



RICS Pub Benchmarking Survey

Summary of Q3 2016 results

Lease lengths: The average new lease length remained unchanged in Q3, at 7 years.

Final Rents: The average rent on a new lease was £34,788 pa.

Projected Turnover: The average projected turnover of the leased pub was £410,986 pa.

Rent as % of projected turnover: The average rent on a new lease was 8.6% of projected turnover.

Wet share: On average the wet share of turnover on new leases was 72%.

Dry share: On average the dry share of turnover on new leases was 26%.

Other share: Other shares of turnover on new leases was 2% on average.

Part tie: On average 45% of new leases have a part tie.

Full tie: On average 45% of new leases have a full tie.

Chart one: Average final rent - regional breakdown
Last four quarter rolling average, £pa

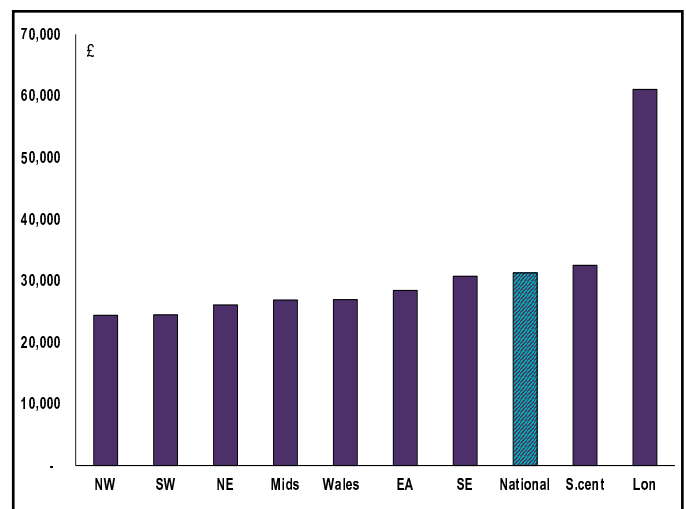


Chart two: Projected annual turnover- regional breakdown
Last four quarter rolling average, £pa

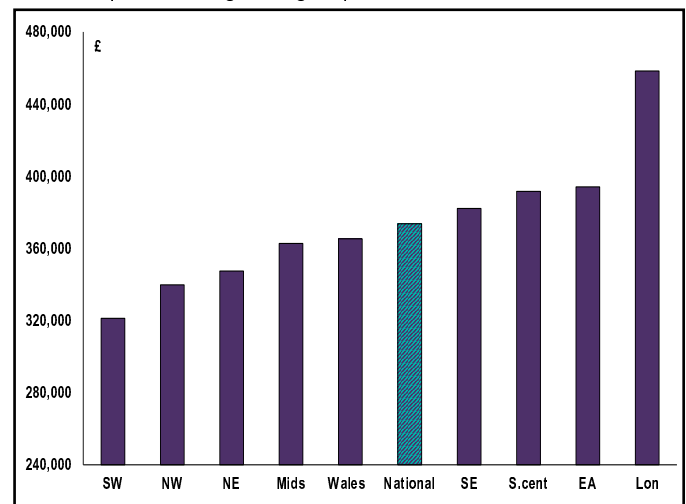
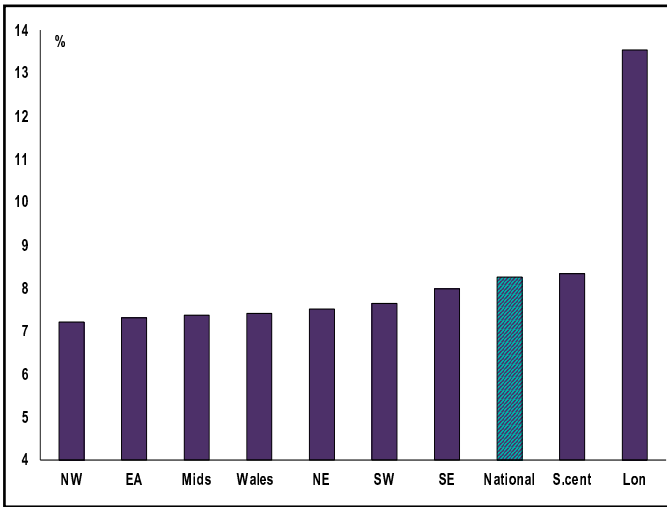


