Databook Q1 2026

Uncover the latest industrial property insights

Essex | East London | North London & Hertfordshire | South East London & Kent

Introduction

Glenny LLP is the leading property consultancy and chartered surveying practice specialising in the region accessed by the North East and South East sections of the M25 motorway, which we service through a network of strategically located offices in Stratford, Basildon and Dartford covering east London and Essex, north London and Hertfordshire and south east London and Kent.

The statistics in this report relate to Glenny's analysis of the property market as at 31st March 2026, based on property data obtained through our respective offices servicing the areas delineated on the map opposite.

Key fact:

Our data focuses on both the office and warehouse sectors, including the urban logistics and regional distribution markets, where we monitor activity across all size brackets from 1,000 sq ft upwards.

Glossary

Market Availability

Relates to the amount of built stock on the market at the period end. The availability figure does not include pre-let opportunities or new developments where construction is still ongoing.

'Big Box'

The term 'Big Box' relates to industrial buildings/units of 100,000 sq ft and above.

'Mid Box'

The term 'Mid Box' relates to urban logistics buildings/units of 50,000 - 100,000 sq ft.

Prime Rent

The rent achievable for the letting of a newly built property; typically for an industrial unit this would apply to a 20,000-25,000 sq ft building and for an office building, circa 5,000-10,000 sq ft.

Secondary Rent

The rent typically achievable for good quality second hand industrial space of 20,000 - 25,000 sq ft, and for an office building of circa 5,000 - 10,000 sq ft.

Prime Capital Values

The best freehold capital value payable by an owner occupier on an industrial building of circa 10,000 sq ft and an office building of circa 5,000 sq ft.

The Glenny Region

The Glenny region sometimes described as the "Eastern M25" covers Essex, East London, North London & Hertfordshire and South East London & Kent.

The Industrial Market

Last year saw a strong recovery in leasing activity in the Eastern M25 industrial market, with take up for the year moving above the 10 year average for the region at 6.7m sq ft. Activity was 23% higher than the previous 12 months and 36% above the low point of 2022/23. The main catalyst behind the improved levels of take up has been the Big Box sector which saw activity of 2.1m sq ft in seven deals, almost double the previous year's total, with the majority of lettings (85%) completing in the second half of the year.

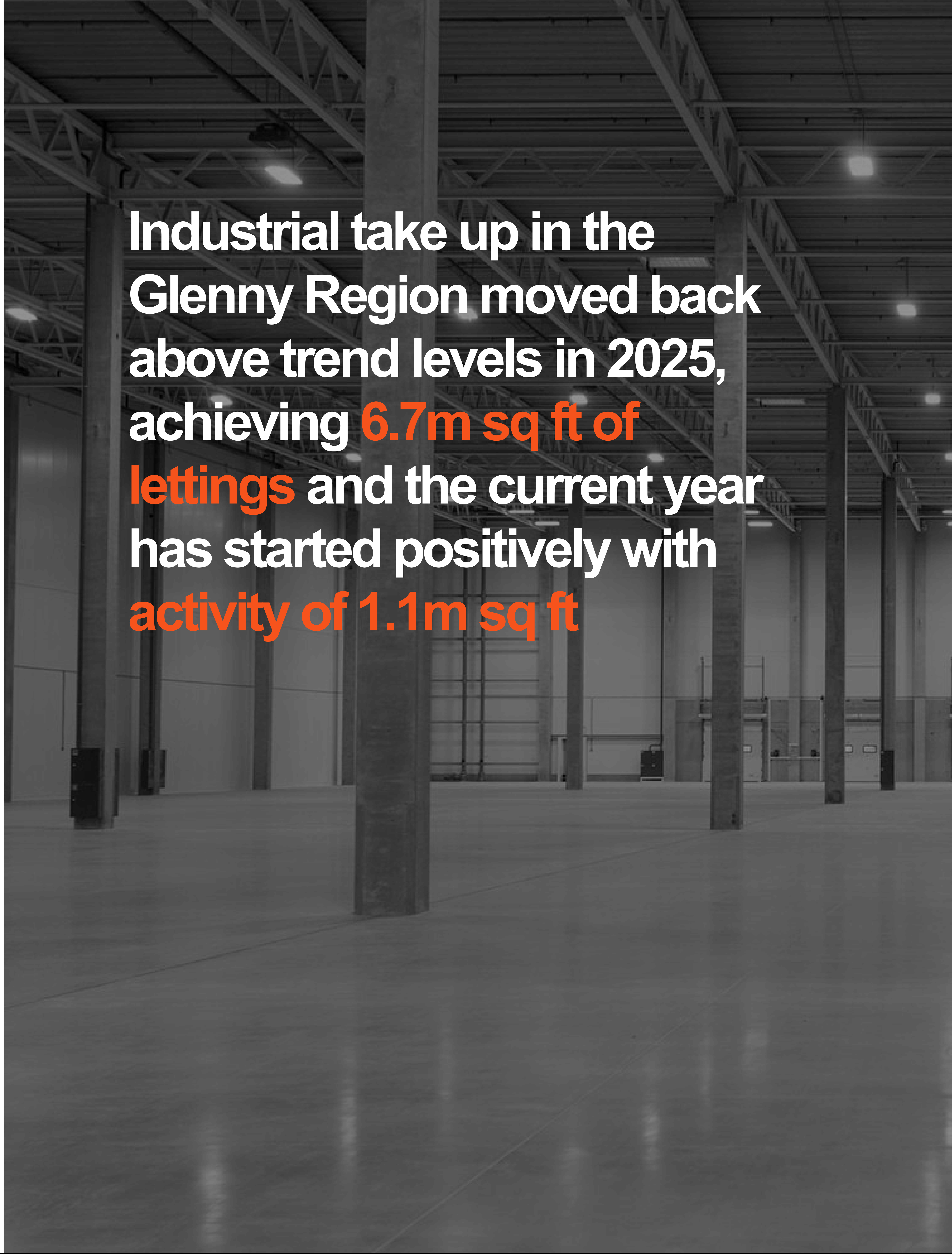
Unsurprisingly, the early indications for 2026 have shown activity slowing, with take up of 1.1m sq ft, although this is likely to be revised over the coming months to circa 1.5m sq ft, suggesting fully year activity remaining close to trend levels, although the Middle East crisis may impact upon this result.

The demand for industrial and logistics floor space has also rebounded, moving to 20.7m sq ft of active requirements at the end of Q1 2026, some 28% higher than the end 2025 level, with an additional 11.5m sq ft of requirements for open storage land. Most sectors of the market saw an upturn in demand, with the Mid Box sector (50,000-99,999 sq ft) seeing the most significant increase, rising to 3.5m sq ft (up from 1.9m sq ft at end 2025), whilst Big Box demand remained strong at 10.5m sq ft (up from 9.1m sq ft).

The past few years has seen a sharp upturn in supply but this at last appears to be levelling off. Total supply at the end of Q1 2026 was 20.4m sq ft, with 8.2m sq ft of space in grade A buildings. The development cycle has slowed significantly over the past 12 months, although some owners are undertaking comprehensive refurbishments to improve letting prospects, so the levels of grade A space are expected to ease moving forward as occupiers absorb quality stock. The availability rate across the Eastern M25 is now at 6.9% against a long run average of 5.0% but if activity remains at trend levels this should adjust down over time.

Prime headline rents have largely stabilised over the past 12 months, increasing by 1.9%, although selected locations and markets are still exhibiting growth.

John Bell, MRICS
Managing Partner
Head of Commercial Agency

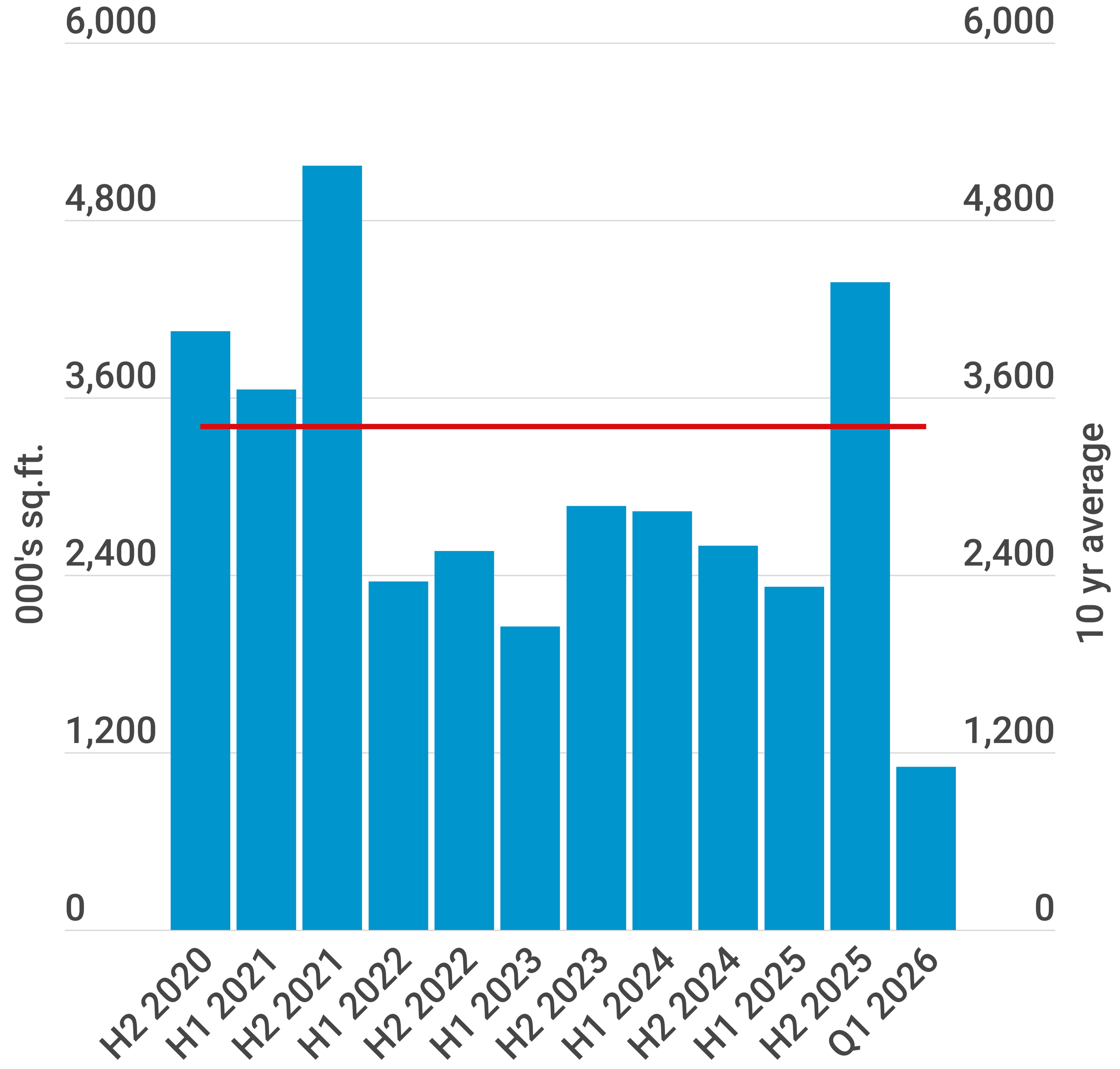


Industrial take up in the Glenny Region moved back above trend levels in 2025, achieving 6.7m sq ft of lettings and the current year has started positively with activity of 1.1m sq ft

