

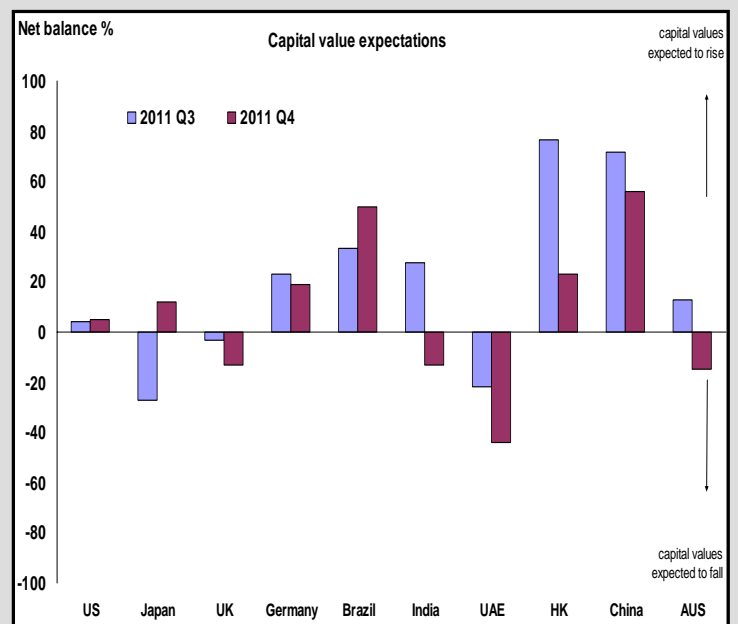
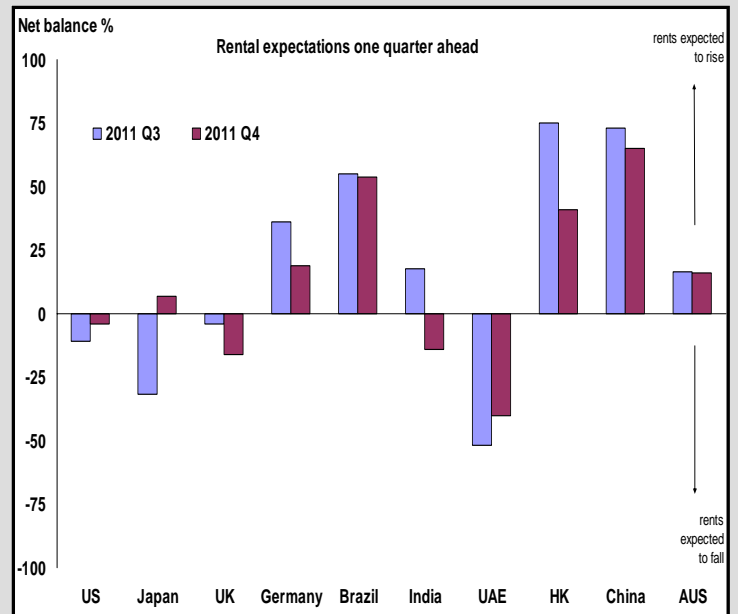
### Brazil a strong performer in the Q3 survey

- **Brazil is one of the strongest performers in the Q3 survey with high expectations for further increases in rent and capital values.**
- **The US occupier market was largely unchanged in Q3 while the Canadian market increased at a slower pace than in Q2.**
- **Capital values expected to stabilise in the US and Canada although investor interest increased in all three countries.**

According to the Q3 RICS Global Commercial Property Survey, the real estate market in Brazil remains firm. Occupier demand and rental expectations grew strongly across all three sectors (with aggregate net balances of +50 and +54 respectively). Development starts have increased rapidly in the past two quarters, but availability of space and use of inducements are increasing at a much slower rate. Investors are increasingly attracted to the country with investment demand increasing further in Q3 and transaction expectations expected to increase in Q4. Property professionals are reporting that capital value expectations are also rising considerably faster than in the US and Canada.

