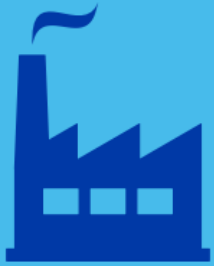


## INDUSTRIAL DEALS IN SCOTLAND (H1 2017)



521

Number of industrial transactions



345,373

Industrial floor space transacted in sq m

Y.O.Y TREND



4%  
2015/16



17.5%  
2014/15

Y.O.Y TREND



16%  
2015/16



24%  
2014/15

## VACANCY RATE (Oct 2017)

6.9%

WEST SCOTLAND

9.3%

5-YR. AVG.

5.9%

EAST SCOTLAND

8.8%

5-YR. AVG.

5.7%

NORTH SCOTLAND

3.6%

5-YR. AVG.

## PRIME HEADLINE RENTS IN CENTRAL SCOTLAND (Oct. 2017)

£ per sq m



TRADE PARKS  
£107



PRIME INDUSTRIAL UNITS  
£91

## INVESTMENT DEALS

11

Industrial investment deals over £1m in Scotland (H1 2017)



33%  
2015/16



35%  
2014/15

## INVESTMENT YIELDS



c. 6%

Prime industrial yields in Central Belt

## TAKE AWAYS



- Industrial rents in the **West of Scotland** are **rising** and are set to move higher given **very tight supply**.
- **Rents continue to rise** in the **East** and this should spur developer confidence.
- Over the past six months **investor demand** for industrial stock has continued to **increase**.