Industrial Market Overview

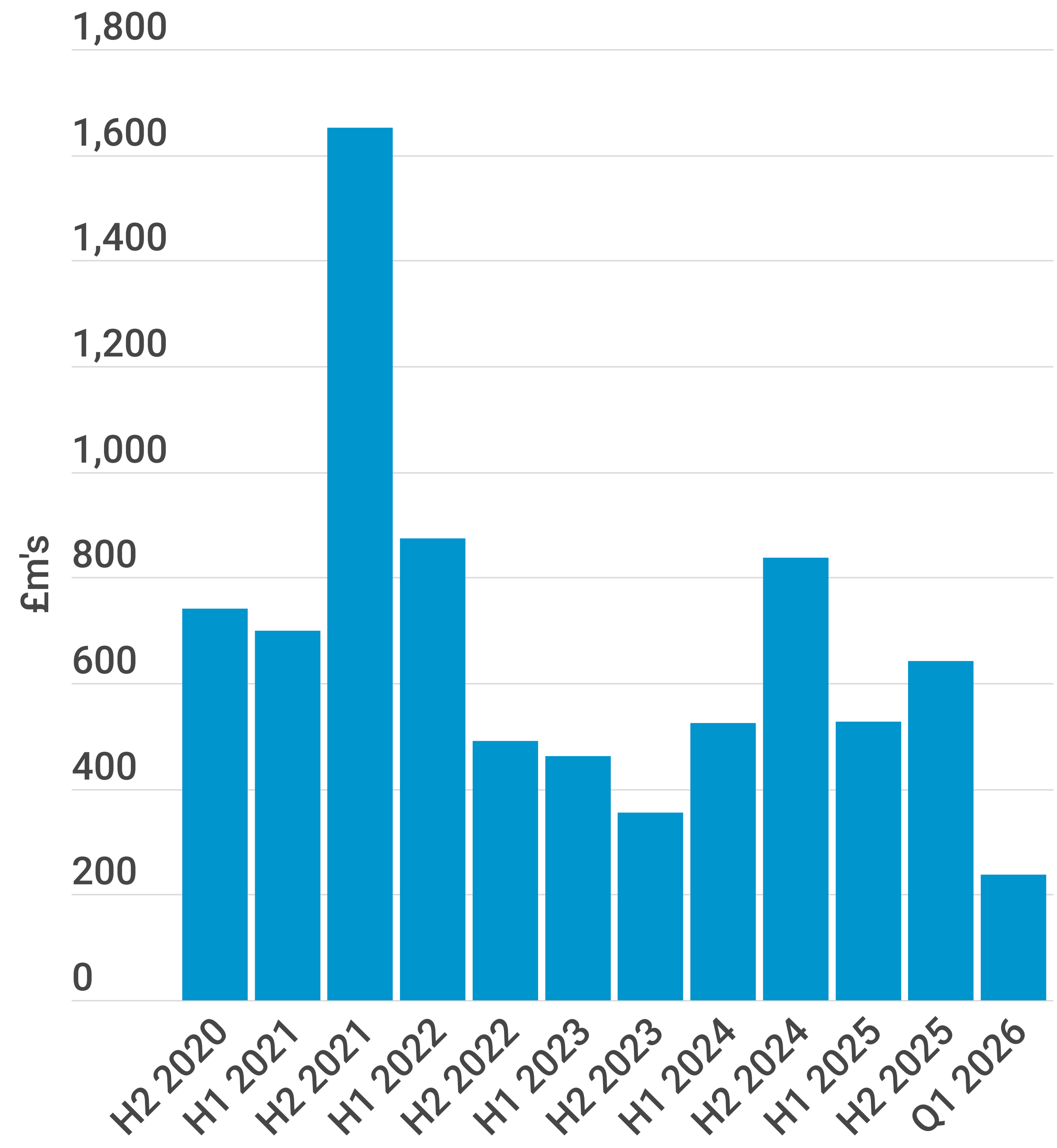
Take-up

Take up in the Eastern M25 industrial market recorded its highest level of activity for four years in 2025, with total lettings of 6.7m sq ft, some 36% above the low point recorded in 2022/23. Three of the four Glenny sub markets saw activity exceed the respective trend levels, with the East London market being the only region to fall short of that threshold. Early indications are that 2026 has got off to a slow start, with just over 1.1m sq ft of transactions completing, although this may be revised upwards in future months. Demand for industrial floor space across the region has also rebounded, moving back to 20.7m sq ft and the level of activity is expected to pick up in the remaining three quarters of the year.



Investment market transactions

Last year (2025) saw a strong second half of the year push investment activity to £1.2bn, with the majority of activity focused on assets below £25m. The largest transaction was Valor Real Estate Partners purchase of the 630,000 sq ft Tesco Distribution Centre in Purfleet for £128m, representing a net initial yield of 5.50% in the early part of the year. Activity has remained relatively buoyant in the first three months of 2026, with initial estimates of activity around £238m, including German asset management's group DWS Asset Management purchasing Sainsbury's 280,200 sq ft Charlton Distribution Centre from Santander Pension Fund for £123.2m. Sainsbury's have 44 years remaining on its lease of the building.

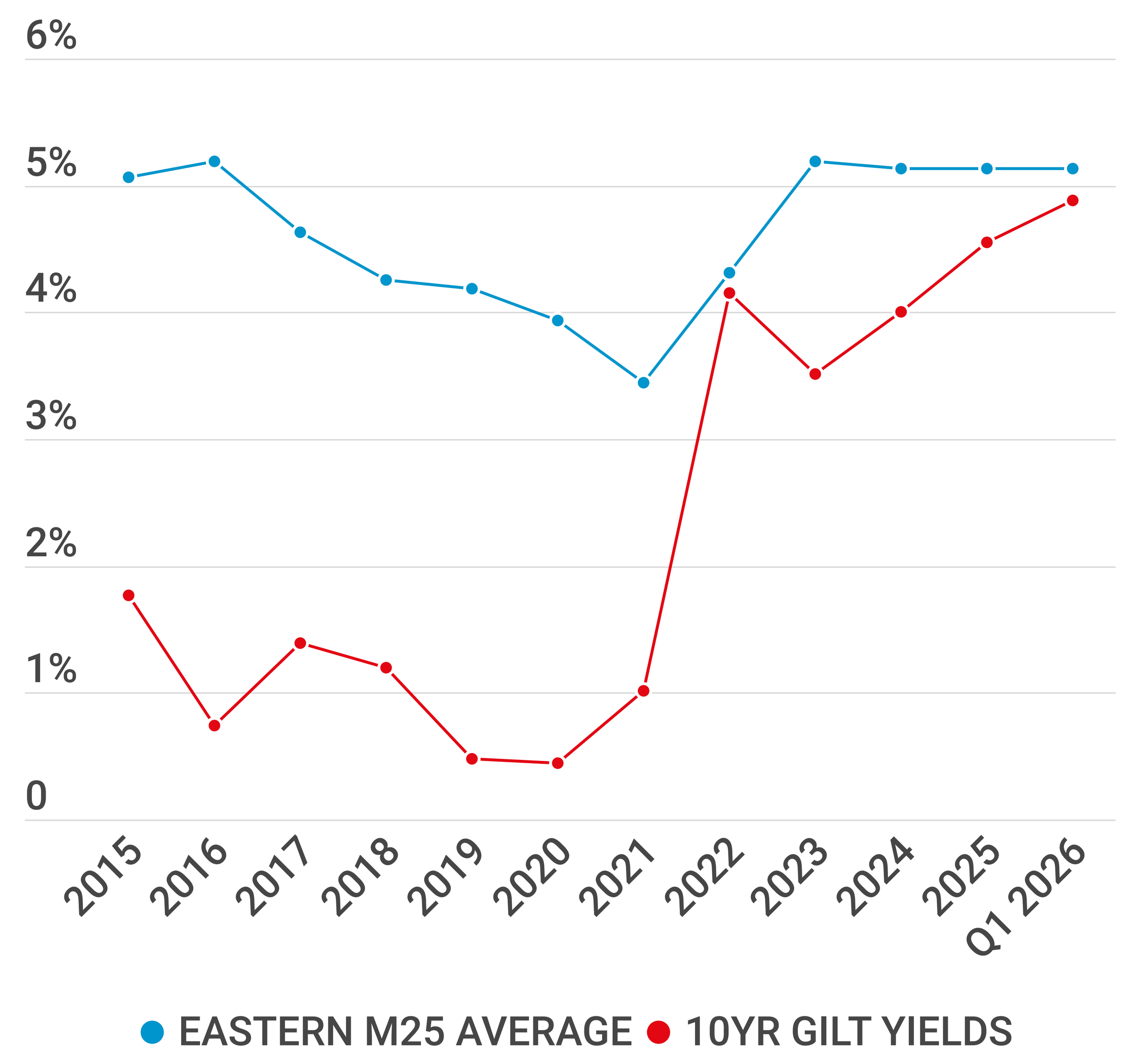


Market rents

Prime industrial rents have remained relatively stable over the six months to the end of Q1 2026 but the pace of growth has eased as the supply of space has increased. Average growth across the Glenny region was 1.9% over the past twelve months, with the strongest growth in the South East London & Kent and Essex markets. The strongest growth has been recorded in the Charlton & Woolwich market, where values are back to £27.50 per sq ft, whilst Thurrock has moved to a new high of £17.50 per sq ft. The highest rented location in the Eastern M25 continues to be Canning Town, where prime rents have remained at £32.50 per sq ft for the past four years.

Prime investment yields

Industrial prime yields across the Eastern M25 have continued to harden over the six months to Q1 2026, standing at 5.13% on average, despite the upward shift in long term interest rates, with 10 year gilt yields moving up to 4.88% in the light of the Middle East crisis. East London continues to be the lowest yielding sub market across the Eastern M25, with prime yields at 4.75% and there are signs that the occupational market is improving. South East London & Kent remains the highest yielding sub market, with prime yields at 5.50%, with Essex at 5.25% and North London & Herts remaining at 5.00%.



GLENNY

Industrial Market Overview

Prime industrial rents

The growth in prime headline industrial rents slowed to 1.9% in the 12 months to the end of Q1 2026, with 10 of the 16 locations in the Glenny Rent Survey seeing values remain stable. There has been an outward shift in tenant incentives and rent free periods, implying that net effective rents have softened.

The main focus of growth is in the Outer M25 locations, with the strongest growth registered in Ashford (although the main growth occurred in the early part of last year) and more modest increases in Thurrock, Dartford, Chelmsford and Basildon. The only Inner M25 location to record growth over the past 12 months was Charlton/Woolwich, where prime rents returned to the previous peak of £27.50 per sq ft on the back of improved occupier demand.

Growth over the past 12 months has averaged 2.5% in the Outer Eastern M25 markets, with Inner M25 growth at 1.5% but there are signs of improved levels of occupier activity in the Inner M25 markets.

Owner occupier capital values per sq ft have continued to ease falling back by -2.1% over the past six months and -6.7% over the 12 months. The pace of downturn seems to be easing as rental values and interest rates show signs of stabilising.

