West End Offices Submarket Research

— Q1 2025

Contents

Sanderson Weatherall Acquires BDG Sparkes Porter

We are pleased to inform you that property consultancy Sanderson Weatherall has acquired BDG Sparkes Porter. The acquisition strengthens our service offering and provides us with two office locations in the West End and City.

David Rastrick, COO at Sanderson Weatherall, commented:

"This acquisition strengthens our agency and capital markets presence in London, particularly in one of the UK's most resilient office markets. It also enables us to expand our client base and further broaden the range of services and knowledge we can offer stakeholders with property interests and assets in the capital."

Richard Dunn, Head of Agency at Sanderson Weatherall, added:

"I am thrilled to welcome the agents at BDG Sparkes Porter to Sanderson Weatherall. The West End office market is experiencing robust growth driven by increased occupier activity and rising prime rents. Investment volumes are also rising and with improved occupier sentiment, this is a great time to expand our agency offering in the capital."

Greg Porter, founder of BDG Sparkes Porter said:

"Joining Sanderson Weatherall, a nationally recognised and B Corp certified firm, unlocks significant growth potential and enables us to deliver enhanced services to our clients.

"We are committed to continuing our sector specialist roles in the West End, with myself, Ross Blanchflower and James Harrison joining as shareholding partners, and the rest of the team continuing in their valuable roles, joined by existing Sanderson Weatherall office agent, Robert Few."

West End Office Market

Take Up & Demand

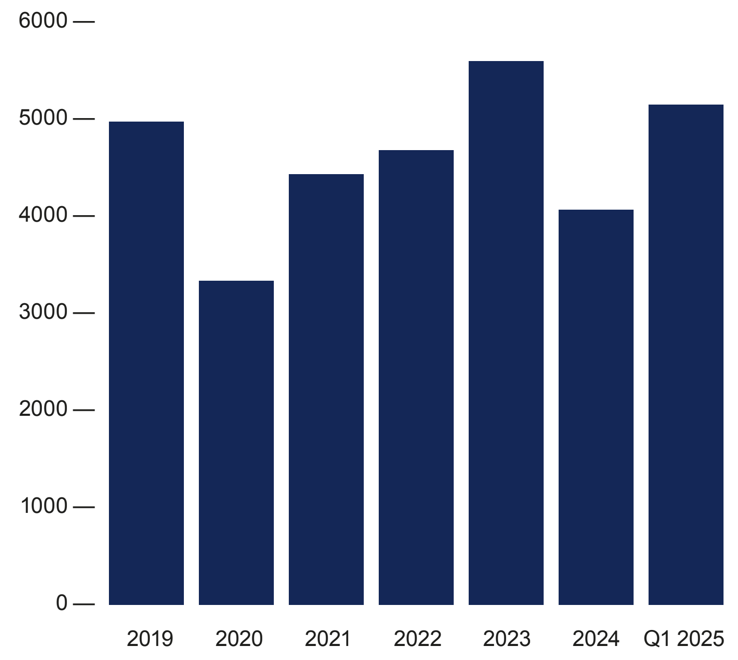
Requirements

Q1 2025

Q4 2024

Q1 2025 Demand

5.15m sq ft



Commentary

The first three months of 2025 has seen activity levels in the West End market move slightly above trend levels at 698,365 sq ft in 167 transactions. This continues the trend that was set in place in the second half of last year. Total floor space leased over the past nine months has been 2.42m sq ft, with 68% of lettings targeting Grade A space.

There are two polar experiences in the core West End sub markets, with Mayfair, Marylebone and Fitzrovia seeing above trend levels of activity, whilst St James's, Soho and Covent Garden have all seen activity remain subdued. Several larger deals completed, the largest being the 110,000 sf ft pre let to US solicitors McDermott, Will & Emery at the redevelopment of the former Fenwick store on New Bond Street, whilst the final space at the M Building on Oxford Street (58,500 sq ft) was pre let by the US group Generation Investment Management.

West End office demand has rebounded strongly in the early part of this year after the sharp slowdown in H2 2024. Total requirements moved back to 5.15m sq ft, 27% higher than at the end of last year. The major increase was seen in the demand for small (<2,500 sq ft) to mid sized buildings (2,500-10,000 sq ft) where requirements are up by 33% and 38% respectively. The two most significant business sectors remain the creative sector, where demand has remained strong (1.3m sq ft) and the financial services sector, where demand has strengthened considerably, rising to 1.1m sq ft.

Prime rents have grown strongly in the early part of 2025, rising by 12.1% on average over the past 12 months, with the major part of this growth seen over the first three months of this year (7.3%). New rental highs have been set in all of the sub markets with the exception of Covent Garden, where rents moved back to £90.00 per sq ft, a figure first recorded in 2016. Average rents on Grade B space have also rebounded, rising by 2.2% over the past 12 months, with rents on Grade C space up by 3.8%.

27%

Demand for office space in West End moves above 5m sq ft in Q1 2025

Take up by occupier type (Q4 2024/Q1 2025)

Financial Services	29%
DAMIT	25%
Bus & Prof Services	19%
Real Estate	8%
Retailers	7%
Man/Eng & Mining	4%
Other	8%

Take up (000's sq ft.)

MAYFAIR

ST JAMES'S

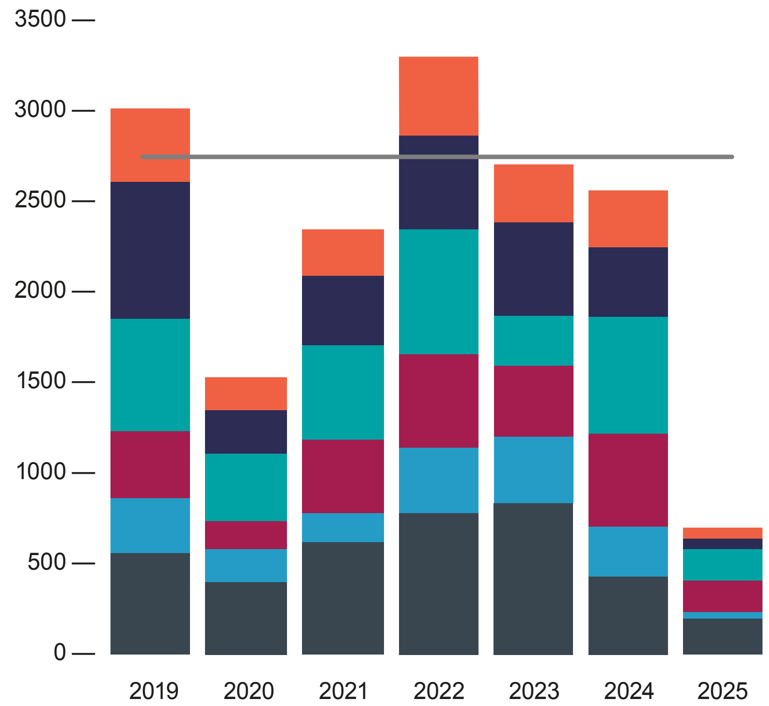
MARYLEBONE

FITZROVIA

SOHO

COVENT GARDEN

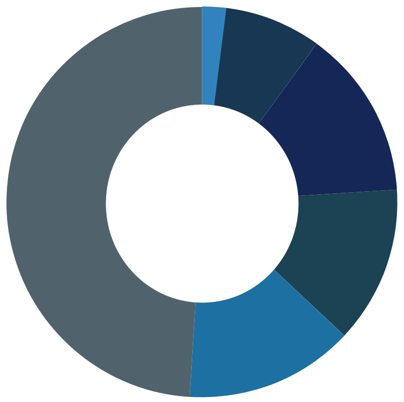
10 Year Average



Supply

Supply in the core West End remained relatively stable at 3.55m sq ft, with each of the sub markets experiencing differing trends. Fitzrovia and Soho saw availability increase following the completion of a number of larger redevelopments/refurbishments. Supply in Marylebone and Covent Garden remained stable, although the experiences of the two markets couldn’t be more different, with Marylebone seeing strong levels of take up, whilst activity in Covent Garden remains slow. The two core markets of Mayfair and St James’s has continues to see supply tighten, with the combined availability rate in these markets down to 4.0%.

