

**ASIA PACIFIC /  
NORTH AMERICA 2017**

# **REAL ESTATE GUIDE**

**Carter Jonas**

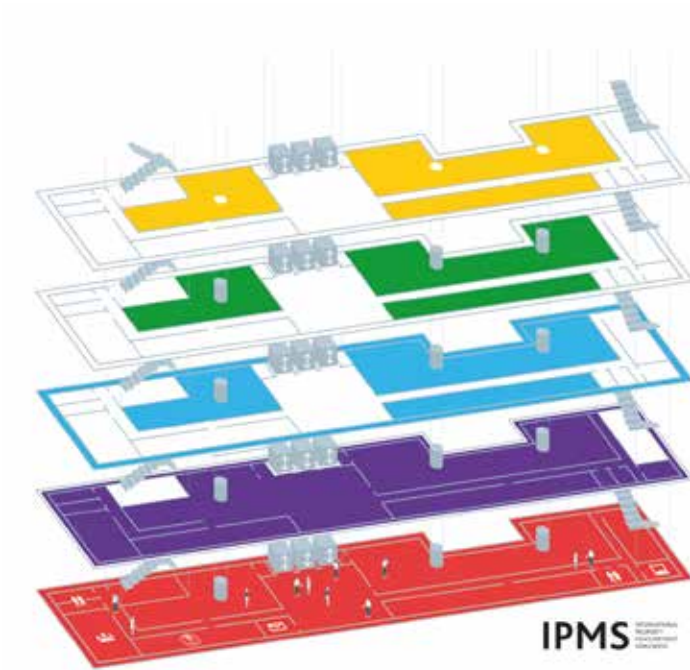


# INTERNATIONAL PROPERTY MEASUREMENT STANDARDS

## Global coalition launches uniform office measurement standard

A coalition of 56 standard-setting bodies has introduced an international property measurement norm for offices, aimed at ensuring a single, coherent methodology across different markets.

From 10,000 sq/ft to 7,600 sq/ft in five steps



**RICS Code of Measuring Practice (International)** office area

**PCA Measurement Standard (Australia)** office area, columns

**Singapore Measuring Practice (Singapore)** office area, columns, external walls

**BOMA (International)** office area, common parts, external walls (50%), toilets, main IT rooms, columns

**HKIS Code of Measuring Practice (Hong Kong)** office area, lifts, stairs, columns, external walls, toilets, common parts

- Looking for an office building for 100 members of staff? Measurement variations could mean the actual capacity is just 76 staff
- In some countries, only air conditioned space is included
- In India off-site areas such as car parking and common areas can be included
- Measurement variations between markets caused by inconsistent measurement standards can be as high as 24%
- In some parts of the Middle East floors not present but supportable by existing foundations can be included

