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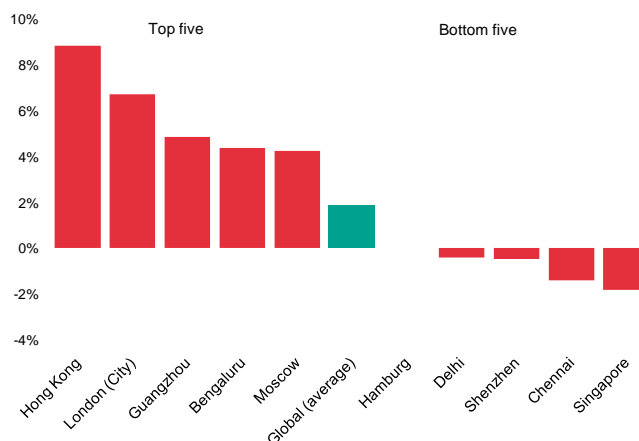
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- Global average occupancy costs per workstation saw a 4% decline last year. But, across the regions cost savings varied widely, between 10% for the Middle East & Africa to a cost increase of 25% for Central & South America.
- London's West End entered 2010 as the most expensive office location in our world ranking, followed by Tokyo, Washington D.C., Hong Kong and Geneva.
- For the first time, this year's report includes forecasts across the majority of markets covered. London's West End is projected to remain the most expensive location, with Hong Kong, Tokyo, Washington D.C. and Paris (CBD) rounding out the projected top five in 2013.
- Overall, global average costs are projected to show moderate annual growth of 1.7% to 2013. There remains significant divergence both between and within each of the regions. At 2.0%, Asia Pacific is forecast to experience the strongest annual growth in occupancy costs over the next four years.
- Some of the strongest increases in costs to 2013 are forecast for Hong Kong, Guangzhou and Bengaluru, together with London (City) and Moscow in Europe. Despite this, occupiers are still projected to realise significant future savings in major Asia Pacific markets including Singapore, Chennai (Madras) and Shenzhen.

Figure 1

### Average growth in total occupancy costs per workstation in major markets, end 2009-2013 (USD)



Source: DTZ Research

# Record cost savings in 2009, forecast to reverse after 2010

**Growth in occupancy costs is expected to be relatively muted over the 2010-2013 forecast period, following the sharpest falls on record in 2009...**

- The period of repricing in global office markets which started in the second half of 2008 continued well into 2009. Rising vacancy (a lagged effect of the supply glut of the last few years) and lower demand resulted in further falls in occupancy costs in the majority of markets. Global average occupancy costs in USD were down 4% on the previous year, although across a wide range of regional changes (from -10% to 25%). (Figure 2).
- London's West End, fifth in last year's global ranking, re-emerged as the world's most expensive location in 2009, outranking cities such as Hong Kong, Paris and Dubai (Figure 5). Shifting market conditions as well as marked fluctuations in exchange rates against the USD caused substantial changes to the global rankings. Several new entrants entered the list of the top 10 most expensive office markets in 2009, including Zurich, Boston and Frankfurt. Unsurprisingly, the 10 least expensive locations were once again dominated by Asia Pacific.
- Global occupancy costs are set to be broadly stable in 2010 with a small fall of 0.8% forecast for Europe and a modest increase of 0.2% for both the US and the Asia Pacific region (Figure 3). In large part, the expected stabilisation in occupier costs reflects the outlook for rental growth in global office markets. Rents are bottoming out following large declines during 2009, and most office markets are not expected to see rental growth until 2011.
- At 2.0%, Asia Pacific will experience the strongest regional growth in occupancy costs over the next four years, with three of the five fastest growing markets located there (Figure 4). London's West End is set to retain its title as the world's most expensive office location. However, Hong Kong will be catching up fast, and is expected to surpass Tokyo as the most expensive location in the Asia Pacific region.
- Despite this, Asia Pacific is also where occupiers can expect to make some of the greatest savings going forward, namely in Singapore, Chennai and Shenzhen, where occupancy costs are forecast to continue on a downward trend (Figure 4). At the same time, the supply of good-quality space will increase. As such, new occupiers in these markets will benefit from a wider and better pool of properties to choose from – the office market will offer tenants real value for money in the current climate.

Figure 2

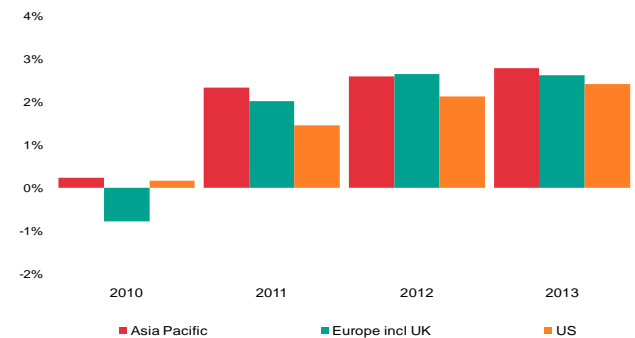
**Growth in total occupancy costs per workstation by region, 2008-2009 (USD)**



Source: DTZ Research

Figure 3

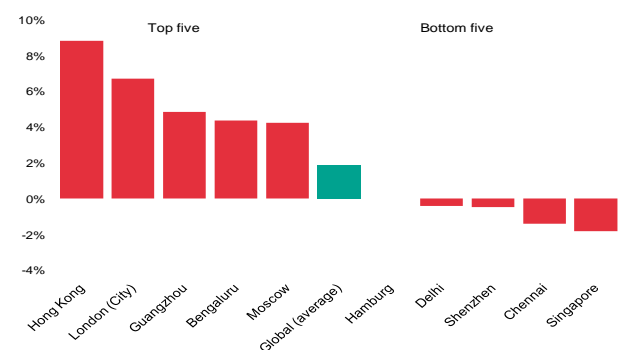
**Forecast growth in total occupancy costs per workstation by region (USD), 2010-2013**



