



CUSHMAN & WAKEFIELD RESEARCH

# OFFICE SPACE ACROSS THE WORLD 2008

## INTRODUCTION

Cushman & Wakefield is committed to providing the highest quality of service to its business space clients through the continuous monitoring of office and industrial trends and practices. This edition of Office Space Across the World provides a detailed analysis of prime office property rental performance and occupancy costs across the globe in the twelve months to December 2007.

The information and data provided in this report are based on a comprehensive survey of Cushman & Wakefield's international offices and the editors are extremely grateful to them for their time, effort and assistance.

Our international representation is designed to facilitate the rapid flow of information across borders and is supported by a comprehensive database of market information and regular liaison meetings. This allows for the exchange of local market knowledge and expertise and for the co-ordination of strategy for international investment and locational decision-making.

Information on the markets has been provided by Cushman & Wakefield, its alliance partners and its associate offices listed in the table below:

AUSTRIA	Inter-pool/FaciCon
THE BALTICS	Arco Vara
THE BALINCS	Arco vara
BULGARIA	Forton International
DENMARK	RED - Property Advisers
IRELAND	Lisney
ISRAEL	Inter Israel Real Estate Agency
LEBANON	Michael Dunn & Co SAL
MALAYSIA	YY Property Solutions
NEW ZEALAND	Bayleys
NORWAY	Mork & Partners
SOUTH AFRICA	Pace Property Group (pty) Ltd
SWITZERLAND	SPG Intercity
TAIWAN	REPro International
THAILAND	Nexus Property Consultants Ltd
TURKEY	P&D Real Estate Consultants

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#### **Country Summaries**

Argentina Australia Austria Belgium Brazil Bulgaria Canada Chile China Colombia Croatia Czech Republic Denmark Estonia Finland France Germany Greece Hong Kong Hungary India Indonesia Ireland Israel Italy apan Latvia Lebanon Lithuania Luxembourg Malaysia Mexico Netherland New Zealand Norway Philippines Poland Portugal Romania Russia Serbia Singapore Slovakia South Africa South Korea Spain Sweden Switzerland Taiwan Thailand Turkey UAE UK Ukraine Uruguay USA Venezuela Vietnam **Rental Tables Research Services Research Publications**  10

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## **OFFICE PROPERTY OVERVIEW**

#### GLOBAL OVERVIEW

Global office market growth was healthy once again, with rents rising by 14% over 2007, compared to 10% recorded in 2006. In 2007 90% of the countries and 79% of the locations surveyed showed rental growth. Only three locations, or 1% of the sample, showed a rental fall this year, with the remainder experiencing stable conditions.

Almost all the regions have seen good levels of rental growth this year, with only the Middle East and Africa not improving on the previous year's total. Nonetheless, rental growth in this region was still a healthy 19%, the second highest regional growth rate after Asia Pacific. Driven by extremely strong rental uplift in Singapore, India and Vietnam in particular, the Asia Pacific region achieved a 23% growth rate over the course of 2007. Singapore saw the fifth highest rental growth globally, with a 78% improvement in rents over the year.

Europe saw the lowest level of rental uplift, with an 11% increase over the past twelve months. However, Europe has seen some of the highest individual market growth rates, for example, Istanbul and Oslo, where rents grew by 94% and 81% respectively. Moreover, European locations account for five of the top ten locations in terms of rental uplift. Turkey in particular has experienced a very large increase in rents as a result of the sheer scale of demand, coupled with the complete dearth of quality stock. Norwegian rents have also seen very strong uplift, as high oil prices and the strong domestic economy pushed up demand for space. Central Europe has continued to outperform Western Europe, widening the gap further this year with rents increasing by 19% and 7% respectively.

The most expensive market remains the West End of London, where rents as at the end of 2007 had reached  $\leq 1,897/\text{sq.m/year}$ , a substantial increase of over 30% year on year. This equates to a total occupancy cost of  $\leq 2,277/\text{sq.m/year}$ . The gap between first and second place in the ranking has increased further in Euro terms, with London the only location to have retained its position in the ranking year on year. Hong Kong has taken over from Tokyo as the second most expensive location. Mumbai is now in fourth position and Moscow in fifth, pushing Paris into sixth place from fourth last year. Milan has moved out of the top ten, with Singapore moving up to seventh place from 17th in 2006.

Rental growth across the world has been driven largely by a lack of supply in the face of strong demand. Vacancy rates have fallen considerably in many markets over the year, but developers have remained relatively cautious. Speculative construction activity, although really a major feature of the market once again in 2007, has not reached the levels seen in the previous peaks of 2001/2. Although market activity did slow in some markets towards the end of the year, supply and demand fundamentals remained largely positive in the vast majority of markets.







# OFFICE PROPERTY OVERVIEW (CONTINUED)

### AMERICAS

The Americas performed very well over the course of 2007, with overall rental growth of 18%. This is an improvement on the previous year's performance and is above the global average of 14%. South America continued to contribute significantly to the regional average growth rate, with a 33% uplift, while US rental performance was robust despite the current economic uncertainties.

In South America rental growth was driven largely by the lack of space in the face of continuing high levels of demand. Well located, top quality grade A space is in particularly short supply in all the key markets. This has led to increased interest in grade B space in many markets where no grade A space is available. In terms of the highest regional occupancy costs, there are now three South American locations in the top six. The most expensive is São Paulo commanding an occupancy cost of €508/sq.m/year followed by Rio de Janeiro at €484/sq.m/year with Caracas in Venezuela at €478/sq.m/year.

North American growth levels were also buoyant over the course of 2007, with a 15% year on year increase in rents. This was driven largely by the US, where growth was 17%, a further uplift on 2006 performance. Rental growth was mostly the result of supply-demand imbalances. There is very little new space entering the market and this is unlikely to change, with developers and investors scaling back plans in the light of the uncertain economic climate. Vacancy rates in the majority of US markets are in single digits, and are expected to continue falling in the face of steady demand and no new supply. Occupiers are increasingly forced to compromise by opting for grade B space or locating further out of town. Nonetheless, demand remains focused on grade A space. Boston and Houston led the field in terms of rental growth, both showing a 45% uplift yearon-year. Boston is also the second most expensive location in the Americas region, with occupancy costs of around €576/sq.m/year. New York Midtown remains the most expensive location, at €733/sq.m/year.

The Canadian market saw lower overall rental growth in 2007, compared to 2006, as there were higher levels of development activity in most of the key markets. Nevertheless, the vacancy rate is still low as demand in all the key markets remains strong. Rents did move up, but at less than half the rate of the previous year, achieving a 9% uplift in 2007.Vancouver was the best performing market in 2007, with an 18% increase in rents whilst Calgary posted respectable rental growth of 10%. The Canadian market may slow during 2008 in line with the global economic slowdown, however the market remains fundamentally robust.

In Mexico, the market has grown over the year and the Mexico City office market saw good levels of activity in 2007. With a shortage of available space and demand levels continuing to rise, rents came under pressure during the last 12 months.







## **OFFICE PROPERTY OVERVIEW** (CONTINUED)

#### EUROPE

European rental performances in 2007 continued to follow the positive trend of the previous three years. With the leasing market noticeably stronger in many markets across Europe, rents grew by 11% in 2007, a rise of 4% on the previous year. London remains the most expensive location, not just in Europe but globally. With rents in the West End submarket rising by 30% over the year, total occupancy costs amount to over  $\leq 2,200/\text{sq.m/year}$ . The West End extended its lead over the second most expensive location in Europe, which this year is Moscow. In 2007, Paris has slipped to the third most expensive location in Europe.

Turkey recorded the largest regional rental growth in 2007. Rental levels in Istanbul increased by 94% and 86% in the Levent and Gayrettepe/Zincirlikuyu submarkets respectively, due to strong occupier demand and a lack of available grade A property. Norway also experienced considerable rental growth. High occupier demand and a strong domestic economy saw rents rise by over 80% in Oslo over the year. Growth in Central & Eastern Europe (CEE) continued unabated, with rents increasing by an average of 19% over the year. Many locations within CEE experienced high double-digit growth, such as in Istanbul and in Moscow CBD, where rents rose by 73%. There is also some evidence suggesting international occupiers are looking to locate further afield within CEE in less expensive locations. The Czech Republic and Hungary saw average rental growth of just 3%, for example, whereas Turkey recorded 80%, Russia 48%, and Ukraine 20%.

Although growth was lower than in CEE, rents in Western Europe (WE) recorded a positive increase of 7%. The UK was one of the leading WE markets and recorded 9% rental growth in 2007. The London (West End) submarket saw rents rise by 30% over the year, the second highest growth rate in WE after Oslo. London remains an important business hub both nationally and internationally and one of the most important financial centres globally, therefore sustained occupier demand was evident in 2007. The French and German markets also recorded solid rental rises over the year, with increases of 7% and 6% respectively. Similarly to London, both Paris and Frankfurt are important business locations and rents have risen by 12% and 9% in the respective CBD submarkets of each city in 2007. Among the other key markets in WE, Spain saw the highest rental growth over the year, registering a national 12% rise. With strong occupier demand characterising both the markets, Madrid CBD recorded rental growth of 21% with Barcelona rising by 8% over the year.