East London

Location	Rent		Owner Occupier Capital Values	
CANNING TOWN	£32.50	⏸	£475	↓
BECKTON	£25.00	⏸	£375	⏸
BARKING / DAGENHAM	£22.50	⏸	£350	⏸
RAINHAM	£21.00	⏸	£315	↓

North London & Herts

Location	Rent		Owner Occupier Capital Values	
TOTTENHAM / EDMONTON	£28.50	⏸	£425	↓
ENFIELD	£25.00	⏸	£350	↓
HODDESDON / CHESHUNT	£16.00	⏸	£260	⏸
HARLOW	£16.50	⏸	£265	⏸

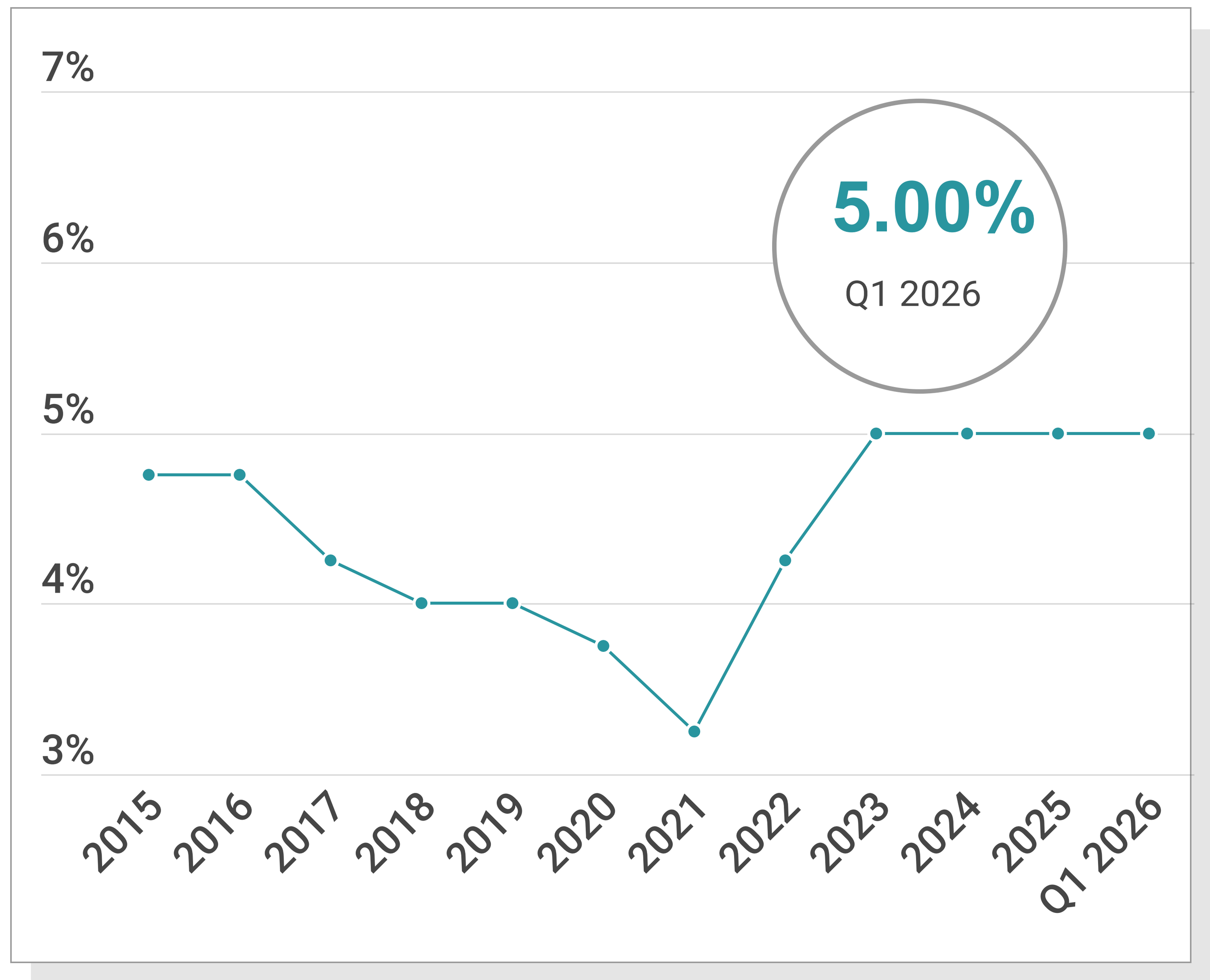
Essex

Location	Rent		Owner Occupier Capital Values	
BRAINTREE	£14.50	⏸	£235	⏸
CHELMSFORD	£16.50	↑	£280	⏸
BASILDON	£15.50	↑	£260	⏸
THURROCK	£17.50	↑	£300	⏸

South East London & Kent

Location	Rent		Owner Occupier Capital Values	
CHARLTON / WOOLWICH	£27.50	↑	£375	⏸
BELVEDERE / DARTFORD	£17.00	↑	£300	↓
AYLESFORD / MAIDSTONE	£15.00	⏸	£250	⏸
ASHFORD	£12.50	⏸	£200	↓

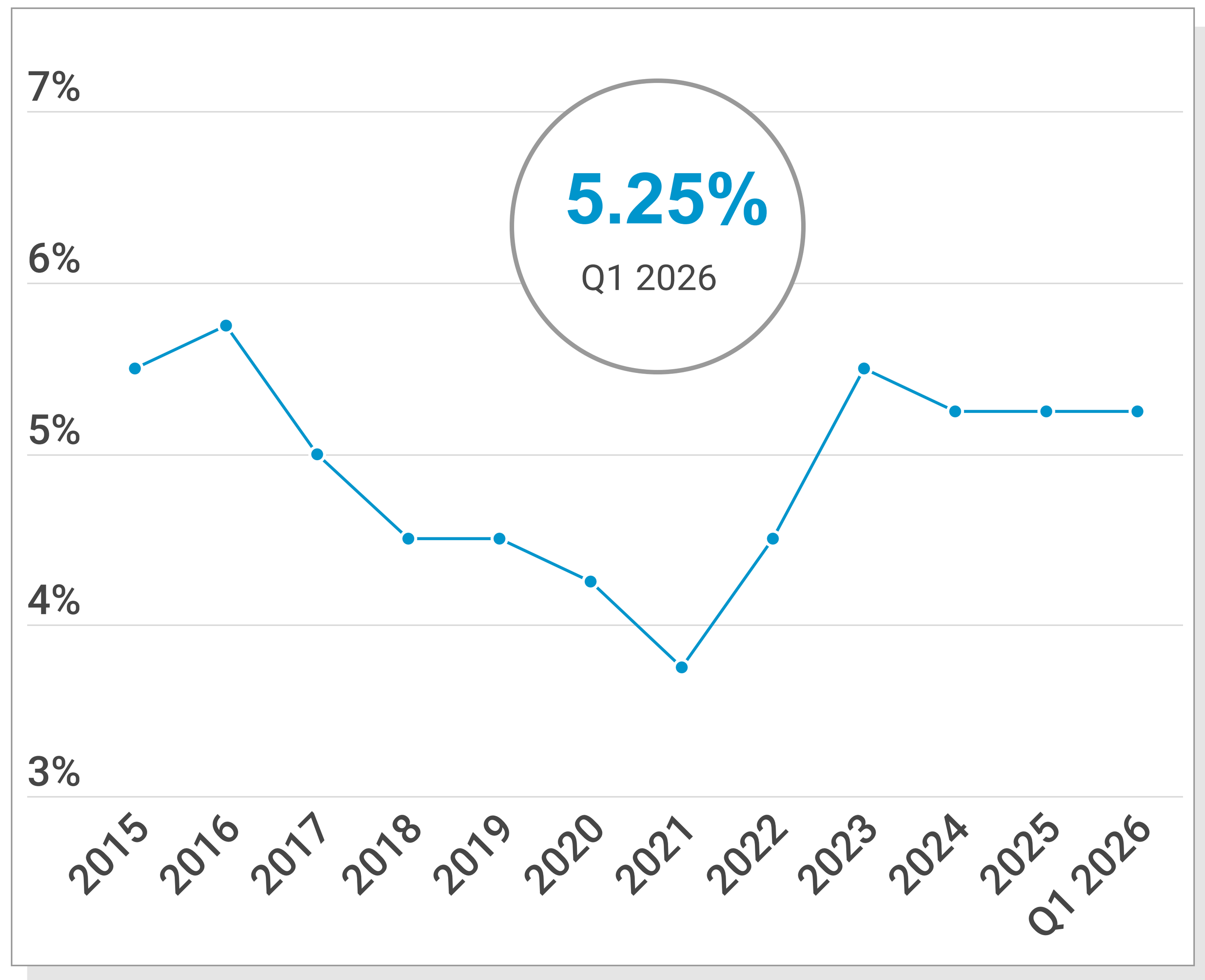
Industrial Prime Yields



North London & Herts

Key Deal

Edmonton Trade Park, N18 – Clipstone Investment Management purchased the 49,829 sq ft Edmonton Trade Park from Swiss Life for £17.5m. The park comprises 10 units with tenants including Screwfix, Howden and Euro Car Parts and provides asset management opportunities with one vacant unit and upcoming lease events. The purchase price reflects a net initial yield of 4.99%.