Source: DTZ Research

Figure 4

**Average growth in total occupancy costs per workstation, end 2009-2013 (USD)**

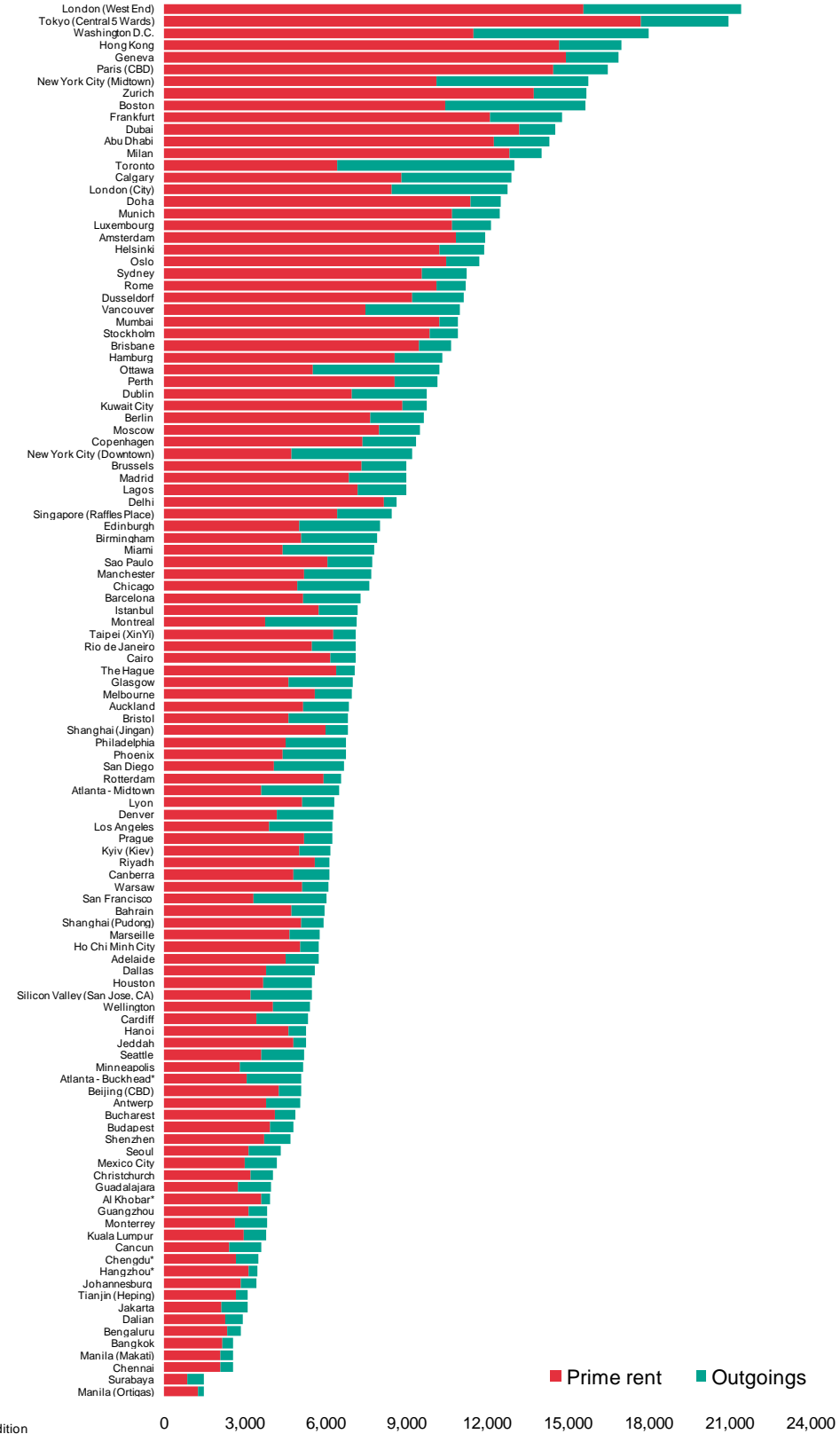


Source: DTZ Research

Figure 5

## Global occupancy costs per workstation by location

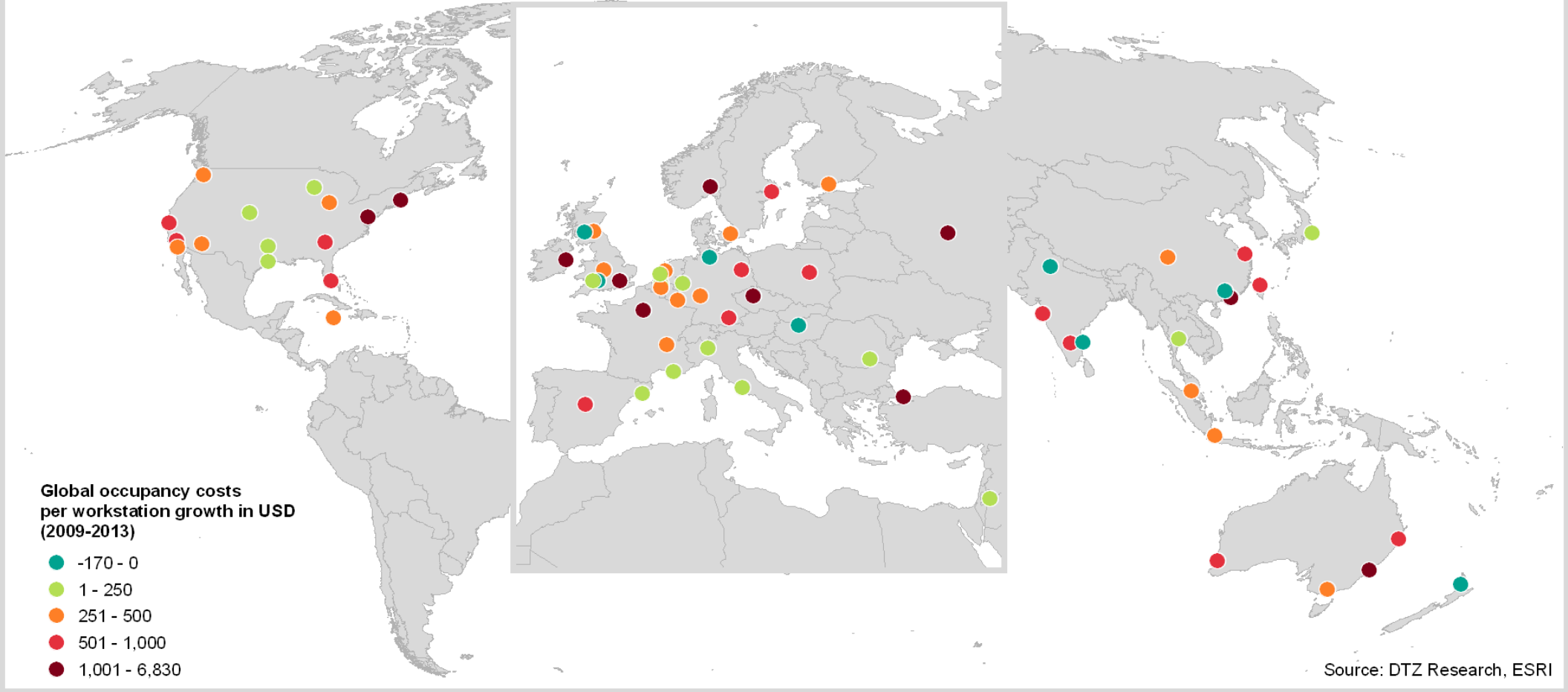
USD per annum



\*New addition  
Source: DTZ Research

# Global ranking

## Global occupancy costs forecast growth



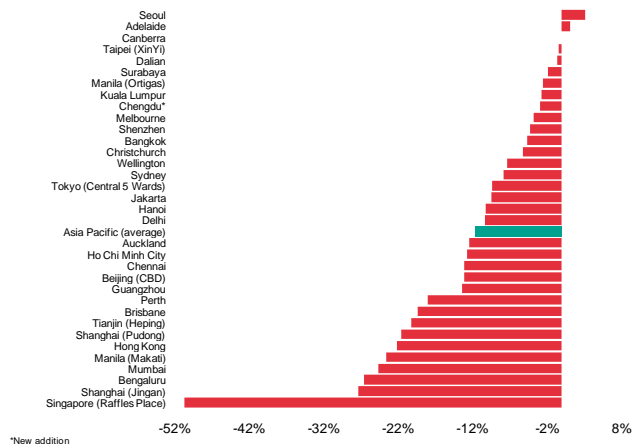
# Asia Pacific – cost savings expected to reverse in key markets

**Having already seen the biggest drop in costs last year, Singapore will continue to offer cost saving opportunities for occupiers. Elsewhere in Asia Pacific, costs are on the rise...**

- At -51% (in local currency), occupiers in Singapore saw the largest decrease in occupancy costs per workstation in Asia Pacific. This was triggered by weak demand and a substantial amount of new supply, which dragged down rents and thus total occupancy costs. Other markets to witness double digit declines in occupancy costs included Shanghai (Jingan), Bengaluru and Mumbai, where similar imbalances of demand and supply prevailed. The only two markets to record increases in costs were Seoul and Adelaide. This is especially strong given the regional Asia Pacific average 12% decline in 2009 (in local currency) (Figure 6).
- Despite being badly hit by the financial crisis, Tokyo's occupancy costs per workstation fell by a moderate 9% during 2009. Tokyo retained its top position in the regional ranking and ranks second globally. Despite a 22% fall in occupancy costs per workstation in 2009, Hong Kong remained the second most expensive office location in Asia Pacific. Furthermore, it is forecast to strongly outpace Tokyo by 2013, with occupancy costs increasing by USD 6,800 to USD 23,800 (Figure 7).
- Of all the regions, Asia Pacific is forecast to experience the most rapid average annual growth over the forecast period (2.0%), with the emerging markets expected to return to strong growth in the near term. There is, however, substantial divergence in expected growth between locations within Asia Pacific, with some markets set to experience falling occupier costs over the forecast period while others see strong growth.
- Our forecasts show that occupiers in Singapore, Delhi and Chennai (Madras) are set to benefit from continued declines in occupancy costs (Figure 8). This is driven by surplus space driving down rents in the near term. Apart from Hong Kong, costs are forecast to increase most in Guangzhou and the key IT business centre of Bengaluru. Beijing and Sydney make up the remainder of the Asia Pacific top five, as far as projected increases in occupancy costs are concerned. Local market dynamics drive our forecasts, since we have both top and bottom five performers in China and India, the region's largest economies.

Figure 6

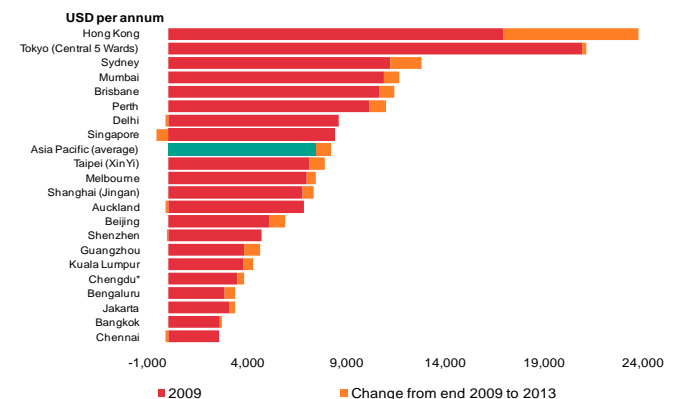
**% change 2008-2009 in total occupancy costs per workstation (locally quoted) – Asia Pacific**



Source: DTZ Research

Figure 7

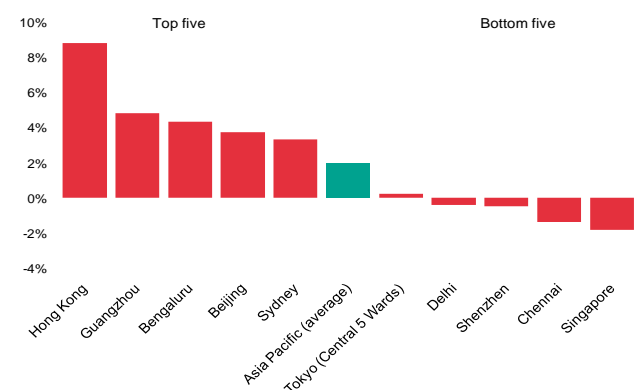
**Total occupancy costs per workstation – Asia Pacific**



Source: DTZ Research

Figure 8

**Average growth in total occupancy costs per workstation, end 2009-2013 (USD)**



Source: DTZ Research

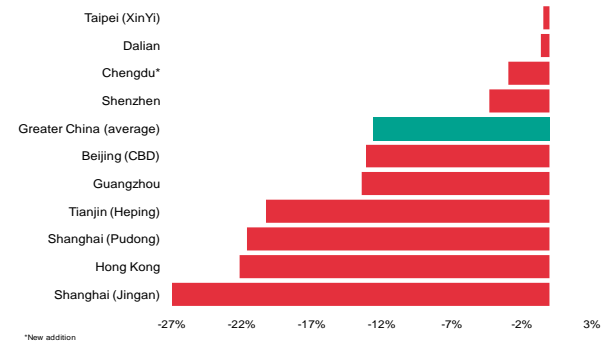
# Greater China - strong recovery expected for Hong Kong

**Despite improving conditions towards the end of the year, average occupancy costs per workstation in Greater China declined by 13% in 2009. Our forecasts point to rising costs across the majority of locations as Greater China leads Asia Pacific out of recession...**

- Occupiers based in Greater China's main financial centres enjoyed the biggest declines in costs in 2009 – by 27% and 22% in Shanghai (Jingan) and Hong Kong respectively (Figure 9). In Shanghai, a glut of new office space (411,500 sq m in 2009) and subsequent rising availability, put downward pressure on prime rents in both the Jingan and Pudong districts. Likewise, in Beijing (CBD), where the availability ratio now stands at 19.9%, occupancy costs per workstation fell by 13% over the year. Improving relations with Mainland China and no oversupply of office space made Taipei (XinYi) the least affected market in Greater China (-0.4%).
- In contrast to Beijing and Shanghai, supply in Hong Kong's CBD remains tight. However, as an open economy, Hong Kong was badly affected by the global downturn. This led to many tenants exiting the CBD in search of lower rents in decentralised areas. Diminished demand led to prime rents in the CBD falling by 24% in 2009 as a whole. Nevertheless, Hong Kong remains the most costly location in Greater China.
- Looking ahead, demand for space in Hong Kong is set to increase as the economy improves. This, coupled with limited supply, will feed through to higher occupancy costs and make Hong Kong the fastest growing market in the world in terms of occupancy costs between 2009 and 2013. Elsewhere in Greater China, Guangzhou and Beijing are also forecast to see above-average growth in occupancy costs, at 4.8% and 3.8% respectively (Figure 11).
- Shenzhen is the only market in which occupiers can expect to see further reductions in occupancy costs. Whilst rents in Shenzhen are growing, we expect space utilisation standards to return to historic levels.

