

# The Society of Chartered Surveyors



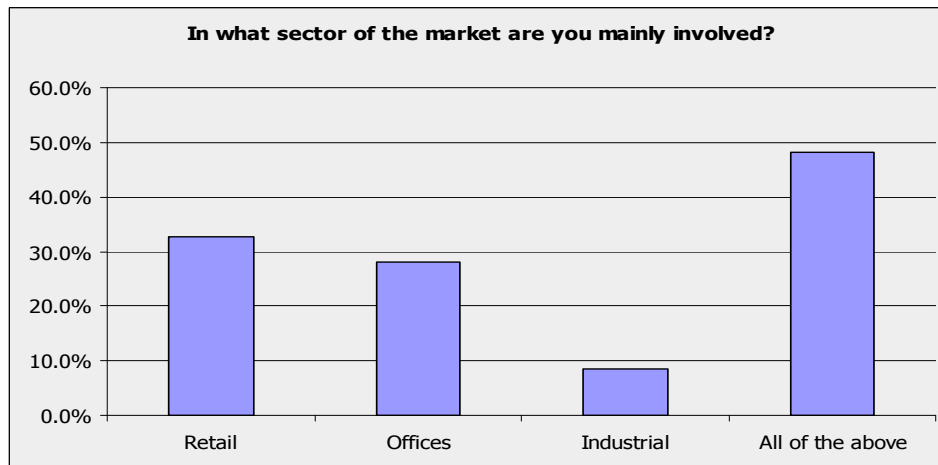
## SURVEY OF SCS MEMBERS REGARDING RENT REVIEW

OCTOBER 2009

861 Chartered GP/Valuation Surveyors who are in membership of the Society of Chartered Surveyors were surveyed in October 2009. A total of 203 responses were received representing a response rate of 23.6%.

### Q1 IN WHAT SECTOR OF THE MARKET ARE YOU MAINLY INVOLVED?

RETAIL	32.7%
OFFICES	28.1%
INDUSTRIAL	8.5%
ALL OF THE ABOVE	48.2%



### Q2 IN THE LAST 12 MONTHS HAVE YOU BEEN INVOLVED WITH LANDLORD & TENANT ISSUES?

YES	95.5%
NO	4.5%

**Q3 IN THIS TIME HAVE YOU BEEN INVOLVED WITH LEASE RENEGOTIATIONS?**

YES	90.5%
NO	9.5%

**Q4 IF YOU HAVE, HAVE THEY BEEN ON BEHALF OF THE**

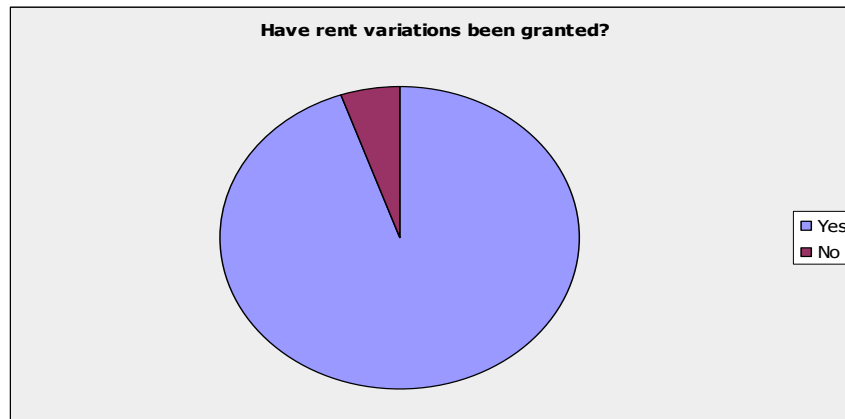
LANDLORD	28.6%
TENANT	11.4%
BOTH	62.7%

**Q5 WHAT PROPORTIONS OF LANDLORDS HAS BEEN PREPARED TO GIVE CONCESSIONS?**

MAJORITY	61.3%
MINORITY	14.7%
50/50	24.6%

**Q6 HAVE RENT VARIATIONS BEEN GRANTED?**

YES	94.6%
NO	5.4%



**Q7 HAVE OTHER VARIATIONS BEEN GRANTED?**

YES	79.9%
NO	20.1%

**Q8 WHEN NEGOTIATING NEW LEASES HAVE TENANTS SOUGHT MARKET RENT REVIEWS?**

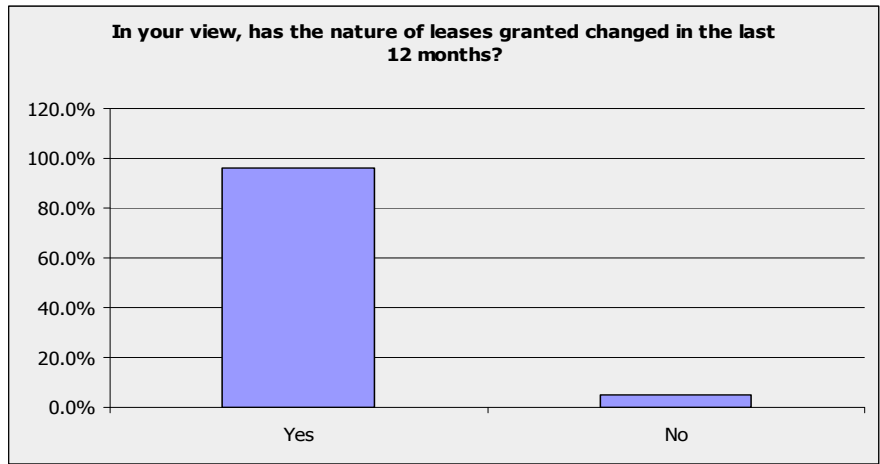
YES	85.1%
NO	14.9%

**Q9 WHAT PERCENTAGE OF NEW LEASES HAVE OPEN MARKET REVIEW CLAUSES**

0-25%	28.7%
26-50%	12.3%
51-75%	26.3%
76-100%	32.7%

**Q10 IN YOUR VIEW, HAS THE NATURE OF LEASES GRANTED CHANGED IN THE LAST 12 MONTHS:**

YES	95.9%
NO	5.2%



**Q11 ARE THESE CHANGES:**

Shorter term	90.7%
Turnover related rents	49.2%
Capped rent reviews	24.4%
Market rent reviews	43.5%

