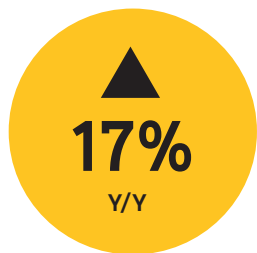


WEST SCOTLAND SNAPSHOT

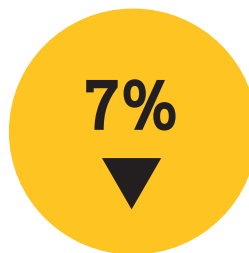
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Take-Up



3M sq ft
(2019)



Below the 5-year
annual average
(3.2m sq ft)

Supply & Availability Rate

Supply: **6.5M** sq ft in 2019
(-6.3% y/y)



Availability rate: **6.6%** in 2019
Down from 7.0% in 2018



Rents by Size Band

Prime rents (£ per sq ft)

Size band	2020	Y/Y
0-15,000 sq ft	£8.50	↔
15.1-30,000 sq ft	£8.00	↔
30.1-50,000 sq ft	£7.50	↔
50,000+ sq ft	£6.00	↔

Secondary rents (£ per sq ft)

Size band	2020	Y/Y
0-15,000 sq ft	£6.50	↔
15.1-30,000 sq ft	£6.00	↔
30.1-50,000 sq ft	£5.00	↔
50,000+ sq ft	£4.50	↔



“In a supply-constrained environment,

Brexit uncertainty and a lack of Grade A stock impacted activity in 2019. The Scottish market will see a pick-up in demand in 2020.”

Iain Davidson



Iain Davidson
Director
Iain.Davidson@colliers.com
+44 141 226 1056



Colin McManus
Associate Director
Colin.McManus@colliers.com
+44 141 226 1035

Rents from Colliers
Additional data from CoStar
All figures are rounded (except rental data)



EAST SCOTLAND SNAPSHOT

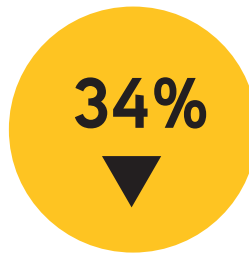
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Take-Up



1M sq ft
(2019)



Below the 5-year
annual average
(1.5m sq ft)

Supply & Availability Rate

Supply: **3.3M** sq ft in 2019
(-11.1% y/y)



Availability rate: **8.3%** in 2019
Down from 9.2% in 2018



Rents by Size Band

Prime rents (£ per sq ft)

Size band	2020	Y/Y
0-15,000 sq ft	£9.50	↔
15.1-30,000 sq ft	£8.50	↔
30.1-50,000 sq ft	£7.50	↔
50,000+ sq ft	£6.50	↔

Secondary rents (£ per sq ft)

Size band	2020	Y/Y
0-15,000 sq ft	£6.50	↔
15.1-30,000 sq ft	£4.50	↔
30.1-50,000 sq ft	£4.00	↔
50,000+ sq ft	£3.50	↔

“As opposed to the market’s cyclical peak of 14% availability rate in 2012, supply levels continue to remain very constrained and this resulted in an availability rate of 8.3% as total supply reached 3.3 million sq ft.”

Lewis Pentland



Lewis Pentland

Associate Director
lewis.pentland@colliers.com
+44 131 240 7523

Rents from Colliers
Additional data from CoStar
All figures are rounded (except rental data)
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