Demand exceeded supply in most major European office locations in 2007 and in a number of cities in CEE, Moscow and Warsaw in particular, the markets could not react quickly enough to the growing level of demand. As a result, the year ended with an imbalance between supply and demand for the majority of markets across Europe.







# OFFICE PROPERTY OVERVIEW (CONTINUED)

## ASIA PACIFIC

Asia Pacific recorded exceptional rental growth in 2007. Rents rose by an average of 23%, a significant increase on the 10% growth posted in 2006. Hong Kong has overtaken Tokyo as the most expensive location within the region and is now the second most expensive location globally, with a total occupancy cost of  $\leq 1,745$ /sq.m/year.The office market in Hong Kong advanced noticeably and, in part due to the enduring strength of the financial services sector, registered 40% rental growth in the CBD over the year.

The Chinese market as a whole delivered a more steady performance in comparison to Hong Kong. Rents in mainland China registered average growth of 5% over the year. Beijing is currently oversupplied in terms of grade A space and as a consequence rental growth was marginal. In contrast, Shanghai experienced a robust increase of 10%, as the strong domestic economy helped to drive growth.

Singapore was the fastest regional riser in 2007. Rents grew by almost 78% in the CBD, which is characterised by high demand and tight supply. Mumbai in India and Brisbane in Australia both registered rental growth of over 50% over the year.

Vietnam and the Philippines also delivered strong rental growth performances over the year. In Ho Chi Minh City, the principal office location in Vietnam, rents rose by 40% due to high levels of demand and the continuing shortage of grade A space. The wider Metro Manila region in the Philippines also saw increasing demand over the year. This was particularly the case in the sought after CBD areas of Makati and Ortigas where rents saw annual growth of 25%.

Tokyo remains one of the most important markets in the region and registered solid rental growth of 11%. Despite this, Tokyo has fallen from second to third most expensive location globally. Overall, the Japanese office market saw heightened levels of leasing activity, driven by the improving domestic economic conditions.

The Indian market continued its rapid ascent, posting 30% rental growth in 2007. Mumbai is currently the fifth most expensive location globally, with New Delhi now in tenth place, a reflection of the growing global importance of the Indian economy.

Australia and New Zealand both saw rents rise significantly over the year. In both markets increased demand for high quality space outstripped supply, resulting in falling vacancy rates and exceptional rental growth of 23% and 27% respectively.







## **OFFICE PROPERTY OVERVIEW** (CONTINUED)

## AFRICA AND THE MIDDLE EAST

After the stellar performance of 2006, the Africa and the Middle East region continued to see a healthy level of performance. With annual rental growth of 19%, the region continues to develop as an office location. Dubai in the United Arab Emirates (UAE) remains the most expensive location in Africa & the Middle East and is one of the top ten most expensive locations globally.

Virtually all locations in the region saw rental growth in 2007, with Dubai leading the way with a rise of 68%, this was followed by Tel Aviv and Johannesburg with rises of 35% and 25% respectively. The demand for office space has continued unabated in Dubai as it has become increasingly important as both a regional and global business hub. With demand from increasingly international tenants growing, the vacancy rate in Dubai is very low, around 1%. Consequently, there are a number of new schemes in the pipeline, such as those within the Dubai International Financial Centre and Jumeirah Lake Towers. Although this will increase the overall supply, the majority of space is already pre-let, such is the current demand for office space.

In the Abu Dhabi Emirate of the UAE, there are many office development schemes under construction, in order to deliver much needed office space to the market. Increasing demand has seen rents rise by 9% over the year, a considerable easing in rental growth after the exceptional rises seen in 2006. However, demand is still rising, and despite the high level of development, steady rental growth should be experienced in 2008.

As a result of the ongoing political problems in Beirut, the market has been subdued over the year. However, due to a lack of office stock, rents have grown by 17% over the year.

In Israel, the lack of supply has pushed Tel Aviv CBD rents up by 35% over the year and consequently occupiers have been looking away from the expensive CBD in search of less expensive locations. However, rental growth should continue in 2008 as a shortage of high quality stock and steady demand will retain the current pressure on rental values.

In South Africa, the office market has advanced over 2007, with rental growth rising by 12% over the year. Johannesburg is the focal point for the domestic economy and is also the largest office market in South Africa. Rental levels in Johannesburg have increased by 25% over the year, and in the financial submarket of Sandton rents have risen by 15%. Demand for office space has been strong in Johannesburg, and with the current lack of space, rents are predicted to grow during 2008. Further rental growth should also be seen in some of the secondary locations in South Africa in 2008, most notably in Cape Town where high demand levels have seen rental levels grow by 12% in 2007.



AFRICA & THE MIDDLE EAST:

TOP TEN BEST PERFORMING LOCATIONS 2007

Prime Rent Annual Rental Growth €1,000 80% €800 60% , p.a Euro/sq.m/year €600 Rental Growth 40% €400 20% €200 anesoure tanea Beint BD Job CBD CBD Internetions Herling CBD JOD VOL JOAN CBD Cape Town Belline ADU Drabi CBD Dubai CBD <u>0%</u>



## **OFFICE PROPERTY OVERVIEW** (CONTINUED)

#### OUTLOOK

Notwithstanding the recent turmoil seen in global financial markets, the office occupational market remains fundamentally strong. Up until the credit crunch hit in Q3 2007, the office market had been bouyant from a global perspective with demand levels continuing to outstrip supply.

At the current time, the global economic situation is uncertain as to whether the credit crunch will evolve into a recession or it is merely a short correction after the sustained 'bull' run of 2006/7.

It is therefore still too early to say how severe the impact will be on the demand for office space but conditions are expected to remain volatile until at least the middle of 2008, with more financially driven markets most at risk. With the major financial reporting period for the banking industry in February, the full extent of the credit crunch is likely to be clearer by the spring.

Within Europe and North America occupiers have displayed an air of caution since the credit crunch and some are choosing to defer property decisions rather than to withdraw altogether. Although the market is expected to slow, most major cities should be able to withstand the impact of the credit crunch. However, submarkets that are inextricably linked to the financial services sector such as London (City), Frankfurt and Zurich may experience further volatility in levels of demand.

Central & Eastern Europe will remain in focus for occupiers who are trying to minimise their costs and it is likely that the CEE will continue to see healthy rental growth in 2008. More countries within CEE are emerging as alternative low cost office locations and occupiers are already starting to look further eastwards than the traditional CEE locations and these emerging markets should outperform the average.

It is hoped that the Asian market will be robust enough to withstand the effects of the credit crunch, and expectations are that demand levels should remain steady in the short term. With most of the Asian banks less affected by current global financial problems, the domestic economies should continue to expand albeit at a slower rate, and the office markets should hold up well during 2008.

Overall, the global office market faces an uncertain year ahead as economic conditions will largely dictate the direction and rate of growth. On the plus side, any slowdown could present opportunities as occupiers could take advantage of any re-pricing adjustments although if the problems persist further into 2008, then developers may become increasingly risk averse and build largely on a pre-let basis rather than speculatively. Consequently, this would sustain low vacancy rates for grade A space as new supply levels fall and competition for existing space continues.

GLOBAL RENTAL PERFORMANCE	IN THE YEAR	TO DEC 2007				
Countries Showing	Number	% of Total				
Rental Growth	52	91%				
A Fall in Rents	5	9%				
Stable Rents	0	0%				
Locations Showing	Number	% of Total				
Rental Growth	160	80%				
A Fall in Rents	3	1%				
Stable Rents	39	19%				
Average Rents (net internal area)	€/Sq.r	n/Year				
Americas	3	21				
North America	3	07				
US & Canada	3	27				
South America	3	11				
Asia Pacific	4	97				
Europe	32	28				
Western Europe	3.	51				
Central & Eastern Europe	2	68				
Africa & the Middle East	245					
Global	3	45				
Average Rental Growth	% Renta	l Growth				
Americas	18	3%				
North America	13	5%				
USA & Canada	12	7%				
South America	33	3%				
Asia Pacific	23	3%				
Europe	1	1%				
Western Europe	7	7%				
Central & Eastern Europe	19	9%				
Africa & The Middle East	19	9%				
Global	14	1%				
The World's Most Expensive Office Location	€/Sa.r	n/ <b>Y</b> ear				
London West End	2,2					

Publication embargo lifted 00:01 London Time on Wednesday 13th February 2008

OFFICE SPACE ACROSS THE WORLD 2008

# MOST EXPENSIVE LOCATION IN EACH COUNTRY

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Figures relate to total occupancy cost i.e prime rents, property tax and service charge