Figure 9

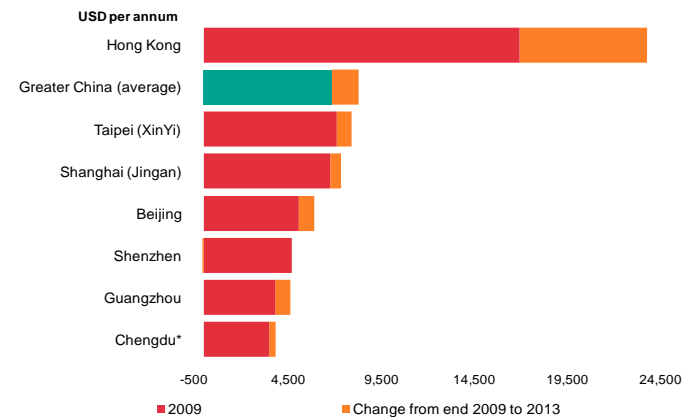
**% change 2008-2009 in total occupancy costs per workstation (locally quoted) – Greater China**



Source: DTZ Research

Figure 10

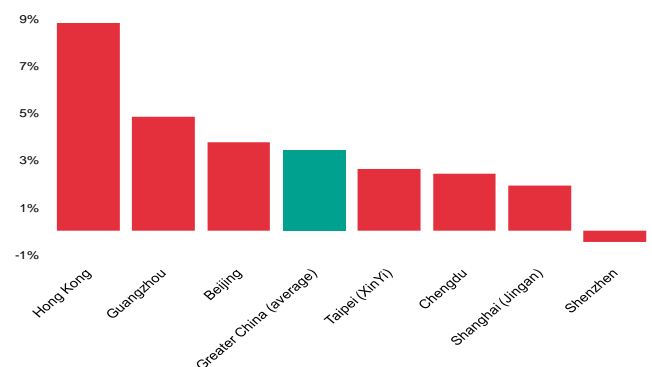
**Total occupancy costs per workstation – Greater China**



Source: DTZ Research

Figure 11

**Average growth in total occupancy costs per workstation, end 2009-2013 (USD)**



Source: DTZ Research

# Continental Europe – increased incentives held up rents

**Continental Europe witnessed an 11% decline in occupancy costs per workstation in 2009. Growth is set to slowly recover, with occupiers in Moscow facing the biggest nominal increase in occupancy costs over the next four years...**

- The average occupancy cost per workstation in Continental Europe decreased by 11% in 2009 (in local currency), with the largest annual declines witnessed in Kyiv (Kiev), at 51%, and in Moscow, at 42% (Figure 12). Demand for office space in these markets was severely impacted by the global recession which fed through to significant falls in rents. Kyiv (Kiev) saw take-up decline by over 50% compared to 2008, whilst in Moscow, the supply of new office space significantly outpaced the total volume of take-up in 2009, which was the lowest level recorded since 2003.

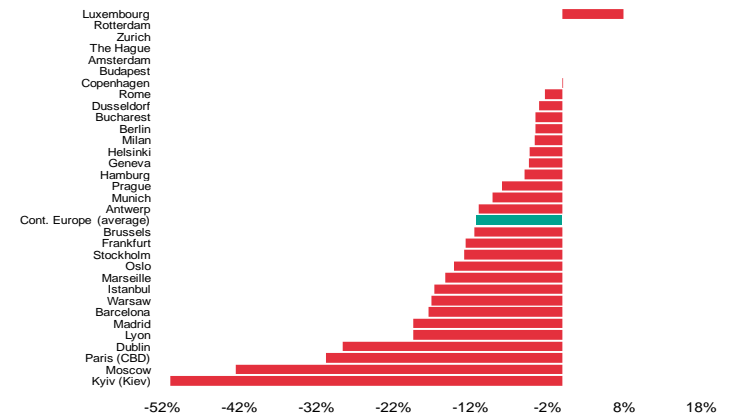
- While these figures indicate that there were significant falls in occupancy costs across Continental Europe last year, it is likely that occupiers have been benefiting from even more substantial cost reductions given the increased leasing incentives available in the current environment. Unfortunately, no consistent and complete information on lease incentives across the markets is currently available. These are not incorporated in the overall analysis for the moment.

- With no available forecasts for Geneva, we project few changes to the Continental European ranking. Paris (CBD) is forecast to show above average growth, with other top-ranked markets in the region showing moderate growth. Across Continental Europe, annual average growth is projected at 1.6% between 2010 and 2013. Moscow shows the biggest nominal increase in occupancy costs over the next four years in the region.

- Occupancy costs are forecast to increase across the Continent to 2013. Accompanying Moscow in the top five fastest growing markets (in terms of occupancy costs) are Prague, Paris (CBD), Dublin and Warsaw (Figure 14). These markets have seen amongst the sharpest falls in rents amidst the current downturn and are expected to experience a bounce back in growth once their economies recover. At the other end of the scale, occupiers will benefit from fairly limited increases in costs in Milan, The Hague, Düsseldorf and Hamburg. The latter three markets are less volatile and rarely see significant shifts in rents, whilst Italy has fairly weak economic prospects.

Figure 12

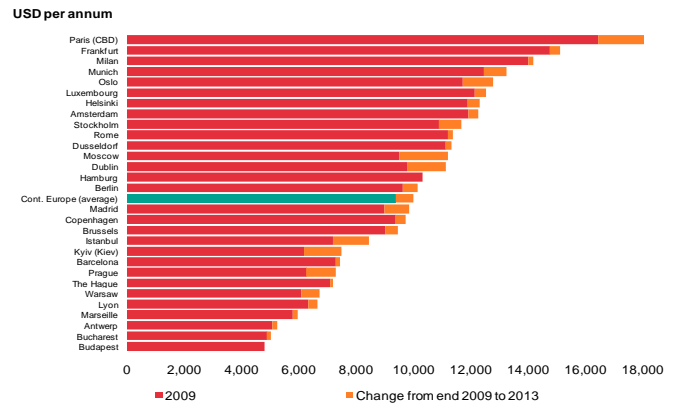
**% change 2008-2009 in total occupancy costs per workstation (locally quoted) – Continental Europe**



Source: DTZ Research

Figure 13

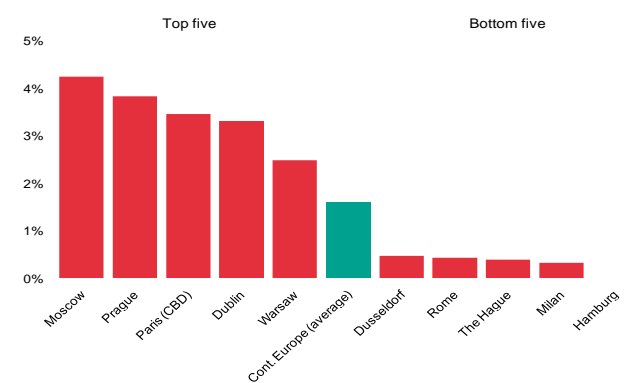
**Total occupancy costs per workstation – Continental Europe**



Source: DTZ Research

Figure 14

**Average growth in total occupancy costs per workstation, end 2009-2013 (USD)**



Source: DTZ Research

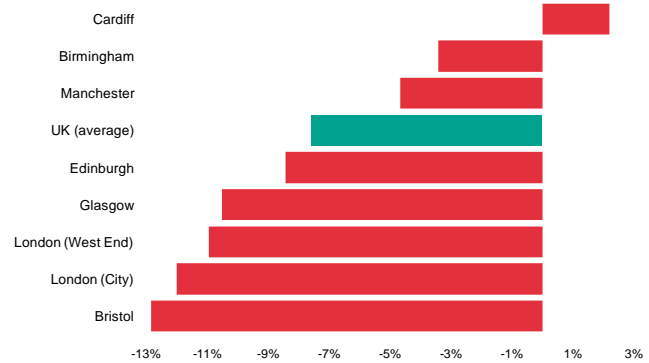
# UK – London’s West End to stay at top of global ranking

**London’s West End reclaimed its title as the most expensive location in the world in 2009 and is expected to stay top. However, London City is forecast to show the strongest growth in occupancy costs in the UK over the forecast period ...**

- The average occupancy cost per workstation in the UK decreased by 8% in 2009 (in local currency). Occupiers in Bristol and London City made the biggest cost savings, at -13% and -12%, respectively (Figure 15). The only market to see cost increases was Cardiff, where occupancy costs per workstation increased by 2%.
- Having fallen to fifth place in 2008, 2009 saw London’s West End reclaim its title as the most expensive office location globally, despite seeing occupancy costs fall by 11% (in local currency).
- London City is forecast to see the strongest growth over the forecast period (2010 – 2013) in the UK, with occupancy costs increasing by USD 3,770 to reach USD 16,520 per workstation (Figures 16 & 17). Rising costs in London City will be driven by a sharp recovery in rental growth for prime property in 2010 as recovering demand combines with a rapidly declining supply of new space. Recovery in the West End will be slower, and as a consequence, rental growth will not be significant in 2010. Nevertheless, London’s West End is forecast to remain the most expensive office location in the world to 2013.
- All UK office markets will be impacted by the next rating (property tax) revaluation coming into force in April 2010. This will re-rate the basis for calculation to rental values ruling in April 2008 - at the top of the current cycle, whereas the previous basis was April 2003, when office rents were at a relatively low point. The impact will be mitigated by a phasing in of the increases over the next five years.
- On average, occupancy costs per workstation in the UK are forecast to increase by 1.6% between 2009 and 2013. Only in Glasgow can occupiers expect to see further cost savings over the period, with costs projected to decline by -0.6% between 2009 and 2013.