The results indicated that occupier demand in the US continues to increase, albeit at a slightly slower pace than in Q2; the net balance eased from +31 to +19. Overall though, the market was relatively stable between Q2 and Q3; availability of property and rental expectations were virtually unchanged. Looking forward, the subdued development pipeline across all sectors (with an aggregate net balance of -5) will provide some support to rental values to counter negative effects of economic uncertainty and a still shaky labour market. The investor market is slightly more buoyant with investor demand and expected transactions still increasing in Q3. Capital value expectations remain positive, albeit only modestly.

Agency reports have recently noted that vacancy rates are falling in some parts of the Canadian commercial property market, with demand for space further supported by falling unemployment. Consistent with that, the Q3 survey reported that available space fell for the fourth consecutive quarter. Occupier demand and rental expectations increased further, albeit at a slower pace than in Q2. Both investor demand and transaction expectations increased further in Q3, with net balances of +38 and +27 respectively.



**RICS UK (press office)**  
T +44(0)20 7695 1682  
sthornton@rics.org

**RICS Europe**  
T +32(2) 733 1019  
ricseurope@rics.org

**RICS India**  
T +91 124 459 5400  
ricsindia@rics.org

**RICS Americas**  
60 East 42nd Street  
Suite 2918  
New York, NY 10165  
T +1 212 847 7400  
F +1 212 847 7401  
ricsamericas@rics.org