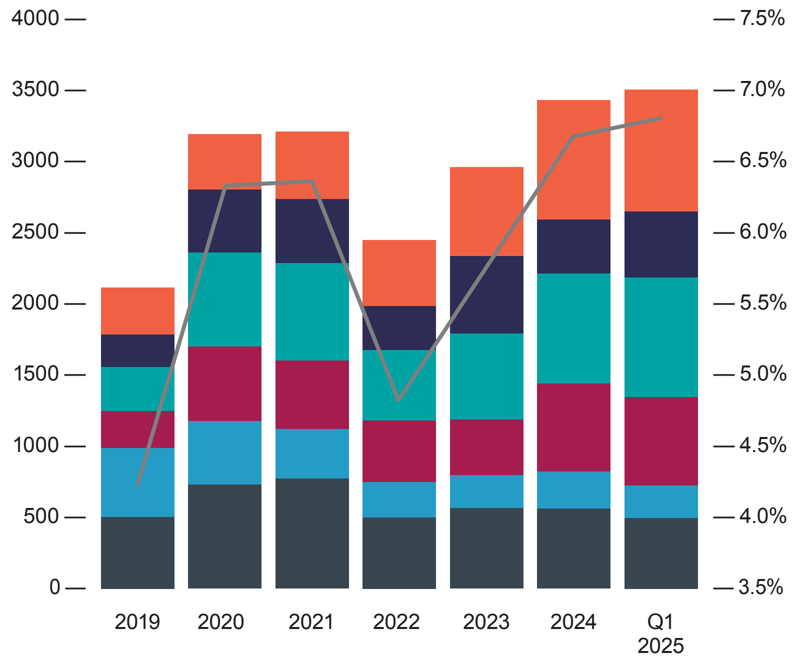
Availability By Floor Area (Q1 2025)



<1,000 sq ft	2%
1,001-2,500 sq ft	8%
2,501-5,000 sq ft	14%
5,001-10,000 sq ft	13%
10,001-20,000 sq ft	14%
>20,001 sq ft	49%

Total

3.55m sq ft

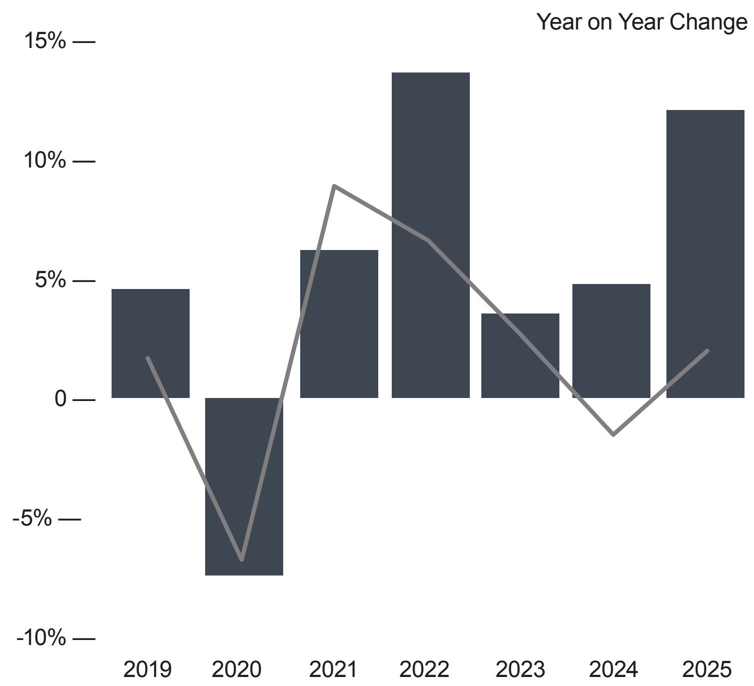


Availability (000’S Sq Ft.)

- MAYFAIR
- ST JAMES’S
- MARYLEBONE
- FITZROVIA
- SOHO
- COVENT GARDEN

Availability Rate (RHS)

Rental Values



Prime And Secondary Rental Growth

PRIME

Grade B

Prime Rental Values

	MAYFAIR	ST JAMES’S	MARYLEBONE	FITZROVIA	SOHO	COVENT GARDEN
Q1 2025	£165.00	£155.00	£115.00	£110.00	£110.00	£90.00
Q4 2024	£150.00	£140.00	£110.00	£100.00	£105.00	£89.50
Change	10.0%	10.7%	4.6%	10.0%	4.8%	0.6%

Mayfair Office Market

Commentary

Take up in the Mayfair market recovered strongly from the slow market in 2024, with above trend levels of activity in Q1 2025. The first three months of the year saw 199,930 sq ft of lettings in 45 deals, with several larger transactions boosting activity.

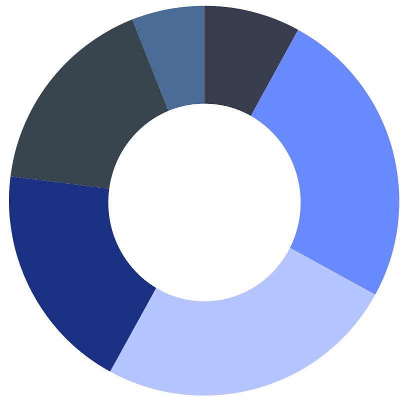
The largest letting in Mayfair since the Millenium Capital Partners deal at 50 Berkeley Street, saw US legal group McDermott, Will & Emery pre let 110,000 sq ft at Lazari Investment's redevelopment of the former Fenwick store at 63 New Bond Street. The company is moving to the West End from its recently acquired new London headquarters at 22 Bishopsgate and is expected to take occupation in early 2027.

Mayfair prime rents moved to a new high of £165 per sq ft in the first quarter of 2025, driven on by the severe stock shortages that have developed in the market. Prime rents have grown by 17.9% over the past 12 months, the strongest growth amongst all of the core West End markets. There have been mixed fortunes for rents on Grade B and C, with values on Grade B stock moving back to their Q1 2024 figure of £92.50 per sq ft, whist competition and the shortage of supply of Grade C space pushed rents up £72.50 per sq ft.

4%

Prime rents in Mayfair continue to set new highs

Take Up



Take up by size (Q1 2024)

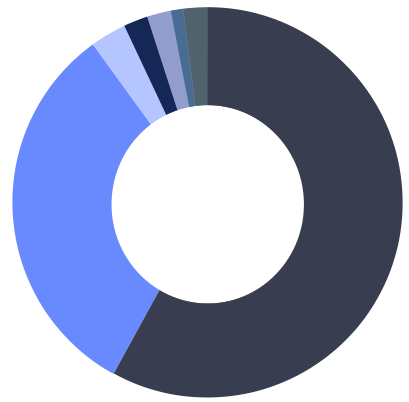
<1,000 sq ft	6%
1,001-2,500 sq ft	12%
2,501-5,000 sq ft	10%
5,001-10,000 sq ft	11%
10,001-20,000 sq ft	6%
>20,001 sq ft	55%

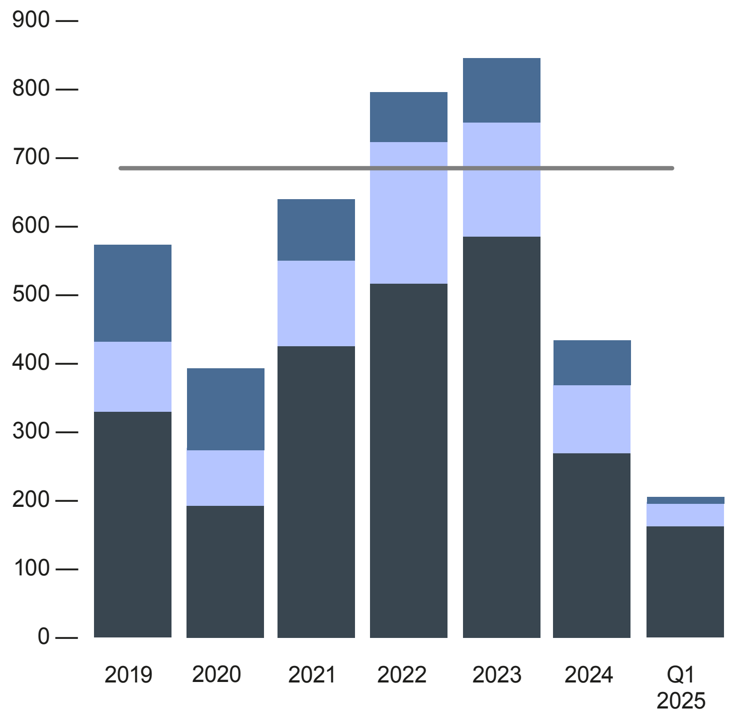
Total

199,930 sq.ft.

Take up by occupier type (Q4 2024/Q1 2025)

Bus & Prof Services	58%
Financial Services	32%
DAMIT	3%
Man/Eng & Mining	2%
Real Estate	2%
Retailers	1%
Other	2%





Take up (000's sq ft.)

Grade A

Grade B

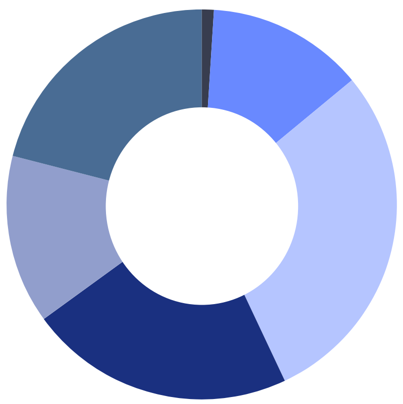
Grade C

10 Year Average

Supply

Supply edged below 500,000 sq ft once again in Q1 2025 with the major adjustments being seen in Grade A and Grade B space. Grade A supply continues to dominate availability, accounting for 67% (332,860 sq ft) of overall space on the market. There is a particular shortage of larger buildings, with only three spaces above 20,000 sq ft, amounting to 103,050 sq ft. The availability rate remains below the long run average for Mayfair at 4.0%, significantly below the long run average at 5.9%.