Figure 15

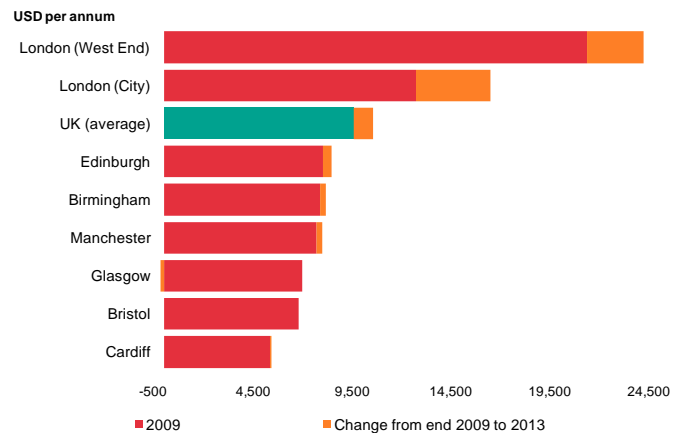
**% change 2008-2009 in total occupancy costs per workstation (locally quoted) – UK**



Source: DTZ Research

Figure 16

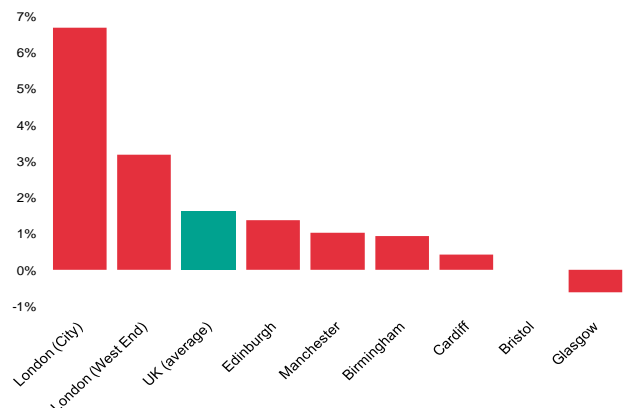
**Total occupancy costs per workstation – UK**



Source: DTZ Research

Figure 17

**Average growth in total occupancy costs per workstation, end 2009-2013 (USD)**



Source: DTZ Research

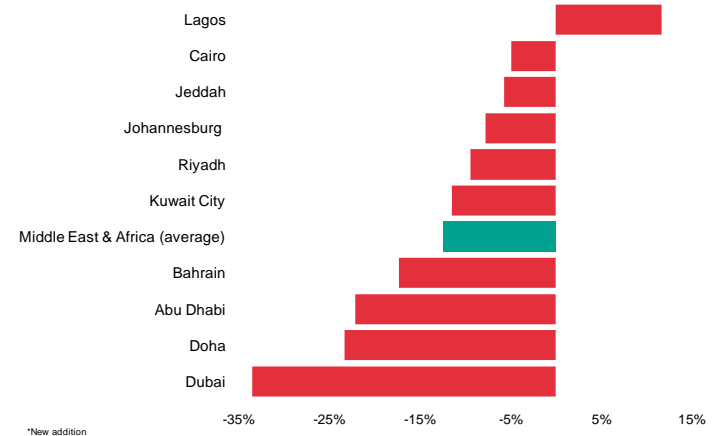
# Middle East & Africa – large regional cost savings in 2009

**The Middle East & Africa presented occupiers with large cost savings in 2009 across all regions. Looking ahead, costs are expected to either stabilise or further decline as large amounts of new supply coincides with weaker demand...**

- Occupancy costs (in local currency) in the Middle East & Africa declined by an average 12% in 2009. At regional level, Dubai witnessed the largest decline, with costs falling by 34% (Figure 18). This positioned Dubai among the top ten fastest declining markets worldwide in 2009, tumbling from 3<sup>rd</sup> to 11<sup>th</sup> place in the global ranking. Nevertheless, Dubai remained the most expensive location in the Middle East & Africa for occupying office space (Figure 18).
- On the African continent, Lagos surpassed Cairo to become the most expensive location, with average occupancy costs per workstation increasing by 12%. Whilst demand has slowed, limited supply of good quality stock coupled with higher outgoings led to a moderate increase in occupancy costs per workstation. This makes Lagos the only location in the Middle East & Africa to be pricier in 2009 than it was in 2008 (in local currency).
- The least expensive location in the Middle East & Africa in 2009 was Johannesburg, with the cost per workstation reaching USD 3,420 per annum. This was followed by Al Khobar in Saudi Arabia where annual occupancy costs equated to USD 3,930 per workstation.
- Occupiers throughout the region are taking advantage of the current market to demand increased leasing incentives from landlords. These include more flexible lease terms, extended rent-free periods and that office space should be fully or partially fitted out.
- In the coming year, we expect occupancy costs in the region to either stabilise or decline<sup>1</sup>. In the Middle East, occupancy costs are expected to continue to fall in Doha, Kuwait City and Bahrain, as significant levels of new supply come on line at a time when occupiers are consolidating their business activities and thus adding secondary space to the market.

Figure 18

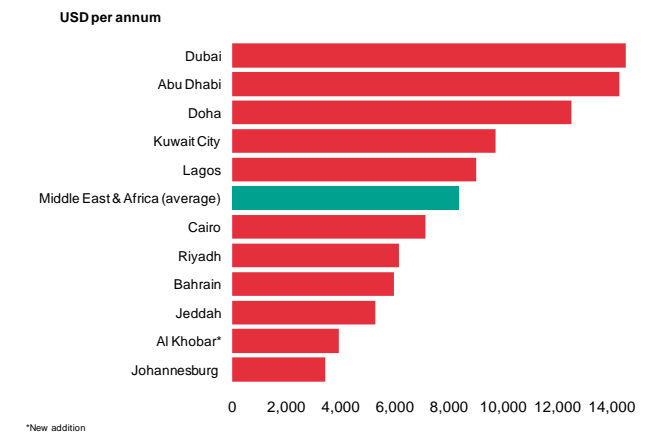
**2008 and 2009 (%) change in total occupancy costs per workstation (locally quoted) – Middle East & Africa**



Source: DTZ Research

Figure 19

**Total occupancy costs per workstation – Middle East & Africa**



Source: DTZ Research

<sup>1</sup> No detailed forecasts are available for these markets.

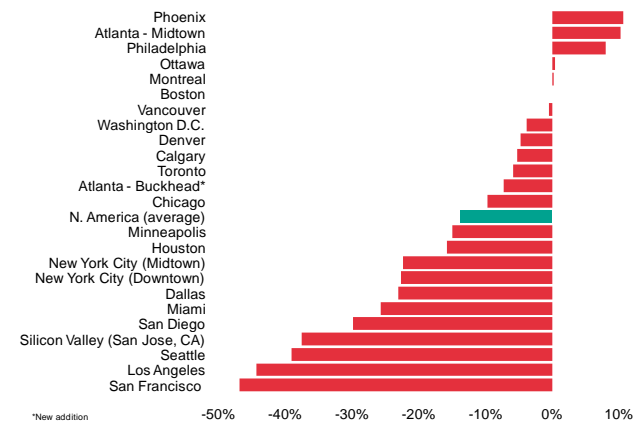
# Americas – Washington D.C. remains most expensive

**After benefitting from a year of high incentives and sharp declines in occupancy costs, occupiers in North America will see costs rise across the board between now and 2013...**

- Having largely retained their levels during 2008, occupancy costs across the US recorded sharp falls in 2009, resulting from the lagged impact of the contractions in occupier demand witnessed by most markets over the last couple of years. Average occupancy costs per workstation declined by 14% over the year as a whole. Of all the markets surveyed, San Francisco recorded the sharpest decline (47%), followed closely by Los Angeles (-44%) (Figure 20).
- The top three most expensive office locations in North America have not changed from the previous year, although their position in the ranking has. New York City (Midtown), which was top of the rankings in 2008, fell to second position in 2009, having witnessed a fall of 22% in occupancy costs per workstation (from USD 20,260 to USD 15,750). The steep fall in New York allowed Washington DC to move up one notch to first position. The office market there continues to be strong, on the back of strong occupier demand and low levels of vacancy - one of the lowest in the nation.
- Across the border in Canada, total occupancy costs remained steady in Montreal and Ottawa in local terms over the last year, largely due to low amounts of new supply coming on stream and the strong presence of government employment in these cities, both of which have been impacted less than other cities by the economic downturn. However, in Toronto, Vancouver and Calgary, occupancy costs decreased slightly (in local terms), where a combination of negative absorption, new building completions, and downward competition from a growing number of sublets put downward pressure on rents.
- Occupancy costs are forecast to increase across North America over the next four years. Having benefitting from the biggest drop in occupancy costs last year, occupiers in the tight San Francisco market will see the strongest increase in occupancy costs over the forecast period (of 2.8%), as space constraints and strong demand support the rental market. Nevertheless, Washington D.C. will retain its position as North America's most expensive location, with costs increasing by USD 1,730 to reach USD 19,720. In markets such as Houston and Dallas, however, there is substantial scope for new development which tends to dampen rental growth and therefore occupancy costs.

Figure 20

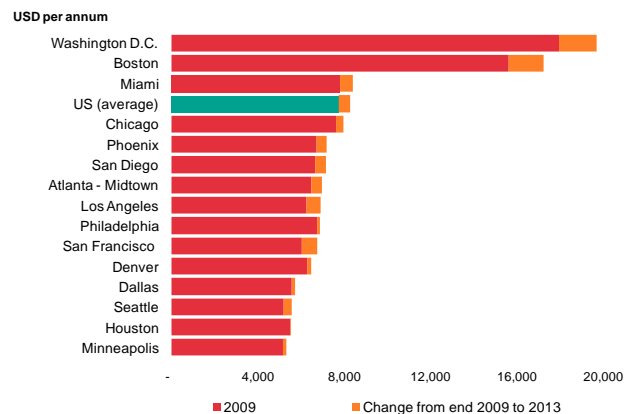
## % change 2008-2009 in total occupancy costs per workstation (locally quoted) – North America



Source: DTZ Research

Figure 21

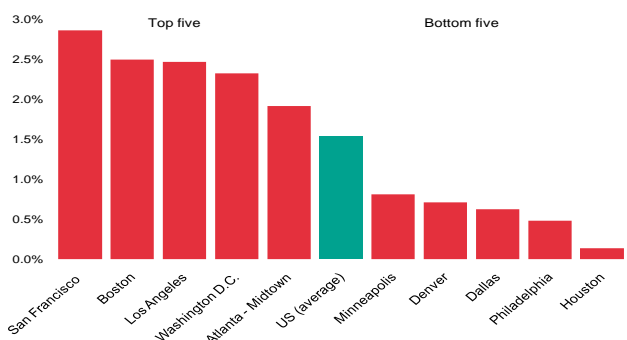
## Total occupancy costs per workstation - North America



Source: DTZ Research

Figure 22

## Average growth in total occupancy costs per workstation, end 2009-2013 (USD)



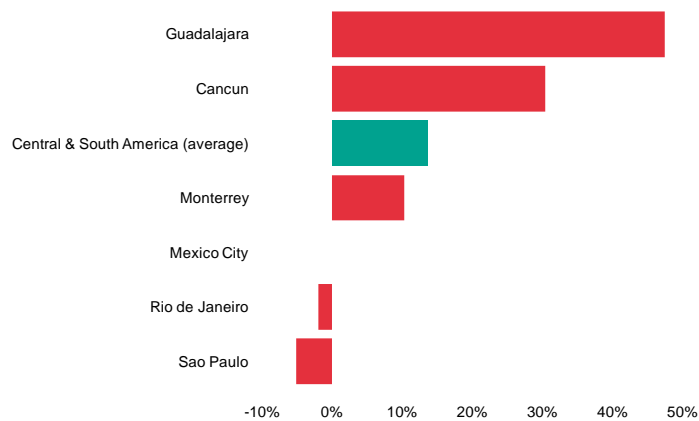
Source: DTZ Research

# South & Central America - only region to show 2009 growth

- The economic boom enjoyed by Latin American business districts in recent years came to a halt in 2008, as falling commodity prices and exports impaired the region's economic growth. Slowdown in the commodities industry dampened the Latin American office markets and led to lower occupancy costs per workstation. However, 2009 signalled a turnaround in the region, with three of the locations surveyed witnessing a considerable rise in occupancy costs.
- The highest increase was registered in Guadalajara (48%), Mexico's second largest city, followed by Cancun (30%) and Monterrey (10%). Elsewhere, occupancy costs remained stable in Mexico City, whilst declining by 2% and 5% (in local terms) in Rio de Janeiro and Sao Paulo respectively.
- In terms of regional rankings, Sao Paulo remains the most expensive Latin American office location, with occupancy costs per workstation of USD 7,730; followed by Rio de Janeiro where occupancy costs per workstation reached USD 7,130 in 2009.

