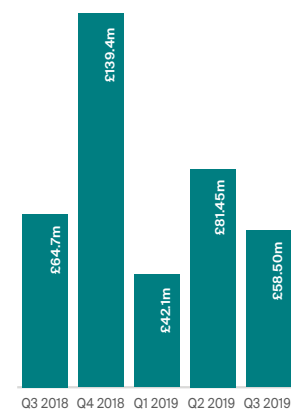
Dates indicate the potential completion date of schemes under construction as at Q3 2019. Development schemes are inclusive of both new and comprehensive refurbishment.

INVESTMENT HEADLINES

- Office investment activity declined by 28% in Q3 compared to Q2, totalling £58.50m. As a result, investment in 2019 totalled £182.05m, 17% above the 10 year average for this time period.
- The sale of 123, St Vincent Street for £37.5m to Longmead Capital LLP, was the largest deal to complete. The main tenants are HMRC and KPMG.
- The acquisition of 180 St Vincent Street for £14.75m by Priory, marked the second largest deal for the city. Currently let to tenants from a variety of sectors, including B2B, Professional Services and Construction. Due its central location, Overbury, the UK's leading fit-out specialist moved from its Glasgow office, adding to the convenience of employees.
- Overseas money remains prominent in Glasgow city centre with German and South Korean investors playing a key role, accounting for 65% of investment volumes in the last 12 months.

INVESTMENT VOLUMES (£)

Q3 2019 **£58.50m**
Rolling 12 Month Average **£321.44m**

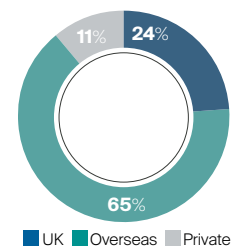


PRIME YIELD (NIY)

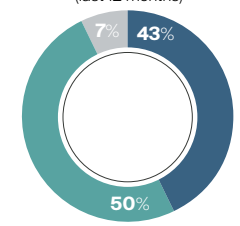
Q3 2019 **5.25%**
Forecast 2019 **5.25%**



PURCHASERS (last 12 months)



VENDORS (last 12 months)



KEY TRANSACTIONS



ONE CENTRAL, ARGYLE STREET

TENANT: JPMC
TERM: N/A
SIZE: 272,858 sq ft
RENT: Confidential
DATE: Q3 2019



9 GEORGE SQUARE

TENANT: STANTEC
TERM: N/A
SIZE: 7,063 sq ft
RENT: £21.50 per sq ft
DATE: Q3 2019



123 ST VINCENT STREET

PURCHASER: Longmead Capital LLP
VENDOR: Aviva Investors
PURCHASE PRICE: £37.5m
YIELD: 7.51%
DATE: Q3 2019



180 ST VINCENT STREET

PURCHASER: Priory
VENDOR: Northwood
PURCHASE PRICE: £14.75m
YIELD: 7.15%
DATE: Q3 2019

OCCUPIER HEADLINES

INVESTMENT HEADLINES

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