**RICS Asia Pacific**  
T +852 2537 7117  
ricsasiapacific@rics.org

**RICS Oceania**  
T +61(2)92162333  
info@rics.org.au

**RICS Middle East & Africa**  
T +971(4)375 3074  
sluthria@rics.org

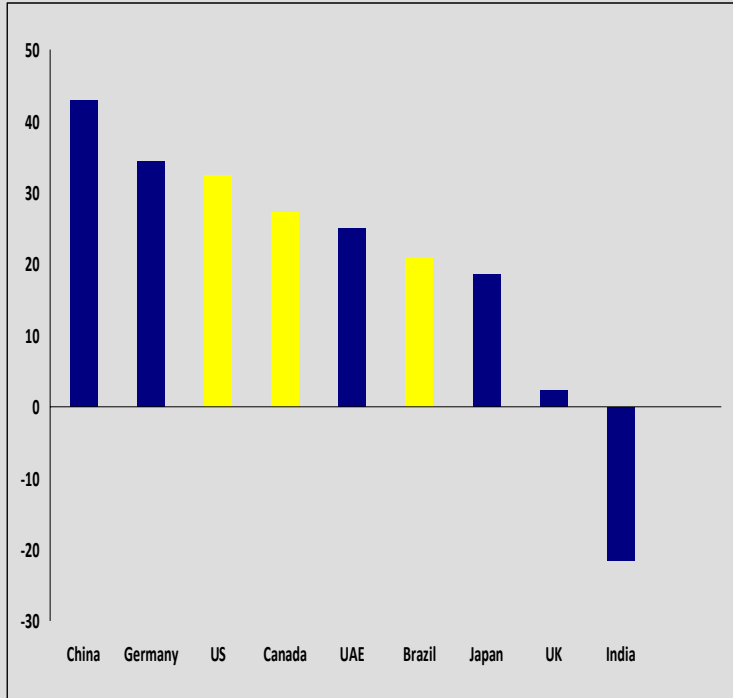


the mark of  
property  
professionalism  
worldwide

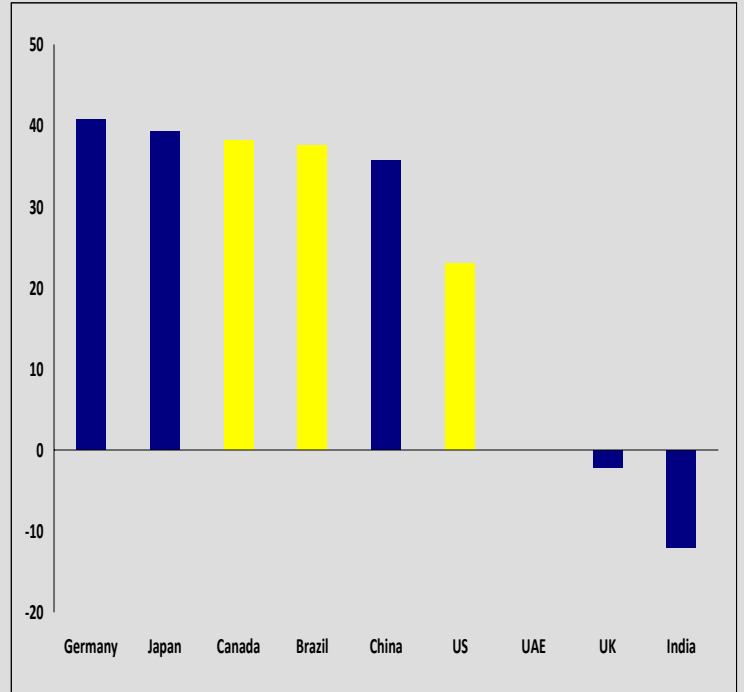
[rics.org/economics](http://rics.org/economics)