Figure 23

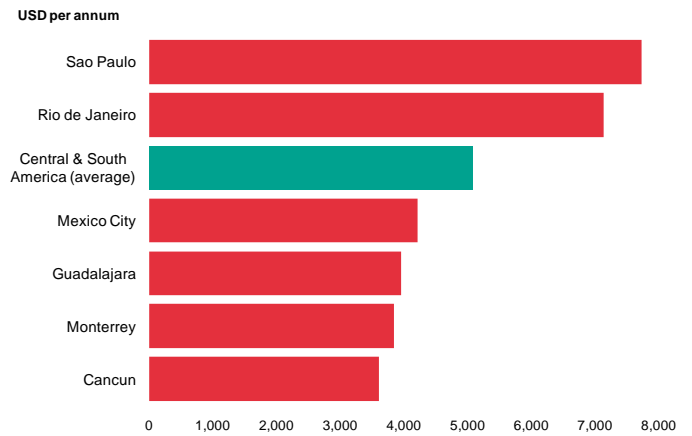
## 2008 and 2009 (%) change in total occupancy costs per workstation (locally quoted) – Central & South America



Source: DTZ Research

Figure 24

## Total occupancy costs per workstation – Central & South America, 2009



Source: DTZ Research

# Appendix 1

## Top 50 ranking of markets: total occupancy costs per workstation pa (USD)

Rank 2009	Rank 2008*	Region	Market	Country/Territory	Total occupancy cost per workstation pa**		YOY change	Total occupancy cost per workstation pa**			YOY change
					(USD)			(Locally quoted)***			
					2009	2008		Unit	2009	2008	
1	5	Europe	London (West End)	United Kingdom	21,420	21,370	0%	GBP	13,020	14,620	-11%
2	1	Asia Pacific	Tokyo (Central 5 Wards)	Japan	20,960	22,810	-8%	JPY	156,380	172,610	-9%
3	7	North America	Washington D.C.	United States	17,990	18,700	-4%	USD	17,990	18,700	-4%
4	4	Asia Pacific	Hong Kong	Hong Kong SAR	16,970	21,790	-22%	HKD	10,950	14,070	-22%
5	9	Europe	Geneva	Switzerland	16,870	16,850	0%	CHF	17,200	17,990	-4%
6	2	Europe	Paris (CBD)	France	16,450	22,310	-26%	EUR	11,100	16,020	-31%
7	6	North America	New York City (Midtown)	United States	15,750	20,260	-22%	USD	15,750	20,260	-22%
8	15	Europe	Zurich	Switzerland	15,680	14,980	5%	CHF	15,990	15,990	0%
9	14	North America	Boston	United States	15,650	15,650	0%	USD	15,650	15,650	0%
10	13	Europe	Frankfurt	Germany	14,770	15,860	-7%	EUR	830	950	-13%
11	3	Middle East & Africa	Dubai	United Arab Emirates	14,520	21,840	-34%	AED	53,280	80,250	-34%
12	8	Middle East & Africa	Abu Dhabi	United Arab Emirates	14,300	18,380	-22%	AED	52,500	67,500	-22%
13	17	Europe	Milan	Italy	14,010	13,660	3%	EUR	9,450	9,810	-4%
14	23	North America	Toronto	Canada	13,000	11,850	10%	CAD	13,670	14,520	-6%
15	25	North America	Calgary	Canada	12,880	11,640	11%	CAD	13,540	14,280	-5%
16	19	Europe	London (City)	United Kingdom	12,750	12,890	-1%	GBP	7,760	8,820	-12%
17	12	Middle East & Africa	Doha	Qatar	12,520	16,320	-23%	QAR	45,550	59,420	-23%
18	18	Europe	Munich	Germany	12,460	12,910	-3%	EUR	700	770	-9%
19	34	Europe	Luxembourg	Luxembourg	12,150	10,590	15%	EUR	680	630	8%
20	29	Europe	Amsterdam	Netherlands	11,920	11,200	6%	EUR	8,040	8,040	0%
21	24	Europe	Helsinki	Finland	11,890	11,680	2%	EUR	670	700	-4%
22	30	Europe	Oslo	Norway	11,720	11,170	5%	NOK	67,000	78,000	-14%
23	45	Asia Pacific	Sydney	Australia	11,240	9,340	20%	AUD	12,320	13,370	-8%
24	33	Europe	Rome	Italy	11,200	10,780	4%	EUR	7,560	7,740	-2%
25	32	Europe	Dusseldorf	Germany	11,120	10,830	3%	EUR	630	650	-3%
26	42	North America	Vancouver	Canada	10,970	9,460	16%	CAD	11,550	11,600	0%
27	16	Asia Pacific	Mumbai	India	10,910	13,870	-21%	INR	508,010	673,900	-25%
28	30	Europe	Stockholm	Sweden	10,900	11,170	-2%	SEK	76,860	88,120	-13%
29	38	Asia Pacific	Brisbane	Australia	10,660	10,110	5%	AUD	11,690	14,490	-19%
30	37	Europe	Hamburg	Germany	10,310	10,250	1%	EUR	580	610	-5%
31	49	North America	Ottawa	Canada	10,220	8,720	17%	CAD	10,750	10,700	0%
32	41	Asia Pacific	Perth	Australia	10,160	9,470	7%	AUD	11,130	13,580	-18%
33	20	Europe	Dublin	Ireland	9,770	12,850	-24%	EUR	6,590	9,230	-29%
34	26	Middle East & Africa	Kuwait City	Kuwait	9,730	11,350	-14%	KWD	2,780	3,140	-11%
35	44	Europe	Berlin	Germany	9,640	9,360	3%	EUR	540	560	-4%
36	11	Europe	Moscow	Russia	9,500	16,490	-42%	USD	9,500	16,500	-42%
37	47	Europe	Copenhagen	Denmark	9,370	8,790	7%	DKK	47,000	47,010	0%
38	22	North America	New York City (Downtown)	United States	9,230	11,920	-23%	USD	9,230	11,920	-23%
39	39	Europe	Brussels	Belgium	9,020	9,550	-6%	EUR	6,080	6,870	-11%
40	54	Middle East & Africa	Lagos	Nigeria	9,000	8,050	12%	USD	9,000	8,060	12%
40	36	Europe	Madrid	Spain	9,000	10,480	-14%	EUR	6,070	7,530	-19%
42	46	Asia Pacific	Delhi	India	8,630	9,220	-6%	INR	401,580	447,780	-10%
43	10	Asia Pacific	Singapore (Raffles Place)	Singapore	8,440	16,610	-49%	SGD	980	1,990	-51%
44	55	Europe	Edinburgh	United Kingdom	8,040	7,810	3%	GBP	4,890	5,340	-8%
45	59	Europe	Birmingham	United Kingdom	7,900	7,270	9%	GBP	4,800	4,970	-3%
46	35	North America	Miami	United States	7,810	10,500	-26%	USD	7,810	10,500	-26%
47	80	Central & South America	Sao Paulo	Brazil	7,730	6,060	28%	BRL	1,110	1,170	-5%
48	62	Europe	Manchester	United Kingdom	7,710	7,180	7%	GBP	4,690	4,920	-5%
49	52	North America	Chicago	United States	7,620	8,440	-10%	USD	7,620	8,440	-10%
50	53	Europe	Barcelona	Spain	7,300	8,300	-12%	EUR	4,920	5,960	-17%

Source: DTZ Research

\*Note that the ranking for some locations has changed since last year following some revisions to the data

\*\*Figures have been rounded to the nearest 10

\*\*\*In some cases, following local market conventions, a currency other than the local currency is quoted or occupancy costs are quoted on a monthly basis