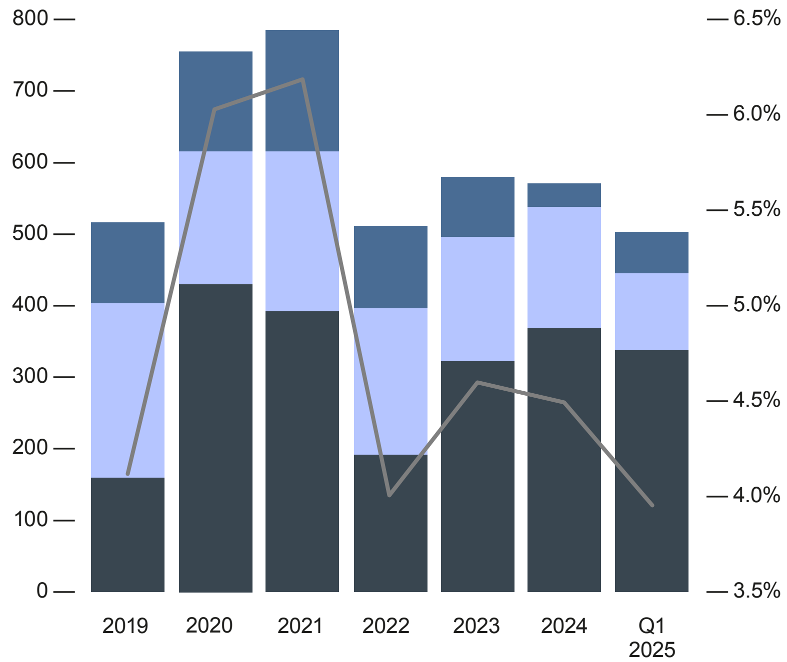
Availability by floor area (Q1 2025)



<1,000 sq ft	1%
1,001-2,500 sq ft	13%
2,501-5,000 sq ft	29%
5,001-10,000 sq ft	22%
10,001-20,000 sq ft	14%
>20,001 sq ft	21%

Total

498,200 sq.ft.



Availability (000'S sq ft.)

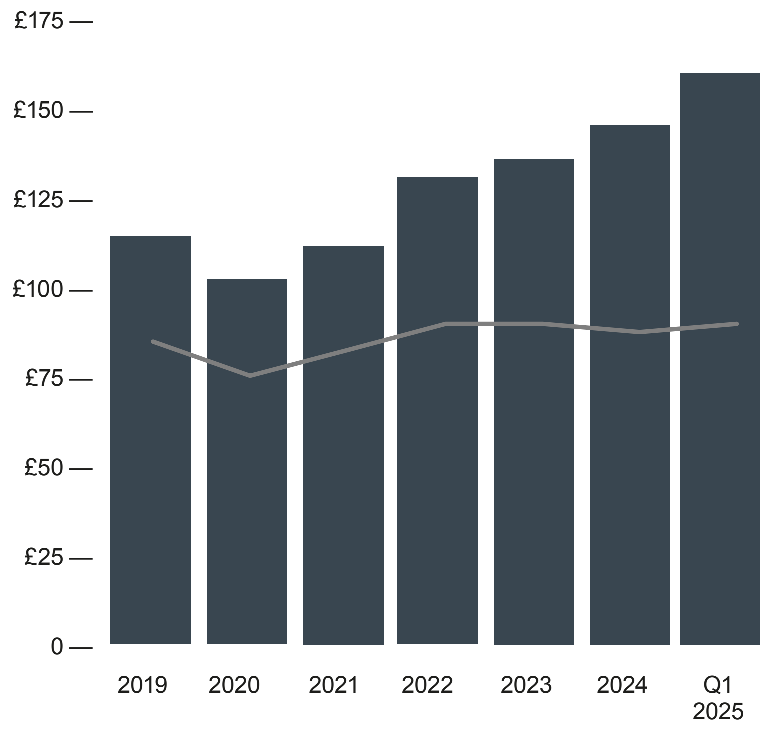
Grade A

Grade B

Grade C

Availability Rate

Rental Values



Prime and secondary rental growth

Prime

Grade B

Serviced office desk rates

	Lowest	Highest
Q1 2025	£195	£1,300
Q4 2024	£330	£1,300
Q3 2024	£315	£1,300
Q2 2024	£315	£1,400
Q1 2024	£315	£1,750

Rental values

	PRIME	Grade B	Grade C
Q1 2025	£165.00	£92.50	£72.50
Q4 2024	£150.00	£90.00	£70.00
Change	10.0% ↗	2.8% ↗	3.6% ↗

St James's Office Market

Commentary

Activity slowed in St James's following on from the strong end to 2024, with only 28,250 sq ft of space acquired in the first three months of the year across 14 transactions. There has been a lack of larger transactions in the early part of the year which may be due to the tight market conditions.

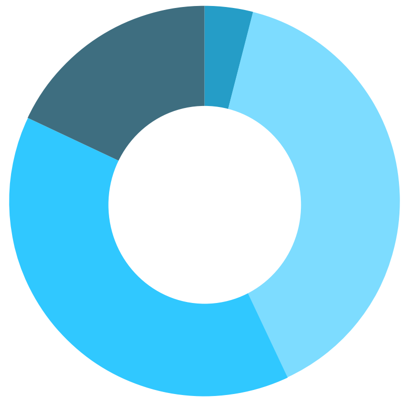
There, was only one deal above 5,000 sq ft in Q1 2025, with US finance group FTV Capital taking 5,030 sq ft at The Metcalf on Pall Mall. The other major letting was to private equity group Maven Capital Partners which took 4,500 sq ft at 6 Duke Street, securing the continued dominance of the financial services sector across the St James's market.

Prime rents in St James's moved up to a new peak of £155 per sq ft, driven higher by the extreme stock shortages that have developed in the market. Significant shortages of space exist in smaller size bands and this is expected to exert upward pressure on rents in the coming months. Rents on Grade B space moved back to £90.00 per sq ft, whilst values in poorer quality Grade C space increased by 4.3% to £72.50 per sq ft.

£155
per sq ft

Prime rents in St James's move to a new high, growing by 10.7% over past three months

Take Up



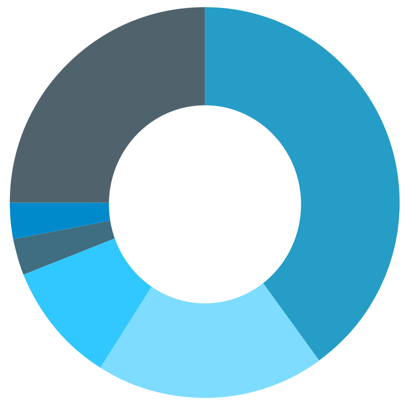
Take up by size (Q1 2025)

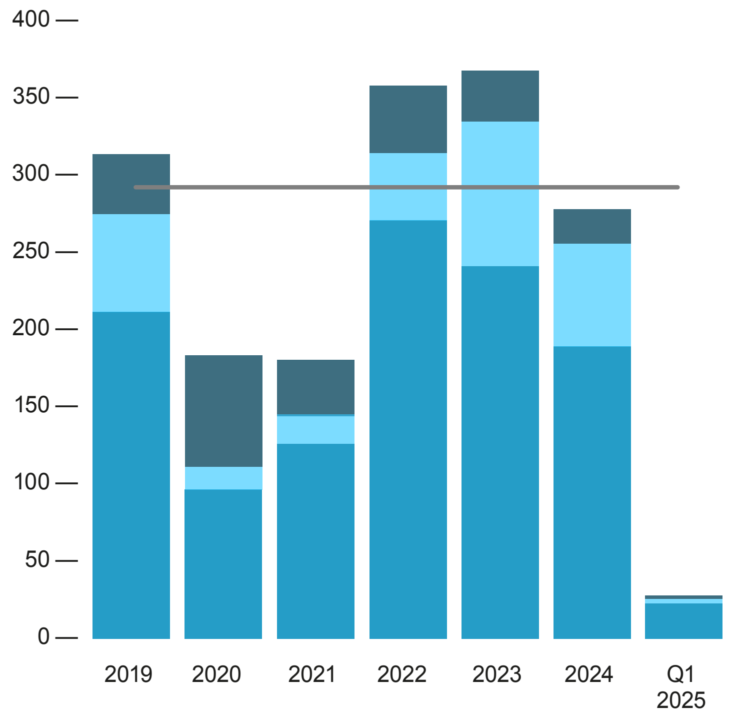
<1,000 sq ft	4%
1,001-2,500 sq ft	39%
2,501-5,000 sq ft	39%
5,001-10,000 sq ft	18%
10,001-20,000 sq ft	0%
>20,001 sq ft	0%

Total
223,900 sq ft

Take up by occupier type (Q4 2024/Q1 2025)

Financial Services	40%
Retailers	19%
Bus & Prof Services	10%
Man/Eng & Mining	3%
Real Estate	3%
Other	25%





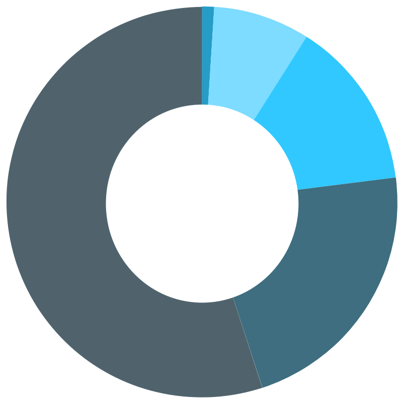
Take up (000's sq ft.)

