EMEA OFFICE RENTS
2018 H2

**Currency Rates 12/10/2018 – 6.85 GBP (1 USD)**

**Prime Yield (%)**
- **PRIME CBD HEADLINE RENT:** The yield an investor is prepared to pay to buy a Grade A building, fully-let to high quality tenants at an open market rental value in a prime location. Lease terms should be consistent with the market. The yield quoted will reflect local market practices, which can differ by country.

**SECONDARY CBD HEADLINE RENT:** Represents the rent that could be expected for a unit of standard size commensurate with demand (typically 500-1,000 sq m for offices), for space of the highest quality and specification (Grade A) in the CBD area at the survey date.

**DEFINITIONS**
- **Prime Yield (%):** The yield an investor is prepared to pay to buy a Grade A building, fully-let to high quality tenants at an open market rental value in a prime location. Lease terms should be consistent with the market. The yield quoted will reflect local market practices, which can differ by country.

- **Prime CBD Headline Rent:** The Prime CBD Headline Rent represents the rent that could be expected for a unit of standard size commensurate with demand (typically 500-1,000 sq m for offices), for space of the highest quality and specification (Grade A) in the CBD area at the survey date.

- **Secondary CBD Headline Rent:** The Secondary CBD Headline Rent represents the rent that could be expected for a unit of standard size commensurate with demand (typically 500-1,000 sq m for offices), for space of good quality and specification (typically Grade B plus) within the CBD at the survey date.

Arrows indicate expected movement over the next 12 months. Data as at 31/12/2018.

**KEY**
- City
- Prime Yield (%)
- Partner
- Secondary CBD Headline rent (EUR/00 g/m2/month)
- Primer CBD Headline rent (EUR/00 g/m2/month)

**Data as at 31/12/2018.**
Under downward pressure, and are likely to decline in the short-medium term. Tenants are encouraged to consult their professional advisors prior to acting on any of the material contained in this report.

DEFINITIONS

**Tenant Favourable**: Competitive market for occupiers; market typically characterised by a shortage of immediate property options. Incentives levels (e.g. rent-free periods, etc.) are higher than the norm. Landlords are more inclined to negotiate various aspects of the lease and more aggressive in offering incentives to keep tenants in place, and satisfying specific requests. As a result, headline and net effective rents across the market have been increasing, or are likely to increase in the short-medium term.

**Neutral**: Incentives levels are in line with market’s standards, and none of the parties appears to be having a dominating position when a new lease is signed or in renegotiating lease terms. As a result, headline and net effective rents across the market are under downward pressure, and are likely to decline in the short-medium term.

**Landlord Favourable**: Competitive market for landlords; occupiers typically have a larger choice of available property options. Incentives levels (e.g. rent-free periods, etc.) are lower than the norm. Tenants have limited/reduced ability to influence lease terms. As a result, headline and net effective rents across the market are under downward pressure, and are likely to decline in the short-medium term.