Source: DTZ Research

## Appendix 2

### Actual & forecast total occupancy costs per workstation pa (USD)

Forecast total occupancy costs per workstation (USD)						Average growth 2009-13
	2009	2010	2011	2012	2013	
Hong Kong	16,970	17,700	19,550	21,620	23,800	8.82%
London (City)	12,750	14,330	15,500	16,010	16,520	6.69%
Kiev	6,180	6,330	6,630	6,910	7,490	4.92%
Guangzhou	3,840	4,150	4,320	4,490	4,640	4.84%
Bengaluru	2,850	2,910	2,960	3,150	3,380	4.36%
Moscow	9,500	9,590	10,130	10,680	11,220	4.25%
Istanbul (European CBD)	7,200	7,310	7,620	7,940	8,450	4.08%
Prague	6,270	6,190	6,630	6,950	7,290	3.84%
Beijing	5,100	5,260	5,440	5,670	5,910	3.75%
Paris (CBD)	16,450	17,060	17,660	18,260	18,850	3.46%
Sydney	11,240	11,780	12,150	12,550	12,810	3.32%
Dublin	9,770	9,660	10,130	10,630	11,130	3.31%
London (West End)	21,420	21,530	22,600	23,680	24,280	3.18%
Kuala Lumpur	3,780	3,870	4,010	4,170	4,270	3.09%
San Francisco	6,040	6,060	6,250	6,520	6,760	2.86%
Taipei (XinYi)	7,130	7,290	7,480	7,670	7,910	2.63%
Boston	15,650	15,650	16,020	16,550	17,270	2.49%
Warsaw	6,090	6,090	6,310	6,510	6,720	2.49%
Los Angeles	6,270	6,280	6,460	6,660	6,910	2.46%
Chengdu*	3,490	3,640	3,700	3,770	3,840	2.42%
Washington D.C.	17,990	18,380	18,780	19,240	19,720	2.32%
Madrid	9,000	8,810	9,120	9,540	9,850	2.28%
Oslo	11,720	11,770	12,170	12,400	12,800	2.23%
Perth	10,160	9,980	10,280	10,660	11,030	2.08%
Jakarta	3,100	3,140	3,200	3,270	3,360	2.03%
Shanghai (Jingan)	6,800	6,880	6,970	7,120	7,340	1.93%
Atlanta - Midtown	6,480	6,580	6,710	6,860	6,990	1.91%
Miami	7,810	7,780	7,930	8,140	8,400	1.84%
San Diego	6,680	6,750	6,850	7,000	7,170	1.79%
Seattle	5,210	5,190	5,260	5,400	5,590	1.78%
Brisbane	10,660	10,660	10,930	10,930	11,430	1.76%
Stockholm	10,900	10,640	10,900	11,160	11,680	1.74%
Mumbai	10,910	11,150	11,370	11,600	11,670	1.70%
Phoenix	6,730	6,790	6,880	7,050	7,190	1.67%
Melbourne	6,980	7,120	7,330	7,390	7,450	1.64%
Munich	12,460	12,670	12,860	13,060	13,260	1.57%
Edinburgh	8,040	8,070	8,220	8,360	8,490	1.37%
Berlin	9,640	9,820	9,820	9,970	10,160	1.32%
Lyon	6,340	6,140	6,280	6,520	6,660	1.24%
Brussels	9,020	9,020	9,160	9,300	9,450	1.17%
Chicago	7,620	7,560	7,620	7,780	7,980	1.16%
Bangkok	2,580	2,600	2,620	2,660	2,690	1.05%
Manchester	7,710	7,740	7,900	8,000	8,030	1.02%
Copenhagen	9,370	9,420	9,450	9,600	9,730	0.95%
Birmingham	7,900	7,930	7,990	8,110	8,200	0.94%
Antwerp	5,070	5,100	5,150	5,210	5,260	0.92%
Helsinki	11,890	11,630	11,680	12,070	12,330	0.91%
Minneapolis	5,170	5,170	5,200	5,250	5,340	0.81%
Marseille	5,780	5,610	5,650	5,810	5,970	0.81%
Luxembourg	12,150	11,940	12,010	12,340	12,530	0.77%
Amsterdam	11,920	11,620	11,780	12,100	12,280	0.75%
Bucharest	4,890	4,530	4,580	4,800	5,030	0.71%
Denver	6,300	6,310	6,350	6,410	6,480	0.71%
Dallas	5,590	5,540	5,590	5,650	5,730	0.62%
Frankfurt	14,770	14,420	14,420	14,770	15,130	0.60%
Philadelphia	6,750	6,720	6,740	6,800	6,880	0.48%
Barcelona	7,300	6,950	6,820	7,120	7,440	0.48%
Dusseldorf	11,120	10,710	10,920	11,120	11,330	0.47%
Rome	11,200	10,720	10,910	11,080	11,390	0.42%
Cardiff	5,350	5,350	5,350	5,440	5,440	0.42%
The Hague	7,090	7,110	7,160	7,200	7,200	0.39%
Milan	14,010	13,520	13,570	13,880	14,190	0.32%
Tokyo (Central 5 Wards)	20,960	20,030	20,120	20,260	21,160	0.24%
Houston	5,500	5,450	5,450	5,480	5,530	0.14%
Bristol	6,820	6,640	6,640	6,730	6,820	0.00%
Budapest	4,810	4,600	4,600	4,710	4,810	0.00%
Hamburg	10,310	9,970	9,970	10,120	10,310	0.00%
Delhi	8,630	8,550	8,500	8,500	8,490	-0.41%
Shenzhen	4,720	4,810	4,880	4,760	4,630	-0.48%
Auckland	6,860	6,400	6,390	6,540	6,710	-0.55%
Glasgow	7,000	6,910	6,910	6,830	6,830	-0.61%
Chennai	2,560	2,430	2,460	2,470	2,420	-1.40%
Singapore	8,440	7,020	7,130	7,430	7,840	-1.83%

NB Figures have been rounded to the nearest 10

Source: DTZ Research

# Appendix 3

## Forecast total occupancy costs per workstation pa (USD): change in rank (2010-2013)

Forecast total occupancy costs per workstation (USD)					
	2010	RANK 2010	2013	RANK 2013	Change in rank
London (West End)	21,530	1	24,280	1	-
Tokyo (Central 5 Wards)	20,030	2	21,160	3	▼
Washington D.C.	18,380	3	19,720	4	▼
Hong Kong	17,700	4	23,800	2	▲
Paris (CBD)	17,060	5	18,850	5	-
Boston	15,650	6	17,270	6	-
Frankfurt	14,420	7	15,130	8	▼
London (City)	14,330	8	16,520	7	▲
Milan	13,520	9	14,190	9	-
Munich	12,670	10	13,260	10	-
Luxembourg	11,940	11	12,530	13	▼
Sydney	11,780	12	12,810	11	▲
Oslo	11,770	13	12,800	12	▲
Helsinki	11,630	14	12,330	14	-
Amsterdam	11,620	15	12,280	15	-
Mumbai	11,150	16	11,670	17	▼
Rome	10,720	17	11,390	19	▼
Dusseldorf	10,710	18	11,330	20	▼
Brisbane	10,660	19	11,430	18	▲
Stockholm	10,640	20	11,680	16	▲
Perth	9,980	21	11,030	23	▼
Hamburg	9,970	22	10,310	24	▼
Berlin	9,820	23	10,160	25	▼
Dublin	9,660	24	11,130	22	▲
Moscow	9,590	25	11,220	21	▲
Copenhagen	9,420	26	9,730	27	▼
Brussels	9,020	27	9,450	28	▼
Madrid	8,810	28	9,850	26	▲
Delhi	8,550	29	8,490	29	-
Edinburgh	8,070	30	8,490	29	▲
Birmingham	7,930	31	8,200	33	▼
Miami	7,780	32	8,400	32	-
Manchester	7,740	33	8,030	34	▼
Chicago	7,560	34	7,980	35	▼
Istanbul (European CBD)	7,310	35	8,450	31	▲
Taipei (XinYi)	7,290	36	7,910	36	-
Melbourne	7,120	37	7,450	39	▼
The Hague	7,110	38	7,200	43	▼
Singapore	7,020	39	7,840	37	▲
Barcelona	6,950	40	7,440	40	-
Glasgow	6,910	41	6,830	49	▼
Shanghai (Jingan)	6,880	42	7,340	41	▲
Phoenix	6,790	43	7,190	44	▼
San Diego	6,750	44	7,170	45	▼
Philadelphia	6,720	45	6,880	48	▼
Bristol	6,640	46	6,820	50	▼
Atlanta - Midtown	6,580	47	6,990	46	▲
Auckland	6,400	48	6,710	53	▼
Kyiv (Kiev)	6,330	49	7,490	38	▲
Denver	6,310	50	6,480	55	▼
Los Angeles	6,280	51	6,910	47	▲
Prague	6,190	52	7,290	42	▲
Lyon	6,140	53	6,660	54	▼
Warsaw	6,090	54	6,720	52	▲
San Francisco	6,060	55	6,760	51	▲
Marseille	5,610	56	5,970	56	-
Dallas	5,540	57	5,730	58	▼
Houston	5,450	58	5,530	60	▼
Cardiff	5,350	59	5,440	61	▼
Beijing	5,260	60	5,910	57	▲
Seattle	5,190	61	5,590	59	▲
Minneapolis	5,170	62	5,340	62	-
Antwerp	5,100	63	5,260	63	-
Shenzhen	4,810	64	4,630	67	▼
Budapest	4,600	65	4,810	65	-
Bucharest	4,530	66	5,030	64	▲
Guangzhou	4,150	67	4,640	66	▲
Kuala Lumpur	3,870	68	4,270	68	-
Chengdu*	3,640	69	3,840	69	-
Jakarta	3,140	70	3,360	71	▼
Bengaluru	2,910	71	3,380	70	▲
Bangkok	2,600	72	2,690	72	-
Chennai	2,430	73	2,420	73	-