Grade A
Grade B
Grade C
10 Year Average

Supply

Supply has remained tight in St James's over the past few years and fell to an 18 month low of 223,900 sq ft at the end of Q1 2025. Grade A supply continues to dominate, accounting for 83% of overall supply, with three buildings accounting for 67% of Grade A availability. The largest building on the market is Motcomb Estates recently refurbished 33 Jermyn Street providing 64,500 sq ft, whilst there is 23,950 sq ft at the recently completed 20 Carlton House Terrace. The availability rate is now down to 4.1% and remains significantly below the long run average for the St James's market, which stands at 7.5%.

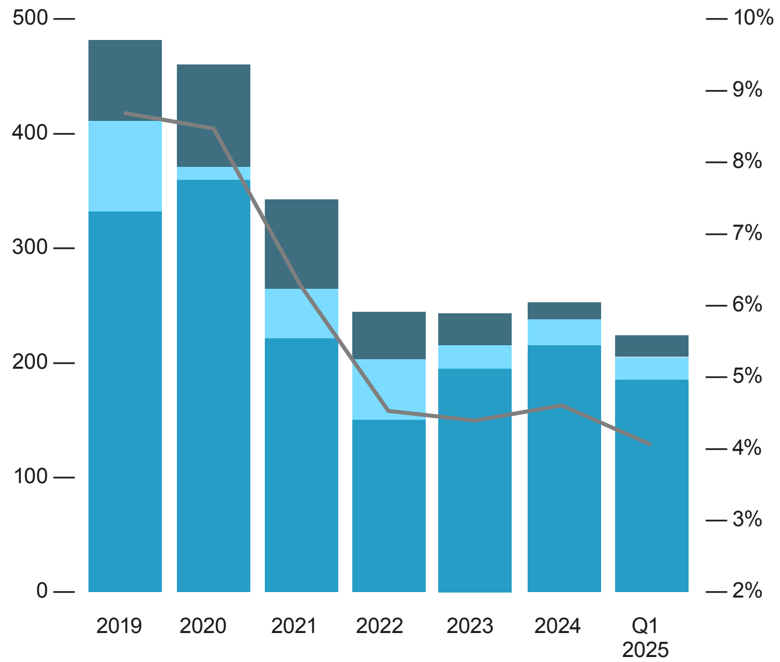
Availability by floor area (Q1 2025)



<1,000 sq ft	1%
1,001-2,500 sq ft	8%
2,501-5,000 sq ft	14%
5,001-10,000 sq ft	22%
10,001-20,000 sq ft	0%
>20,001 sq ft	55%

Total

28,240 sq.ft.



Availability (000'S sq ft.)

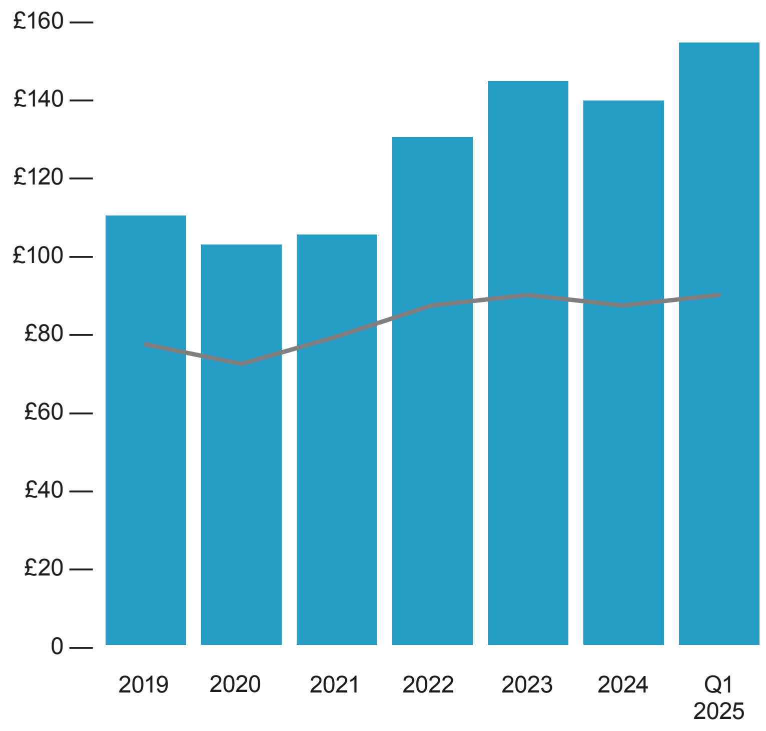
Grade A

Grade B

Grade C

Availability Rate

Rental Values



Prime and secondary rental growth

Prime

Grade B

Serviced office desk rates

	Lowest	Highest
Q1 2025	£120	£2,220
Q4 2024	£440	£2,220
Q3 2024	£180	£2,220
Q2 2024	£439	£2,220
Q1 2024	£439	£2,220

Rental values

	PRIME	Grade B	Grade C
Q1 2025	£155.00	£90.00	£72.50
Q4 2024	£140.00	£87.50	£69.50
Change	10.7%	2.9%	4.3%

Marylebone Office Market

Commentary

The Marylebone market posted another strong quarter of activity in Q1 2025, with 174,425 sq ft of take up recorded across 30 deals. This brings total office space acquired over the past nine months to just under 600,000 sq ft, considerably ahead of the trend rate of activity for the market.

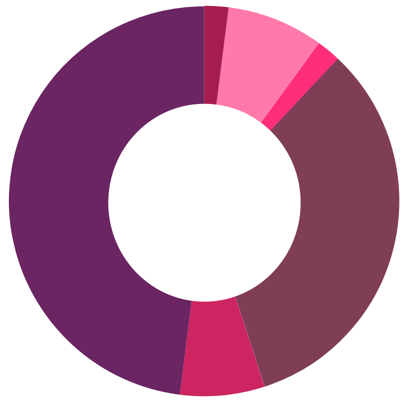
Several larger deals boosted activity in Q1, the largest being the 58,500 sq ft pre let to former US vice president Al Gore's Generation Investment Management which has taken the remaining space at the M Building on Oxford Street. The other major transaction was the 25,225 sq ft letting at Ambika House on Portland Place to Co working space provider Unity Workspace.

Prime rents breached the £100 per sq ft mark in early 2023 and have now moved up to £115 per sq ft, an increase of 21.1% since the end of 2022. The occupier profile continues to be driven by the financial sector, who have targeted the larger floor plates available in the Marylebone market. Whilst the focus of activity has been on the new Grade A space, rents on Grade B and C space have also been driven up, rising to £85.50 per sq ft and £70.00 per sq ft respectively.

86%

Take up in Marylebone remains well ahead of trend levels

Take Up



Take up by size (Q1 2025)

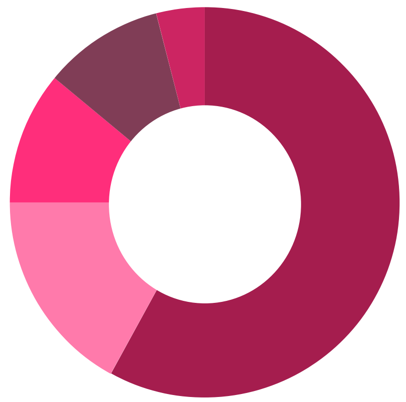
<1,000 sq ft	2%
1,001-2,500 sq ft	8%
2,501-5,000 sq ft	2%
5,001-10,000 sq ft	33%
10,001-20,000 sq ft	7%
>20,001 sq ft	48%

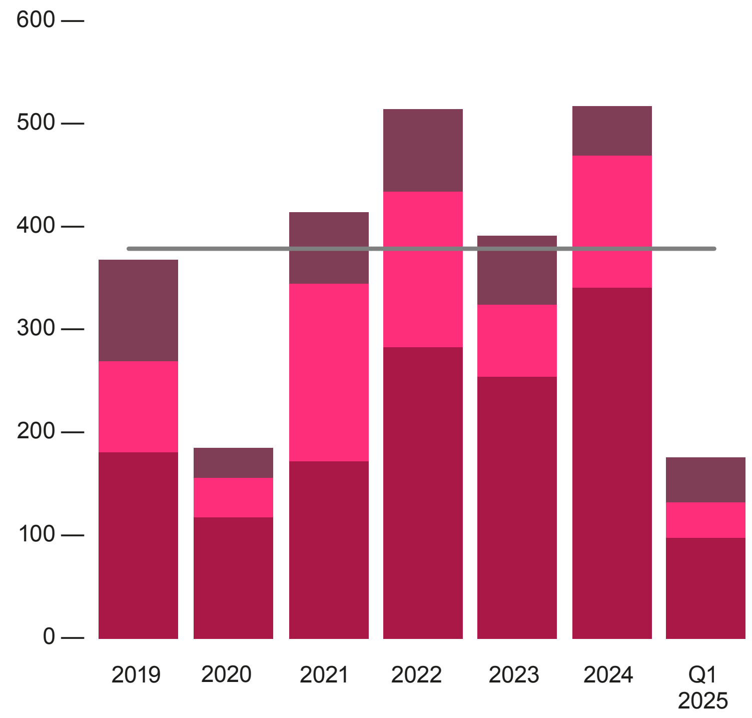
Total

174,400 sq.ft.

