



ImmoStat

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du nouveau Code du Commerce

FOR IMMEDIATE RELEASE

RENT INCENTIVES OVER Q3 2016

Paris, Monday 7th November 2016

AVERAGE RENT INCENTIVES REMAIN AT 22% IN THE GREATER PARIS REGION

The average level of rent incentives for new office lettings above 1,000 sqm in the Greater Paris Region **remains high with 22.2% over Q3 2016** vs 22,0% over the former quarter.

New office lettings above 5,000 sqm keep experiencing stronger incentives with a difference of **+4 points in Q3 2016** against other transaction.

In the same time, **the secured length of lettings above 5,000 sqm is reaching 9.3 years in average at the end of Q3 2016** vs 5.9 for other lettings – up by 6% over the year for the first type and stable for the second.

The average level of rent incentives ranges across market sectors from **15.5% in Southern Paris** to **27.2% in La Défense**. **One of most significant change** over the quarter, is a **decrease of rent incentives by -0.7 point in La Défense**.

The calculation is based on lettings that have been assisted by ImmoStat members. This allows an **unparalleled coverage of 74% of the take-up** that was observed for lettings greater than 1,000 sqm over the last 12 months (80% for lettings greater than 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 is designed to help Real Estate professionals gain a better understanding of rent levels.

The level of rent incentives is based on new lettings for offices greater than 1,000 sqm that took place in the Greater Paris Region over the last 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, letting size, as well as cities with a record that goes back to Q4 2012.

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 DTZ now operating under the brand 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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