# MOST EXPENSIVE LOCATION IN EACH COUNTRY

			LOCATION RANKING		
Ra	ınk	Country	City	Location	€/sq.m/year
2007	2008	Country	City	Location	c/sq.m/year
					0.077
	 2	UK	London	West End CBD	2,277
3	2	China	Hong Kong Tokyo	CBD	I,745 I,536
5	4	Japan India	Mumbai	CBD	1,338
7	5	Russia	Moscow	CBD	1,160
4	6	France	Paris	CBD	1,035
17	7	Singapore	Singapore	CBD	954
10	8	UAE	Dubai	CBD	921
6	9	Ireland	Dublin	2/4 Districts	823
9	10	USA	New York	Midtown	733
25	11	Norway	Oslo	CBD	727
8	12	Italy	Milan	CBD	703
13 16	13 14	Switzerland	Zurich Madrid	CBD CBD	653 651
16	14	Spain Sweden	Stockholm	Birger Jarlsgatan	598
n/a	15	Ukraine	Kyiv	CBD	572
n/a	17	Vietnam	Ho Chi Minh City	CBD	554
15	18	Luxembourg	Luxembourg City	CBD	551
19	19	Australia	Sydney	CBD	542
11	20	South Korea	Seoul	Gangnam	541
20	21	Germany	Frankfurt	CBD	522
27	22	Poland	Warsaw	CBD	508
18	23	Brazil	São Paulo	CBD	508
21	24	China	Shanghai	CBD	502
n/a 22	25 26	Venezuela Netherlands	Caracas Amsterdam	CBD Zuidas	478 476
22	28	Greece	Athens	Syntagma Sq	457
24	28	Belgium	Brussels	Quartier Leopold	428
31	29	Argentina	Buenos Aires	CBD	412
23	30	Denmark	Copenhagen	Harbour Area	402
30	31	Austria	Vienna	Central	378
39	32	Israel	Tel Aviv	CBD	367
29	33	Portugal	Lisbon	Av de Liberdade	367
40	34	Turkey	Istanbul	European side (Levent)	359
34	35	Romania	Bucharest	CBD	346
32 35	36 37	Hungary Lebanon	Budapest	Pest CBD CBD	343 342
33	37	Czech Republic	Beirut Prague	CBD	340
42	39	Slovakia	Bratislava	CBD	326
28	40	Canada	Calgary	CBD	314
41	41	New Zealand	Auckland	CBD	313
37	42	Finland	Helsinki	CBD	312
n/a	43	Mexico	Mexico City	CBD	304
36	44	Taiwan	Taipei	CBD	286
n/a	45	Uruguay	Montevideo	CBD	280
n/a	46	Chile	Santiago	CBD	268
n/a	47	Serbia	Belgrade	CBD	258 258
42 44	48 49	Croatia	Zagreb Kuala Lumpur	CBD CBD	258
n/a	50	Malaysia Philippines	Kuala Lumpur Manila	Makati	247
45	51	Bulgaria	Sofia	CBD	228
n/a	52	Colombia	Bogota	CBD	217
45	53	Latvia	Riga	CBD	216
49	54	South Africa	Sandton	CBD	207
48	55	Lithuania	Vilnius	CBD	204
47	56	Estonia	Tallinn	CBD	198
51	57	Indonesia	Jakarta	CBD	194
50	58	Thailand	Bangkok	CBD	194

## **COUNTRY SUMMARIES**



The office market within the capital, Buenos Aires, continues to suffer from a critical lack of suitable space. With positive economic growth within Argentina, the supply/demand imbalance is most apparent in the capital where rents have risen by over 40% during 2007. However, there are a number of schemes pending both in the City and Greater Buenos Aires area that may help to alleviate the current undersupply situation.

#### Australia

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Economy	2	Rent	4	Take Up	1	Vacancy Rate	2
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Rental levels have increased by 23% in Australia during 2007, with the best performing market over this period being Brisbane where rental growth over the year has been an impressive 51%. The market in Brisbane remains extremely tight, with vacancy rates around 1%. With strong market fundamentals and a healthy domestic economy, the outlook is for further growth within the office market.

#### Austria

Economy	2	Rent	1	Take Up	$\Rightarrow$	Vacancy Rate	2
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The office market has been steady during 2007, with rents rising by 2%. With strong domestic economic growth, Vienna has seen increased occupier demand and rents have increased by 11% over the year. However, tenants are seeking larger floorplates and the CBD submarket of Vienna has developed into the most sought after current location.

#### **Belgium**

Economy	24	Rent	Take Up	24	Vacancy Rate	
					racancy race	

The steady occupier market has seen rents increase in Belgium by 6% over the year. The decentralised submarkets of Brussels recorded the highest rental growth over the year with a 10% rise, an indication of increased demand levels. With economic growth easing aligned to the current concerns within the financial sector, the outlook for 2008 is likely to be more subdued.

#### Brazil

Economy	2	Rent	1	Take Up	1	Vacancy Rate	1
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The Brazilian office market has continued to grow during 2007, with the main centres of São Paulo and Rio de Janiero seeing rental growth over the year. With increasing occupier demand for grade A and B properties and a lack of high quality space, rents have risen by an impressive 49% in 2007. In 2008, it is expected that rental growth will ease in São Paulo as a significant development pipeline is scheduled, although Rio de Janeiro will continue to suffer from a lack of space.

Bulgaria							
Economy	♦	Rent	•	Take Up	1	Vacancy Rate	2

A current lack of high quality space characterised the Bulgarian office market during 2007. Prime rental levels were unchanged as demand for high quality space remained high. Sofia is the main target for occupier interest, although a number of secondary cities have started to see increased occupier activity. Rental levels should rise in 2008 as the lack of grade A space will remain a concern for occupiers and the development pipeline is still low.

#### Canada

Economy	2	Rent	1	Take Up	$\rightarrow$	Vacancy Rate	2
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The Canadian office market performed well over 2007, with rents rising nationally by 9% and the vacancy rate falling to under 6.5%, the lowest level in over 20 years. Demand has been strong over the year in most of the major markets with Vancouver recording the highest rental growth of 18%. Economic activity within Canada is expected to ease in 2008, as a result of the slowing global economic conditions, therefore reducing the demand for office space.

#### Chile

Economy	2	Rent	1	Take Up	1	Vacancy Rate	1
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The Santiago office market has been suffering from a supply shortage, primarily in grade A space. As a consequence, rental levels have experienced a steady increase over the past year, rising 9% over the year. In 2008, there will be minimal new office space delivered on to the market. There are a number of large projects scheduled to be completed in 2009, these include the Titanium Tower and the Costanera Tower in the Las Condes submarket of Santiago.

#### China

#### Economy 🎽 Rent 🎢 Take Up 🛒 Vacancy Rate 🛶

The major business centres of Beijing and Shanghai, saw continued rental growth during 2007. Shanghai was the most robust, recording a 10% rise in rents. In Beijing the market is strong but is oversupplied in terms of grade A space. The market in China should continue to grow in 2008, largely due to the strong domestic economy and more locally, improvements in the infrastructure within Beijing, which is due to host the Olympic Games this year.

#### Colombia

#### Economy 🎽 Rent 🍠 Take Up 💋 Vacancy Rate 🛒

The office market in Colombia has seen robust rental growth of 9% during 2007, with the capital, Bogota, being the primary focus of occupier demand. It is anticipated that rental levels will continue to rise during 2008, although there are a large number of projects underway in Bogota that will deliver around 300,000sq.m of space to the market. However, most of this space won't be completed until 2009, therefore rental pressure should continue during 2008.

# COUNTRY SUMMARIES

Croatia								France							
Economy	2	Rent	-	Take Up	1	Vacancy Rate	1	Economy	•	Rent	1	Take Up	8	Vacancy Rate	2

The Croatian office market has advanced throughout 2007. The market is focused on the capital, Zagreb, with rents rising by 9% over the year. The market remains a tenant-led market, with demand for high quality grade A high, and a number of companies looking for relocation opportunities. There are a number of new projects scheduled to arrive on the market in 2008, therefore the rate of rental growth may ease as supply levels rise.

#### Czech Republic

Economy	2	Rent	$\Rightarrow$	Take Up	$\Rightarrow$	Vacancy Rate	2
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The Czech office market has performed steadily over the year, with rents rising by 3%. With a lack of prime buildings, especially in Prague, and constant tenant demand, this has seen rents remain under pressure. In 2008, it is expected that rental growth may ease, with the effects of the credit crunch and a steady development pipeline, seeing rental pressure abate.

#### Denmark

Economy	$\Rightarrow$	Rent	1	Take Up	1	Vacancy Rate	2
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The office market in Denmark has performed well in 2007, rents have risen by 6% over the year. The occupier market has been steady, although high prices and low supply levels in the Copenhagen CBD and Harbour Area have seen tenants look further afield for suitable properties. As a result, rental levels in the secondary cities of Aarhus and Odense have increased by 9% and 11% respectively.

#### Estonia



The Estonian office market is focused almost exclusively on the capital, Tallinn. It has been characterised by growing occupier demand for high quality grade A space, which has caused upward pressure on rental values. However, the amount of office stock in the market has grown each year, with notable schemes such as the Twin Towers delivering more than 7,000sq.m of office space into the city centre market.