Take up by occupier type (Q4 2024/Q1 2025)

Financial Services	58%
Bus & Prof Services	17%
Real Estate	11%
DAMIT	10%
Other	4%





Take up (000's sq ft.)

Grade A

Grade B

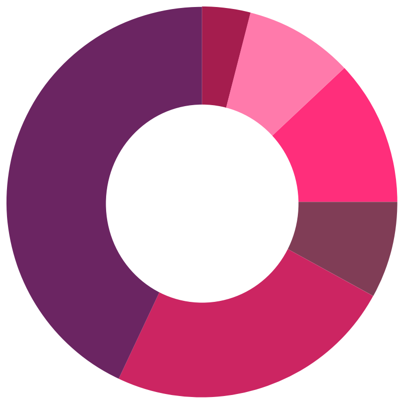
Grade C

10 Year Average

Supply

Supply in the Marylebone market has been boosted by the completion of a number of new refurbishment's in recent months, with Beltane/Angelo Gordon's Marylebone Place on Wyndham Street adding 77,200 sq ft (since Let to UBP in Q2) along with 39,200 sq ft at Princeton Investments 49, Nottingham Place due to complete shortly. Overall availability now stands at 639,000 sq ft, with Grade A supply accounting for 67% of the total. The availability rate in Marylebone has remained at 6.9%, above the long run average for the area of 4.2%.

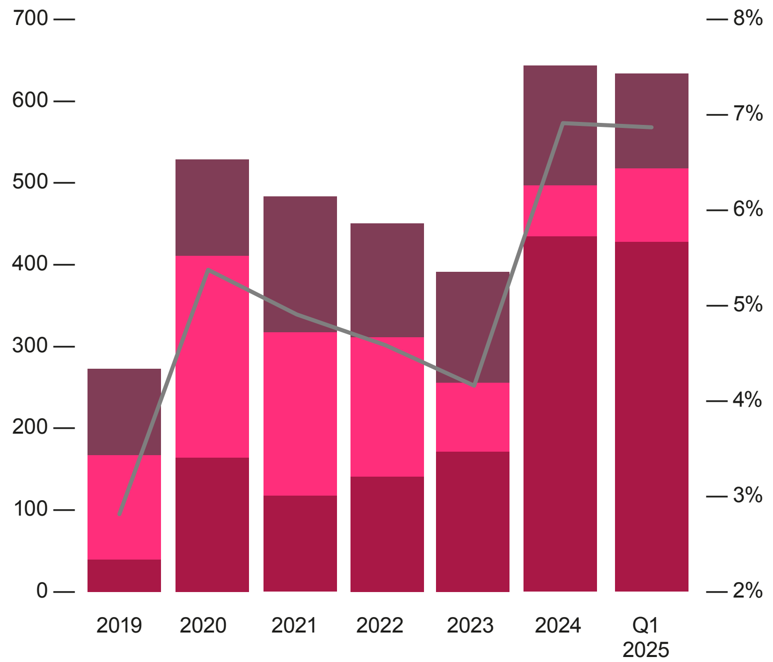
Availability by floor area (Q1 2025)



<1,000 sq ft	3%
1,001-2,500 sq ft	8%
2,501-5,000 sq ft	15%
5,001-10,000 sq ft	11%
10,001-20,000 sq ft	20%
>20,001 sq ft	43%

Total

639,000 sq.ft.



Availability (000'S sq ft.)

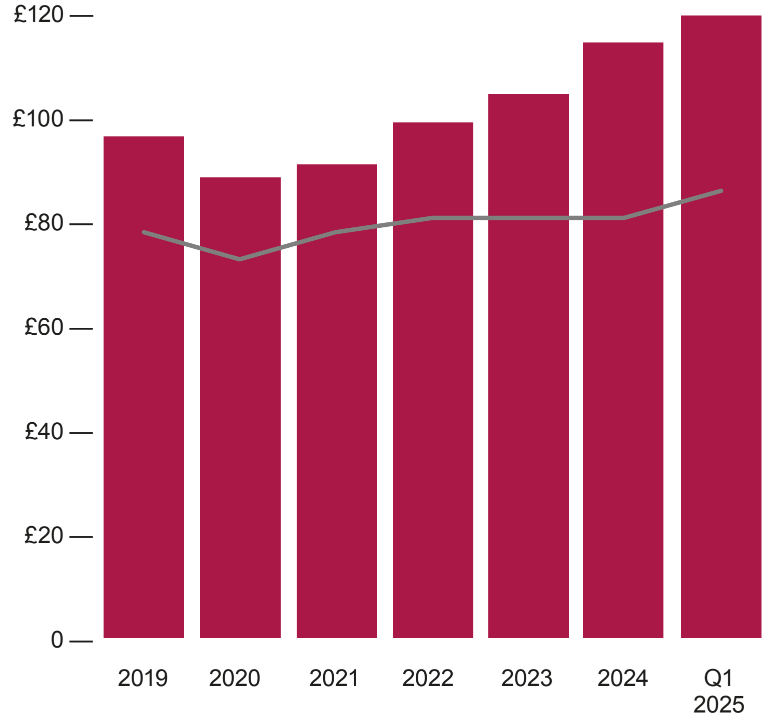
Grade A

Grade B

Grade C

Availability Rate

Rental Values



Prime and secondary rental growth

Prime

Grade B

Serviced office desk rates

	Lowest	Highest
Q1 2025	£220	£1,200
Q4 2024	£220	£1,100
Q3 2024	£300	£1,100
Q2 2024	£220	£1,100
Q1 2024	£218	£1,200

Rental values

	PRIME	Grade B	Grade C
Q1 2025	£115.00	£82.50	£70.00
Q4 2024	£110.00	£77.50	£67.50
Change	4.6% ↗	6.5% ↗	3.7% ↗

Fitzrovia Office Market

Commentary

Take up in Fitzrovia continued at above trend levels for the third successive quarter, recording activity of 180,425 sq ft in Q1 2025 across 35 transactions. Occupiers have been focused on Grade A space over this period, accounting for 70% of the space acquired since the start of H2 2024.

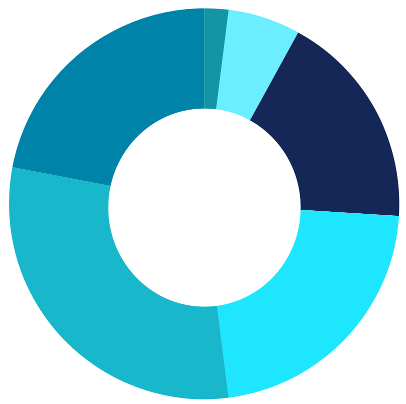
The largest letting to complete in the first three months of 2025 was the 40,150 sq ft letting to Turkish on line gaming group Dream Games at Ingka Investments recently refurbished 1 Great Portland Street. This deal further consolidates the area's creative cluster, following on from Monday.com's leasing of 80,630 sq ft at One Rathbone Square and three/four further lettings to software groups in the early part of this year.

The rise in prime rents continued in Fitzrovia, with values moving to a new high of £110 per sq ft following strong levels of activity and improving demand for space particularly from the creative sector. Strong demand has also pushed rents on Grade B and Grade C space higher at £80.00 per sq ft and £67.50 per sq ft respectively.

