

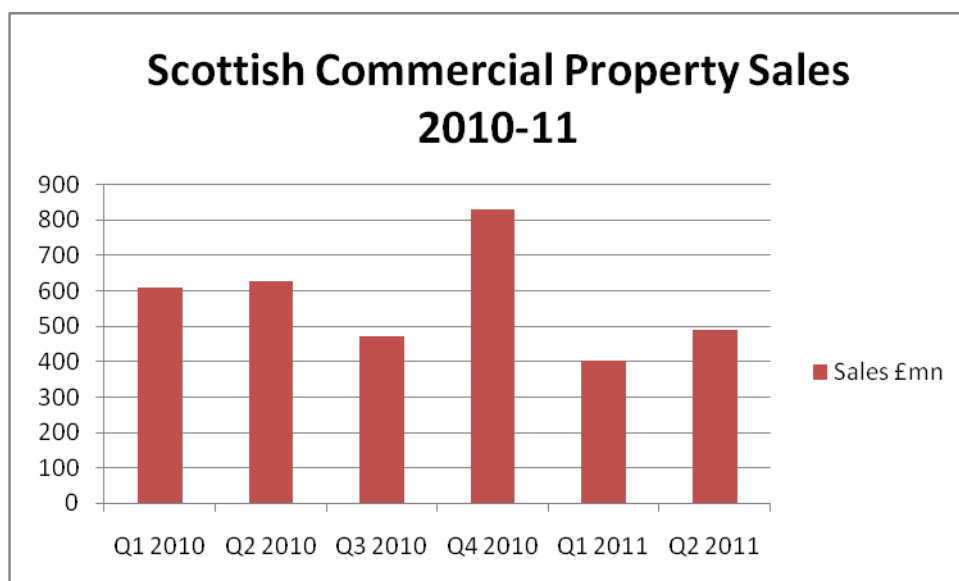
Second Quarter 2011 SPF Commercial Property Sales Report



Highlights

Sales

The total value of commercial property sales remains historically low at £489mn for the quarter. This is an increase on the previous quarterly low of £401mn which was itself a record low for figures received from the Registers of Scotland by SPF. Nonetheless over the past 12 months recorded the total value of sales of £2.2bn is the lowest since records were obtained going back to 2006-07. Indeed without an exceptional 4th quarter of 2010 (sales of £828mn) the picture would be considerably bleaker. However, it should be noted that year on year the position has slightly firmed up with an annual decline this quarter of -5.8% in sales compared to an annual decline of -8.2% when looking at the first quarter in 2011.



Hotspots

Glasgow and Edinburgh have reasserted their dominance in the last quarter, weighing in at £115mn and £90mn respectively. However **Dundee** also showed a notable increase to £37mn in the value of sales, probably thanks in part to the sale of its Wellgate Shopping Centre during this period.

Notably the north east returned much lower sales figures than was apparent during the latter period of 2010. It should be recalled that these figures pertain to sales rather than lettings where Aberdeen City Centre has recently recorded £32psft office lettings earlier this year.

Volume of Transactions

Number of Transactions 2nd Quarter 2011 - April to June 2011

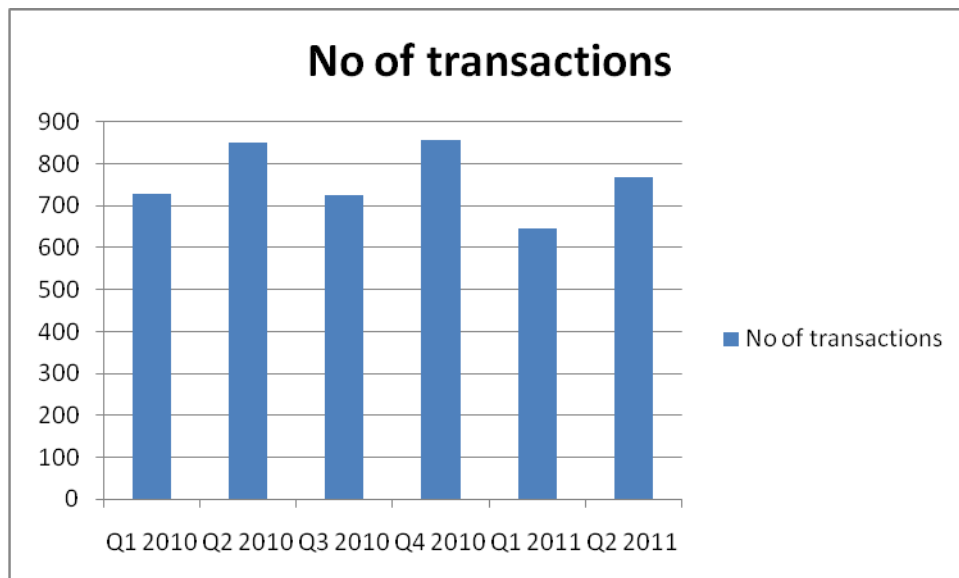
Again the volume of commercial property transactions increase compared to the previous quarter. Indeed the number of transactions compares relatively well with the previous year. The combination of low value of sales and less markedly reduced numbers of sales suggests a reduction in price paid for commercial properties over the past 12 months.

Hotspots

Glasgow and Edinburgh dominated at the high end of the scale (£5mn plus transactions) with 8 and 5 such sales respectively. Overall some 87 transactions were recorded in Glasgow followed by Edinburgh with 70. Notably Perth & Kinross and Fife recorded a total of 51 and 47 sales each during the quarter.

Number of Transactions June 2010 – June 2011

Year on year the volume of transactions recorded by the Registers of Scotland is much steadier if compared to the value of commercial properties sold. There is little difference in fact with a decline of -2.7% compared to the previous year whereas in the first quarter of 2011 the annual decline was a near identical -2.6%.



Contacts

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Notes

All data is supplied to the SPF by the Registers of Scotland. Analysis and presentation is the work of the Scottish Property Federation, part of the British Property Federation.