#### Finland

	Economy	2	Rent	1	Take Up		Vacancy Rate	- 24
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With the occupier market driving the Finnish office over the year, rents have seen steady growth over the year and have risen by 2%. Occupier demand is focused on Helsinki and, more recently, secondary cities, notably Espoo, have seen increased occupier interest. At the moment, premium space is highly sought after and as a result rents should see further upward pressure in 2008.

The French office market has performed well during 2007 with rents rising nationally by 7% over the year. Rental growth has been strongest in a number of the regional cities, with Lyon and Toulouse seeing notable rises, 20% and 16% respectively. The Paris CBD saw the most positive performance of the wider Parisian submarkets with rental growth over the year of 12%.

#### Germany

Economy	2	Rent	1	Take Up	$\Rightarrow$	Vacancy Rate	- 24
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The overall sentiment within the German office market is positive, with healthy levels of rental growth recorded over the year. Rents rose by 6% nationally, with demand levels remaining high and a lack of quality space keeping rental levels under pressure. The scale of the effects of the credit crunch will determine the level and rate of growth within the market in 2008, especially in Frankfurt which is one of the most important financial centres of Europe.

#### Greece

#### Economy 🎽 Rent 👞 Take Up 🔪 Vacancy Rate 🛶

The Greek office market has performed well during 2007 and rents have risen by 8% over the year. With occupier activity remaining steady, the central areas of Athens remain the primary location for potential tenants. This was highlighted by rental values in Syntagma Square rising by 13% during 2007. In addition, with improving transport links, more peripheral areas of Athens should see increased interest in 2008.

#### Hong Kong

Economy 🎽 Rent 🍃	🔰 Take Up	<b>•</b>	Vacancy Rate	2
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As a result of the strong domestic economy and the expansion of the financial services sector, the demand for office premises expanded significantly in Hong Kong in 2007. Rental levels advanced by almost 40% in the Central (CBD) submarket. With limited new supply expected in 2008, it is anticipated that rents will continue to grow, in line with the prevailing domestic economic outlook.

#### Hungary

#### Economy 🚀 Rent 🧼 Take Up 🚀 Vacancy Rate 💐

Performance in the Hungarian office market over the year has been steady, with the occupier market remaining active. Nationally, rental growth in 2007 was 3%, with demand focused on the Pest CBD, where rents rose by 5%. However, there is a lack of supply within Budapest and combined with a small development pipeline, rents may come under increasing pressure in 2008.

## **COUNTRY SUMMARIES**

India							
Economy	$\Rightarrow$	Rent	1	Take Up	1	Vacancy Rate	2

The Indian office market continued to grow during 2007, with rental growth across the country reaching an impressive 30%. With the IT Services sector remaining the primary focus of most office occupiers, demand levels have held firm over the year. The Indian market has seen supply levels rise considerably in anticipation of further office demand, and as a result, rental growth may ease in the coming year.

Ind	on	0010
IIIU	CIL	esia

Economy	•	Rent	1	Take Up	4	Vacancy Rate	1
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Healthy occupier demand has seen rental levels rise in the Jakarta CBD, rents have advanced by 18% over the year. With greater supply levels in 2008 expected to ease the shortage of grade A stock within the market, positive rental growth is expected into 2008. In addition, the market will continue to improve but remains sensitive to both domestic and international economic conditions.

Ireland	
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Economy	2	Rent	$\Rightarrow$	Take Up	1	Vacancy Rate	2
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The Irish office market has continued to advance in 2007, although the rate of growth has eased slightly from 2006. The market remains strong, especially in Dublin, where positive demand and a lack of high quality space have driven rental growth. Demand levels should remain steady during 2008, although the effects of the credit crunch may cause the market to ease, especially in the financial services sector.

Israel						
Economy	2	Rent	Take Up	4	Vacancy Rate	\$

Primarily due to a lack of supply in the primary office locations, rents have risen noticeably, by 22% over the year. However, due to the increases in rents, occupiers have started to look away from the more expensive centre of the country to the peripheries in the north and south of Israel. Rental growth is anticipated to continue to grow in 2008, largely due to current lack of prime grade A space.

#### Italy

Economy	2	Rent	1	Take Up	$\Rightarrow$	Vacancy Rate	$\Rightarrow$
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The Italian office market has been steady with a 2% rise in rents recorded over 2007. Supply remains fairly tight in the two main centres of Milan and Rome, with a lack of quality grade A space in the market. The Rome CBD recorded the highest levels of rental growth over the year, with 11% recorded. Rental growth should remain steady during 2008 as the lack of grade A space will continue to characterise the market.

Japan							
Economy	2	Rent	1	Take Up	♦	Vacancy Rate	$\Rightarrow$

The Japanese office market has continued to perform well during 2007. With the economic recovery well established, rental growth levels have been positive with Tokyo rents rising by 11% over the year. The outlook for the market in 2008 is optimistic, especially within Tokyo, as space becomes increasingly scarce. Overall occupier demand should remain steady from both domestic and international tenants.

#### Latvia



The Latvian office market has advanced over 2007 with rents currently standing at  $\leq 16.50$ /sq.m/month. There is a large amount of space being delivered to the main business centre in Riga, but this is mostly grade B. Therefore, with demand for modern offices currently very high, it is expected that rents will come under further pressure during 2008.

#### Lebanon

Economy	◆	Rent	<	Take Up	◆	Vacancy Rate	•

There has been little change in the market during 2007 and a certain amount of stagnation due to the ongoing political problems. However there is a shortage of good quality office accommodation within the Beirut CBD and this has led to rental values in the capital growing by 17% over the year.

#### Lithuania

Economy	•	Rent	•	Take Up	♦	Vacancy Rate	•
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Similarly to the other Baltic nations, the Lithuanian office market has continued to grow during 2007. With high demand and a general shortage of high quality grade A stock, rental levels in the capital, Vilnius, currently stand at  $\in$ 16/sq.m/month. Rental levels are likely to grow in 2008 as occupier demand will remain strong over the year.

#### Luxembourg

Economy	2	Rent	1	Take Up	Ø	Vacancy Rate	•
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The office market has performed steadily over the year with rental growth of 3% recorded. Office market activity remains strong, although the level of occupier interest has eased as 2007 has progressed. 2008 may see activity slow further as a consequence of the credit crunch and as a result rental growth may ease.

## COUNTRY SUMMARIES

Malaysia							Philippine	es						
Economy	•	Rent	4	Take Up	Vacancy Rate	Ø	Economy	1	Rent	•	Take Up	•	Vacancy Rate	2

With improving confidence in the government administration and a growing domestic economy, the office market in Malaysia has improved during 2007. The office sector is concentrated in the capital Kuala Lumpur and rental growth over the year has been positive. As a result of improving market conditions, the outlook for 2008 is good with ongoing development of new office blocks especially around Kuala Lumpur City Centre.

#### Mexico

Economy	2	Rent	1	Take Up	$\Rightarrow$	Vacancy Rate	2
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The Mexico City office market saw encouraging levels of growth over 2007. There is currently a shortage of available space in the market and demand continues to rise, as a result rents have risen over the year. The development pipeline is being concentrated in the primary submarkets of Santa Fe and Reforma. Rental growth in Mexico City and Monterrey should continue in 2008 with the market holding firm.

#### Netherlands

Economy	2	Rent	1	Take Up	1	Vacancy Rate	-
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A strong occupier market has seen steady rental growth over the year in the Netherlands. In the prime Zuidas submarket of Amsterdam rental levels rose by 4% in 2007. However, as the market slowly improves the competition for grade A space has intensified, and the lack of quality stock is putting pressure on rents in some submarkets. Therefore, rental levels for well located grade A stock should continue to grow in 2008.

#### New Zealand



Occcupier preference has continued for premium space, and as a result, strong rental growth and low vacancy rates has been seen in Auckland over the past year, with rents rising by 27%. Therefore, many office buildings have been upgraded and there is an increasing importance of constructing 'Green Buildings'. Slower economic growth is forecast for 2008, which should cause the rate of rental growth to slow.

#### Norway

Economy	2	Rent	1	Take Up	1	Vacancy Rate	$\Rightarrow$
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In 2007, rental levels for the Norwegian office market grew by an impressive 81%. With a lack of high quality stock and a strong occupier market combined with a positive domestic economy, rents grew steadily over the whole year. The market should continue to perform well in 2008, although the rate of growth will ease. The high rents seen in Oslo have also resulted in increasing occupier interest in some of the secondary cities such as Stavanger and Kristiansand. The office sector within the Philippines continued to grow throughout 2007, with positive market fundamentals, rents rose by 26% over the year. Overall demand remained high, in the Makati and Ortigas submarkets of Manila, the main focus of the occupier market, although most of the wider Metro Manila office market performed well. Rental growth should continue in 2008, although the rate of growth may ease, due to concerns with the global economic outlook.