# Americas - key indicators

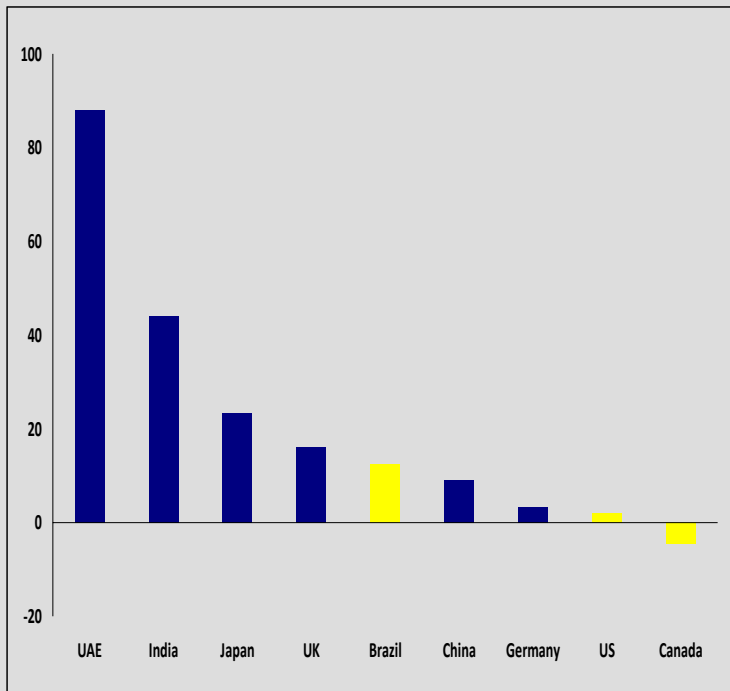
Investment expectations



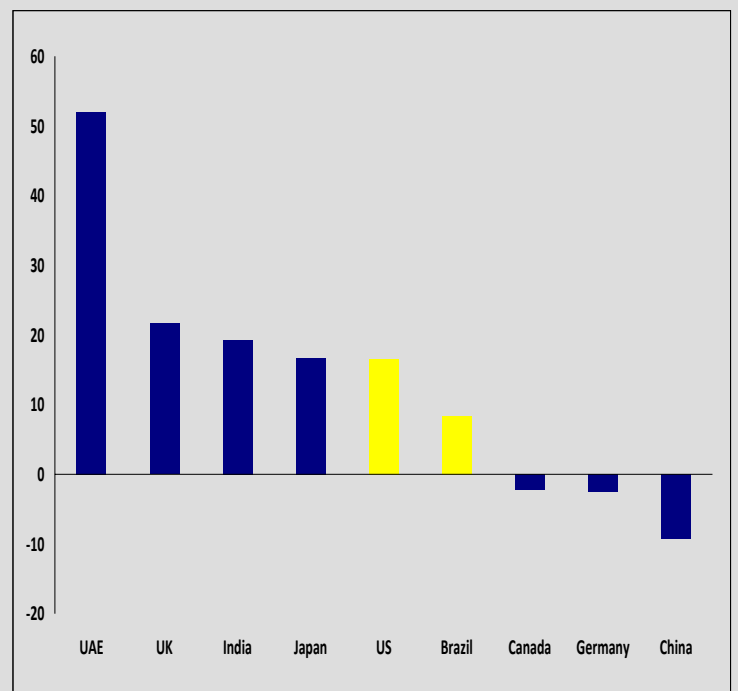
Investment demand



Availability

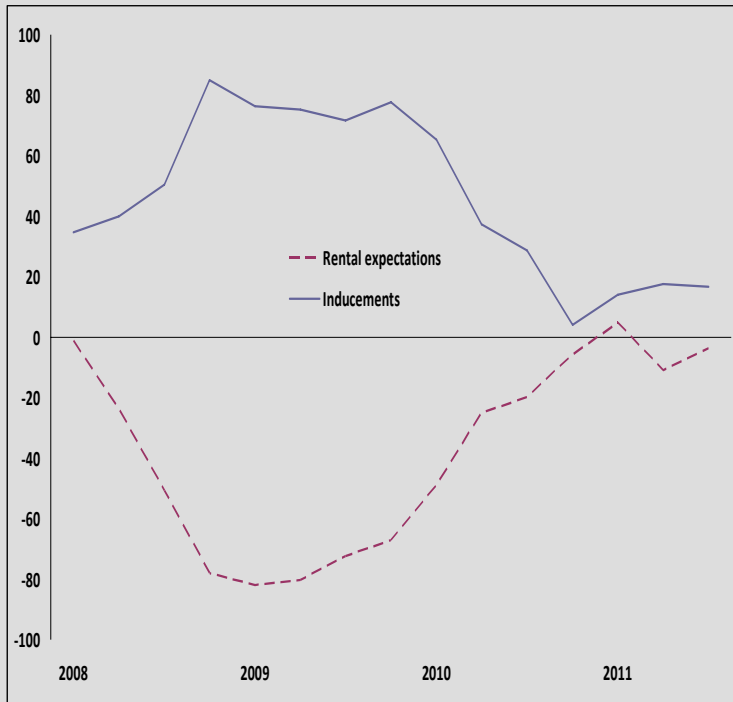


Use of Inducements

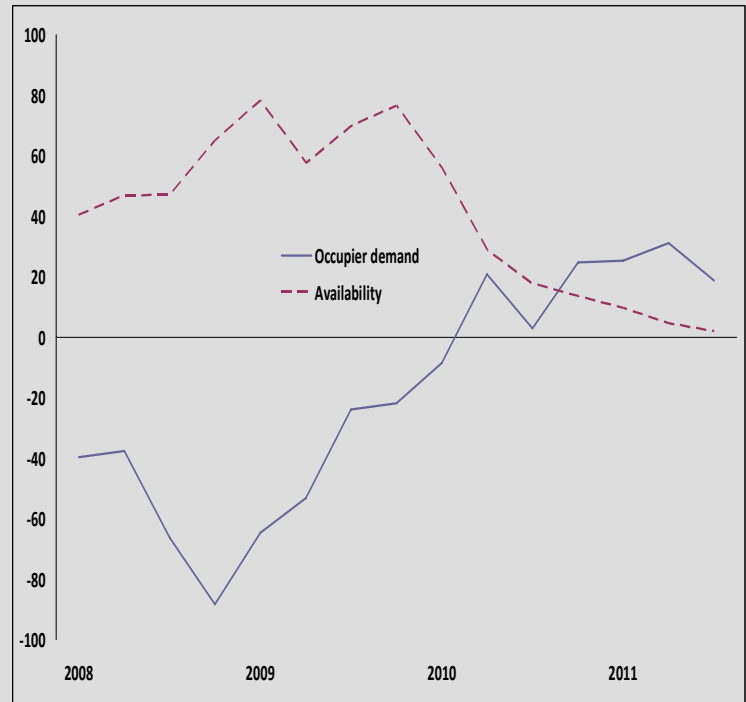


# US focus

## Rent Expectations and Inducements



## Occupier demand and Availability



## Investment Demand

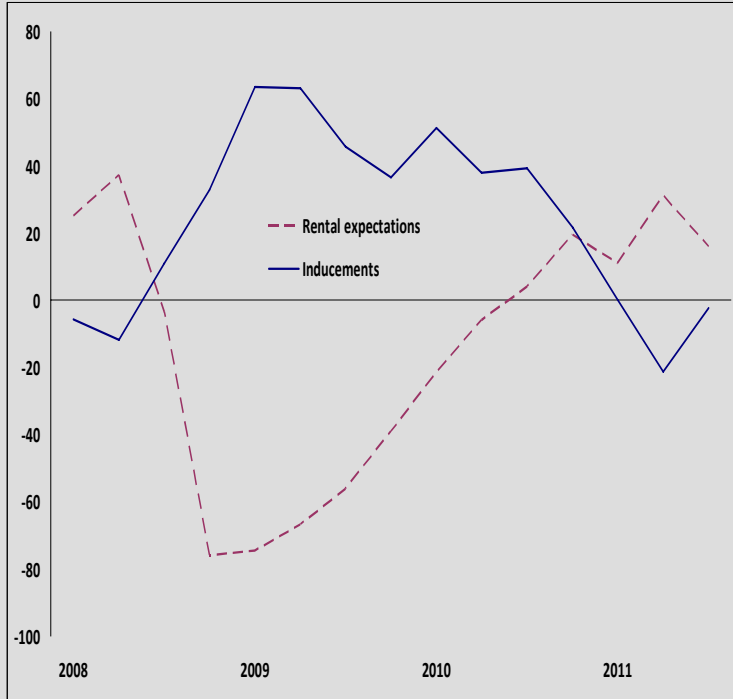


## Capital Value Expectations

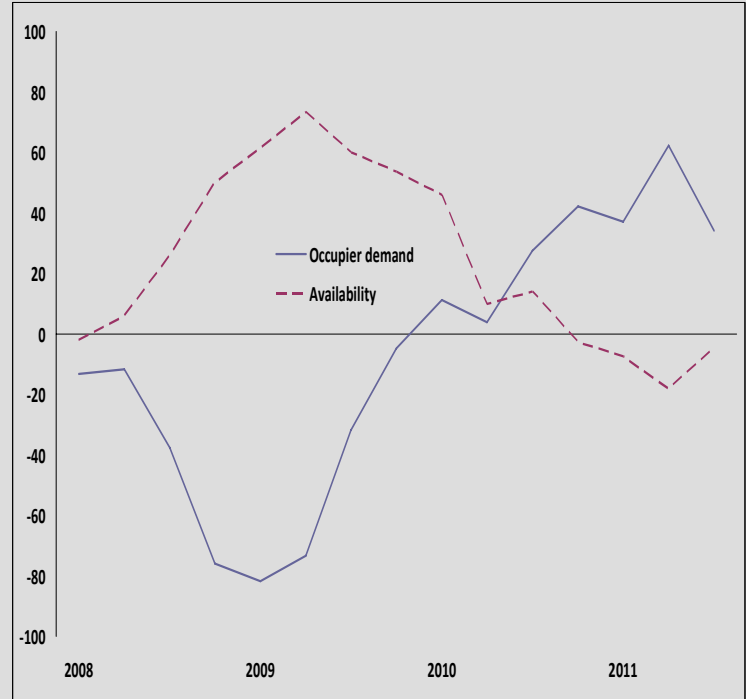


# Canada focus

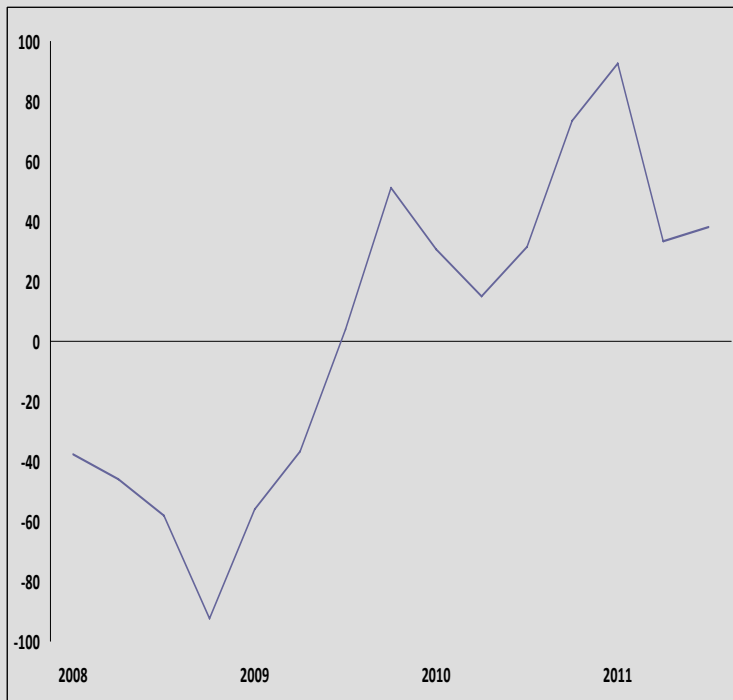
### Rent Expectations and Inducements



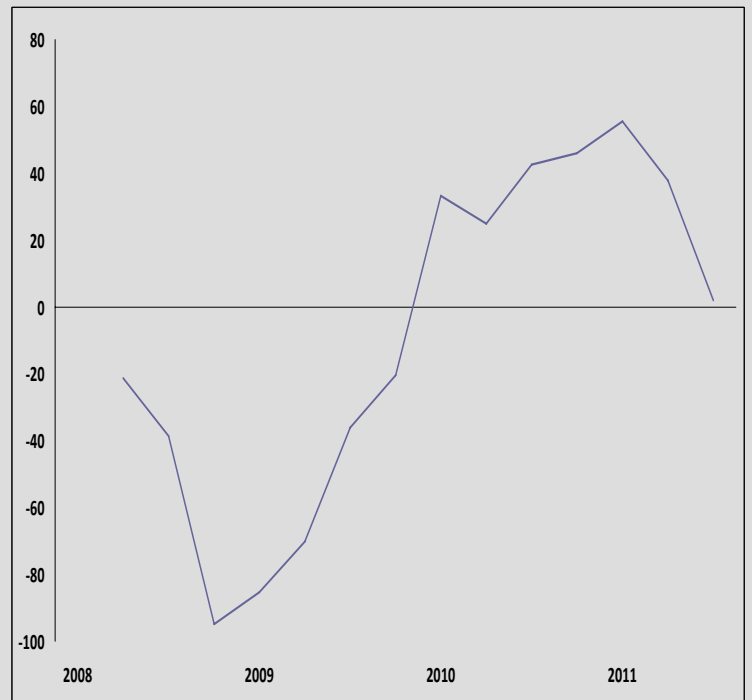
### Occupier demand and Availability



### Investment Demand

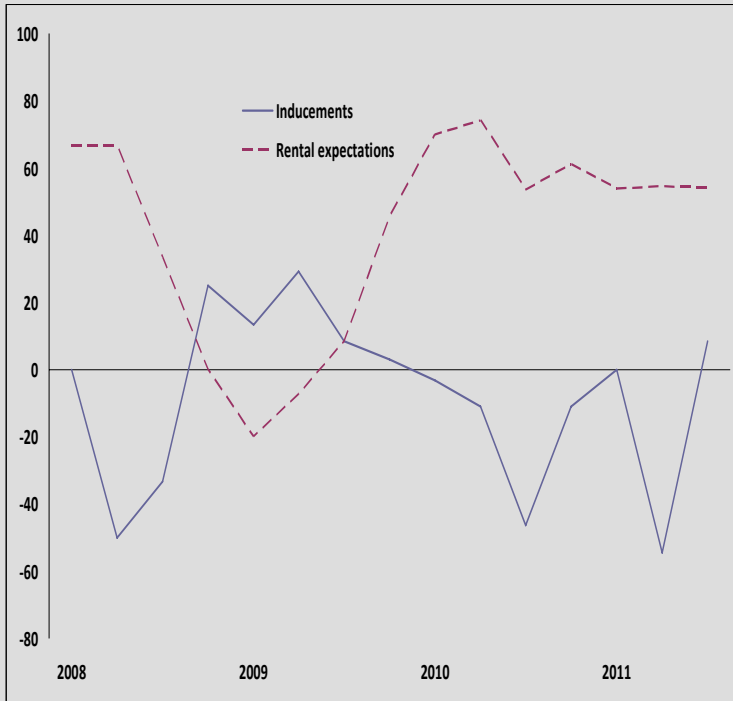


### Capital Value Expectations



# Brazil focus

### Rent Expectations and Inducements



### Occupier demand and availability



### Investment Demand



### Capital Value Expectations



# Survey methodology

## RICS Global Commercial Property Survey

RICS' Global Commercial Property Survey is a quarterly guide to the developing trends in the commercial property investment and occupier market.

