



ImmoStat

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du nouveau Code du Commerce

FOR IMMEDIATE RELEASE

Q3 2018 RENT INCENTIVES

Paris, Friday 26th October 2018

AVERAGE INCENTIVES REMAIN AT 20.7% IN THE GREATER PARIS REGION

The average level of incentives for new office lettings above 1,000 sqm in the Greater Paris Region **remained stable in Q3 2018 at 20.7%** (+0.1 point compared to the previous quarter).

New office lettings > 5,000 sqm continue to experience stronger incentives than others with a difference of **+2.4 points in Q3 2018**.

Meanwhile, **secured length of lease > 5,000 sqm reached an average of 8.9 years (+5% year-on-year) in Q3 2018** and 6.1 years (+3% year-on-year) for those from 1,000 to 5,000 sqm.

The average level of incentives ranges across market sectors from **9.5% in North Eastern Paris to 27.4% in La Défense**. **One of the most significant change** over the quarter is a **decrease of incentives by -1.8 point in Paris Centre West (non-CBD)**.

All calculations are based on transactions made by ImmoStat members. This allows an **unrivalled coverage of 73% of the take-up** that was observed for transactions > 1,000 sqm over the last 12 months (75% on space > 5,000 sqm).

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ABOUT THE INDICATOR

In December 2014, ImmoStat launched a new indicator about average rent incentives in the Greater Paris Region. This new publication is released one month after the others. It aims to help Real Estate professionals gain a better understanding of rent levels.

The level of rent incentives is based on new lettings for office space over 1,000 sqm that took place in the Greater Paris Region over the previous 12 months. It takes into account rent free periods as well as capital expenditures and step rents.

ImmoStat delivers analysis about rent incentives with all possible details by sectors and letting size with a record that goes back to Q4 2012 and also offers custom selections with the help of an interactive map.

ABOUT IMMOSTAT

ImmoStat is an independent entity (French legal form GIE i.e. "Groupement d'Intérêt Economique") created in 2001 by the main brokers in French Commercial Real Estate: BNP Paribas Real Estate, CBRE, JLL and Cushman & Wakefield.

With common rules, ImmoStat is able to deliver improved information to its members as well as acknowledged statistics about supply, demand and prices to all Real Estate professionals, occupiers or investors.

This unique initiative greatly enhances market transparency in the Paris Region by filling the role of a market observatory that fosters its international attractiveness.

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