#### Poland

Economy	2	Rent	2	Take Up	1	Vacancy Rate	2
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An extremely buoyant occupier market has seen exceptional rental growth throughout Poland in 2007, with the Warsaw and Gdansk CBD submarkets seeing rents rise by 36% and 33% respectively. It has been the capital and the key regional cities that have seen increased tenant demand. In 2008, the market should remain strong with the regions continuing to grow apace.

#### Portugal

#### Economy 👞 Rent 👞 Take Up 🛕 Vacancy Rate 🔌

Rental growth has been positive despite the subdued nature of the Portuguese office market. Rents have risen nationally by 11% with the Porto CBD growing by an impressive 33% over the year. Both of the major centres of Lisbon and Porto suffer from a lack of high quality stock and rents are likely to face further pressure in 2008, if prevailing market conditions remain settled.

#### Romania



Increasing occupier demand has seen rents grow by 2% over the year as limited prime stock keeps rental values under pressure. Both the CBD and OOT Bucharest submarkets saw encouraging levels of rental growth as an increasing number of international occupiers have located in the city. Growing tenant demand should see rents under pressure during 2008, with Bucharest remaining the prime focus.

#### Russia

## Economy 🌂 Rent 🚀 Take Up 🔺 Vacancy Rate 🛶

The office market in Russia continued to grow unabated with rents rising by 48% over the year. In the Moscow CBD these rises were more spectacular, growing by 73% over the same period, one of the highest levels of growth seen in both Europe and globally. With a strong domestic economy, the office market is attempting to cater for the very high levels of current demand from both international and domestic occupiers.

## **COUNTRY SUMMARIES**

Serbia							
Economy	2	Rent	$\Rightarrow$	Take Up	1	Vacancy Rate	2

The Serbian office market, most notably in the capital Belgrade, has seen growing interest from international occupiers. With a current lack of high quality grade A space in the city centre, rents currently stand at  $\leq 216/\text{sq.m/year}$ . With a significant development pipeline, especially in New Belgrade, it is expected that the pressure on rents may ease in 2008.

#### Singapore

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Economy 🎽 Rent 🎢 Take Up 🚀	Vacancy Rate	2
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The Singapore office market has remained tight during 2007, with the CBD remaining the primary focus of occupier demand. However, the anticipated supply level for 2008 is fairly low and this will continue to move rents upwards. However, the rate of growth is likely to slow from the phenomenal levels seen in 2007, when rental levels rose by almost 78%.

#### Slovakia

Economy	$\blacklozenge$	Rent	$\Rightarrow$	Take Up	$\Rightarrow$	Vacancy Rate	$\Rightarrow$

Limited quality stock has seen rents in Slovakia increase by 18% over the year. With a strong domestic economy, many international occupiers have been attracted to the capital Bratislava in particular. With a healthy development pipeline, rental growth is likely to ease in 2008, although steady tenant demand for grade A space will remain.

#### South Africa

Economy	•	Rent		Take Up		Vacancy Rate	2
	-		- 67		- 67		

The South African office market has continued to advance in 2007, with the Johannesburg market particularly active over the year. Rents increased by 12% nationally, as vacancy rates remained low across all the major office markets. Although domestic interest rates have risen recently, demand for office space should hold firm and growth prospects for 2008 are positive.

#### South Korea

Economy	$\Rightarrow$	Rent	4	Take Up	1	Vacancy Rate	•
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The South Korean office market has seen positive rental growth of 6% over the year. The Seoul market has seen tight supply resulting in extremely low vacancy rates. This trend is likely to continue into 2008 as there is only a small number of significant schemes in the pipeline, therefore rental growth is anticipated in 2008. The recently elected government is keen to redevelop a number of sites within Seoul city and use the land more efficiently.

Spain							
Economy	2	Rent	$\blacklozenge$	Take Up	1	Vacancy Rate	2

The Spanish market has seen a strong performance during 2007, with rental values rising nationally by 12%. The highest growth was seen in the Madrid CBD, where rents were up by 21%. Both of the major cities were characterised by strong occupier demand and a current lack of quality grade A stock. 2008 may see a slight easing of conditions because of the credit crunch, therefore the upward pressure on rents may diminish over the year.

#### Sweden

Economy	$\rightarrow$	Rent	2	Take Up	2	Vacancy Rate	2
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With strong rental growth over the year, Stockholm remains the primary driver of the Swedish office market. Buoyant occupier demand from both domestic and international occupiers has seen rental values grow by 16% over the year. The largest rise was seen in the Stockholm OOT submarket, where occupiers were seeking well located, high quality premises, but without the high rents prevailing in the CBD and City Centre.

#### Switzerland

Economy 🎽 Rent 🔶 Take Up 🧼 Vacancy Rate 🔶	Economy	2	Rent	$\rightarrow$	Take Up	$\rightarrow$	Vacancy Rate	$\rightarrow$
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With a strong domestic economy, this has translated to a positive level of rental growth over the year. Rents have risen by 7% nationally, although there remains a lack of high quality stock, especially from occupiers seeking larger floorplates. The credit crunch may affect the Swiss market in 2008 because there are many financial services companies present, therefore, the market may slow as a consequence.

#### Taiwan

#### Economy 🍙 Rent 🛕 Take Up 🍙 Vacancy Rate 🔌

Rental levels grew in Taipei City grew by 6% during 2007, as the limited amount of high quality space pushed rents upwards. With no new space anticipated for 2008, it is expected that rents will continue to rise in the CBD. However, more companies are considering moving away from the CBD to the new Business Park, close to the Xinyi Planned Area Business Park, where rents are 50-60% lower than in the prime CBD.

#### Thailand

Economy	1	Rent	1	Take Up	$\Rightarrow$	Vacancy Rate	$\Rightarrow$
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In line with the slowly improving political and economic climate within Thailand, the office market held firm over 2007. Rental levels eased up by 3% in Bangkok with take up levels remaining subdued over the year, and the CBD remaining the main focus of occupier demand. After the election in late 2007, it is hoped that the market will improve in 2008.

# COUNTRY SUMMARIES



Turkey has seen spectacular rental growth during 2007, with rental values rising nationally by 80%. The primary business centre of Istanbul saw the highest growth, and this was repeated in the secondary cities of Izmir and Ankara which experienced rises over the year of 90% and 50% respectively. An extreme shortage of high quality stock, and increasing occupier demand will keep rents moving upwards.

#### UAE

Economy	1	Rent	1	Take Up	4	Vacancy Rate	
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The office market in the UAE has continued to flourish in 2007. In particular, Dubai experienced rental growth of over 68% over the year. Dubai has been growing as a regional and global hub and the demand for office space has increased noticeably over recent times. Rents in Abu Dhabi have also risen over the year by 9%, as demand continues to outpace supply. The outlook for 2008 is positive and rental growth in both Emirates is anticipated.

UK							
Economy	•	Rent	<	Take Up	$\blacklozenge$	Vacancy Rate	•

The office market in the UK continued to advance over the year, with rental growth of 9% recorded nationally in 2007. This rise was largely driven by London, where rents in the West End submarket increased by 30% over the year and remained the most expensive office location from a global perspective. 2008 should see the market slow as the effects of the credit crunch appear and rental growth may ease, especially within the City submarket of London.

#### Ukraine

#### Economy 🎽 Rent 🛒 Take Up 🛒 Vacancy Rate 🛒

With a strong domestic economy the Ukraine market has seen rental growth of 20% during 2007. Steady occupier demand has been focused on Kyiv from both domestic and, increasingly international occupiers. Rental growth is likely to remain strong in 2008, as the rate of development increases and the amount of grade A stock will grow, although the market will remain considerably under supplied.

#### Uruguay

Economy 🕂 Rent 🛒 Take Up 🛕 Vacancy Rate 🛒

With the addition of minimal office stock within Montevideo CBD, rental levels rose by 18% in 2007. However, in 2008/9, there are four large schemes that will deliver almost 100,000sq.m of grade A space to the market. Two of these schemes will form part of the "non tax zone" (Zonas Francas) in Montevideo, they are the "Fourth Tower of the World Trade Centre" and Aguanda Park. Therefore, rental growth is anticipated in 2008 as these schemes come to fruition.

The USA saw a robust performance over the year with rents increasing nationally by 19%. The highest annual rises were seen in Boston and Houston, both recorded a 45% rise in 2007. Despite the sub-prime problems, the New York market performed well, with Downtown rents rising 17%. However, the New York market is characterised by a lack of supply, and with minimal new construction in the pipeline, this trend will continue.

#### Venezuela

Economy		Rent	2	Take Up	-	Vacancy Rate	$\Rightarrow$
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Rental levels have risen in Caracas, with the lack of grade A space characterising the market. Although the continuing economic and political uncertainties mean few developers initiate new projects, therefore there are very few schemes under construction. Additionally, the confusion between the official exchange rate and the unsanctioned exchange rate creates distortions when calculating rents or prices in hard currency.