### **BENEFITS OF IPMS:**

Increased transparency of property data

Consistent language for measurement worldwide

Reduces risk, facilitating international trade in property

Easier property portfolio benchmarking

Greater credibility for valuation professions worldwide

**[www.ipmsc.org](http://www.ipmsc.org)**



	COUNTRY INFORMATION						PRIME RENTS, 2017			LEASING PRACTICE														PURCHASE COSTS						
	Currency	Population (CIA, 2016 est.)	% Avg. Annual Population Growth (CIA, 2016 est.)	GDP per Capita, US\$ (CIA, 2015 est.)	World Corruption Perception Ranking (CPR, 2015)	Capital	Prime Office USD/sqm/year	Prime Industrial USD/sqm/year	Prime Retail USD/sqm/year	Typical lease term (years)	Rent quoted in	Breaks	Rent Payment (in advance)	Deposit (months' rent)	Statutory Renewal Rights	Basis of rent review	Frequency of review	Building Insurance	Property Taxes	Subleasing/Assignment	Restoration	Measuring Practice	Broker (as % of 1st years rent)	Lawyer	Stamp Duty	Broker	Lawyer	Stamp Duty		
<b>USA</b>	US Dollar 'USD'	323,995,528	0.81%	\$56,100	16	Washington DC	NYC: \$1,238 LA: \$400 Chicago: \$452 Dallas: \$343 Houston: \$477 Washington DC: \$409	NYC: \$86 LA: \$91 Chicago: \$145 Dallas: \$67 Houston: \$74 Washington DC: \$91	NYC: \$34,445 LA: \$8,880 Chicago: \$7,266 Dallas: \$2,422 Houston: \$1,076 Washington DC: \$2,260	3 - 5 or 5 - 10	USD/sqft/month	Negotiable	Monthly	1-3	No	OMR	Annual or prior to lease expiration	Landlord & Tenant	Tenant pays increases	Negotiable	Negotiable	BOMA office measurement standards	4% up to 10 years paid by the landlord	As agreed	None	None	1-6%	As agreed	0.1-1.28%	
<b>Canada</b>	Canadian Dollar 'CAD'	35,362,905	0.74%	\$45,600	9	Ottawa	Toronto: \$742 Montreal: \$636 Vancouver: \$707 Ottawa: \$636	Toronto: \$127 Montreal: \$113 Vancouver: \$198 Ottawa: \$212	Toronto: \$4,949 Montreal: \$3,182 Vancouver: \$3,535 Ottawa: \$707	5 - 10	CAD/sqft/year	Negotiable	Monthly	1-2	No	OMR	Upon renewal	Tenant	Tenant	Negotiable	Negotiable	BOMA office measurement standards	5% of gross rent for year 1-3, 2.5% of gross rent for remainder of lease term (paid by landlord)	As agreed	None	None	1 - 3% of sale price	As agreed	Varies per municipality	
<b>Mexico</b>	Mexican Peso 'MXN'	123,166,749	1.15%	\$18,400	95	Mexico City	Mexico City: \$540 Monterrey: \$300	Mexico City: \$84 Monterrey: \$42	Mexico City: \$1,140 Monterrey: \$660	3 - 5 or 5 - 10	MXN/sqm/month	Negotiable	Monthly	1-2	No	Mexican Inflation (INPC)	Annual	Tenant	Landlord	Negotiable	Negotiable	Net lettable	4-5% on year 1-5, 2-2.5% of remaining term up to 10 years	As agreed	None	None	4 - 5%	0.5 - 1%	2% transfer tax	
<b>Australia</b>	Australian Dollar 'AUD'	22,992,654	1.05%	\$47,600	13	Canberra	Canberra: \$327 Sydney: \$661 Melbourne: \$383	Canberra: \$70 Sydney: \$88 Melbourne: \$59	Canberra: \$734 Sydney: \$9,542 Melbourne: \$4,771	5 - 10	AUD/sqm/year	Negotiable	Monthly	6-12	No	CPI or Fixed 4-5%	Annual	Landlord*	Tenant	Yes	Yes	Yes	Net Lettable	11 - 16%	As agreed	None	None	1-2%	As agreed	"Varies"
<b>China</b>	Chinese Yuan Renminbi 'CNY'	1,373,541,278	0.43%	\$14,300	83	Beijing	Beijing: \$662 Shanghai: \$523 Guangzhou: \$314 Shenzhen: \$425	Beijing: \$70 Shanghai: \$68 Guangzhou: \$64 Shenzhen: \$72	Beijing: \$2,004 Shanghai: \$4,356 Guangzhou: \$4,182 Shenzhen: \$2,962	3 - 5	RMB/sqm/month or RMB/sqm/day (varies by location)	Negotiable	Monthly or Quarterly	3	Yes for std lease, no for fixed term lease	OMR	2 - 3 yrs	Tenant	Landlord	Yes	Yes	Yes	Gross floor area	8.33 - 12.5%	As agreed	0.03 - 2%	None	1 - 1.5%	As agreed	0.03 - 1%
<b>Hong Kong</b>	Hong Kong Dollar 'HKD'	7,167,403	0.35%	\$56,900	18	Hong Kong	\$2,315	\$208	\$8,327	3 - 6	HKD/sqft/month	Negotiable	Monthly	2-3	No	OMR	Every 3 yrs	Tenant	Tenant	Yes	Yes	Gross Lettable or Net Floor area	8.33 - 17%	As agreed	1% + HKD 5	None	1%	As agreed	0 - 3.75%	