\*NB Figures have been rounded to the nearest 10

Source: DTZ Research



# Appendix 5

## Breakdown of total occupancy costs: EMEA

Country/Territory	Market	Unit	Space utilisation standard per worker				Prime rent				Outgoings				Total occupancy cost				YOY change																										
			sq m	sq ft	Locally quoted***	USD per sq ft per annum	EUR per sq m per annum	sq m	sq ft	Locally quoted***	USD per sq ft per annum	EUR per sq m per annum	sq m	sq ft	Locally quoted***	USD per sq ft per annum	EUR per sq m per annum	sq m	sq ft	Locally quoted***	USD per sq ft per annum	EUR per sq m per annum																							
<b>Gross Lettable Area (GLA)</b>																							<b>Net Internal Area (NIA)</b>																						
<b>EMEA</b>																																													
Belgium	Antwerp	EUR	sq m	Year	19.00	204.51	135.00	45.00	180.00	14.85	159.87	172.70	57.60	230.30	3,420	-11%	23.80	7.90	31.70	5,070	-5%	172.70	57.60	230.30	3,420	-11%																			
	Brussels	EUR	sq m	Year	19.00	204.51	260.00	60.00	320.00	14.85	159.87	332.60	76.80	409.40	6,080	-11%	45.80	10.60	56.40	9,020	-6%	332.60	76.80	409.40	6,080	-11%																			
Czech Republic	Prague	EUR	sq m	Month	13.92	149.87	21.00	4.25	25.25	11.81	127.09	24.80	5.00	29.80	350	-8%	41.00	8.30	49.30	6,270	0%	297.60	60.00	357.60	4,220	-6%																			
Denmark	Copenhagen	DKK	sq m	Year	20.00	215.28	1,850.00	500.00	2,350.00	15.40	165.76	2,402.60	649.40	3,052.00	47,000	0%	44.50	12.00	56.50	9,370	7%	322.90	87.30	410.20	6,320	0%																			
Finland	Helsinki	EUR	sq m	Month	25.00	269.10	23.00	3.75	26.75	24.06	259.01	23.90	3.90	27.80	670	-4%	39.50	6.40	45.90	11,890	2%	286.80	46.80	333.60	8,030	-4%																			
France	Lyon	EUR	sq m	Year	15.00	161.46	230.00	55.00	285.00	13.64	146.78	253.00	60.50	313.50	4,280	-19%	34.90	8.30	43.20	6,340	-14%	253.00	60.50	313.50	4,280	-19%																			
	Marseille	EUR	sq m	Year	15.00	161.46	210.00	50.00	260.00	13.64	146.78	231.00	55.00	286.00	3,900	-15%	31.80	7.60	39.40	5,780	-10%	231.00	55.00	286.00	3,900	-15%																			
	Paris (CBD)	EUR	sq m	Year	15.00	161.46	650.00	90.00	740.00	13.64	146.78	715.00	99.00	814.00	11,100	-31%	98.50	13.60	112.10	16,450	-26%	715.00	99.00	814.00	11,100	-31%																			
Germany	Berlin	EUR	sq m	Month	20.00	215.28	21.50	5.50	27.00	17.28	186.04	24.90	6.40	31.30	540	-4%	41.20	10.60	51.80	9,640	3%	298.80	76.80	375.60	6,490	-3%																			
	Dusseldorf	EUR	sq m	Month	23.00	247.57	22.50	4.70	27.20	19.17	206.39	27.00	6.50	32.60	630	-3%	44.60	9.30	53.90	11,120	3%	324.00	67.20	391.20	7,500	-4%																			
	Frankfurt	EUR	sq m	Month	20.00	215.28	34.00	7.50	41.50	16.10	173.34	42.20	9.30	51.50	830	-13%	69.80	15.40	85.20	14,770	-7%	506.40	111.60	618.00	9,950	-13%																			
	Hamburg	EUR	sq m	Month	20.00	215.28	24.00	5.00	29.00	16.10	173.34	29.80	6.20	36.00	580	-5%	49.30	10.20	59.50	10,310	1%	357.60	74.40	432.00	6,960	-5%																			
	Munich	EUR	sq m	Month	20.00	215.28	30.00	5.00	35.00	17.28	186.04	34.70	5.80	40.50	700	-9%	57.40	9.60	67.00	12,460	-3%	416.40	69.60	486.00	8,400	-9%																			
Hungary	Budapest	EUR	sq m	Month	12.60	135.63	17.50	4.00	21.50	10.42	112.11	21.20	4.80	26.00	270	0%	35.00	7.90	42.90	4,810	6%	254.40	57.60	312.00	3,250	0%																			
Ireland	Dublin	EUR	sq m	Year	12.50	134.55	377.00	150.00	527.00	12.50	134.55	377.00	150.00	527.00	6,590	-29%	51.90	20.70	72.60	9,770	-24%	377.00	150.00	527.00	6,590	-29%																			
Italy	Milan	EUR	sq m	Year	18.00	193.75	480.00	45.00	525.00	14.62	157.37	591.00	55.40	646.40	9,450	-4%	81.40	7.60	89.00	14,010	3%	591.00	55.40	646.40	9,450	-4%																			
	Rome	EUR	sq m	Year	18.00	193.75	380.00	40.00	420.00	14.62	157.37	467.80	49.20	517.00	7,580	-2%	64.40	6.80	71.20	11,200	4%	467.80	49.20	517.00	7,560	-2%																			
Luxembourg	Luxembourg	EUR	sq m	Month	15.00	161.46	40.00	5.50	45.50	13.16	141.63	45.60	6.30	51.90	680	8%	75.40	10.40	85.80	12,150	15%	547.20	75.60	622.80	8,190	8%																			
Netherlands	Amsterdam	EUR	sq m	Year	21.50	231.42	340.00	34.00	374.00	18.52	199.32	394.80	39.50	434.30	8,040	0%	54.40	5.40	59.80	11,920	6%	394.80	39.50	434.30	8,040	0%																			
	Rotterdam	EUR	sq m	Year	21.00	226.04	190.00	21.00	211.00	18.09	194.69	220.60	24.40	245.00	4,430	0%	30.40	3.40	33.80	6,590	7%	220.60	24.40	245.00	4,430	0%																			
	The Hague	EUR	sq m	Year	21.00	226.04	205.00	22.55	227.55	18.09	194.69	238.00	26.20	264.20	4,780	0%	32.80	3.60	36.40	7,090	6%	238.00	26.20	264.20	4,780	0%																			
Norway	Oslo	NOK	sq m	Year	20.00	215.28	3,000.00	350.00	3,350.00	15.40	165.76	3,896.10	454.50	4,350.60	67,000	-14%	63.30	7.40	70.70	11,720	5%	459.70	53.60	513.30	7,900	-2%																			
Poland	Warsaw	EUR	sq m	Month	12.00	129.17	24.00	4.50	28.50	9.30	100.10	31.00	5.80	36.80	340	-17%	51.20	9.60	60.80	6,090	-12%	372.00	69.60	441.60	4,110	-17%																			
Romania	Bucharest	EUR	sq m	Month	11.00	118.40	21.00	4.00	25.00	8.59	92.44	26.90	5.10	32.00	270	-4%	44.50	8.40	52.90	4,890	3%	322.80	61.20	384.00	3,300	-4%																			
Russia	Moscow	USD	sq m	Year	10.00	107.64	800.00	150.00	950.00	8.34	89.80	959.00	179.80	1,138.80	9,500	-42%	89.10	16.70	105.80	9,500	-42%	646.70	121.30	768.00	6,410	-46%																			
Spain	Barcelona	EUR	sq m	Year	14.52	156.29	240.00	99.00	339.00	11.65	125.36	299.20	123.40	422.60	4,920	-17%	41.20	17.00	58.20	7,300	-12%	299.20	123.40	422.60	4,920	-17%																			
	Madrid	EUR	sq m	Year	14.52	156.29	319.00	99.00	418.00	10.96	117.96	422.70	131.20	553.90	6,070	-19%	58.20	18.10	76.30	9,000	-14%	422.70	131.20	553.90	6,070	-19%																			
Sweden	Stockholm	SEK	sq m	Year	18.30	196.98	3,800.00	400.00	4,200.00	17.25	185.65	4,031.90	424.40	4,456.30	76,860	-13%	53.10	5.60	58.70	10,900	-2%	385.70	40.60	426.30	7,350	-9%																			
Switzerland	Geneva	CHF	sq m	Year	16.00	172.22	950.00	125.00	1,075.00	14.84	159.77	1,024.00	134.70	1,158.70	17,200	-4%	93.30	12.30	105.60	16,870	0%	677.40	89.10	766.50	11,380	-6%																			
	Zurich	CHF	sq m	Year	16.00	172.17	875.00	125.00	1,000.00	14.84	159.72	943.20	134.70	1,077.90	15,990	0%	85.90	12.30	98.20	15,680	5%	623.90	89.10	713.00	10,580	-1%																			
Turkey	Istanbul (European CBD)	USD	sq m	Month	15.00	161.46	32.00	8.00	40.00	9.30	100.10	51.60	12.90	64.50	600	-17%	57.50	14.40	71.90	7,200	-17%	417.60	104.40	522.00	4,850	-22%																			
Ukraine	Kyiv (Kiev)	USD	sq m	Month	12.00	129.17	35.00	8.00	43.00	9.37	100.85	44.80	10.20	55.00	520	-51%	49.90	11.40	61.30	6,180	-51%	362.60	82.50	445.10	4,170	-54%																			
United Kingdom	Birmingham	GBP	sq ft	Year	10.50	113.00	27.50	15.00	42.50	10.50	113.00	27.50	15.00	42.50	4,800	-3%	45.20	24.70	69.90	7,900	9%	328.40	179.10	507.50	5,330	3%																			
	Bristol	GBP	sq ft	Year	10.00	107.64	26.00	12.50	38.50	10.00	107.64	26.00	12.50	38.50	4,140	-13%	42.80	20.60	63.40	6,820	-2%	310.50	149.30	459.80	4,600	-7%																			
	Cardiff	GBP	sq ft	Year	9.30	100.10	21.00	11.50	32.50	9.30	100.10	21.00	11.50	32.50	3,250	2%	34.50	18.90	53.40	5,350	15%	250.70	137.30	388.00	3,610	9%																			
	Edinburgh	GBP	sq ft	Year	10.68	115.00	26.50	16.00	42.50	10.68	115.00	26.50	16.00	42.50	4,890	-8%	43.60	26.30	69.90	8,040	3%	316.40	191.00	507.40	5,420	-3%																			
	Glasgow	GBP	sq ft	Year	10.00	107.64	26.00	13.50	39.50	10.00	107.64	26.00	13.50	39.50	4,250	-11%	42.80	22.20	65.00	7,000	1%	310.50	161.20	471.70	4,720	-5%																			
	London (City)	GBP	sq ft	Year	11.00	118.40	43.50	22.00	65.50	11.00	118.40	43.50	22.00	65.50	7,760	-12%	71.50	36.20	107.70	12,750	-1%	519.40	262.70	782.10	8,600	-7%																			
	London (West End)	GBP	sq ft	Year	11.00	118.40	80.00	30.00	110.00	11.00	118.40	80.00	30.00	110.00	13,020	-11%	131.60	49.30	180.90	21,420	0%	955.20	358.20	1313.40	14,450	-5%																			
	Manchester	GBP	sq ft	Year	10.50	113.00	28.00	13.50	41.50	10.50	113.00	28.00	13.50	41.50	4,690	-5%	46.00	22.20	68.20	7,710	7%	334.30	161.20	495.50	5,200	1%																			
<b>Middle East &amp; Africa</b>																																													
Bahrain	Bahrain	BHD	sq m	Month	15.00	161.42	10.00	2.50	12.50	14.09	151.64	10.60	2.70	13.30	190	-17%	31.30	8.00	39.30	5,960	-17%	227.60	58.00	285.60	4,020	-22%																			
Kuwait	Kuwait City	KWD	sq m	Year	15.00	161.50	168.00	17.00	185.00	13.64	146.82	184.80	18.70	203.50	2,780	-11%	60.20	6.10	66.30	9,730	-14%	437.30	44.20	481.50	6,570	-19%																			
Nigeria	Lagos</																																												