Chart three: Rents as % of projected annual turnover - regional breakdown. Last four quarter rolling average, %



	National averages - not seasonally adjusted											
	Total number of leases	Lease length (years)	Final rent (£pa)	Projected turnover next 2 years (£'s)	Rent as % of projected turnover	% of projected turnover			Nature of wet tie			
						Wet share	Dry share	Other share	Part	Full	None	
Q3-2015	347	6	28,741	347,024	8.0	73	24	3	40	58	2	
Q4-2015	248	7	29,253	340,982	8.4	73	24	3	49	51	0	
Q1-2016	269	6	30,086	375,930	7.9	74	23	3	46	54	0	
Q2-2016	233	7	30,926	366,646	8.1	73	24	3	40	54	7	
Q3-2016	146	7	34,788	410,986	8.6	72	26	2	45	45	10	

Percentages may not sum to 100% due to rounding

Regional data breakdown

	Total number of new leases									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
Q3-2015	8	31	29	31	32	128	55	23	10	347
Q4-2015	7	40	16	22	32	58	55	14	4	248
Q1-2016	7	35	29	32	38	51	58	14	5	269
Q2-2016	5	31	18	18	34	55	42	26	4	233
Q3-2016	4	23	11	14	14	41	23	11	5	146

	Full tie, %									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
Q3-2015	100	55	45	45	81	60	62	61	10	58
Q4-2015	43	70	56	36	59	50	58	57	25	51
Q1-2016	29	60	48	59	68	55	69	57	40	54
Q2-2016	20	67	22	39	71	47	64	58	0	54
Q3-2016	50	39	9	50	50	54	57	36	20	45

	Part tie, %									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
Q3-2015	0	42	52	48	16	38	38	39	90	40
Q4-2015	57	30	44	64	41	48	42	43	75	49
Q1-2016	71	40	52	41	32	45	31	43	60	46
Q2-2016	80	30	78	56	26	44	26	38	25	40
Q3-2016	50	57	55	36	50	46	35	45	20	45

	No tie, %									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
Q3-2015	0	3	3	6	3	2	0	0	0	2
Q4-2015	0	0	0	0	0	2	0	0	0	0
Q1-2016	0	0	0	0	0	0	0	0	0	0
Q2-2016	0	3	0	6	3	9	10	4	75	7
Q3-2016	0	4	36	14	0	0	9	18	60	10

	Average lease lengths									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
Q3-2015	5	5	6	6	5	5	6	5	13	6
Q4-2015	7	5	6	7	5	6	5	5	18	7
Q1-2016	5	5	6	6	5	6	5	6	11	6
Q2-2016	5	5	5	5	6	7	6	6	15	7
Q3-2016	5	6	10	8	5	5	7	8	10	7

Regional data breakdown

	Average rents - £									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
Q3-2015	24,758	24,963	28,123	29,632	22,640	21,380	21,138	23,032	63,000	28,741
Q4-2015	22,857	22,834	28,531	31,654	24,970	22,803	19,202	29,429	61,000	29,253
Q1-2016	27,317	25,978	25,596	36,511	20,741	28,811	23,981	23,836	58,000	30,086
Q2-2016	21,400	24,771	23,500	27,274	26,153	27,106	29,819	23,808	74,500	30,926
Q3-2016	36,125	24,292	45,273	34,531	25,625	25,544	34,413	36,591	50,700	34,788

	Average projected turnover over next 2 years - £									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
Q3-2015	318,658	306,706	353,898	331,855	313,886	306,917	323,667	316,847	550,786	347,024
Q4-2015	277,495	308,469	362,077	369,629	303,439	319,739	286,270	416,913	424,808	340,982
Q1-2016	382,825	302,663	322,273	467,910	307,576	347,849	345,188	388,715	518,371	375,930
Q2-2016	310,306	328,183	305,603	319,846	363,823	345,383	353,871	415,714	557,083	366,646
Q3-2016	490,708	345,582	538,671	409,120	384,313	376,798	465,540	354,907	333,238	410,986

	Rent as % of projected turnover (average)									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
Q3-2015	7.8	8.1	7.9	8.9	7.2	7.0	6.5	7.3	11.4	8.0
Q4-2015	8.2	7.4	7.9	8.6	8.2	7.1	6.7	7.1	14.4	8.4
Q1-2016	7.1	8.6	7.9	7.8	6.7	8.3	6.9	6.1	11.2	7.9
Q2-2016	6.9	7.5	7.7	8.5	7.2	7.8	8.4	5.7	13.4	8.1
Q3-2016	7.4	7.0	8.4	8.4	6.7	6.8	7.4	10.3	15.2	8.6