Essex

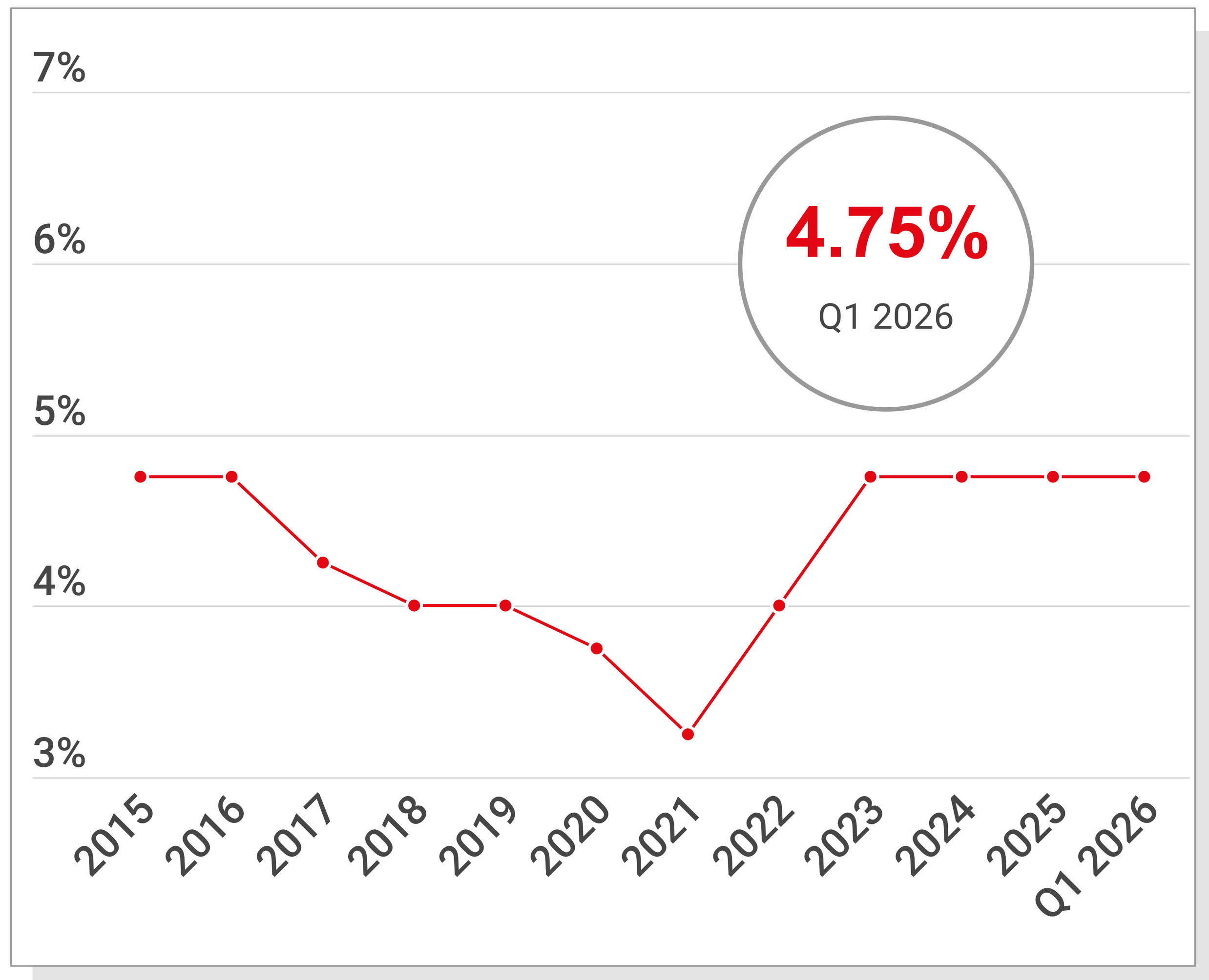
Key Deal

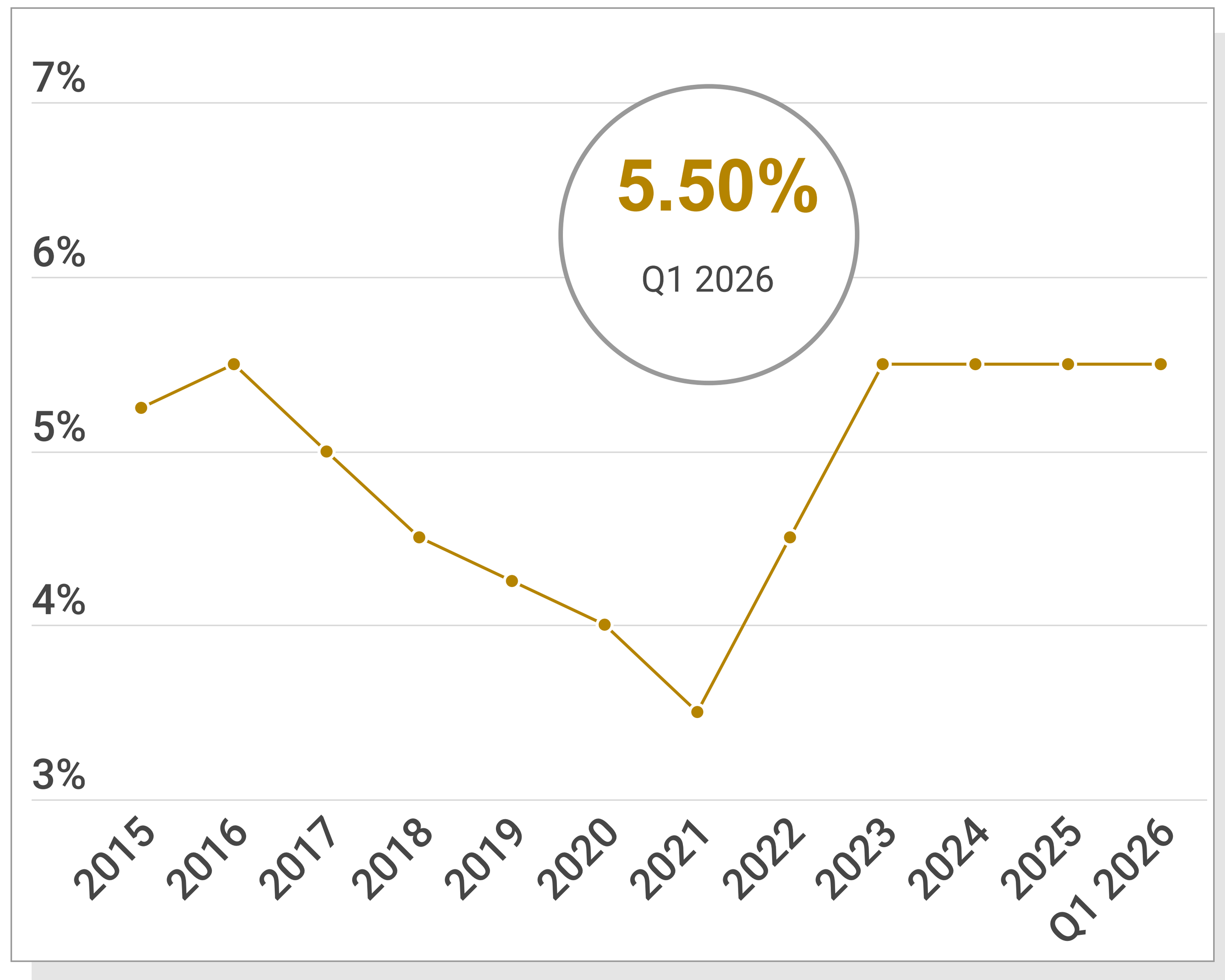
Argos Distribution Centre, Basildon – Tritax Big Box purchased the 374,900 sq ft Argos Distribution Centre in Basildon from Blackstone as part of a Big Box portfolio acquisition. The portfolio was purchased for £444m, with the purchase price for the Argos facility estimated at £60.9m.

East London

Key Deal

Beckton Trade Park, E6 – Argo Real Estate purchased the 131,400 sq ft 14 unit Beckton Trade Park from Unilever Pension Fund for £34m. The purchase is part of the brown to green urban logistics strategy fund in partnership with Blue Coast Capital. The park was built in the 1980's and has a tenant list which includes Howdens, Screwfix and Rexel.





South East London & Kent

Key Deal

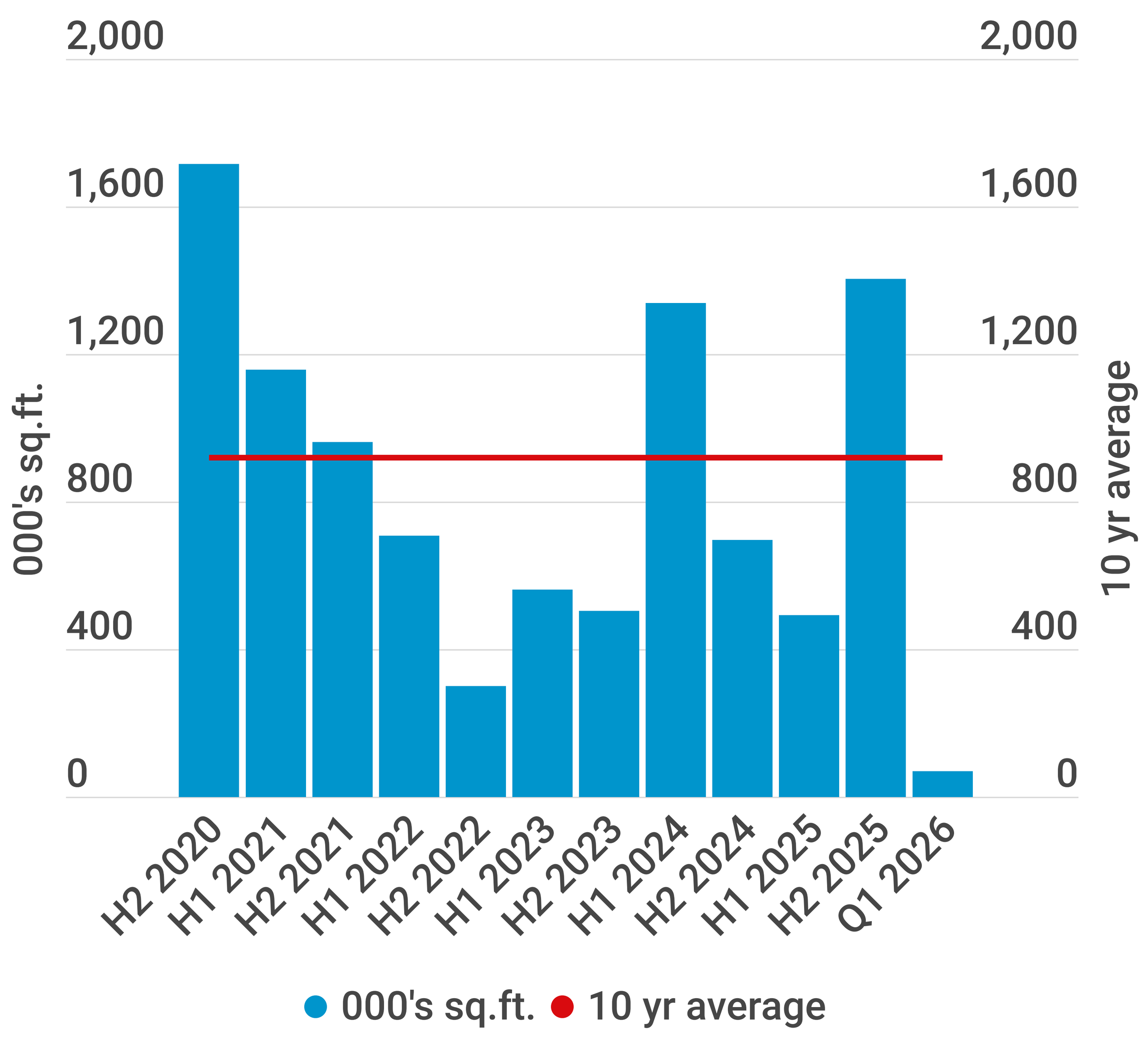
LOC 8, Maidstone – Aberdeen Investors purchased the 190,840 sq ft four unit Phase 1 of the LOC 8 scheme in Maidstone from Clearbell Capital for £43.89m. The first phase was completed in Q2 2023 and was fully let shortly after completion. Tenants include Zehnder Group, Medequip and Envirotainer, with the purchase price reflecting a net initial yield of 4.84%.

Essex Industrials

Market Comment

- A strong second half of the year in 2025 saw take up in the Essex region move marginally above trend levels at 1.9m sq ft, with Big Box and Mid Box activity accounting for 63% of the year's lettings. The largest deal was the 820,000 sq ft pre let to Tesco at DP World, whilst Kent Foods took a 150,765 sq ft unit in the early part of the year.
- Unsurprisingly, activity has slowed in Q1 2026, with just under 70,000 sq ft of take up. Activity has been focused on smaller transactions, with the largest letting being the 14,020 sq ft unit at Earls Colne Business Park in Colchester to Health Transportation Group.
- Supply has edged up over the past six months, rising to 5.3m sq ft, due primarily an increase in second hand space being released onto the market. A major factor behind the increase in supply has been the release of several larger units onto the market. Grade A supply remained relatively stable at 1.9m sq ft, with the majority of space (1.3m sq ft) in five Big Box units, with the largest being the 505,955 sq ft Ultrabox in Purfleet. The availability rate is 7.6%, one of the highest across the Eastern M25.
- Demand for units in Essex rebounded strongly in Q1 2026, rising to 13.7m sq ft, an increase of 31.3% in the latter part of last year. All sectors of the market saw an improvement in requirements but the strongest recovery was seen in the Mid Box sector, where requirements improved to 2.3m sq ft in 33 requirements. Big Box requirements also recovered, moving to 7.6m sq ft despite a number of larger having been satisfied over the past two years.

