

LANDLORD'S ADVERTISED RENTS & RENT DISCOUNTS

The London office market for new and refitted Grade A space is currently characterised by low vacancy and increasing upward pressure on rents. The bargaining power in lease negotiations is beginning to drift in favour of landlords as the choice of available space declines. However, it is still possible to negotiate discounts on landlord's quoting rents, typically of 1.5 – 3.5%, in the absence of interest from competing tenants.

The advertised rents on some Grade B warehouse-style office space in locations such as Farringdon, Clerkenwell and Shoreditch will typically be higher than rents for refurbished 'corporate' style Grade A space in the same location, reflecting the rental premium that creative and media firms place on such space.

Floors with terraces will usually command a rental premium of 5-10% and the upper floors of tower buildings that provide panoramic views of London will attract a rental premium of, typically, 15 – 25%.

RENT FREE PERIODS

Table 2 overleaf illustrates the typical rent free periods that can currently be negotiated on office space throughout London.

NEGOTIATING A LEASE – THE KEY ISSUES

While rent discounts and rent free periods will form the key components of any lease negotiations **it is also important to 'future-proof' the tenancy** by building in flexibility and mechanisms to limit future property costs, **by negotiating the following:**

- a service charge cap
- 'tenant-friendly' rent review valuation provisions
- a limitation on the tenant's repairing and removal of fixtures and fittings obligations – to minimise future exit costs
- the removal of any onerous sub-letting or lease assignment/transfer pre-conditions
- the inclusion of a tenant-only break option(s)
- no requirement to provide a guarantor and/or rent deposit

Table 1

London Office Market – Typical Advertised Rents – Q3 2019 (space over 5,000 sq ft)
£ per sq ft per annum *Source: Carter Jonas Research*
UF: Upper Floors

Location	Grade A		Grade B
	New/Refitted	Refurbished	Refurbished
City			
Prime - Bank, Leadenhall Street	£65.00 - £72.50 (UF = £75.00 - £90.00)	£52.50 - £65.00 (UF = £65.00 - £85.00)	£40.00 - £47.50
Secondary - Blackfriars, Aldgate	£57.50 - £67.50 (UF = £69.50 - £82.50)	£42.50 - £57.50 (UF = £62.50 - £75.00)	£37.50 - £42.50
City Fringe			
North - Shoreditch, Clerkenwell	£65.00 - £75.00 (UF = £77.50 - £90.00)	£52.50 - £65.00	£39.50 - £55.00
North West - Farringdon, Smithfield	£72.50 - £85.00 (UF = £87.00 - £89.50)	£58.50 - £70.00	£42.50 - £57.50
East - Spitalfields	£62.50 - £75.00	£50.00 - £60.00	£37.50 - £47.50
East - Aldgate East, Wapping	£52.50 - £59.50 (UF = £62.50 - £69.50)	£40.00 - £50.00	£32.50 - £36.00
South Bank			
Waterloo, Southwark, London Bridge	£68.50 - £75.00 (UF = £78.50 - £95.00)	£52.50 - £67.50 (UF = £70.00 - £75.00)	£42.50 - £50.00
East London			
Docklands Prime – Canary Wharf & Wood Wharf	£52.00 - £57.50 (UF = £58.50 - £60.00)	£35.00 - £42.50 (UF = £45.00 - £50.00)	£29.50 - £35.00
Docklands Secondary - Crossharbour	£32.50 - £38.50	£27.50 - £32.50	£22.50 - £27.50
Stratford	£45.00 - £49.50	£35.00 - £45.00	£20.00 - £28.00
West End			
Central - Mayfair, St James's (Prime)	£105.00 - £125.00 (UF = £130.00 - £140.00)	£85.00 - £100.00	£67.50 - £77.50
Central - Mayfair, St James's (Secondary)	£87.50 - £97.50	£75.00 - £85.00	£62.50 - £72.50
North - Euston	£67.50 - £75.00	£55.00 - £65.00	£42.50 - £55.00
North East - Fitzrovia	£79.50 - £87.50	£62.50 - £77.50	£50.00 - £60.00
North West - Marylebone	£77.50 - £87.50 (UF = £90.00 - £105.00)	£65.00 - £77.50	£50.00 - £60.00
South - Victoria, Westminster, Haymarket	£72.50 - £85.00 (UF = £87.50 - £92.50)	£57.50 - £72.50	£45.00 - £55.00
South West - Knightsbridge	£85.00 - £95.00	£75.00 - £85.00	£62.50 - £72.50
East - Soho, Regent Street, Leicester Square	£85.00 - £97.50 (UF = £100.00 - £110.00)	£69.50 - £82.50	£57.50 - £67.50
West - Paddington	£67.50 - £77.50 (UF = £80.00 - £90.00)	£55.00 - £65.00	£42.50 - £52.50
Midtown			
North - King's Cross	£75.00 - £87.50	£60.00 - £70.00	£47.50 - £57.50
South - Covent Garden	£72.50 - £80.00 (UF = £82.50 - £88.50)	£55.00 - £70.00	£47.50 - £55.00
East - Holborn	£65.00 - £72.50 (UF = £75.00 - £80.00)	£52.50 - £65.00	£39.50 - £52.50
West - Bloomsbury	£75.00 - £90.00	£60.00 - £72.50	£45.00 - £55.00
South West London			
Chelsea	£77.50 - £90.00	£65.00 - £75.00	£47.50 - £60.00
Battersea, Nine Elms	£58.00 - £70.00	£46.50 - £56.50	£38.00 - £45.00
West London			
Kensington	£55.00 - £65.00	£45.00 - £52.50	£37.50 - £45.00
Hammersmith	£52.50 - £59.50	£40.00 - £50.00 (UF = £55.00 - £57.50)	£35.00 - £42.50
White City	£45.00 - £55.00	£40.00 - £45.00	£32.50 - £40.00
Chiswick	£48.50 - £55.00	£37.50 - £47.50	£35.00 - £40.00
Ealing	£42.50 - £48.50	£37.50 - £42.50	£32.50 - £37.00

