



JLL tops national sales and acquisitions Q1 tables; DTRE tops single branch tables

Knight Frank, CBRE, Savills, TT&G, Michael Elliott all also among top spots as top agents continued to make deals happen during pandemic

Investment agencies - sales

Rank Q1 2020 (Q4 2019)	Vendor agency	Value £m	Q-on-Q change	
1	(2)	JLL	2,050	⬆️
2	(6)	Knight Frank	1,658	⬆️
3	(3)	Savills	1,348	⬅️⬅️
4	(4)	Cushman & Wakefield	926	⬅️⬅️
5	(1)	CBRE	649	⬇️
6	(13)	BNP Paribas	407	⬆️
7	(9)	DTRE	381	⬆️
8	(15)	TT&G Partners	230	⬆️
9	(11)	Allsop	212	⬆️
10	(-)	Montagu Evans	144	⬆️
11	(-)	Michael Elliott	112	⬆️
12	(7)	Colliers International	103	⬇️
13	(-)	HK London	92	⬆️
14	(-)	Lambert Smith Hampton	90	⬆️
15	(-)	ACRE Real Estate	73	⬆️

Investment agencies - acquisitions

Rank Q1 2020 (Q4 2019)	Purchaser agency	Value £m	Q-on-Q change	
1	(2)	JLL	1,761	⬆️
2	(1)	CBRE	677	⬇️
3	(3)	Knight Frank	466	⬅️⬅️
4	(4)	Cushman & Wakefield	427	⬅️⬅️
5	(-)	Colliers International	362	⬆️
6	(5)	Savills	283	⬇️
7	(9)	DTRE	193	⬆️
8	(-)	Allsop	182	⬆️
9	(11)	Gerald Eve	178	⬆️
10	(13)	Michael Elliott	136	⬆️
11	(14)	BNP Paribas	115	⬆️
12	(-)	TT&G Partners	94	⬆️
13	(-)	Farebrother	75	⬆️
14	(-)	Coates & Co	65	⬆️
15	(-)	Montagu Evans	56	⬆️

Source: CoStar Group

JLL's advisory work on the famous Ritz Hotel in London helped it top the sales charts

By Elliott Pieroni

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JLL topped both the first quarter investment agents 2020 sales and acquisitions tables after brokering some £3.8bn worth of deals, despite volatility in the global economy precipitated by the coronavirus outbreak.

The firm's key sales included The Ritz Hotel in London for £750m and Building 7 at Chiswick Park, also in London, for £312m. On the buy side, JLL advised ECE Projekt Management on the purchase of three build-to-rent schemes from Dandara for £430m.

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Knight Frank placed second in the sales table, partly thanks to its involvement in the £298m sale of Alban Gate in the City of London. Meanwhile, CBRE grabbed second place in

acquisitions following its advice on the £330m purchase of Premier Place, also in the City. Savills placed third in sales after acting on the £500m disposal of the Hansteen portfolio.

Single branch agencies - sales

Rank	Q1 2020 (Q4 2019)	Vendor agency	Value £m	Q-on-Q change
1	(1)	DTRE	381	« »
2	(5)	TT&G Partners	230	⬆
3	(7)	Michael Elliott	112	⬆
4	(3)	Edgerley Simpson Howe & Partners	104	⬇
5	(9)	HK London	92	⬆
6	(6)	ACRE Capital Real Estate	73	« »
7	(2)	BH2	71	⬇
8	(-)	Lewis Ellis	65	⬆
9	(-)	Hanover Green	53	⬆
10	(-)	MacLaren & Partners	53	⬆
11	(-)	KLM Retail	47	⬆
12	(12)	M1 Agency	46	« »
13	(-)	Levy Real Estate	36	⬆
14	(-)	Franck-Steier Price	26	⬆
15	(10)	B8RE	25	⬇

Single branch agencies - acquisitions

Rank	Q1 2020 (Q4 2019)	Purchaser agency	Value £m	Q-on-Q change
1	(3)	DTRE	193	⬆
2	(5)	Michael Elliott	136	⬆
3	(-)	TT&G Partners	94	⬆
4	(-)	Farebrother	75	⬆
5	(-)	Coates & Co	65	⬆
6	(1)	ACRE Capital Real Estate	52	⬇
7	(-)	Even Group	40	⬆
8	(8)	Tyodus Real Estate	32	« »
9	(-)	Burns Property Consultancy	24	⬆
10	(-)	Jones Realty	21	⬆
11	(-)	One Seven Property Consulting	20	⬆
12	(-)	B8RE	19	⬆
13	(-)	Gain	19	⬆
14	(6)	Franck-Steier Price	19	⬇
15	(-)	Cluttons	18	⬆

Source: CoStar Group

Single Branch agency

Single Branch

DTRE maintained its top spot in the Q1 2020 single branch sales table, aided by its involvement in the sale-and-leaseback of B&M Retail's Bedford distribution centre for £153m. The industrial and logistics specialist also ranked first for acquisitions.

TT&G Partners and Michael Elliott fought for second and third place in both single branch tables. TT&G Partners ranked second in sales, thanks to the disposal of Arlington Business Park in Reading for £129m. Michael Elliott's second place ranking in the acquisitions table followed its purchases of 272 High Holborn for £80m on behalf of a private consortium and the Power Road Studios in Chiswick for £42m.

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