

FEBRUARY 22, 2019 | GRANT LONSDALE

JLL, Eastdil Secured and DTRE lead the way in CoStar's 2018 Investment Agents League Tables

Click through to see who were the stand out investment agents in 2018

Investment Agents - Sales

Rank 2018 (2017)	Vendor Agent	Value £m	Y-on-Y change
1 (1)	JLL	8,115	《》
2 (2)	CBRE	4,881	《》
3 (6)	Knight Frank	3,989	⬆️
4 (3)	Eastdil Secured	3,978	⬆️
5 (5)	Savills	3,714	《》
6 (4)	Cushman & Wakefield	3,250	⬆️
7 (9)	DTRE	2,024	⬆️
8 (7)	Colliers International	1,389	⬆️
9 (-)	BH2	1,352	⬆️
10 (-)	Tudor Toone	1,130	⬆️
11 (12)	BNP Paribas Real Estate UK	922	⬆️
12 (10)	Michael Elliott	872	⬆️
13 (13)	Allsop	836	《》
14 (-)	Corbett Northam	602	⬆️
15 (11)	Gerald Eve	585	⬆️

Investment Agents - Acquisitions

Rank 2018 (2017)	Purchaser Agent	Value £m	Y-on-Y change
1 (2)	JLL	3,281	⬆️
2 (6)	Cushman & Wakefield	3,055	⬆️
3 (4)	Knight Frank	2,554	⬆️
4 (1)	Savills	1,943	⬆️
5 (3)	CBRE	1,741	⬆️
6 (5)	Colliers International	1,354	⬆️
7 (9)	DTRE	1,287	⬆️
8 (-)	BH2	787	⬆️
9 (12)	Montagu Evans	703	⬆️
10 (7)	BNP Paribas Real Estate UK	622	⬆️
11 (-)	Michael Elliott	605	⬆️
12 (10)	Gerald Eve	596	⬆️
13 (11)	Tudor Toone	579	⬆️
14 (-)	Cortex Partners	569	⬆️
15 (-)	ACRE Capital Real Estate	512	⬆️

Source: CoStar Group

JLL ranked top for both sales and acquisitions in 2018

The top two spots in the annual sales table remained unchanged for a third year running in 2018, with JLL in first place and CBRE in second. Knight Frank took third spot in its strongest annual showing since the tables began, thanks to its involvement in some of central London's biggest office sales.

JLL also topped the acquisitions table in 2018 after advising on £3.3bn worth of purchases, including Nan Fung's acquisition of Regent Quarter in King's Cross for more than £300m. Cushman & Wakefield's representation of Wing Tai Properties and City Developments on their respective purchases of 30 Gresham Street and 125 Old Bond Street saw them into second place, while Knight Frank also moved into third spot for acquisitions.

Investment Agents - Sales

Rank 2018 (2017)	Vendor Agent	Value £m	Y-on-Y change
1 (1)	Eastdil Secured	3,978	« »
2 (2)	DTRE	2,024	« »
3 (-)	BH2	1,352	⬆
4 (6)	Tudor Toone	1,130	⬆
5 (3)	Michael Elliott	872	⬇
6 (-)	Corbett Northam	602	⬆
7 (-)	M1 Agency LLP	340	⬆
8 (14)	ACRE Capital Real Estate	313	⬆
9 (-)	Levy Real Estate	222	⬆
10 (13)	Farmer Capital	204	⬆
11 (-)	KLM Retail	143	⬆
12 (-)	Chapman Petrie	141	⬆
13 (-)	Harvey Spack Field	132	⬆
14 (-)	Cyril Leonard	131	⬆
15 (-)	Franck-Steier Price	131	⬆

Investment Agents - Acquisitions

Rank 2018 (2017)	Purchaser Agent	Value £m	Y-on-Y change
1 (1)	DTRE	1,287	« »
2 (-)	BH2	787	⬆
3 (7)	Michael Elliott	605	⬆
4 (2)	Tudor Toone	579	⬇
5 (8)	Cortex Partners	569	⬆
6 (-)	ACRE Capital Real Estate	512	⬆
7 (-)	Goldenberg Real Estate	441	⬆
8 (4)	Capital Real Estate Partners	407	⬇
9 (-)	Lewis Ellis	393	⬆
10 (-)	Lunson Mitchenall	267	⬆
11 (12)	Franck-Steier Price	235	⬆
12 (-)	Fineman Ross	230	⬆
13 (-)	Burbage Realty	171	⬆
14 (13)	Hanover Green	161	⬇
15 (15)	Ereira Mendoza	148	« »

Source: CoStar Group

Eastdil Secured and DTRE topped the single branch tables again in 2018. Eastdil topped the annual sales table yet again with nearly £4bn worth of disposals, including the £650m sale of Ropemaker Place in the City of London. DTRE and BH2 completed the top three on the sales table, with DTRE advising on one of Aberdeen's largest-ever office sales and BH2 representing Tishman Speyer and Blackstone on their respective sales of Verde and 125 Old Broad Street.

DTRE and BH2 complemented their strong performance in the sales table by placing first and second for acquisitions, with the former advising Tritax on the forward-funding of two pre-let distribution centres in the North East and the latter advising Starwood Capital on the purchase of South Bank Central. Michael Elliott's representation of the Workspace Group throughout 2018 helped it into third place for acquisitions.

The investment agents league tables form part of CoStar's 2018 UK Commercial Property Investment Report, which can be accessed [here](#).