#### Vietnam

Economy	1	Rent	4	Take Up	$\Rightarrow$	Vacancy Rate	2
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The continuing shortage of grade A buildings in the Ho Chi Minh City CBD location has seen rental levels grow by a significant 40% over the year. Existing tenants are delaying expansion decisions and new market entrants are searching for lower-priced space in grade B buildings and locations. This trend is set to continue in 2008, until a dramatic increase in new supply across all building grades from 2009 onwards, is likely to lead to a softening in rental levels.



Key Indicator arrows show the anticipated trend for the coming 12 months, relative to recent performance.

# **GLOBAL OFFICE RENTS**

				Rent	Annual Rental	NET INTER Rent	NAL AREA Rent
Country	City	Location	Local measure	Local Currency	Growth %	US\$/sq.ft/yr	€/sq.m/yr
AMERICA							
Argentina	Buenos Aires	CBD	US\$ per sq m per month	38.00	41%	49.99	365.33
Brazil	São Paulo	CBD	Reals per sq m per month	76.68	39%	56.86	415.53
Brazil	Rio de Janeiro -	CBD	Reals per sq m per month		59%	54.32	396.94
Canada Canada	Toronto Montreal	CBD CBD	C\$ per sq ft per year C\$ per sq ft per year	24.93 17.00	10% 0%	24.48 16.69	185.53 126.52
Canada	Calgary	CBD	C\$ per sq ft per year	42.14	10%	41.38	313.61
Canada	Vancouver	CBD	C\$ per sq ft per year	34.00	18%	33.39	253.03
Canada	Ottawa	CBD	C\$ per sq ft per year	25.69	7%	25.23	191.19
Chile	Santiago	CBD	US\$ per sq m per month	24.80	9%	32.62	238.43
Colombia	Bogota Mavias City	CBD CBD	US\$ per sq m per month	19.54 33.30	9% 1%	25.71 37.12	187.86 271.31
Mexico Mexico	Mexico City Monterrey	CBD	US\$ per sq m per month US\$ per sq m per month	24.00	2%	26.76	195.54
Uruguay	Montevideo	CBD	US\$ per sq m per month	26.00	18%	34.20	249.97
United States	Atlanta	CBD	US\$ per sq ft per year	20.76	6%	24.50	179.03
United States	Boston	CBD	US\$ per sq ft per year	66.84	45%	78.87	576.41
United States	Chicago	CBD	US\$ per sq ft per year	36.74	9%	43.35	316.84
United States United States	Dallas Denver	CBD CBD	US\$ per sq ft per year US\$ per sq ft per year	24.68 30.23	6% 20%	29.12 35.67	212.83 260.70
United States	Houston	CBD	US\$ per sq ft per year	36.66	45%	43.26	316.15
United States	Los Angeles	CBD	US\$ per sq ft per year	36.37	15%	42.92	313.65
United States	Miami	CBD	US\$ per sq ft per year	40.16	16%	47.39	346.33
United States	New York	Downtown	US\$ per sq ft per year	56.03	17%	66.12	483.19
United States United States	New York Philadelphia	Midtown CBD	US\$ per sq ft per year US\$ per sq ft per year	84.98 26.24	22% 6%	100.28 30.96	732.85 226.29
United States	San Francisco	CBD	US\$ per sq ft per year US\$ per sq ft per year	48.28	20%	56.97	416.35
United States	San Jose/Silicon Vy	CBD	US\$ per sq ft per year	35.77	20%	42.21	308.47
United States	Seattle	CBD	US\$ per sq ft per year	38.51	30%	45.44	332.10
United States	Washington	CBD	US\$ per sq ft per year	52.48	10%	61.93	452.57
Venezuela	Caracas	CBD	US\$ per sq m per month	46.00	n/a	60.5 I	442.25
ASIA PACIFI	С						
Australia	Sydney	CBD	A\$ per sq m per year	720.00	11%	58.58	428.12
Australia	Melbourne	CBD	A\$ per sq m per year	485.00	7%	39.46	288.39
Australia	Brisbane	Centre	A\$ per sq m per year	700.00	51%	56.95	416.23
China	Beijing	CBD	US\$ per sq.m per month	43.44	1%	48.43	353.93
China	Shanghai	CBD	US\$ per sq.m per month	55.27	10%	61.62	450.3 I
Hong Kong	Hong Kong	CBD	HK\$ per sq ft per month	141.16	40%	217.03	1587.20
India	Mumbai	CBD	INR per sq.ft per month	440.00	60%	166.04	1213.55
India	Mumbai	Central - Worli	INR per sq.ft per month	400.00	33%	150.94	1103.23
India	New Delhi	CBD	INR per sq.ft per month	330.00	46%	124.53	910.16
India India	Bangalore Chennai	CBD CBD	INR per sq.ft per month INR per sq.ft per month	73.00 70.00	20% 21%	27.55 26.41	201.34 193.07
India	Hyderabad	CBD	INR per sq.ft per month	52.00	44%	19.62	143.42
India	Pune	CBD	INR per sq.ft per month	70.00	27%	26.41	193.07
India	Kolkata	CBD	INR per sq.ft per month	90.00	-10%	33.96	248.23
Indonesia	Jakarta	CBD	US\$ per sq.m per month	17.97	18%	20.03	146.41
Japan	Токуо	CBD	Yen per tsubo per month	70,000.00	11%	210.12	1536.03
Philippines	Makati	CBD	PhP/sq.m/month	1010.00	26%	33.75	246.62
Philippines	Ortigas	CBD	PhP/sq.m/month	625.00	25%	20.88	152.61
South Korea	Seoul	CBD	KRW per 3.3 sq.m per mo		6%	58.70	428.92
South Korea South Korea	Seoul Seoul	Gangnam Yeouido	KRW per 3.3 sq.m per mo KRW per 3.3 sq.m per mo		11% 2%	61.65 46.13	450.48 337.04
-							
Malaysia	Kuala Lumpur	CBD	RM per sq ft per month	9.50	19%	34.39	251.31
New Zealand	Auckland	CBD	NZ\$ per sq m per year	500.00	27%	35.96	262.82
Singapore	Singapore	CBD	S\$ per sq ft per month	14.48	78%	120.11	877.77
Taiwan	Taipei	CBD	NT\$ per ping per month	3,487.00	6%	36.16	264.29
Thailand	Bangkok	CBD	Baht per sq m per month	720.00	3%	26.52	193.80
Vietnam	Ho Chi Minh City	CBD	US\$ per sq.m per month	68.00	40%	94.00	687.00
EUROPE							
Austria	Vienna	Central	Euro per sq m per month	21.00	11%	40.54	296.47
Austria	Vienna	Guertal	Euro per sq m per month	12.50	4%	24.13	176.47
Austria	Graz	CBD	Euro per sq m per month	7.00	0%	13.51	98.82
Austria	Linz	CBD	Euro per sq m per month	7.00	0%	13.51	98.82
Austria	Salzburg	CBD	Euro per sq m per month	9.00	0%	17.37	127.06 84.71
Austria	Innsbruck	CBD	Euro per sq m per month	6.00	0%	11.58	84.71
Belgium Belgium	Brussels Brussels	Quartier Leopold Decentralised	Euro per sq.m per year Euro per sq.m per year	280.00 165.00	2% 10%	47.30 27.87	345.88 203.82
Belgium	Antwerp	Decentralised	Euro per sq.m per year	136.00	5%	22.97	168.00