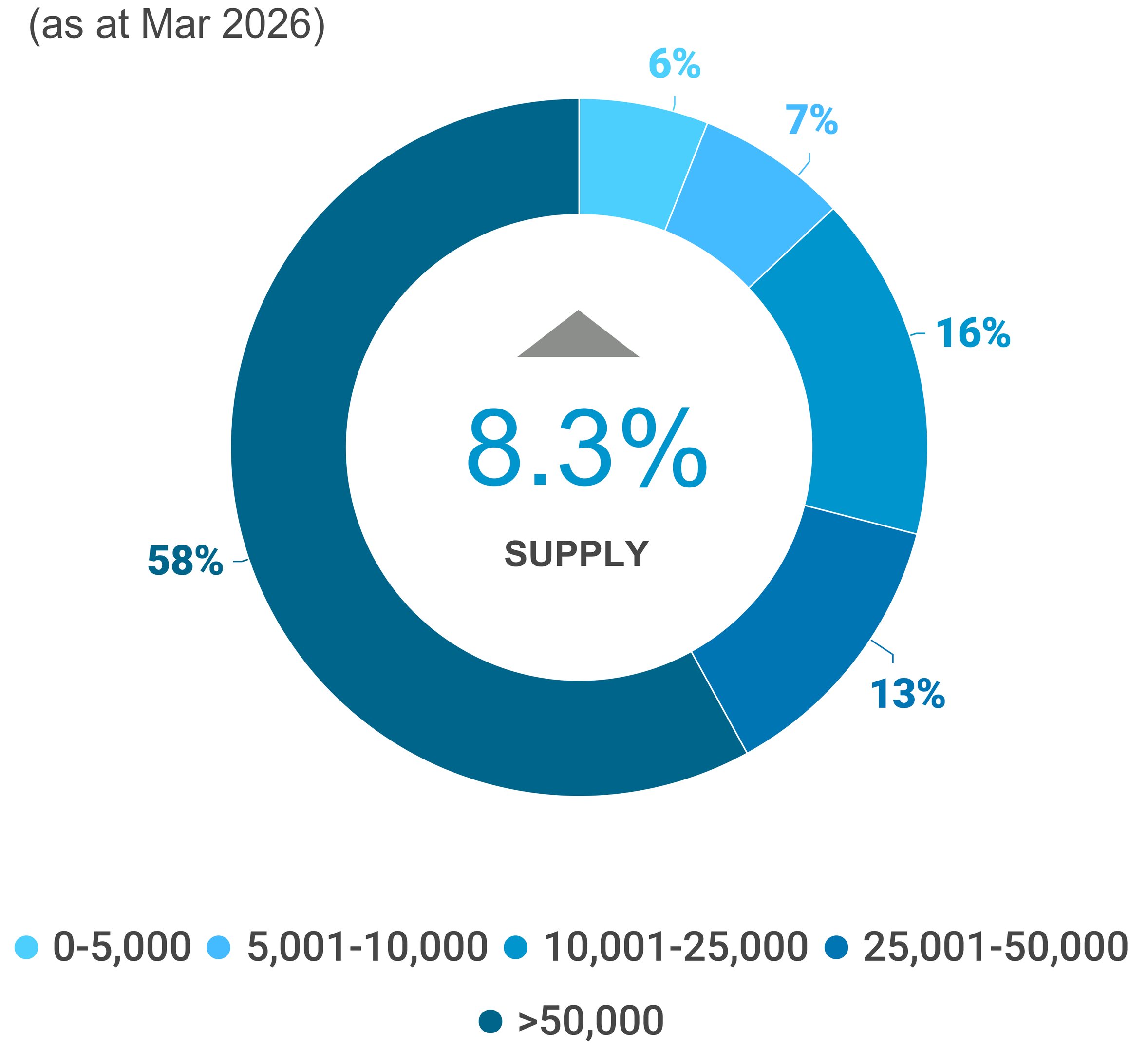
Industrial market take up



Supply

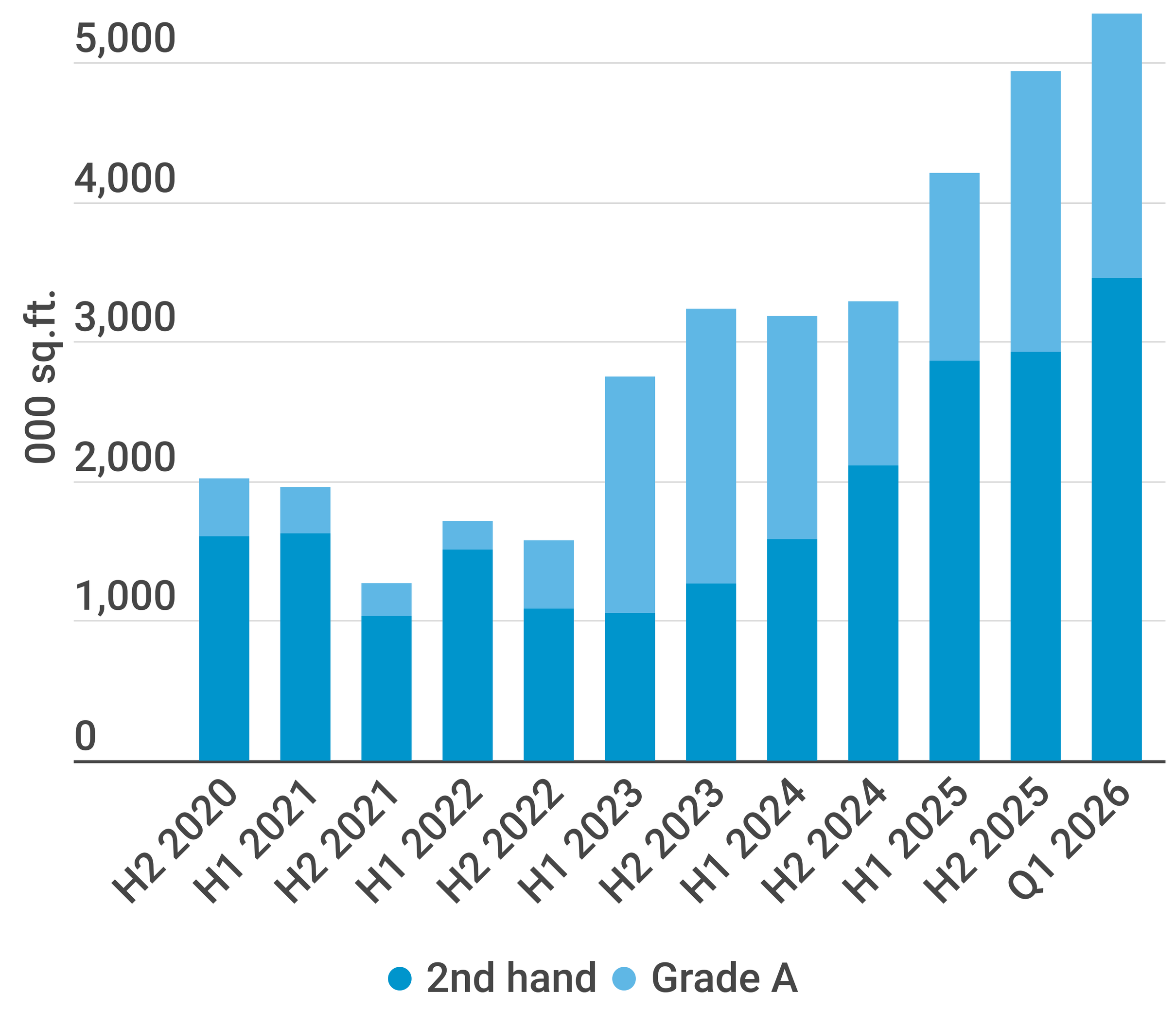
Industrial market availability

(as at Mar 2026)



Total availability 5.3m sq.ft.

