



Industrial and distribution

Head to head on sheds

Kicking off our look at the industrial distribution market in Yorkshire,

Neil Tague looks at who has made it to the top of our annual league table of industrial agents

The shed specialists carried the day in 2007, with the ever-reliable Gent Visick and newcomer M3 topping the charts for the most property transacted.

M3's lofty position is all the more impressive, given that the practice has only been established in Sheffield since May 2007. That's when the national agency chose Sheffield as the base for its push into the north of England, head-hunting Roger Howarth from Atisreal and Toby Vernon from Knight Frank to set up the office, which is instructed on some of the largest distribution schemes in the north of England.

Gent Visick have won a hard earned reputation as some of the canniest

dealmakers in the big shed market in recent years, picking up more than their fair share of the region's big ticket work. Again, they've advised on some of the year's most important deals.

Throughout the market, there's plenty to be cheerful about. Paul Mack, senior surveyor at DTZ, which topped the usual suspects of the major, multi-disciplined consultancies in our table, says: "Our industrial and distribution team has grown from a one-man team five years ago to now, where there's four or five people in the team. There are a few big enquiries out there and we think we've got a chance of continuing our success."

Although the Golden Triangle of the

Midlands is the industry's holy grail and the southern ports command equally stiff rents, the Yorkshire and Humber market is now firmly established as the north's primary distribution market, meaning that the other top rank consultancies are building their presence in the region.

Although CB Richard Ellis and Knight Frank declined to submit figures, both employ professionals with strong reputations. CBRE, the world's largest consultancy, has already shown its preparedness to flex its acquisition muscles, picking up niche North West practice DGI Davis George in April 2007. Further swoops cannot be ruled out

INDUSTRIAL AGENTS

Firm/location	Total fee income 2007 £	Total sales & lettings sq ft 2007	Total sq ft lettings for 2007	Does this include joint lettings?	Total sq ft of sales advised on in 2007	Major projects	Value (£m)	Size (sq ft)
1 M ³ AGENCY Sheffield	1,126,000	4,769,000†	1,539,000	Yes	3,230,000†	Nimbus Park, Doncaster Doncaster South, Harworth Fusion Portfolio, Sherburn-in-Elmet & Tankersley, Barnsley	£3,075,000 per annum rent £1,342,000 per annum rent 86.0	750,000 305,000 1,725,778
2 GENT VISICK Leeds	n/d	2,995,422	770,810	Yes	2,224,612	Capitol Park, J36 Goole Cellica, Sherburn in Elmet Capitol Park, Thorne, Doncaster	- 15 12.5	3,000,000 373,358 220,000
3 DTZ Leeds	n/d	2,750,000	1,250,000	Yes	1,500,000	Capitol Park, Goole, J36 M62 Redhouse Interchange, Doncaster, J38 A1(M) Sherburn Distribution Park, Sherburn in Elmet, J42 A1(M)	- - -	3,000,000
4 KING STURGE Leeds	850,000	2,595,000	1,245,000	Yes	1,350,000	Nimbus Park, Thorne, Doncaster Trent Road, Grantham 67-81 Kirkstall Road, Leeds	50 10.75 4.6	750,000 334,000 150,000
5 EDDISONS Leeds, Bradford and Huddersfield	n/d	2,374,095	1,198,790	Yes	1,175,305	Former Clariant Site, Northallerton Roydsdale Way, Bradford Bankfield Mills, Mirfield	3.3 4 -	97,000 85,000 130,000
6 COLLIER'S CRE Leeds	-	1,970,000	100,000	-	1,870,000*	-	-	-
7 GVA GRIMLEY Leeds	n/d	945,000	700,000	Yes	245,000	Units 8/9 Leeds Bradford Airport Industrial Estate, Leeds Grandstand Road, Wakefield 41 Industrial Estate, Wakefield Mallard Park, Horbury, Wakefield	£443,000 per annum rent £474,000 per annum rent £5.5m sales plus £93,000 per annum rent	200,000 105,000 212,000
8 JONES LANG LASALLE Leeds	n/d	903,500	120,500	-	783,000	Aspect, West Moor Park, Doncaster Quattro, West Moor Park, Doncaster Ozone, Howden, J37 M62	- - -	122,500 163,950 230,000
9 AWS LTD Leeds	n/d	550,000	250,000	Yes	300,000	J31 M62 Wheldon Rd, Castleford, J32 M62	- -	1,000,000 5,000 to 250,000 units
10 FERNIE GREAVES Sheffield	n/d	494,450	311,100	Yes	183,350	Bentley Business Parks, Dinnington Hawke Street Business Park, Hawke St, Sheffield Phoenix Riverside Business Park, Rotherham	- - -	118,000 47,000 68,932
11 SAVILLS Leeds	240,000	260,000	210,000	Yes	50,000	Sikwood Park, J40 M1 - Wakefield Unit 20 - Norquest, J27 M62 Birstall - Leeds Europark, Station Rd, Thirk	- - 2.1	70,000 48,000 28,000

* figure does not include 3.6m sq ft of land sales † includes forward funding of industrial/warehousing Table contains only firms that have answered questionnaires Source: insider research