# **GLOBAL OFFICE RENTS**

							NAI ARFA
	C.			Rent	Annual Rental	Rent	Rent
Country Belgium	City Liege	Location CBD	Local measure Euro per sq.m per year	Local Currency 105.00	Growth % 6%	US\$/sq.ft/yr 17.74	€/sq.m/yr  29.7
Bulgaria	Sofia	CBD	Euro per sq.m per year	192.00	0%	26.25	129.71
Croatia	Zagreb	CBD	Euro per sq.m per month	18.50	9%	30.36	222.00
Czech Republic	Prague	CBD	Euro per sq.m per month	20.00	0%	38.72	283.20
Czech Republic	Prague	Decentralised	Euro per sq.m per month	14.00	0%	27.11	198.24
Czech Republic	Brno	CBD	Euro per sq.m per month	12.00	9%	23.23	169.92
Denmark Denmark	Copenhagen Copenhagen	Harbour Area Decentralised	DKr per sq m per year DKr per sq m per year	2,150.00 1,150.00	-2% 5%	48.70 26.05	356.07 190.46
Denmark	Aarhus	CBD	DKr per sq m per year	1,200.00	9%	27.18	198.74
Denmark	Odense	CBD	DKr per sq m per year	1,000.00	11%	22.65	165.62
Estonia	Tallinn	CBD	Euro per sq.m per month	16.50	0%	27.07	198.00
Finland Finland	Helsinki Helsinki	CBD Decentralised	Euro per sq.m per month Euro per sq.m per month	26.00 14.00	4% 0%	42.66 22.97	312.00 168.00
France	Paris	CBD	Euro per sq.m per monur Euro per sq m per year	820.00	12%	131.91	964.71
France	Paris	Rest of Paris (Non CBD)	Euro per sq m per year	520.00	0%	83.65	611.76
France	Paris	La Defense	Euro per sq m per year	520.00	0%	83.65	611.76
France France	Lyon Marseille	CBD CBD	Euro per sq m per year Euro per sq m per year	240.00 215.00	20% 2%	38.61 34.59	282.35 252.94
France	Bordeaux	CBD	Euro per sq m per year	160.00	14%	25.74	188.24
France France	Strasbourg Lille	CBD CBD	Euro per sq m per year Euro per sq m per year	185.00 185.00	6% 6%	29.76 29.76	217.65 217.65
France	Toulouse	CBD	Euro per sq m per year	185.00	16%	29.76	217.65
France	Nice	CBD	Euro per sq m per year	200.00	0%	32.17	235.29
France	Nantes	CBD CBD	Euro per sq m per year	165.00	3% 2%	26.54	194.12 252.00
Germany Germany	Berlin Frankfurt	CBD	Euro per sq.m per month Euro per sq.m per month	21.00 37.00	2% 9%	34.46 60.71	444.00
Germany	Hamburg	CBD	Euro per sq.m per month	23.00	10%	37.74	276.00
Germany Germany	Munich Dusseldorf	CBD CBD	Euro per sq.m per month Euro per sq.m per month	30.50 22.50	5% 7%	58.88 36.92	430.59 270.00
Germany	Stuttgart	CBD	Euro per sq.m per month	18.50	3%	30.36	222.00
Germany	Cologne	CBD	Euro per sq.m per month	20.50	11%	33.64	246.00
Germany Germany	Essen Leipzig	CBD CBD	Euro per sq.m per month Euro per sq.m per month	12.50 10.00	4% 0%	20.51 16.41	150.00 120.00
Germany	Dresden	CBD	Euro per sq.m per month	9.00	0%	14.77	108.00
Germany Germany	Berlin Frankfurt	Decentralised Decentralised	Euro per sq.m per month Euro per sq.m per month	9.50 14.00	12% 12%	15.59 22.97	114.00 168.00
Greece	Athens	Syntagma Square	Euro per sq m per month	26.00	13%	52.70	385.41
Greece Greece	Athens Athens	Kifissias Avenue	Euro per sq m per month	23.00 20.00	5% 5%	46.62 40.54	340.94
Hungary	Budapest	Syngrou Avenue Pest. CBD	Euro per sq m per month Euro per sq.m per month	21.00	5%	40.54	296.47 296.47
Hungary	Budapest	Buda	Euro per sq.m per month	16.00	0%	30.89	225.88
Hungary	Budapest Debrecen	Decentralised CBD	Euro per sq.m per month	15.00 11.00	3% 0%	28.96 21.23	211.76 155.29
Hungary Hungary	Miskolc	CBD	Euro per sq.m per month Euro per sq.m per month	9.00	13%	17.37	133.27
Hungary	Gyor	CBD	Euro per sq.m per month	11.00	0%	21.23	155.29
Hungary	Szekesfehervar	CBD	Euro per sq.m per month	10.00	0%	19.30	141.18
Ireland Ireland	Dublin Dublin	2/4 Districts Suburbs	Euro per sq m per year Euro per sq m per year	646.00 237.00	0% 3%	88.33 32.41	646.00 237.00
Ireland	Dublin	Int'l Fin. Svcs. Centre	Euro per sq m per year	565.00	5%	77.26	565.00
Ireland	Cork	CBD	Euro per sq m per year -	300.00	11%	41.02	300.00
ltaly Italy	Rome Rome	CBD EUR	Euro per sq m per year Euro per sq m per year	500.00 320.00	% 7%	84.78 54.26	620.00 396.80
Italy	Rome	Periphery	Euro per sq m per year	190.00	0%	32.22	235.60
Italy	Milan Milan	CBD	Euro per sq m per year	530.00 225.00	1% 0%	89.87 38.15	657.20 279.00
Italy Italy	Milan	Periphery Semi Centre	Euro per sq m per year Euro per sq m per year	290.00	7%	49.17	359.60
Italy	Bologna	CBD	Euro per sq m per year	200.00	0%	33.91	248.00
ltaly Italy	Bologna Naples	Secondary CBD	Euro per sq m per year Euro per sq m per year	160.00 185.00	0% -5%	27.13 31.37	198.40 229.40
Italy	Turin	CBD	Euro per sq m per year	180.00	0%	30.52	223.20
Latvia	Riga	CBD	Euro per sq m per month	17.00	0%	27.89	204.00
Lithuania	Vilnius	CBD	Euro per sq m per month	16.00	0%	26.25	192.00
Luxembourg	Luxembourg City	CBD	Euro per sq.m per month	35.00	3%	67.57	494.12
Netherlands Netherlands	Amsterdam Amsterdam	Zuidas Central	Euro per sq m per year Euro per sq m per year	375.00 265.00	4% 2%	60.33 42.63	441.18 311.76
Netherlands	Amsterdam	South East	Euro per sq m per year	195.00	3%	31.37	229.41
Netherlands Netherlands	Rotterdam	CBD	Euro per sq m per year	180.00	0%	28.96 32.17	211.76
Netherlands Netherlands	The Hague Utrecht	CBD Station Area/Papendorp	Euro per sq m per year Euro per sq m per year	200.00 195.00	0% 3%	32.17 31.37	235.29 229.41
Netherlands	Maastricht	Station Area/Ceramique	Euro per sq m per year	150.00	0%	24.13	176.47
Netherlands	Eindhoven	Business Park Flight Forum	Euro per sq m per year	175.00	3%	28.15	205.88
Norway Poland	Oslo	CBD CBD	Euro per sq m per year	588.00 30.00	81% 36%	94.59 57.91	691.76 423.53
Poland Poland	Warsaw Warsaw	OOT	Euro per sq m per month Euro per sq m per month		36%  3%	57.91 34.75	423.53 254.12