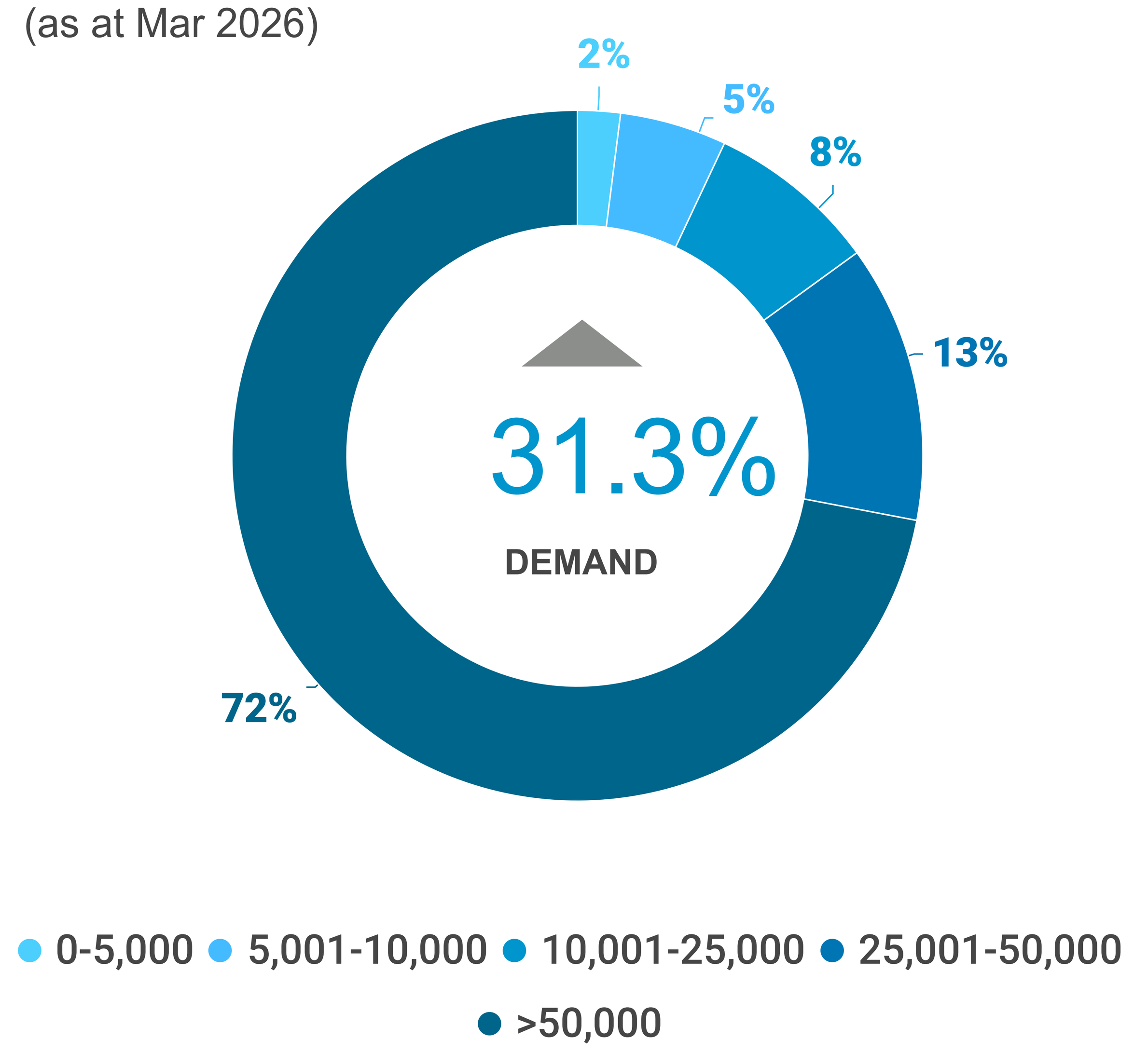
Industrial market availability



Demand

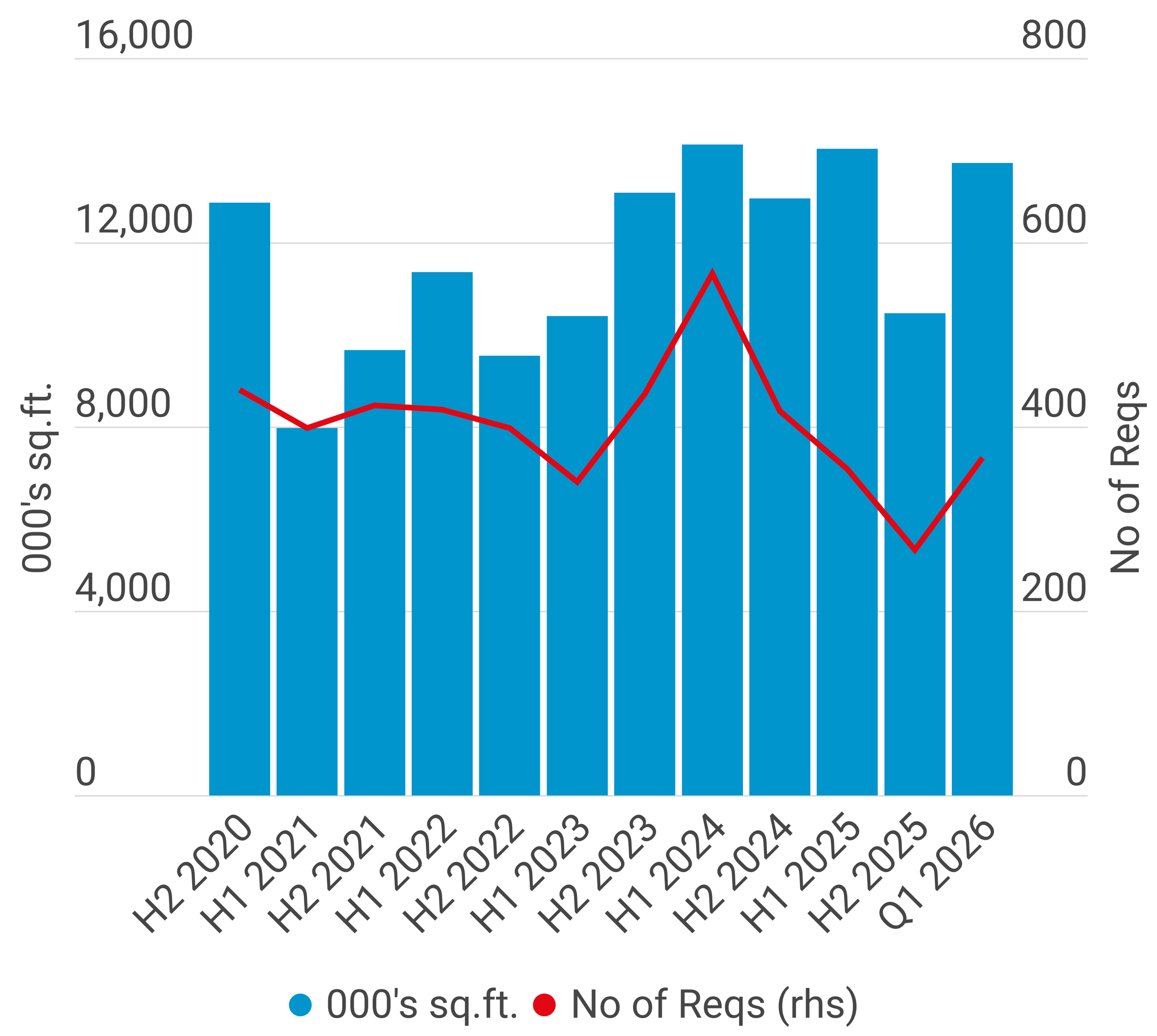
Industrial market requirements

(as at Mar 2026)

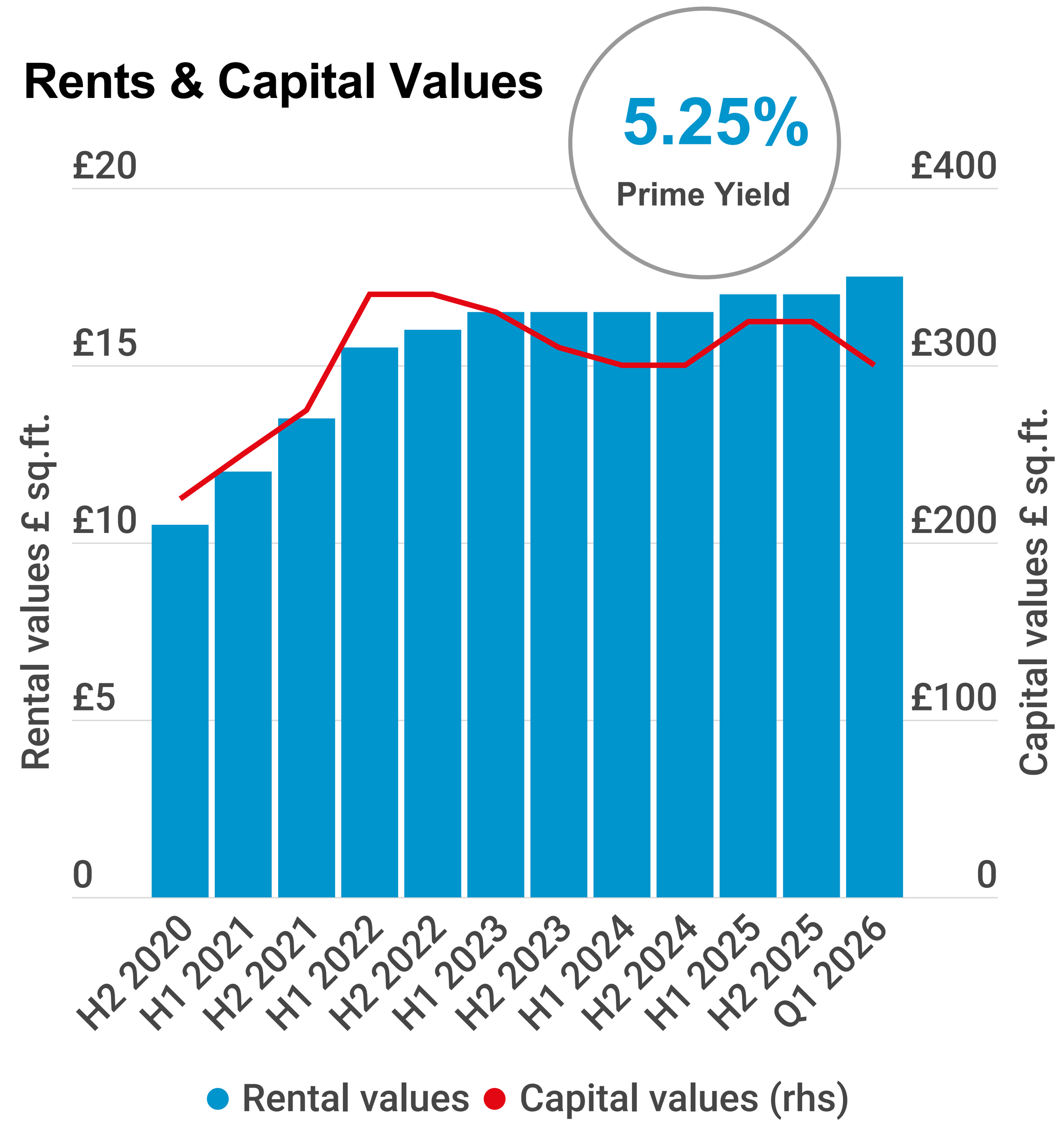


Percentage of sq.ft. demanded

Industrial market demand



Rents & Capital Values



Rents & Capital Values Industrial

Location /£psf	Prime Rents	Secondary Rents	Prime Owner Occupier Capital Values
BASILDON	£15.50	£13.50	£260
BRAINTREE	£14.50	£13.00	£235
CHELMSFORD	£16.50	£15.00	£280
THURROCK	£17.50	£15.50	£300