29%

Take up in Fitzrovia continues at above trend levels

Take Up



Take up by size
(Q1 2025)

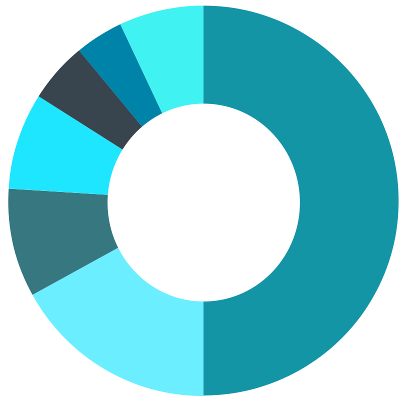
<1,000 sq ft	2%
1,001-2,500 sq ft	6%
2,501-5,000 sq ft	18%
5,001-10,000 sq ft	22%
10,001-20,000 sq ft	30%
>20,001 sq ft	22%

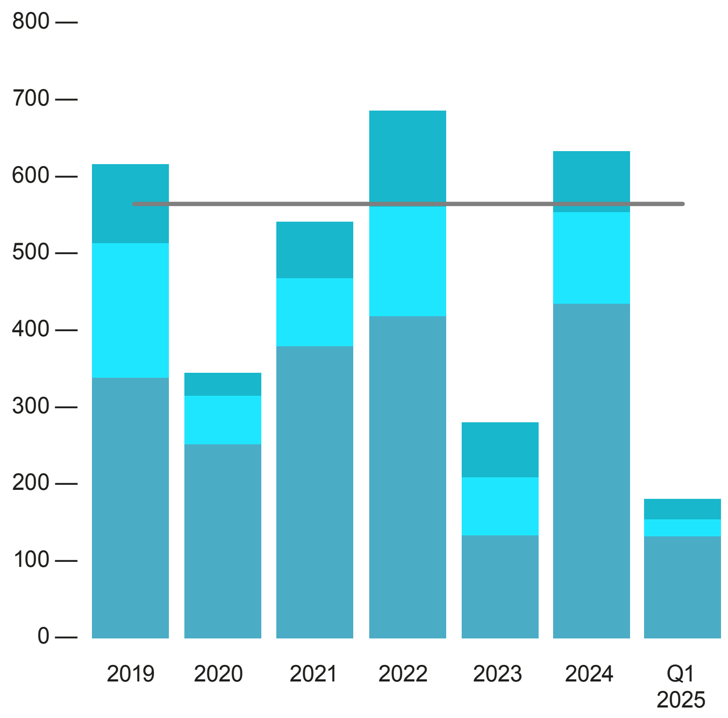
Total

180,430 sq.ft.

Take up by occupier type
(Q4 2024/Q1 2025)

DAMIT	50%
Real Estate	17%
Man/Eng & Mining	9%
Financial Services	8%
Retailers	5%
Bus & Prof Services	4%
Other	7%





Take up
(000's sq ft.)

Grade A

Grade B

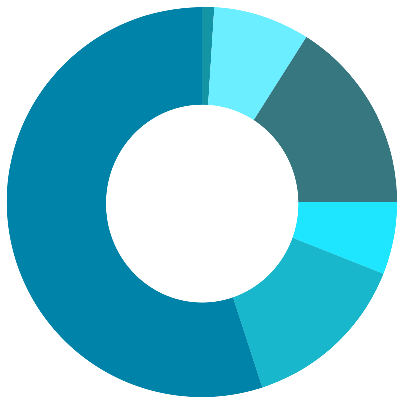
Grade C

10 Year Average

Supply

Supply in Fitzrovia moved above 800,000 sq ft for the first time in more than a decade, with total availability standing at 844,640 sq ft at the end of Q1 2025. Grade A space accounts for 67% of overall supply, with three buildings accounting for 50% of overall Grade A supply. The largest space on the market is at Meta's former HQ 1 Rathbone Square, which has a total of 156,000 sq ft still available, whilst the refurbishment of 13-17 Fitzroy Street will provide a further 84,600 sq ft. The other major availability is at the newly refurbished 20 Whitfield Street, where 43,200 sq ft is being marketed. The availability rate remains one of the highest amongst the West End sub markets at 9.0%.

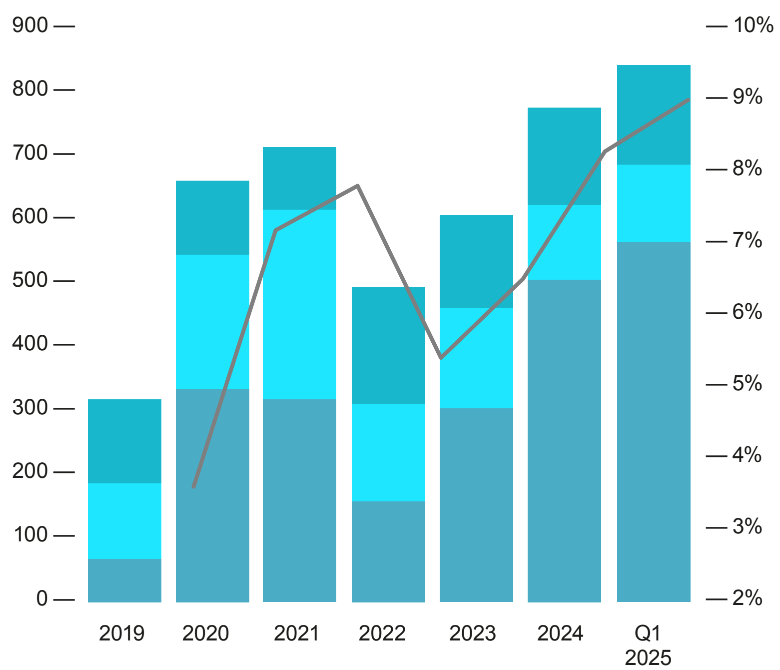
Availability by floor area (Q1 2025)



<1,000 sq ft	1%
1,001-2,500 sq ft	8%
2,501-5,000 sq ft	16%
5,001-10,000 sq ft	6%
10,001-20,000 sq ft	14%
>20,001 sq ft	55%

Total

844,640 sq.ft.



Availability (000'S sq ft.)

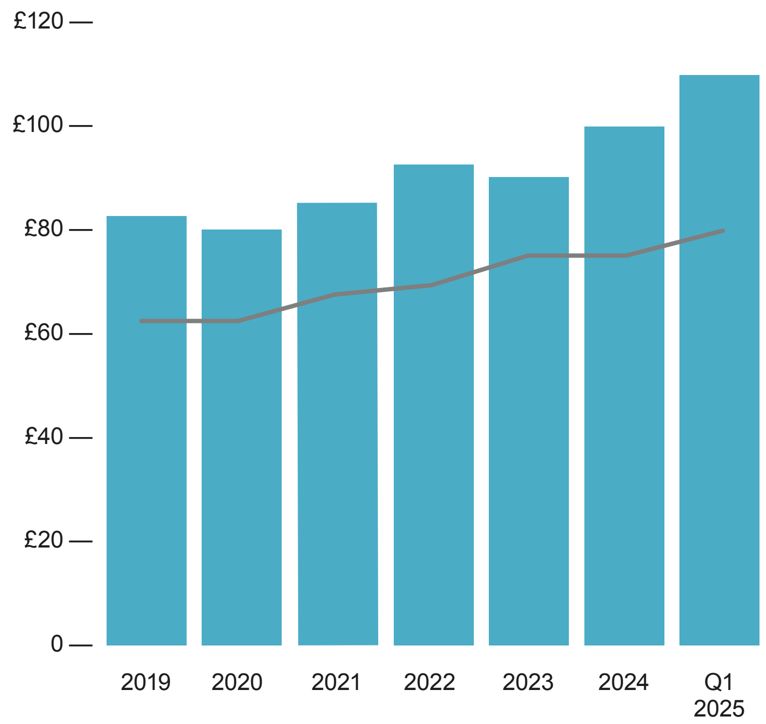
Grade A

Grade B

Grade C

Availability Rate

Rental Values



Prime and secondary rental growth

Prime

Grade B

Serviced office desk rates

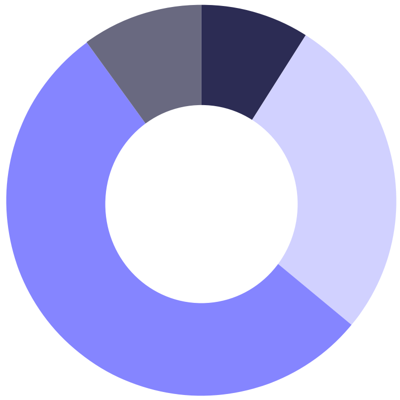
	Lowest	Highest
Q1 2025	£200	£1,600
Q4 2024	£220	£1,600
Q3 2024	£309	£1,900
Q2 2024	£275	£1,600
Q1 2024	£249	£1,600

Rental values

	PRIME	Grade B	Grade C
Q1 2025	£110.00	£80.00	£67.50
Q4 2024	£100.00	£75.00	£60.00
Change	10.0%	6.7%	12.5%

Soho Office Market

Take Up



Take up by size (Q1 2025)

<1,000 sq ft	9%
1,001-2,500 sq ft	27%
2,501-5,000 sq ft	54%
5,001-10,000 sq ft	10%
10,001-20,000 sq ft	0%
>20,001 sq ft	0%

Total

56,400 sq.ft.

Commentary

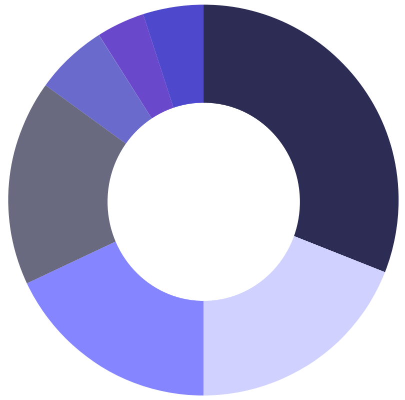
The year has started slowly in the Soho market following the strong second half of the year in 2024. Total activity in the first three months of the year was 56,430 sq ft in 30 transactions. There has been a lack of larger lettings with only one deal above 5,000 sq ft completing in Q1.

