



## RICS Pub Benchmarking Survey

# Summary of Q4 2016 results

**Lease lengths:** The average new lease length remained just over seven years in the final quarter of 2016.

**Final Rents:** The average rent on a new lease was £37,487 pa (with the four quarter rolling average shown in chart one at £33,322).

**Projected Turnover:** The average projected turnover of the leased pub was £392,016 pa (with the four quarter rolling average shown in chart two at £386,395).

**Rent as % of projected turnover:** The average rent on a new lease was 9.5% of projected turnover (with the four quarter rolling average shown in chart three at 8.5%).

**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 25%.

**Other share:** Other shares of turnover on new leases was 4% on average.

**Part tie:** On average 30% of new leases have a part tie.

**Full tie:** On average 57% of new leases have a full tie.

**No Tie:** On average 13% of new leases were free of 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

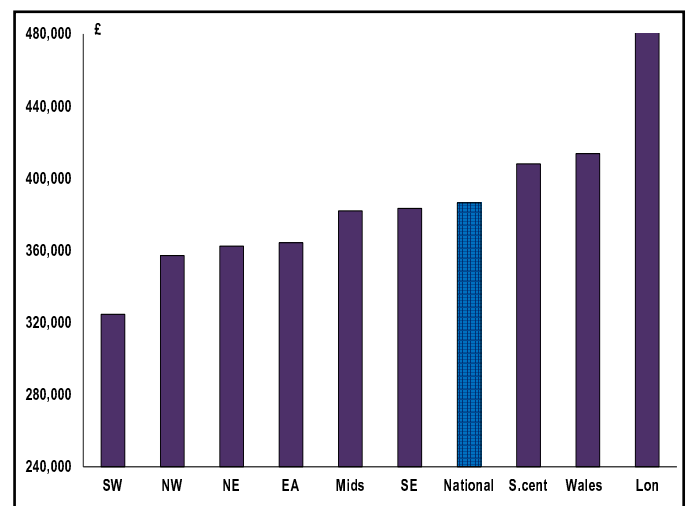
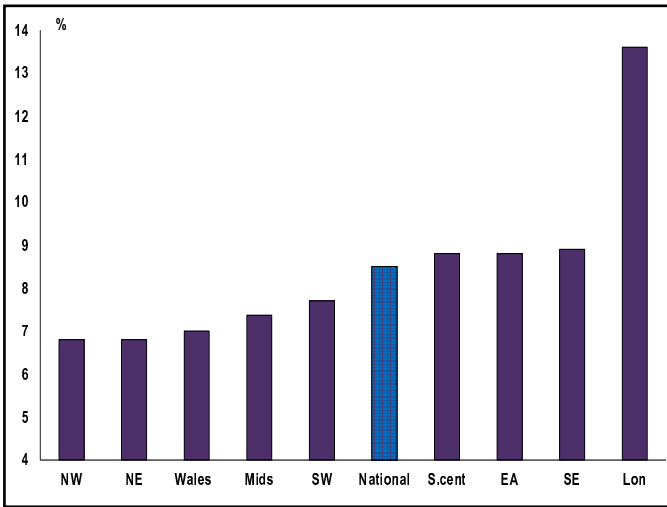


Chart three: Rents as % of projected annual turnover - regional breakdown. Last four quarter rolling average, %



	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	
<b>Q4-2015</b>	<b>248</b>	7	29,253	340,982	8.4	73	24	3	49	51	0	
<b>Q1-2016</b>	<b>269</b>	6	30,086	375,930	7.9	74	23	3	46	54	0	
<b>Q2-2016</b>	<b>233</b>	7	30,926	366,646	8.1	73	24	3	40	54	7	
<b>Q3-2016</b>	<b>146</b>	7	34,788	410,986	8.6	72	26	2	45	45	10	
<b>Q4-2016</b>	<b>177</b>	7	37,487	392,016	9.5	72	25	4	30	57	13	

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
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
Q4-2016	3	21	16	10	16	42	44	13	12	177

	Average lease lengths									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
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
Q4-2016	5	5	11	8	5	5	6	7	14	7

	Average rents - £									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
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
Q4-2016	30,723	24,666	42,383	45,700	24,031	30,112	25,360	38,654	75,750	37,487

	Average projected turnover over next 2 years - £									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
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
Q4-2016	470,763	321,683	366,570	435,108	372,657	379,320	363,027	297,629	521,387	392,016

	Rent as % of projected turnover (average)									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
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
Q4-2016	6.5	7.7	11.6	10.5	6.4	7.9	7.0	13.0	14.5	9.5

## Regional data breakdown

	Wet share, % of turnover									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
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
Q4-2016	56	61	74	64	78	74	74	83	80	72

	Dry share, % of turnover									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
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
Q4-2016	36	33	21	35	20	24	24	14	15	25

	Other share, % of turnover									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
Q4-2015	2	4	3	3	2	4	4	4	2	3
Q1-2016	2	5	3	5	2	3	4	4	1	3
Q2-2016	2	3	3	5	4	3	2	3	0	3
Q3-2016	0	3	3	1	1	4	2	3	3	2
Q4-2016	8	6	5	1	2	2	2	3	5	4

	Part tie, %									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
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
Q4-2016	0	33	31	20	0	36	39	31	25	30

	Full tie, %									
	Wales	SW	SE	S.cent	NW	NE	Mids	EA	Lon	National
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
Q4-2016	100	62	31	50	100	60	61	46	8	57

# 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](mailto:economics@rics.org)

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This survey is freely available at:

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



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