# Appendix 6

## Breakdown of total occupancy costs: Americas

Country/Territory	Market	Unit	Gross Lettable Area (GLA)				Net Internal Area (NA)																	
			Space utilisation standard per worker	Prime rent	Outgoings	Total occupancy cost	Space utilisation standard per worker	Prime rent	Outgoings	Total occupancy cost	Total occupancy cost per workstation**	YOY change	Prime rent	Outgoings	Total occupancy cost	Total occupancy cost per workstation**	YOY change	Prime rent	Outgoings	Total occupancy cost	Total occupancy cost per workstation**	YOY change		
Americas			sq m	sq ft	Locally quoted***			sq m	sq ft	Locally quoted***			USD per sq ft per annum						EUR per sq m per annum					
Canada	Calgary	CAD sq ft Year	22.30	240.00	38.50	17.90	56.40	17.50	188.35	49.10	22.80	71.90	13,540	-5%	46.70	21.70	68.40	12,880	11%	338.90	157.40	496.30	8,680	4%
	Montreal	CAD sq ft Year	17.19	185.00	21.30	19.30	40.60	13.49	145.19	27.10	24.60	51.70	7,510	0%	25.80	23.40	49.20	7,140	16%	187.00	169.80	356.80	4,810	9%
	Ottawa	CAD sq ft Year	21.83	235.00	24.70	21.00	45.70	17.13	184.43	31.50	26.80	58.30	10,750	0%	29.90	25.50	55.40	10,220	17%	217.40	185.00	402.40	6,890	10%
	Toronto	CAD sq ft Year	22.30	240.00	28.20	28.80	57.00	17.50	188.35	35.90	36.70	72.60	13,670	-6%	34.10	34.90	69.00	13,000	10%	247.80	253.30	501.10	8,770	3%
	Vancouver	CAD sq ft Year	18.58	200.00	39.40	18.40	57.80	14.58	156.96	50.20	23.40	73.60	11,550	0%	47.70	22.20	69.90	10,970	16%	346.50	161.50	508.00	7,410	9%
United States	Atlanta - Midtown	USD sq ft Year	22.30	240.00	15.00	12.00	27.00	17.41	187.38	19.20	15.40	34.60	6,480	10%	19.20	15.40	34.60	6,480	10%	139.40	111.80	251.20	4,370	-19%
	Atlanta - Buckhead*	USD sq ft Year	15.79	170.00	18.00	12.00	30.00	12.33	132.73	23.10	15.40	38.50	5,110	-7%	23.10	15.40	38.50	5,110	-7%	167.70	111.80	279.50	3,450	-13%
	Boston	USD sq ft Year	22.02	237.00	44.00	22.00	66.00	16.16	173.89	60.00	30.00	90.00	15,650	0%	60.00	30.00	90.00	15,650	0%	435.60	217.80	653.40	10,560	-6%
	Chicago	USD sq ft Year	19.97	215.00	23.00	12.50	35.50	14.66	157.75	31.30	17.00	48.30	7,620	-10%	31.30	17.00	48.30	7,620	-10%	227.20	123.40	350.60	5,140	-15%
	Dallas	USD sq ft Year	18.58	200.00	19.00	9.00	28.00	14.51	156.15	24.30	11.50	35.80	5,590	-23%	24.30	11.50	35.80	5,590	-23%	176.40	83.50	259.90	3,770	-28%
	Denver	USD sq ft Year	19.51	210.00	20.00	10.00	30.00	15.23	163.96	25.60	12.80	38.40	6,300	-5%	25.60	12.80	38.40	6,300	-5%	185.80	92.90	278.70	4,250	-10%
	Houston	USD sq ft Year	18.58	200.00	18.50	9.00	27.50	14.51	156.15	23.70	11.50	35.20	5,500	-16%	23.70	11.50	35.20	5,500	-16%	172.00	83.50	255.50	3,710	-21%
	Los Angeles	USD sq ft Year	16.26	175.00	22.30	13.50	35.80	11.93	128.40	30.40	18.40	48.80	6,270	-44%	30.40	18.40	48.80	6,270	-44%	220.70	133.60	354.30	4,230	-47%
	Miami	USD sq ft Year	18.58	200.00	22.00	17.00	39.00	14.51	156.15	28.20	21.80	50.00	7,810	-26%	28.20	21.80	50.00	7,810	-26%	204.70	158.20	362.90	5,260	-30%
	Minneapolis	USD sq ft Year	19.97	215.00	13.00	11.00	24.00	15.60	167.86	16.70	14.10	30.80	5,170	-15%	16.70	14.10	30.80	5,170	-15%	121.20	102.40	223.60	3,490	-20%
	New York City (Downtown)	USD sq ft Year	20.90	225.00	21.00	20.00	41.00	15.34	165.09	28.60	27.30	55.90	9,230	-23%	28.60	27.30	55.90	9,230	-23%	207.60	198.20	405.80	6,220	-27%
	New York City (Midtown)	USD sq ft Year	20.90	225.00	45.00	25.00	70.00	15.34	165.09	61.30	34.10	95.40	15,750	-22%	61.30	34.10	95.40	15,750	-22%	445.00	247.50	692.50	10,620	-27%
	Philadelphia	USD sq ft Year	20.90	225.00	20.00	10.00	30.00	15.34	165.09	27.30	13.60	40.90	6,750	8%	27.30	13.60	40.90	6,750	8%	198.20	98.70	296.90	4,550	2%
	Phoenix	USD sq ft Year	21.83	235.00	18.68	10.00	28.68	17.05	183.48	23.90	12.80	36.70	6,730	11%	23.90	12.80	36.70	6,730	11%	173.50	92.90	266.40	4,540	4%
	San Diego	USD sq ft Year	19.97	215.00	19.08	12.00	31.08	15.60	167.86	24.40	15.40	39.80	6,680	-30%	24.40	15.40	39.80	6,680	-30%	177.10	111.80	288.90	4,510	-34%
San Francisco	USD sq ft Year	15.79	170.00	19.50	16.00	35.50	11.59	124.73	26.60	21.80	48.40	6,040	-47%	26.60	21.80	48.40	6,040	-47%	193.10	158.20	351.30	4,070	-50%	
Seattle	USD sq ft Year	15.79	170.00	21.18	9.50	30.68	11.59	124.73	28.90	12.90	41.80	5,210	-39%	28.90	12.90	41.80	5,210	-39%	209.80	93.60	303.40	3,520	-42%	
Silicon Valley (San Jose, CA)	USD sq ft Year	17.65	190.00	16.83	12.00	28.83	13.78	148.34	21.60	15.40	37.00	5,490	-37%	21.60	15.40	37.00	5,490	-37%	156.80	111.80	268.60	3,700	-41%	
Washington D.C.	USD sq ft Year	23.23	250.00	46.00	26.00	72.00	17.04	183.43	62.70	35.40	98.10	17,990	-4%	62.70	35.40	98.10	17,990	-4%	455.20	257.00	712.20	12,140	-9%	
<b>Central &amp; South America</b>																								
Brazil	Rio de Janeiro	BRL sq m Month	12.50	134.55	63.00	19.00	82.00	9.12	98.14	86.40	26.00	112.40	1,020	-2%	55.80	16.80	72.60	7,130	32%	405.70	122.10	527.80	4,810	24%
	Sao Paulo	BRL sq m Month	12.50	134.55	70.00	19.00	89.00	9.12	98.14	96.00	26.00	122.00	1,110	-5%	62.00	16.80	78.80	7,730	28%	450.70	122.10	572.80	5,220	20%
Mexico	Cancun	USD sq m Month	10.00	107.64	20.00	10.00	30.00	8.94	96.26	22.40	11.20	33.60	300	30%	25.00	12.50	37.50	3,610	30%	181.30	90.60	271.90	2,430	22%
	Guadalajara	USD sq m Month	10.00	107.64	23.00	10.00	33.00	8.40	90.45	27.40	11.90	39.30	330	48%	30.50	13.30	43.80	3,960	48%	221.70	96.30	318.00	2,670	39%
	Mexico City	USD sq m Month	10.00	107.64	25.00	10.00	35.00	8.40	90.45	29.80	11.90	41.70	350	0%	33.20	13.30	46.50	4,210	0%	241.20	96.30	337.50	2,840	-6%
	Monterrey	USD sq m Month	10.00	107.64	22.00	10.00	32.00	8.40	90.45	26.20	11.90	38.10	320	10%	29.20	13.30	42.50	3,840	10%	212.00	96.30	308.30	2,590	4%

\*New addition

\*\*Figures have been rounded to the nearest 10

\*\*\*In some cases, where widely accepted, a currency other than the local currency is quoted, e.g. USD in Moscow and Lagos instead of Russian Rubles and the Nigerian Naira respectively

Source: DTZ Research

# Definitions & methodology

## Definitions

- **Total occupancy cost**

Total occupancy cost is defined as the average total cost of leasing prime net usable space.

It includes rents and outgoings, such as maintenance costs and property tax, if these are normally payable by the occupier.

It excludes leasing incentives, such as rent-free periods and fitting-out costs, as well as facilities costs specific to the tenant, such as cleaning or IT. It also excludes amortization of capital and related expenditure.

- **Total occupancy cost per workstation**

Total occupancy cost on a per workstation basis provides a better comparison of costs around business districts, as it reflects the way organisations occupy and use space in different parts of the world.

- **Prime space**

Buildings newly developed or comprehensively refurbished (involving structural alteration, and/or the substantial replacement of the main services and finishes), not previously occupied, including sublet space not previously occupied.

- **Prime rent**

The highest rent that could be achieved for a typical building/unit of the highest quality and specification in the best location to a tenant with a good (i.e. secure) covenant.

(NB. This is a net rent, excluding service charge or tax, and is based on a standard lease, excluding exceptional deals for that particular market.)

- **Gross lettable area (GLA)**

GLA is the total of all covered areas occupied by the tenant. There is no standard global definition of “lease area”; whilst a handful of countries have an official measuring code, the majority rely on accepted local market practice, whilst in some emerging markets the definition of a “leasable square meter” may vary depending on the landlord. This means that €200 per sq m in Paris does not compare to €200 per sq m in Delhi. For cross-border comparison, this report uses conversion rates based on the RICS Net Internal Area (NIA) definition.

- **Net internal area (NIA)**

NIA refers to space functional to the occupier.

It includes internal circulation space and meeting rooms. The area occupied by partitions within the premises is considered part of the net usable area as partitions are often an occupier’s option.

It excludes areas occupied by structural columns and common areas such as stairwells, lifts, lobbies, external walls, vertical ducts and common passages that are not used exclusively by the occupier.

- **Space utilisation standard per workstation**

Space utilisation standard per workstation is defined as the net internal area divided by the number of planned workstations for which the space is intended. It relates to the type of occupier that typically occupies prime Grade A office space for which this survey is intended. It gives a comparison of the amount of space required in different business districts, based on a given number of workstations.

Space utilisation standard does not change significantly from year to year as it is closely correlated to long-established working cultures/styles, building design and nature of the office markets. Nevertheless, it does evolve over time, reflecting changing work styles and technology.

## Methodology

- Our 2010 Global Occupancy Costs – Offices (GOCO) report presents office occupancy costs per workstation across 116 business districts in 47 countries and territories worldwide.
- Using data collected from our extensive network of local offices around the world, this survey looks at the main components of occupancy costs across the globe and provides a ranking based on annual costs per workstation, taking into account differences in space utilisation per workstation in all markets.
- The data is submitted in local currency and according to local measurement practices. The methodology used in the calculation of occupancy cuts through these local market practices to provide standardised cost units. We do this by converting all data into Net Internal Area (NIA) and USD. The data in this report uses the exchange rate as at 7 December 2009.
- Latest additions to the survey include Chengdu and Hangzhou in China, Al Khobar in Saudi Arabia and Atlanta (Buckhead).

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## Disclaimer

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