The largest letting was to the British Academy of Film and Television, which took 5,400 sq ft at 1-5 Poland Street. The other major letting was to credit enhancement group Creditspring, which took 4,350 sq ft at Hammer House on Wardour Street. Activity has been focused towards the creative sector accounting for 31% of all lettings over the past six months.

Prime rents moved to a peak for the Soho market at £110 per sq ft in Q1 2025 following the strong levels of activity seen in the past few years. Rents on Grade B and Grade C space followed a similar pattern, rising to £85.00 per sq ft and £70.00 per sq ft respectively.

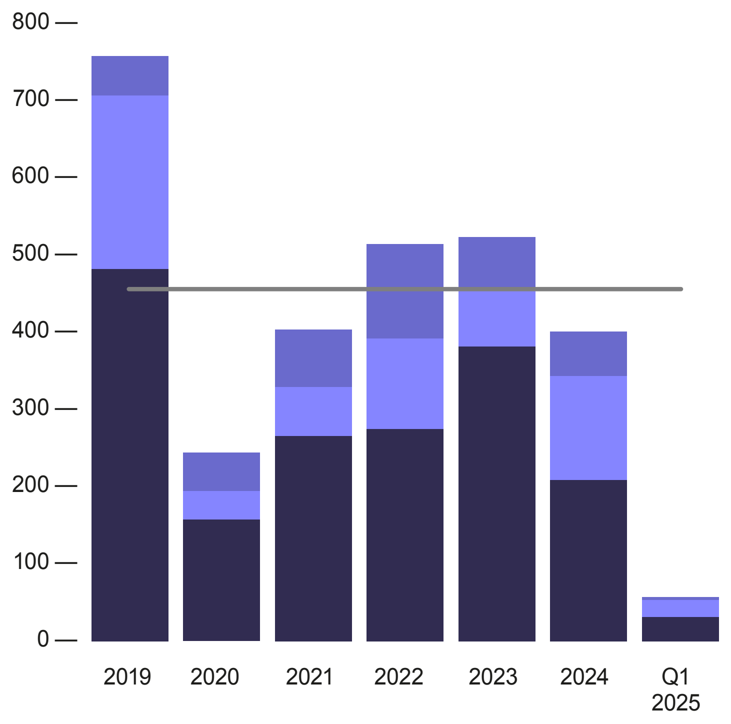
Take up by occupier type (Q4 2024/Q1 2025)

DAMIT	31%
Bus & Prof Services	19%
Retailers	18%
Financial Services	17%
Man/Eng & Mining	6%
Real Estate	4%
Other	5%



58.2%

Grade A supply in Soho is focused towards two buildings



Take up (000's sq ft.)

Grade A

Grade B

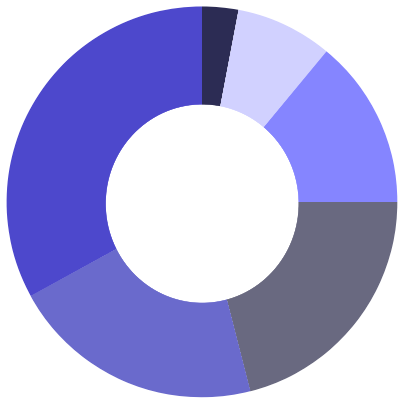
Grade C

10 Year Average

Supply

Availability in Soho edged up to 481,270 sq ft in Q1 2025, with supply in all Grades of space increasing in the early part of the year. Grade A supply has been boosted by the recent completion of 127 CXR which provides 41,000 sq ft of space with one floor already let. The major space on the market is at Film House, where 96,275 sq ft of refurbished space is available. The availability rate has now moved back above the long run average for the Soho market (which stands at 5.2%) to 6.1%.

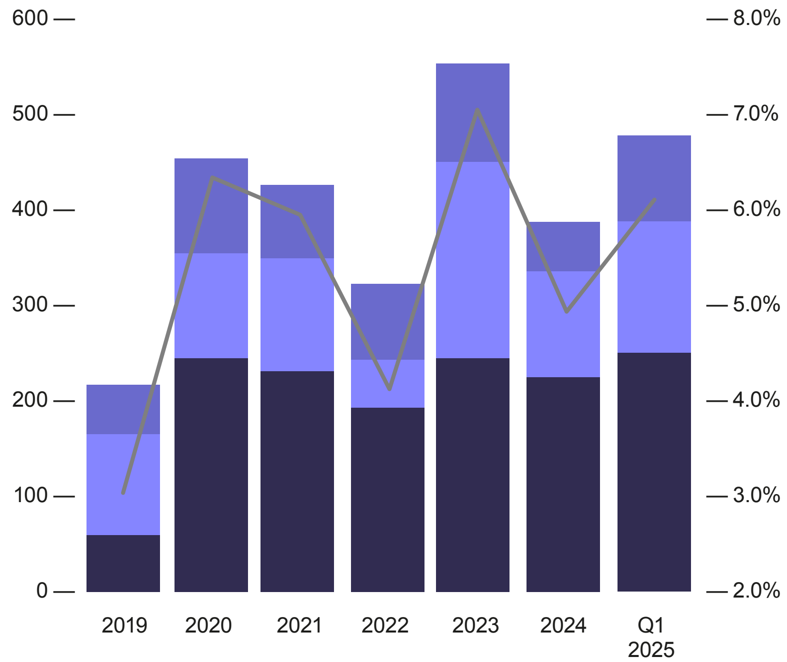
Availability by floor area (Q1 2025)



<1,000 sq ft	3%
1,001-2,500 sq ft	8%
2,501-5,000 sq ft	14%
5,001-10,000 sq ft	21%
10,001-20,000 sq ft	21%
>20,001 sq ft	33%

Total

481,270 sq.ft.



Availability (000'S sq ft.)

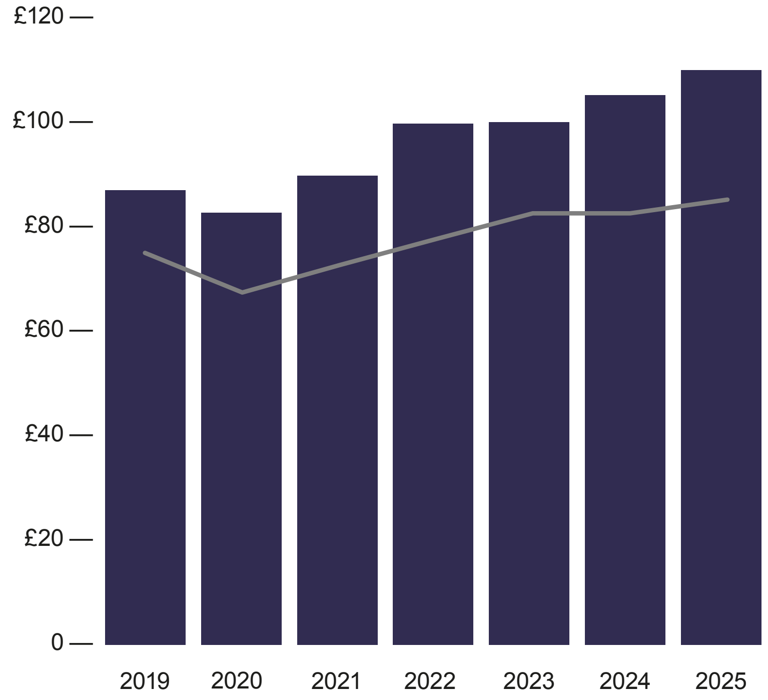
Grade A

Grade B

Grade C

Availability Rate

Rental Values



Prime and secondary rental growth

Prime

Grade B

Serviced office desk rates

	Lowest	Highest
Q1 2025	£150	£1,900
Q4 2024	£150	£1,900
Q3 2024	£315	£1,600
Q2 2024	£300	£1,200
Q1 2024	£309	£1,900

Rental values

	PRIME	Grade B	Grade C
Q1 2025	£110.00	£85.00	£70.00
Q4 2024	£105.00	£82.50	£67.50
Change	4.8%	3.0%	3.7%

Covent Garden Office Market

Commentary

Take up in the Covent Garden market continued to run at below trend levels at the start of 2025, with total lettings of 58,925 sq ft across 13 transactions. Activity has remained below trend over the previous two years, with only limited lettings above 20,000 sq ft.

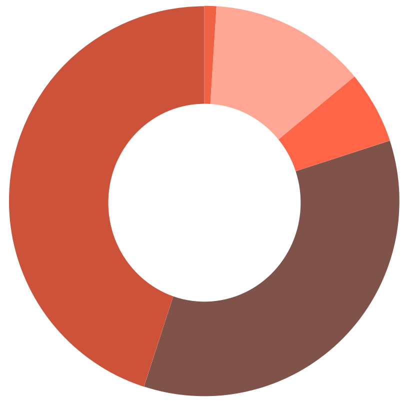
The largest letting was to events group Venues Everwhere at the recently completed Arclight, 60 Shorts Gardens. A further 15,900 sq ft remains available in the upper floors at the building. A second letting was also agreed at Space House, where US financial software group Blackline took the 7th floor (8,050 sq ft).