This edition details market conditions for the third quarter of 2011 based on information collected from leading international real estate organisations and local firms.

## Methodology

Survey questionnaires were sent to real estate organisations on 2nd September 2011, with responses received up until the 23rd of September. Respondents were asked to compare conditions over the latest three months with the previous three months. A total of 809 company responses were received, with 254 from the UK.

Responses have been amalgamated across the three real estate sub-sectors of offices, retail and industrial property at a country level, to form a net balance reading for the commercial market as a whole.

## Contact details

This publication has been produced by RICS Economics. For economic and statistical enquiries regarding this publication, please contact:

Matthew Edmonds  
RICS Economist  
T +44 (0)20 7695 1684  
E [medmonds@rics.org](mailto:medmonds@rics.org)

## Taking part in the RICS Global Property Survey

If you wish to participate in the quarterly survey, please email [jguilfoyle@rics.org](mailto:jguilfoyle@rics.org) to register your details. Please provide your name, company details and the location(s) you wish to cover within the email or register online at [www.rics.org/globalproperty](http://www.rics.org/globalproperty)

## RICS Global Commercial Property Survey

### Disclaimer

This document is intended as a means for debate and discussion and should not be relied on as legal or professional advice. Whilst every reasonable effort has been made to ensure the accuracy of the contents, no warranty is made with regard to that content. Data, information or any other material may not be accurate and there may be other more recent material elsewhere. RICS will have no responsibility for any errors or omissions. RICS recommends you seek professional, legal or technical advice where necessary. RICS cannot accept any liability for any loss or damage suffered by any person as a result of the editorial content, or by any person acting or refraining to act as a result of the material included.



**RICS**

the mark of  
property  
professionalism  
worldwide

[rics.org/economics](http://rics.org/economics)

## Subscription information and contributor enquiries

The Global Commercial Property Survey is available from the RICS web site - [www.rics.org/economics](http://www.rics.org/economics) along with other surveys covering the housing market, residential lettings, commercial property, construction activity, the farmland market and arts and antiques.

For access to city level agents' comments and contributor details please view the rics economics website.

### Become a member of RICS

If you would like to find out more about becoming a member of RICS, please visit [www.rics.org/professional](http://www.rics.org/professional)

RICS represents 140,000 members worldwide. These professionals provide expert advice on land, property, construction and the associated environmental issues. An independent organisation, RICS acts in the public interest, upholding standards of competence and integrity among its members and providing impartial, authoritative advice on issues affecting business and society.

The Royal Institution of Chartered Surveyors  
Parliament Square  
London SW1P 3AD

T +44 (0)20 7222 7000  
F +44 (0)20 7334 3795

[economics@rics.org](mailto:economics@rics.org)

[www.rics.org](http://www.rics.org)



**RICS**

the mark of  
property  
professionalism  
worldwide

[rics.org/economics](http://rics.org/economics)