GRADES OF OFFICE ACCOMMODATION

For marketing purposes office accommodation is generally categorised into Grades which are defined as follows:

GRADE A

New or newly refurbished office space where the building specification includes fully accessible raised floors for data/telecoms cable management, passenger lift and air conditioning facilities.

GRADE B

Office space that may only incorporate under floor or perimeter trunking for data/telecoms cable management, rather than fully accessible raised floors, and/or air cooling facilities, instead of an air conditioning system that dehumidifies, filters and draws fresh air into the building. Grade B space also tends to be of a generally lower quality building specification.

"REFITTED"

Office space that is 'as new', having been completely refitted throughout, to include new fixtures and fittings to the common parts and reception area, new building services – including air conditioning and passenger lift facilities, electrical, plumbing and lighting systems, and new raised floors, ceilings and sanitary ware. The specification of works will comply with the latest health and safety and building regulations and may also include re-cladding the exterior of the building.

"REFURBISHED"

Space is defined as office accommodation where the landlord has redecorated and recarpeted the available office space (but not necessarily the common parts) and overhauled, but not renewed, the building services, such as the air conditioning and passenger lift facilities.

THE TENANT ADVISORY TEAM

Our tenant representation services include:

- Stay-put/relocate cost appraisals
- Lease and rent review negotiation
- Office search and relocation management
- Relocation budgeting and planning
- Repairs/dilapidations cost assessment and negotiation
- Building, air conditioning and passenger lift surveys
- Business rates analysis and appeal
- Service charge audit
- Office fit out procurement and project management

Table 2
Rent Free Periods By Sub-Market – Q3 2019

Source: Carter Jonas Research

Location	Typical Rent Free Period Agreed (lettings over 5,000 sq ft)	
	5-year lease	10-year lease
City - Prime - Bank, Leadenhall Street	10 - 13	22 - 25
City - Secondary - Blackfriars, Aldgate	10 - 13	22 - 25
City Fringe - North/North West - Farringdon, Shoreditch	8 - 12	20 - 24
City Fringe - East - Spitalfields, Aldgate East	9 - 12	21 - 24
South Bank - Waterloo, Southwark, London Bridge	8 - 12	20 - 24
East London - Docklands - Canary Wharf & Crossharbour	12 - 14	24 - 27
East London - Stratford	10 - 12	24 - 26
West End - Central - Mayfair, St James's	9 - 12	20 - 24
West End - West - Paddington	9 - 12	20 - 24
West End - East - Soho	8 - 12	20 - 24
West End - North East - Fitzrovia	9 - 12	20 - 24
West End - North West - Marylebone	9 - 12	20 - 24
West End - South - Victoria, Westminster	10 - 12	22 - 24
West End - South West - Knightsbridge	9 - 12	20 - 24
Midtown - West - Bloomsbury	9 - 12	20 - 24
Midtown - East - Holborn	9 - 12	20 - 24
Midtown - South - Covent Garden	10 - 12	20 - 24
Midtown - North - King's Cross	8 - 11	19 - 23
South West London - Vauxhall, Battersea	9 - 12	20 - 24
West London - Hammersmith, White City, Chiswick	10 - 13	22 - 25

TOTAL OFFICE OCCUPANCY COSTS: The Carter Jonas London office occupancy costs map provides a geographical summary of rent, business rates and building service charge costs to assist with budgeting. If you would like a free copy of the map, please contact a member of our Team.

For more data on the Central London office market, office availability, rents and rent free periods and information on budgeting and planning for a lease renewal, rent review or office relocation please contact one of the Team.



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