Prime rents moved back to their previous peak level of £90.00 per sq ft in Q1 2025, with values being pushed higher by the strong levels of demand for space in the West End market. Rents on Grade B space has also been impacted, rising to £75.00 per sq ft, with Grade C rents stabilising at £60.00 per sq ft.

12%

Availability rate shows signs of leveling off in Q1 2025

Take Up



Take up by size (Q1 2025)

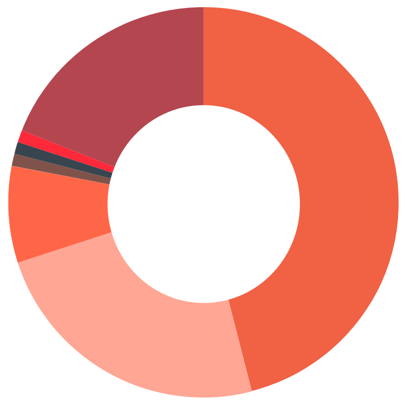
<1,000 sq ft	1%
1,001-2,500 sq ft	13%
2,501-5,000 sq ft	6%
5,001-10,000 sq ft	35%
10,001-20,000 sq ft	45%
>20,001 sq ft	0%

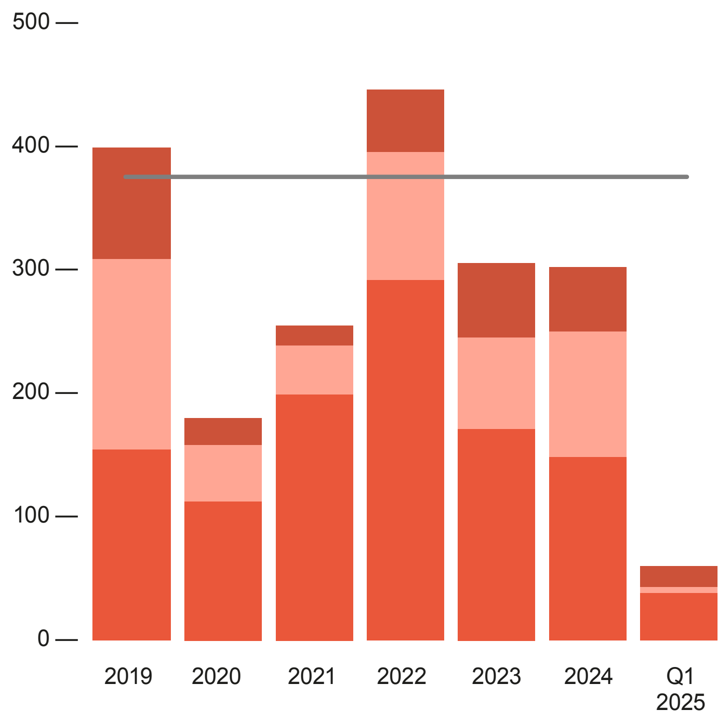
Total

58,920 sq.ft.

Take up by occupier type (Q4 2024/Q1 2025)

DAMIT	46%
Financial Services	24%
Retailers	8%
Man/Eng & Mining	1%
Bus & Prof Services	1%
Real Estate	1%
Other	19%





Take up (000's sq ft.)

Grade A

Grade B

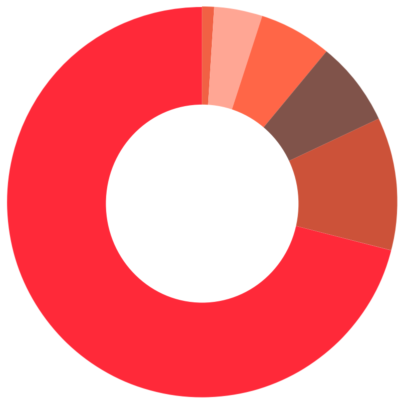
Grade C

10 Year Average

Supply

Supply in Covent Garden remained relatively stable at 859,250 sq ft, with 70% of space in larger buildings. Availability is dominated by the two major refurbishments in the area; The Acre (195,000 sq ft) and Space House on Kemble Street (230,000 sq ft), which account for almost 50% of space on the market. Overall Grade A supply accounts for 81% of current availability and also includes 44,500 sq ft at The Post Building on New Oxford Street. The availability rate in Covent Garden is the highest amongst the West End sub markets, standing at 12.0%, compared to an average for the West End at 6.8%.

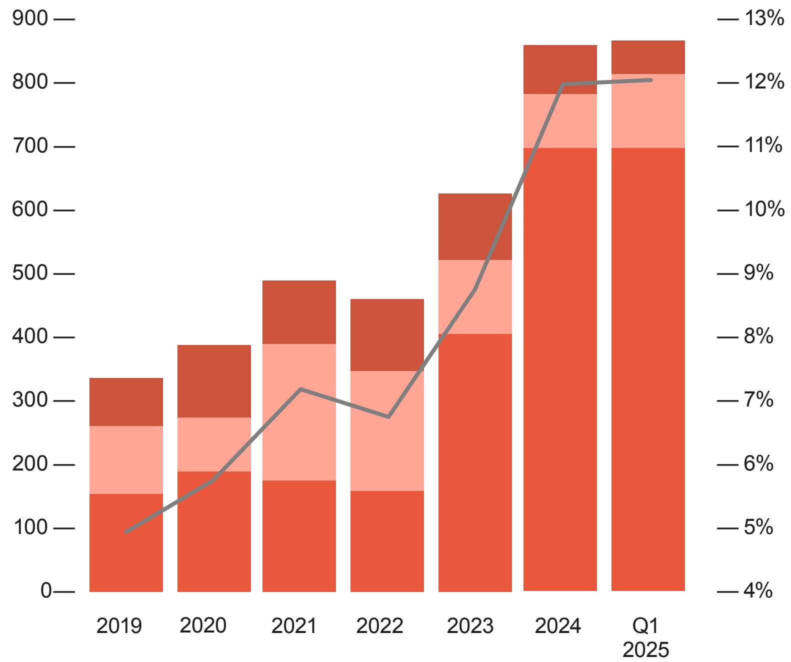
Availability by floor area (Q1 2025)



<1,000 sq ft	1%
1,001-2,500 sq ft	4%
2,501-5,000 sq ft	5%
5,001-10,000 sq ft	8%
10,001-20,000 sq ft	12%
>20,001 sq ft	70%

Total

859,200 sq.ft.



Availability (000'S sq ft.)

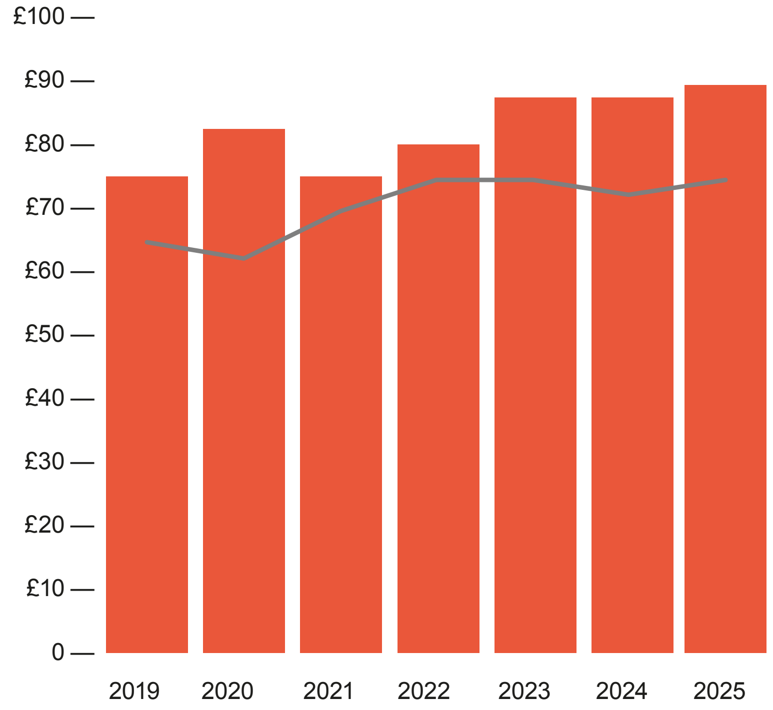
Grade A

Grade B

Grade C

Availability Rate

Rental Values



Prime and secondary rental growth

Prime

Grade B

Serviced office desk rates

	Lowest	Highest
Q1 2025	£128	£850
Q4 2024	£130	£1,150
Q3 2024	£350	£1,150
Q2 2024	£350	£1,100
Q1 2024	£350	£1,100

Rental values

	PRIME	Grade B	Grade C
Q1 2025	£90.00	£75.00	£60.00
Q4 2024	£89.50	£72.50	£60.00
Change	0.6%	3.4%	0.0%

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