East London Industrials

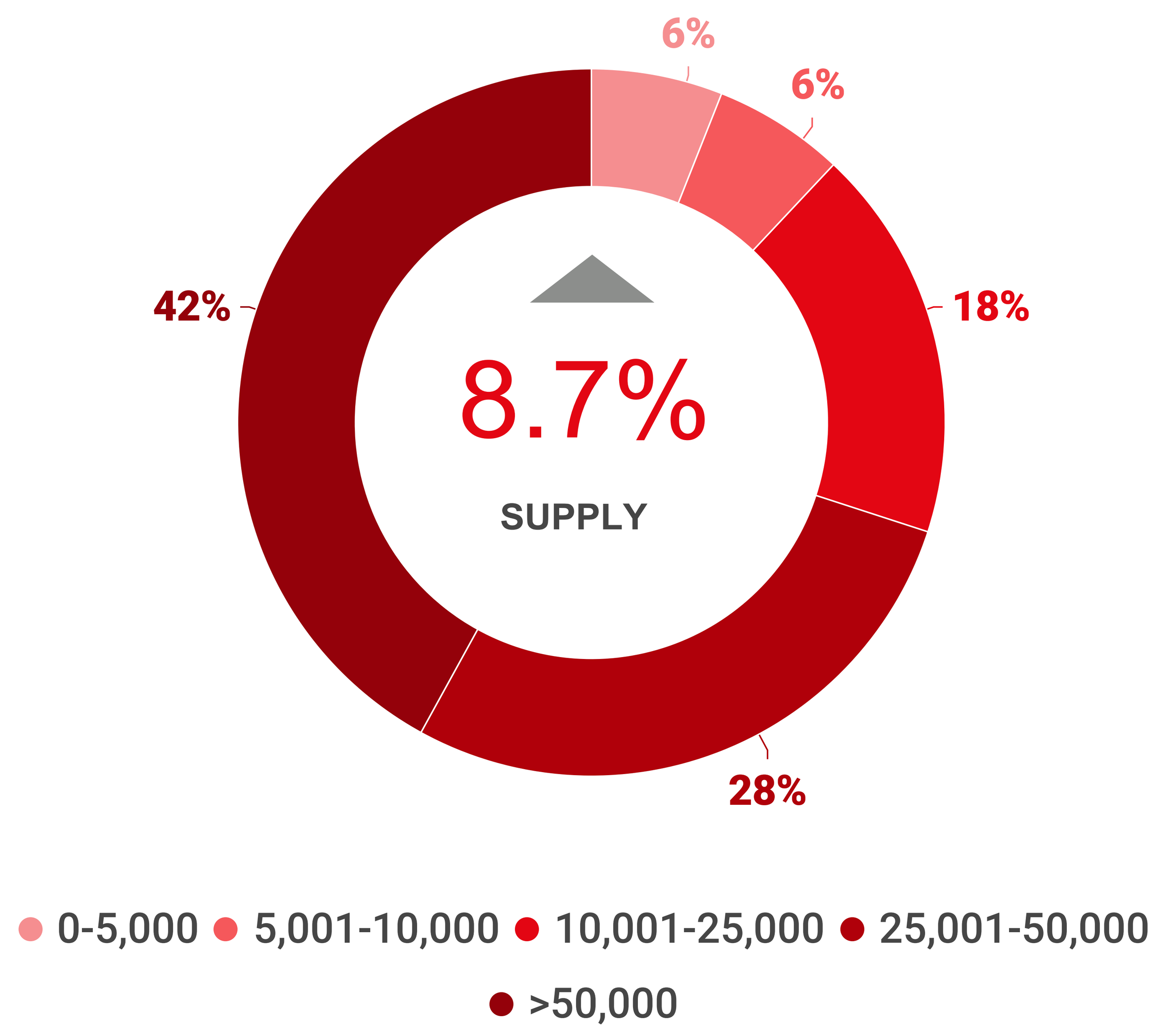
Market Comment

- The East London industrial market recorded it highest level of activity in four years in 2025, with take up rebounding to 717,550 sq ft, 30.5% higher than the previous 12 months. Take up has been dominated by lettings below 50,000 sq ft, which accounted for 93% of all deals. The largest deal over the year was in Ripple Road Barking, where 51,650 sq ft was let. The other major deal was the 45,000 sq ft letting to London Ambulance Service at Cody Road Business Park in Canning Town E16.
- Early estimates indicate a strong start to the year, with take up in Q1 2026 recorded at just under 185,000 sq ft. Activity has once again focused on units below 50,000 sq ft, with the largest transaction in the year to date being the 38,916 sq ft letting to B&Q at Ripple Road Industrial Estate, Barking.
- Supply moved back to 3.7m sq ft in the period to the end of March 2026, boosted by an increase in second hand supply. There is a 50:50 split between grade A supply and second hand stock. Grade A space is dominated by Big Box and Mid Box units, which account for 52% of overall grade A space, whilst buildings below 50,000 sq ft account for 68% of second hand supply.
- Demand remained relatively stable in the early months of the year, with requirements standing at 11.7m sq ft in the six months to the end of March 2026, 5% higher than the Q3 2025 level. Big Box (6.5m sq ft) and Mid Box (1.4m sq ft) demand accounts for 68% of overall requirements, with the major improvement over the past six months being seen in the Mid Box sector.

Supply

Industrial market availability

(as at Mar 2026)

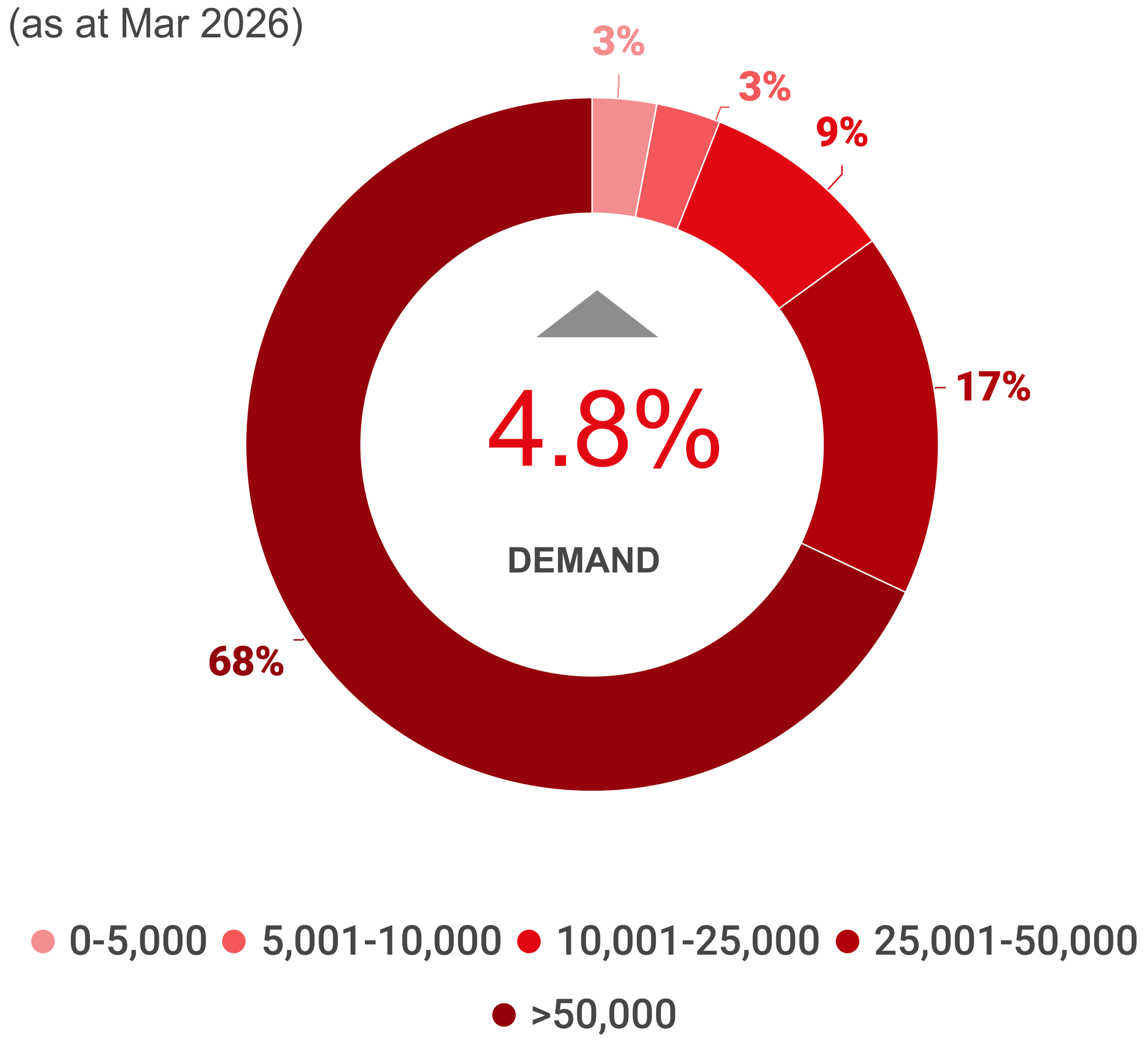


Total availability 3.7m sq.ft.

Demand

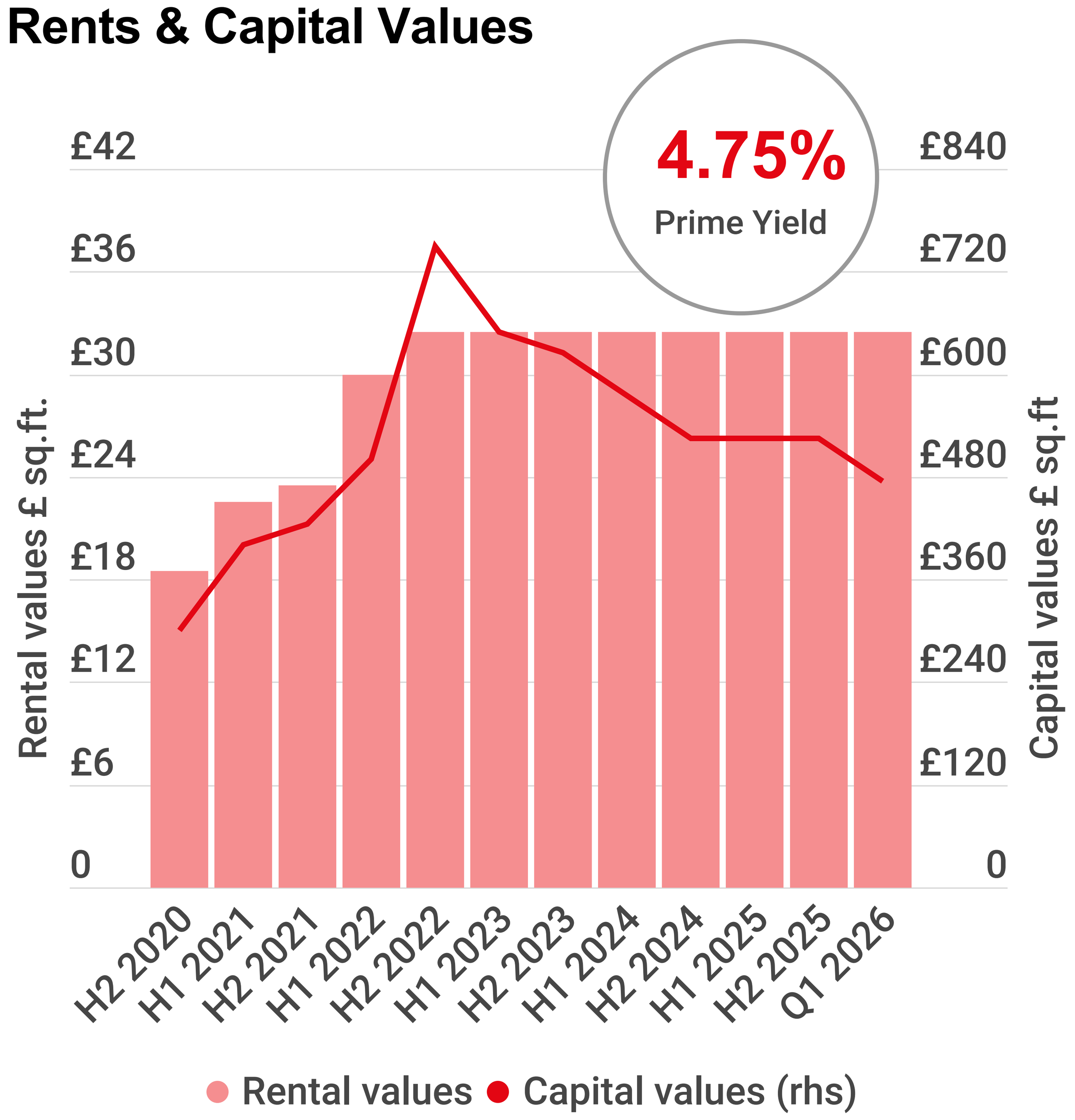
Industrial market requirements

(as at Mar 2026)