# **GLOBAL OFFICE RENTS**

						NET INTER	
Country	City	Location	Local measure	Rent Local Currency	Annual Rental Growth %	Rent US\$/sq.ft/yr	Rent €/sq.m/yı
Poland	Krakow	CBD	Euro per sq m per month	19.00	27%	36.68	268.24
Poland	Wroclaw	CBD	Euro per sq m per month	16.00	14%	30.89	225.88
Poland	Poznan	CBD	Euro per sq m per month	18.00	29%	34.75	254.12
Poland	Lodz	CBD	Euro per sq m per month	15.00	25%	28.96	211.76
Poland	Katowice	CBD	Euro per sq m per month	16.00	14%	30.89	225.88
Poland Poland	Szczecin Gdansk	CBD CBD	Euro per sq m per month	17.00	21% 33%	32.82 30.89	240.00 225.88
			Euro per sq m per month	16.00			
Portugal Portugal	Lisbon Lisbon	Av de Liberdade Avenidas Novas	Euro per sq m per month Euro per sq m per month	21.00 18.00	5% 0%	40.54 34.75	296.47 254.12
Portugal	Lisbon	OOT	Euro per sq m per month	15.00	7%	28.96	211.76
Portugal	Porto	CBD	Euro per sq m per month	16.00	33%	30.89	225.88
Romania	Bucharest	CBD	Euro per sq m per month	21.00	5%	40.54	296.47
Romania	Bucharest	Suburban	Euro per sq m per month	15.00	7%	28.96	211.76
Romania	Brasov	CBD	Euro per sq m per month	15.00	0%	28.96	211.76
Romania	Timisoara	CBD	Euro per sq m per month	15.00	0%	28.96	211.76
Romania	Constanta	CBD	Euro per sq m per month	15.00	0%	28.96	211.76
Russia Russia	Moscow Moscow	CBD OOT	US\$ per sq m per year US\$ per sq m per year	1,300.00 800.00	73% 23%	142.09 87.44	1038.41 639.02
Serbia	Belgrade	CBD	Euro per sq m per year	216.00	0%	34.85	254.88
Slovakia	Bratislava	CBD	Euro per sq m per month	20.00	18%	38.72	283.20
Spain	Madrid	CBD	Euro per sq m per year	480.00	21%	81.39	595.20
Spain	Madrid	OOT	Euro per sq m per year Euro per sq m per year	300.00	9%	50.87	372.00
Spain	Barcelona	CBD	Euro per sq m per year	324.00	8%	54.94	401.76
Spain	Barcelona	OOT	Euro per sq m per year	216.00	9%	36.62	267.84
Sweden	Stockholm	Normalmstorg	Skr per sq.m per year	4,200.00	14%	71.69	523.67
Sweden	Stockholm	Birger Jarlsgatan	Skr per sq.m per year	4,100.00	17%	69.98	511.20
Sweden	Stockholm	Regeringsgatan	Skr per sq.m per year	4,100.00	14%	69.98	511.20
Sweden	Stockholm	OOT	Skr per sq.m per year	2,200.00	29%	37.55	274.30
Sweden Sweden	Goteburg Malmo	CBD CBD	Skr per sq.m per year Skr per sq.m per year	2,300.00 2,000.00	5% 18%	39.26 34.14	286.77 249.36
Switzerland	Zurich	CBD	SFr per sq m per year	850.00	6%	82.46	602.88
Switzerland	Geneva	CBD	SFr per sq m per year	750.00	7%	72.76	531.95
Turkey	lstanbul	European side (Zincirlikuyu)	US\$ per sq m per year	336.00	87%	38.71	282.88
, Turkey	lstanbul	European side (Levent)	US\$ per sq m per year	420.00	94%	48.38	353.60
Turkey	Izmir	CBD	US\$ per sq m per year	182.00	90%	20.97	153.23
Turkey	Ankara	CBD	US\$ per sq m per year	216.00	50%	24.88	181.85
Ukraine	Kyiv	CBD	US\$ per sq m per year	840.00	20%	78.04	570.33
United Kingdom	London	City	£ per sq m per year	700.00	8%	129.82	948.66
United Kingdom	London	West End	£ per sq m per year	1,400.00	30%	259.65	1897.32
United Kingdom United Kingdom	London London	Midtown Canary Wharf	£ per sq m per year £ per sq m per year	646.00 457.00	26% 0%	119.81 84.76	875.48 619.34
United Kingdom	London	Decentralised (Hammersmith)	£ per sq m per year	414.00	18%	76.78	561.07
United Kingdom	Manchester	CBD	£ per sq m per year	323.00	5%	59.90	437.74
United Kingdom	Birmingham	CBD	£ per sq m per year	350.00	8%	64.91	474.33
United Kingdom	Bristol	CBD	£ per sq m per year	296.00	8%	54.90	401.15
United Kingdom United Kingdom	Leeds Newcastle	CBD	£ per sq m per year	269.00 237.00	0% 10%	49.89 43.95	364.56 321.19
United Kingdom	Reading	CBD	£ per sq m per year £ per sq m per year	285.00	8%	52.86	386.24
United Kingdom	Cardiff	CBD	£ per sq m per year	215.00	5%	39.87	291.37
United Kingdom	Belfast	CBD	£ per sq m per year	156.00	0%	28.93	211.42
United Kingdom	Edinburgh	CBD	£ per sq m per year	312.00	7%	57.86	422.83
United Kingdom	Glasgow	CBD	£ per sq m per year	296.00	2%	54.90	401.15
THE MIDDL	E EAST AND	AFRICA					
Israel	Tel Aviv	CBD	US\$ per sq m per month	27.00	35%	37.18	271.74
Israel	Herzliya	CBD	US\$ per sq m per month	20.00	11%	27.54	201.29
Israel	Ramat Hahayal	CBD	US\$ per sq m per month	18.00	20%	24.79	181.16
Lebanon	Beirut	CBD	US\$ per sq m per year	350.00	17%	40.17	293.55
South Africa	Durban	CBD	R per sq m per month	54.00	0%	10.33	75.96
South Africa	Durban	La Lucia/Berea	R per sq m per month	70.00	6%	13.39	98.47
South Africa South Africa	Cape Town	CBD Bellville	R per sq m per month	68.00 72.00	3%   %	13.01 13.78	95.65 101.28
South Africa	Cape Town Johannesburg	CBD	R per sq m per month R per sq m per month	50.00	25%	9.57	70.33
South Africa	Sandton	CBD	R per sq m per month	115.00	15%	22.00	161.77
			EXCHANGE RATES				

Country	Rent Quoted	IUS\$=	€=	Country	Rent Quoted	IUS\$=	I€=	Country	Rent Quoted	IUS\$=	€=
South African	Rand	0.14589	0.09964	South Korea	Won, SKR	0.001068	0.000725	Swedish	Krona	0.15617	0.10598
Brazilian	Real	0.56367	0.3827	Malaysian	Ringgit	0.30165	0.2048	Swiss	Franc	0.88758	0.60288
Canadian	Dollar	0.98201	0.69139	New Zealand	Dollar	0.77417	0.52563	British	Pound	1.99631	1.35523
Australian	Dollar	0.87573	0.59461	Philippine	Peso	0.02417	0.01641	Estonian	Kroon	0.09405	0.0639
Hong Kong	Dollar	0.12812	0.08705	Singapore	Dollar	0.69123	0.46931	Kuwaiti	Dinar	3.64365	2.47388
Indian	Rupee, INR	0.02536	0.01722	Taiwan	Dollar	0.03075	0.02088	UAE	Dirham	0.27217	0.18479
Indonesian	Rupiah	0.0001065	0.00007234	Thai	Baht	0.03304	0.02243	Euro		1.47185	1
Japanese	Yen	0.008901	0.006045	Danish	Krone	0.19739	0.13407	US Dollar		I.	0.67896

# **RESEARCH SERVICES**

Cushman & Wakefield research staff are located throughout the world with the EMEA service co-ordinated in London, the Americas in New York and São Paulo and Singapore in Asia.

Research provides a strategic advisory and supporting role to clients and other departments within the firm, with extensive and continuously updated information systems covering property, economic, corporate and social trends.

Consultancy projects are undertaken on a local and international basis. We provide in-depth advice and analysis, producing detailed market appraisals on current and future trends for developers, investors and occupiers. We also advise on location and investment strategies and portfolio performance. Typical projects include a mix of the following:

- · Location analysis, ranking and targeting for occupation or investment
- · Future development activity and existing supply/competition
- · Demand analysis by retail/industry sector
- Rental analysis, forecasts & investment & portfolio strategy
- Floorspace audits, tenant-mix assessment & catchment/expenditure analysis
- Retailer, occupier and consumer surveys
- Pedestrian flow analysis & local employment studies

For further information on research and its services in the Europe or worldwide, please contact:

David Hutchings - Head of the European Research Group Tel: +44 (0) 207 152 5029 Email: david.hutchings@eur.cushwake.com

#### TECHNICAL SPECIFICATION

For each location a standard definition of a prime unit is employed, to endeavour to make the results as comparable as possible, given varying local market practices. Rents are often quoted on different measurement basis and for this reason we have standardised the office rents used in this guide by adjusting the rent to a net internal area basis. Some countries quote their rents inclusive and some exclusive of service charge and property taxes, so in order to make a more detailed comparison across regions, the total occupancy costs should be used.

Office figures relate to new prime centre, high specification units of a standard size commensurate with demand in each location. The definition employed for Out of Town (OOT) offices assumes an acceptable site of good access, adequate car parking, services and of a size and standard in keeping with the local demand characteristics.

The Net Internal Areas figures have been calculated by standardising the floorspace measurements on which the quoted rent is based. Cushman & Wakefield Asia quote all rents on a net usable area and quote effective rents, which takes into account rent free period or capital contributions where appropriate. These rents have not been adjusted. Direct Class A rents are quoted in all US locations.

Rents have been expressed in US\$ per sq.ft per year and Euros per sq.m per year, converted using exchange rates as at December of the relevant year. Rental growth figures are quoted in local currency unless otherwise indicated. total occupancy costs take into account service charges and local taxes, to allow direct comparison between countries.

This report was written by Barrie David.

Further information and copies of this report are available from Louise Yewdall. Cushman & Wakefield 43-45 Portman Square London WIA 3BG

 Telephone:
 +44 (0)20 7152 5761

 Facsimile:
 +44 (0)20 7152 5366

 e-mail:
 louise.yewdall@eur.cushwake.com

# PUBLICATIONS



## **RECENT REPORTS**

#### **SNAPSHOTS**

One page summary including rent and yield information on various European countries for the Office, Industrial, Retail and Economic sectors. Countries covered:

Austria	Belgium	Bulgaria			
Czech Republic	Denmark	Finland			
France	Germany	Greece			
Hungary	Ireland	Italy			
Netherlands	Norway	Poland			
Portugal	Romania	Russia			
Slovakia	Spain	Sweden			
Switzerland	Turkey	United Kingdom			

#### **EMERGING MARKETS**

The Emerging Markets report introduces 35 countries within Africa & the Middle East and provides an overview of the country and an indication of the current office market. The report uses a variety of indicators in order to ascertain the stability and future prospects of some of the globes more emergent nations.

#### **EUROPEAN MARKETBEAT**

A 16 page report on the pan-European investment market, includes an analysis of rents and yields for industrial, office and retail property.

#### INDUSTRIAL SPACE ACROSS THE WORLD

Analysis of the 2007 global industrial market fundamentals and its main trends for 2008. The report's main focus is on prime industrial rental performance and occupancy costs across the globe in the twelve months to December 2007 It ranks the most expensive locations across the world in which to occupy industrial space. The report also provides a brief country overview for all the countries analysed.

#### MAIN STREETS ACROSS THE WORLD

A detailed analysis of retail property rental performance across the globe in the twelve months to June 2007.

#### **EUROPEAN RETAIL WAREHOUSING**

European Retail warehousing 2008 tracks the retail warehousing market in 15 countries. It provides an overview of the recent trends and includes up to date rents, yields, provision, planning, legislation and the different retail warehouse formats across Europe.

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