	Wet share, % of turnover									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
Q3-2015	72	69	77	70	76	78	73	72	73	73
Q4-2015	61	64	77	67	76	74	81	67	86	73
Q1-2016	69	64	81	63	81	75	78	73	81	74
Q2-2016	68	70	73	69	73	78	79	75	77	73
Q3-2016	73	65	64	68	81	64	71	71	92	72

	Dry share, % of turnover									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
Q3-2015	25	28	21	29	22	18	24	25	24	24
Q4-2015	36	32	20	29	22	22	15	29	12	24
Q1-2016	30	31	15	32	17	23	19	23	18	23
Q2-2016	30	27	24	25	23	20	19	21	24	24
Q3-2016	27	32	33	31	18	32	27	26	5	26

Information

RICS Pub Benchmarking Report

The Parliamentary Business & Innovation and Skills Select Committee recommended RICS help improve pub rental transparency by better dissemination of pub lease transactional information.

In an effort to improve pub rental transparency, RICS is working with pub companies to produce a quarterly report on lettings activity, using aggregated and anonymised records of actual lettings completed in each quarter.

The following pub companies contribute to the survey: Enterprise Inns, Punch Taverns, Marston's and Star Pubs (formerly Scottish and Newcastle).

Data is for England and Wales. Transactions are reported on a "willing lessor, willing lessee" basis, where the lessee is able to walk away if they do not agree the terms. This includes letting transactions and some lease renewals, but not rent reviews. The data is taken directly from the business plans and accounts of willing lessees and this survey is open to all pub companies to contribute to. For further information please email: economics@rics.org

Contact details

This publication has been produced by RICS Economics.
For all economic enquiries please contact:
economics@rics.org

For press enquiries, please contact:

t +44 (0)20 7695 1634

e eirwin@rics.org

This survey is freely available at:

<http://www.rics.org/uk/knowledge/market-analysis/pub-benchmarking-survey/>



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United Kingdom RICS HQ

Parliament Square, London
SW1P 3AD United Kingdom

t +44 (0)24 7686 8555

f +44 (0)20 7334 3811

contactrics@rics.org

Media enquiries

pressoffice@rics.org

Africa

PO Box 3400,
Witkoppen 2068,
South Africa

t +27 11 467 2857

f +27 86 514 0655

ricsafrica@rics.org

North Asia

3707 Hopewell Centre,
183 Queen's Road East
Wanchai, Hong Kong

t +852 2537 7117

f +852 2537 2756

ricsasia@rics.org

Ireland

38 Merrion Square, Dublin 2,
Ireland

t +353 1 644 5500

f +353 1 661 1797

ricsireland@rics.org

Americas

One Grand Central Place,
60 East 42nd Street, Suite 2810,
New York 10165 – 2811, USA

t +1 212 847 7400

f +1 212 847 7401

ricsamericas@rics.org

ASEAN

10 Anson Road,
#06-22 International Plaza,
Singapore 079903

t +65 6635 4242

f +65 6635 4244

ricssingapore@rics.org

Europe

[excluding UK and Ireland]

Rue Ducale 67,
1000 Brussels,
Belgium

t +32 2 733 10 19

f +32 2 742 97 48

ricseurope@rics.org

South America

Rua Maranhão, 584 – cj 104,
São Paulo – SP, Brasil

t +55 11 2925 0068

ricsbrasil@rics.org

Japan

Level 14 Hibiya Central Building,
1-2-9 Nishi Shimbashi Minato-Ku,
Tokyo 105-0003, Japan

t +81 3 5532 8813

f +81 3 5532 8814

ricsjapan@rics.org

Middle East

Office G14, Block 3,
Knowledge Village,
Dubai, United Arab Emirates

t +971 4 446 2808

f +971 4 427 2498

ricsmenea@rics.org

Oceania

Suite 1, Level 9,
1 Castlereagh Street,
Sydney NSW 2000, Australia

t +61 2 9216 2333

f +61 2 9232 5591

info@rics.org

South Asia

48 & 49 Centrum Plaza,
Sector Road, Sector 53,
Gurgaon – 122002, India

t +91 124 459 5400

f +91 124 459 5402

ricsindia@rics.org