ESTATES GAZETTE

TOP AGENTS

The UK's top agents turned over a very healthy, collective £2.3bn last year. Familiar names lead the league table, though it's a little surprising that the gap between the number one [Savills] and the rest is widening, not narrowing. Damian Wild, Editor

TOP AGENTS BY UK TURNOVER

Not much change at the top of the agents table, as the leading four retain their positions.

Savills has more than held its own at the pinnacle of the league with a 13% jump in UK turnover from £352.3m in 2012 to £399.1m. A great result after the firm overtook Jones Lang LaSalle in 2012 to take the top spot.

JLL came in at number two for a second year, with turnover at £325m. This is down 3% on last year, but still a significant lead on CBRE, which was third with a turnover of £252.4m – a 7.1% increase on last year. And no surprises that when it comes to global turnover, CBRE is streets ahead with £4.1bn, compared with JLL's £2.8bn.

Agents mostly fared well, with 70% reporting increased turnover and just two dropping down the table – and then only by one spot each. But the fact there are four fewer entries this year should be taken into consideration. This meant some firms near the foot of the table shifted up by default despite drops in turnover.

With a couple of exceptions, the general pattern looks strong across the board. Savills UK chief executive Mark Ridley says: "Continued improvement is definitely the mood now. This is very significant in London and almost every sector of the business has seen huge improvement."

	Rank 2013	Rank 2012	Firm	Latest UK t/over (£m)	Previous UK t/over (£m)	Change (%)	Resi t/over (£m)	Year-end	Latest UK profit (£m)	Previous UK profit (£m)	Profit basis	Business structure
TOP 10												
●	1	1	Savills	399.1	352.3	13%	145.7	Dec 2012	37.30	33.7		PLC
●	2	2	Jones Lang LaSalle	325	335.6	-3%	n/d	Dec 2012	n/d	n/d		PLC
●	3	3	CBRE*	252.4	235.7	7.1%	n/d	Dec 2012	n/d	n/d	EBITDA	PLC
●	4	4	Knight Frank	200.3	192.3	4%	n/d	Mar 2013	n/d	n/d		LLP
●	5	-	Deloitte Real Estate	141	-	-	n/d	May 2013	n/d	n/d		LLC
●	6	6	GVA	120	117	3%	0	Apr 2013	n/d	n/d	EBITDA	LLP
●	7	7	Cushman & Wakefield	110	109	1%	n/d	Dec 2012	n/d	n/d		LLP
▲	8	9	Strutt & Parker	83.6	80.6	4%	33.5	Apr 2013	n/d	n/d		LLP
▲	9	10	Capita	78.4	71.6	9.5%	3.9	Dec 2012	n/d	n/d	UKG	PLC
▲	10	12	Colliers International	67	61.5	9%	n/d	Dec 2012	n/d	n/d	EBITDA	LLC
▲	11	13	BNP Paribas Real Estate	64.2	61.2	5%	0	Dec 2012	n/d	2.8	EBITDA	LLC
▼	12	11	Lambert Smith Hampton	62.8	62.2	1%	n/d	Mar 2013	n/d	n/d		LLP
▲	13	14	Gerald Eve	37.7	34.5	9%	2	Apr 2013	9.52	7.24	BPES	LLP
▲	14	15	Carter Jonas	34.2	32.6	5%	14.3	Apr 2013	n/d	n/d		LLP
▲	15	17	Bidwells	32.5	32.1	1%	4.8	Dec 2012	8.34	5.9	BPD	LLP
●	16	-	Allsop	32.1	-	-	16.6	Mar 2013	6.10	n/d		LLP
▲	17	16	Cluttons	31	32.3	-4%	14.8	May 2013	n/d	2.7	APD	LLP
●	18	18	Montagu Evans	27.8	26	7%	3.5	Mar 2013	11.40	10.2	BPD	LLP
●	19	19	GL Hearn	23	20.1	14%	1.4	May 2013	2.60	2.3	UKG	LLC
●	20	20	Edward Symmons	19.7	20	-2%	1.5	Apr 2013	3.78	3.7	BPD	LLP
●	21	21	Eddisons	15.8	14.6	8%	n/d	Mar 2013	n/d	n/d		LLC
▲	22	28	CVS	14.6	10.4	40%	0	Dec 2012	1.01	0.01	EBITDA	LLC
●	23	23	Altus Edwin Hill	14.3	12.4	16%	n/d	Dec 2012	n/d	n/d		LLP
▲	24	22	Sanderson Weatherall	13.2	13.9	-5%	0.3	Mar 2013	3.70	0.65	BPD	LLP
▲	25	24	M J Mapp	11.4	12.3	-7%	n/d	Apr 2013	1.39	1.4	UKG	LLC
▼	26	27	Ryden	11.3	10.6	6%	0	Apr 2013	n/d	0	BPD	LLP
▲	27	25	Alder King	10.8	11.5	-7%	0.7	Aug 2012	3.19	3.92	BPES	LLP
▲	28	26	Goadsby	10.7	11	-2%	8	Jun 2012	0.31	0.89	UKG	LLC
●	29	29	Rapleys	9.6	9	6%	0	Apr 2013	3.30	2.5	BPD	LLP
●	30	30	Aitchison Raffety	9.5	8.7	9%	1.9	Sep 2012	0.10	0	UKG	LLC
●	31	31	Matthews & Goodman	7.4	7.1	3%	1	Apr 2013	1.30	1.2	BPD	LLP

"Yields are hardening as there is now much greater demand and limited supply. There is more competition and this is something we will all need to keep a close eye on." Mark Ridley, UK Chief Executive, Savills

savills