<b>India</b>	Indian Rupee 'INR'	1,266,883,598	1.19%	\$6,200	76	New Delhi	New Delhi: \$564 Mumbai: \$504 Bangalore: \$181	New Delhi \$38 Mumbai: \$48 Bangalore: \$30	New Delhi: \$2,376 Mumbai: \$1,520 Bangalore: \$798	'3+3+3 or 5+5+5	INR/sqft/month	Negotiable	Monthly	6-15	No but negotiable where fixed renewal rights	OMR	Annual or every 3 yrs depending on lease	Landlord	Landlord	Yes	Yes	Yes	Gross area / Super built-up	17%	As agreed	1 - 10%	None	1 - 4%	As agreed	3 - 15%
<b>Indonesia</b>	Indonesian Rupiah 'IDR'	258,316,051	0.89%	\$11,100	88	Jakarta	\$350	\$41	\$718	2 - 3	IDR/sqm/month or USD/sqm/month	Negotiable	Quarterly	3	No	OMR	Every 2 yrs	Landlord	Landlord	Yes	Yes	Yes	Gross area	3 - 5%	As agreed	6,000 Rupiah	None	2 - 3%	As agreed	5% of Total transaction value
<b>Japan</b>	Japanese Yen 'JPY'	126,702,133	-0.19%	\$38,100	18	Tokyo	\$1,113	\$295	\$6,550	2 yrs Std or 3-10 fixed term	JPY/tsubo/month (1 tsubo=3.3 sqm)	Negotiable	Monthly	12	Yes	OMR	Depends on type and term of lease	Tenant	Landlord	Yes	Yes	Yes	Net Lettable	8.33%	As agreed	None	3% + JPY 60,000	As agreed	4% Acq Tax + 2% Reg & Licence Tax	
<b>Malaysia</b>	Malaysian Ringgit 'MYR'	30,949,962	1.40%	\$26,200	54	Kuala Lumpur	\$155	\$73	\$5,853	3	MYR/sqft/month	Negotiable	Monthly	3	No	None	None	Landlord	Landlord	Yes	Yes	Yes	Gross Internal area	8.33%	As agreed	Varies based on Rent	None	2.75%	As agreed	Varies based on Rent
<b>New Zealand</b>	New Zealand Dollar 'NZD'	4,474,549	0.80%	\$36,100	4	Wellington	Wellington: \$421 Auckland: \$456	Wellington: \$105 Auckland: \$102	Wellington: \$2,454 Auckland: \$3,155	6 - 12	NZD/sqm/year	Negotiable	Monthly	3	No	OMR	2 - 3 yrs	Landlord*	Landlord	Yes	Yes	Yes	Net Usable area plus % share of common areas	10 - 19%	As agreed	None	None	1.5 - 3.5%	As agreed	NZD 100 Reg Fee
<b>Philippines</b>	Philippine Peso 'PHP'	102,624,209	1.59%	\$7,300	95	Manila	\$242	\$48	\$371	3 - 5	PHP/sqm/month	Negotiable	Monthly	3	No	OMR	Annually	Landlord	Landlord	Yes	Yes	Yes	Net Lettable are	12.5% for 3 yrs 15-17% for 5 yrs	As agreed	Varies based on Rent	None	3 - 5%	As agreed	1.5%
<b>Singapore</b>	Singapore Dollar 'SGD'	5,781,728	1.86%	\$85,400	8	Singapore	\$906	\$362	\$3,625	3	SGD/sqft/month	Negotiable	Monthly or Quarterly	3	No	OMR	None except via rent review clause	Landlord	Landlord	Yes	Yes	Yes	Net Lettable area	8.33%	As agreed	0.4% <1 yr 0.8% 1 - 3 yrs 1.6% > 3 yrs	None	1%	As agreed	1% on 180k, 2% on next 180k, then 3% thereafter
<b>South Korea</b>	South Korean Won 'KRW'	50,924,172	0.53%	\$36,600	37	Seoul	\$339	\$158	\$1,416	1 - 3	KRW/pyung/month (1 pyung = 3.3 sqm)	Negotiable	Monthly	10	No	CPI or Fixed 4-5%	Annually	Landlord*	Landlord	Yes	Yes	Yes	Gross Floor area	8.33%	As agreed	None	None	1 - 2%	As agreed	2.4% Reg Tax & 2.2% Acq Tax
<b>Taiwan</b>	Taiwan Dollar 'TWD'	23,464,787	0.20%	\$46,800	30	Taipei	\$301	\$136	\$2,297	2 - 3	TWD/ping/month (1 ping=3.3 sqm)	Negotiable	Monthly	3	No	2-3% after 2nd yr	None	Tenant	Landlord	Yes	Yes	Yes	Gross Floor area	13%	As agreed	None	None	6.0%	As agreed	6% Deed Tax and 0.1% Stamp
<b>Thailand</b>	Thai Baht 'THB'	68,200,824	0.32%	\$16,100	76	Bangkok	\$298	\$63	\$746	3	THB/sqm/month	None	Monthly	3	No	None	None	Landlord	Landlord	Yes	Yes	Yes	Net Lettable	8.33%	As agreed	0.1% + 1% Registration fee	None	1 - 3%	As agreed	2% Assessed Value + 3.3% Bus. Tax
<b>Vietnam</b>	Vietnamese Dong 'VND'	95,261,021	0.95%	\$6,000	112	Hanoi	Hanoi: \$336 Ho Chi Minh City: \$480	Hanoi: \$1,080 Ho Chi Minh City: \$1,620	Hanoi: \$1,200 Ho Chi Minh City: \$1,512	2 - 3	USD/sqm/month (note:rents converted and paid in VND)	Negotiable	Quarterly	3-6	No	None	None	Landlord	Landlord	Yes	Yes	Yes	Gross Internal area	8.33%	As agreed	None	None	1 - 3%	As agreed	1% Reg Fee

**KEY** CCI Cost of Construction Index  
 CLI Cost of Living Index  
 CPR Corruption Perception Ranking, (least corrupt=1)  
 CPI Consumer Price Index  
 OMR Open Market Review

**SOURCES** Central Intelligence Agency [www.cia.gov](http://www.cia.gov)  
 Exchange Rates [www.oanda.com](http://www.oanda.com)  
 CPR [www.transparency.org](http://www.transparency.org)

**EXCHANGE RATE 1 USD TO LOCAL CURRENCY (AS AT DECEMBER 2016)**

Australian Dollar (AUD)	1.36	Malaysian Ringgit (MYR)	1.43
Canadian Dollar (CAD)	1.35	New Zealand Dollar (NZD)	49.66
Chinese Yuan Renminbi (CNY)	6.89	Mexican Peso (MXN)	20.54
Hong Kong Dollar (HKD)	7.76	Philippine Peso (PHP)	1.43
Indian Rupee (INR)	67.97	Singapore Dollar (SGD)	1,152.47
Indonesian Rupiah (IDR)	13,369.00	Taiwan Dollar (TWD)	32.00
Japanese Yen (JPY)	110.84	Thai Baht (THB)	35.39
Korean Won (KRW)	4.41	Vietnamese Dong (VND)	22,215.00

\* Building insurance and property taxes paid by landlord but recovered from tenant



## 36 OFFICES ACROSS THE COUNTRY, INCLUDING 12 IN CENTRAL LONDON

Bangor	Leeds
Basingstoke	Marlborough
Bath	Newbury
Birmingham	Newbury - Sutton Griffin
Boroughbridge	Northampton
Bury St Edmunds	Oxford
Cambridge South	Peterborough
Cambridge North	Shrewsbury
Cambridge Central	Suffolk
Edinburgh	Wells
Harrogate	Winchester
Kendal	York
National HQ One Chapel Place	Hyde Park & Bayswater
Barnes	Knightsbridge & Chelsea
Barnes Village	Marylebone & Regent's Park
Fulham Bishops Park	Mayfair & St James's
Fulham Parsons Green	Wandsworth
Holland Park & Notting Hill	Waterloo

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**Frederic Schneider** SIOR  
Partner  
+44 (0)7733 124489  
frederic.schneider  
@carterjonas.co.uk



**Iain Mulvey**  
Business Development  
Director  
+44 (0)7775 562114  
iain.mulvey  
@carterjonas.co.uk



**Andrew Smith** SIOR  
Partner  
+44 (0)7919 326085  
andrew.smith  
@carterjonas.co.uk

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