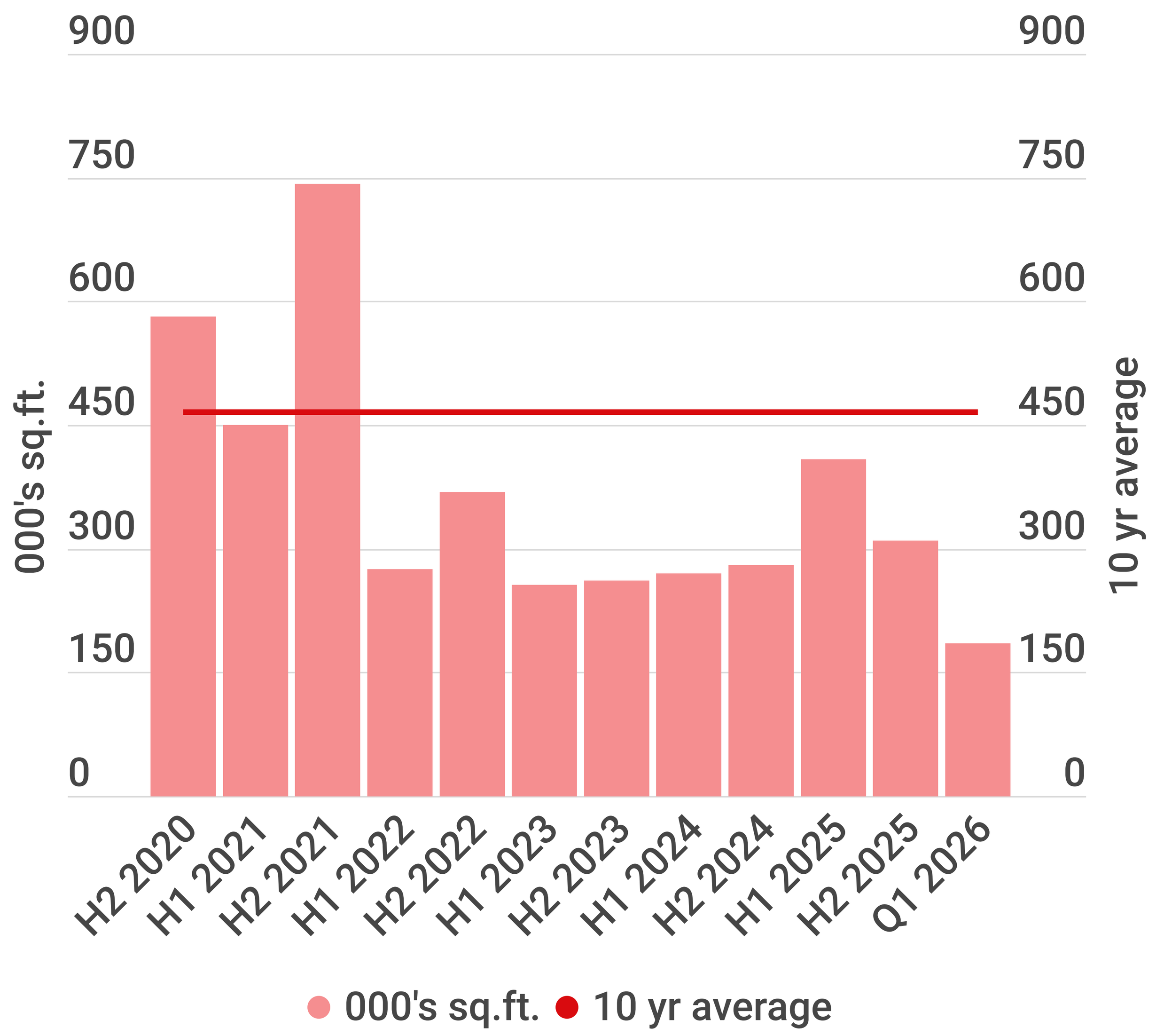


Percentage of sq.ft. demanded

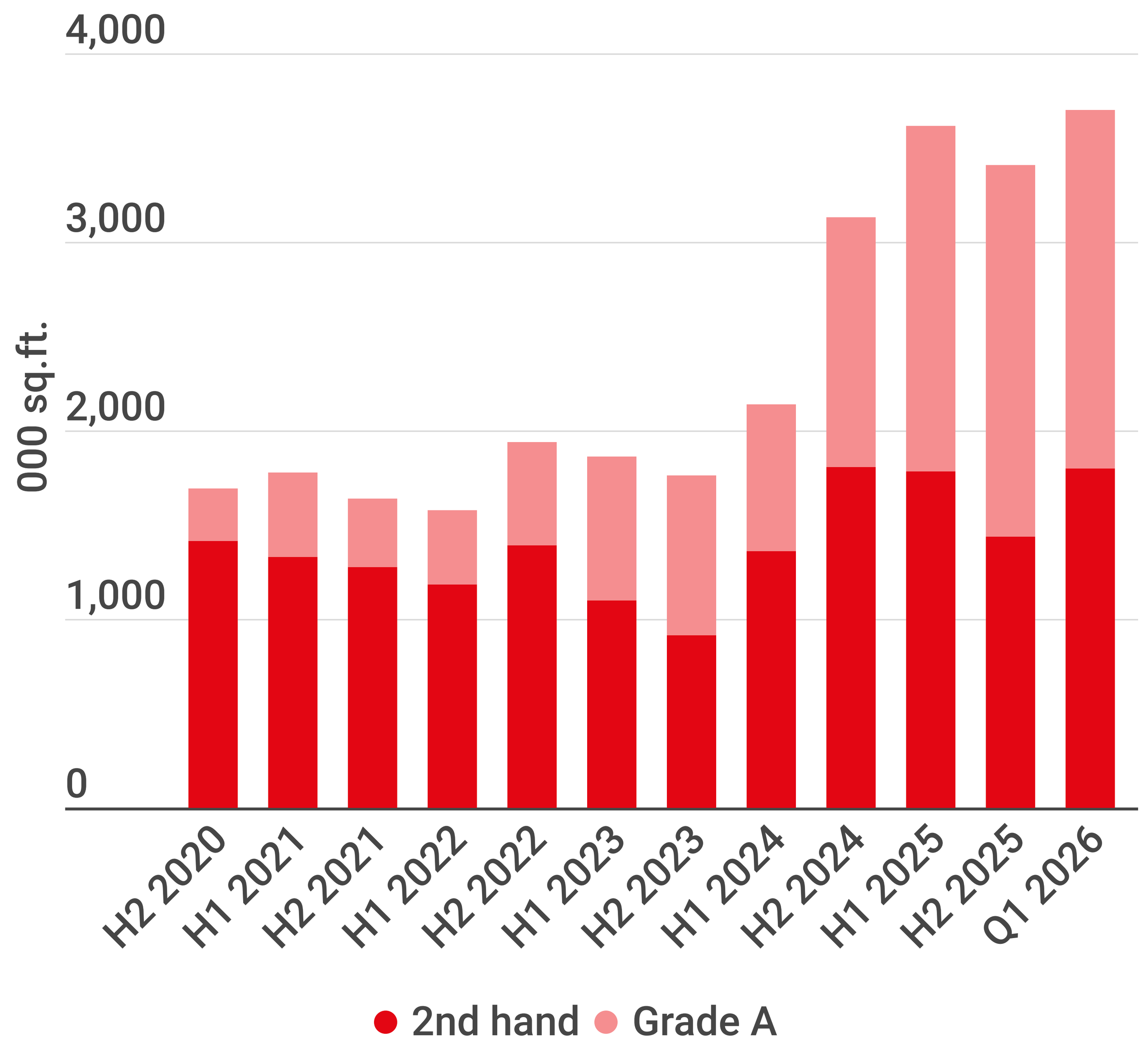
Rents & Capital Values



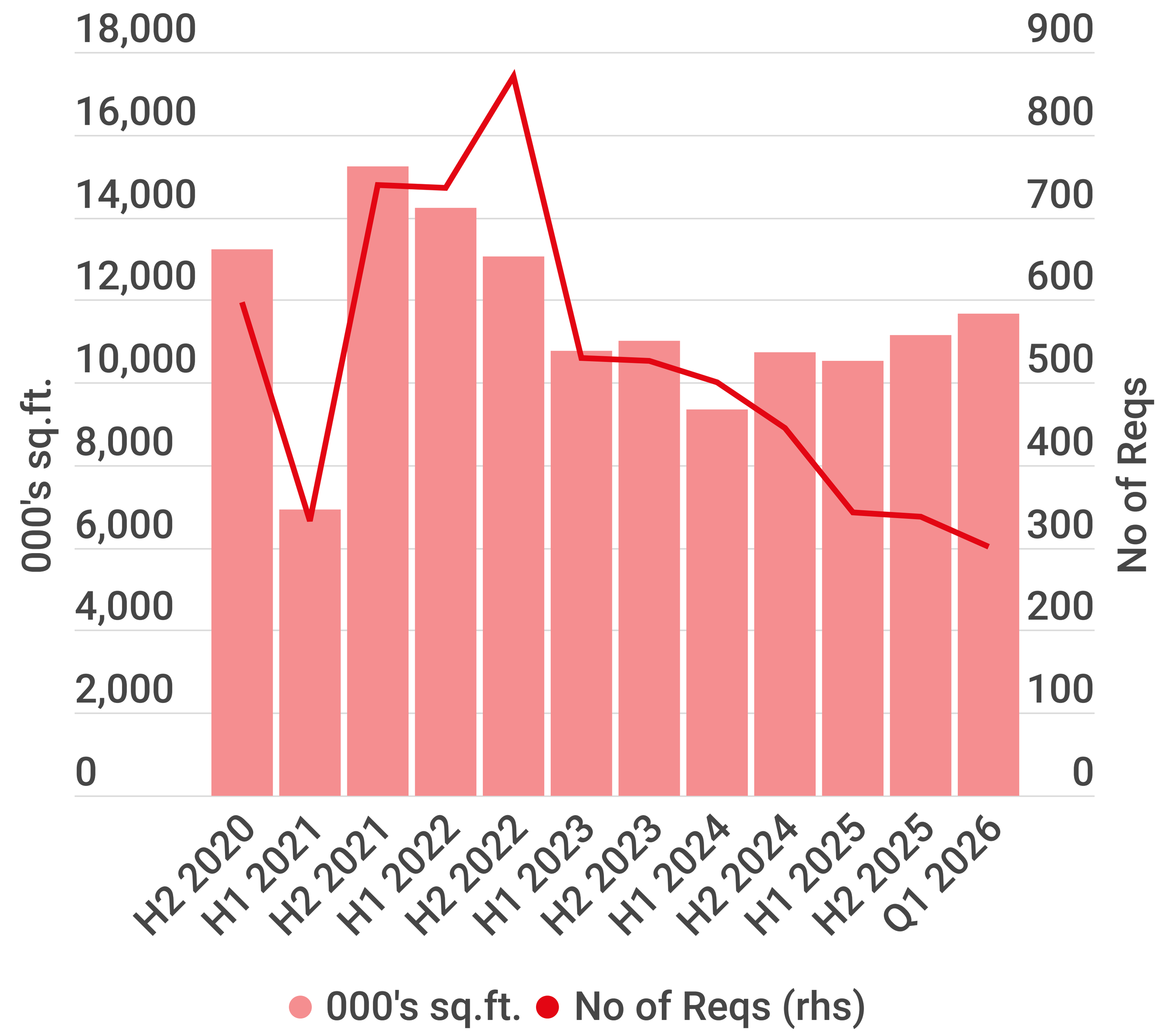
Industrial market take up



Industrial market availability



Industrial market demand



Rents & Capital Values Industrial

Location / £psf	Prime Rents	Secondary Rents	Prime Owner Occupier Capital Values
BARKING / DAGENHAM	£22.50	£18.00	£350
BECKTON / ROYALS	£25.00	£20.00	£375
RAINHAM	£21.00	£16.00	£315
CANNING TOWN	£32.50	£28.00	£475

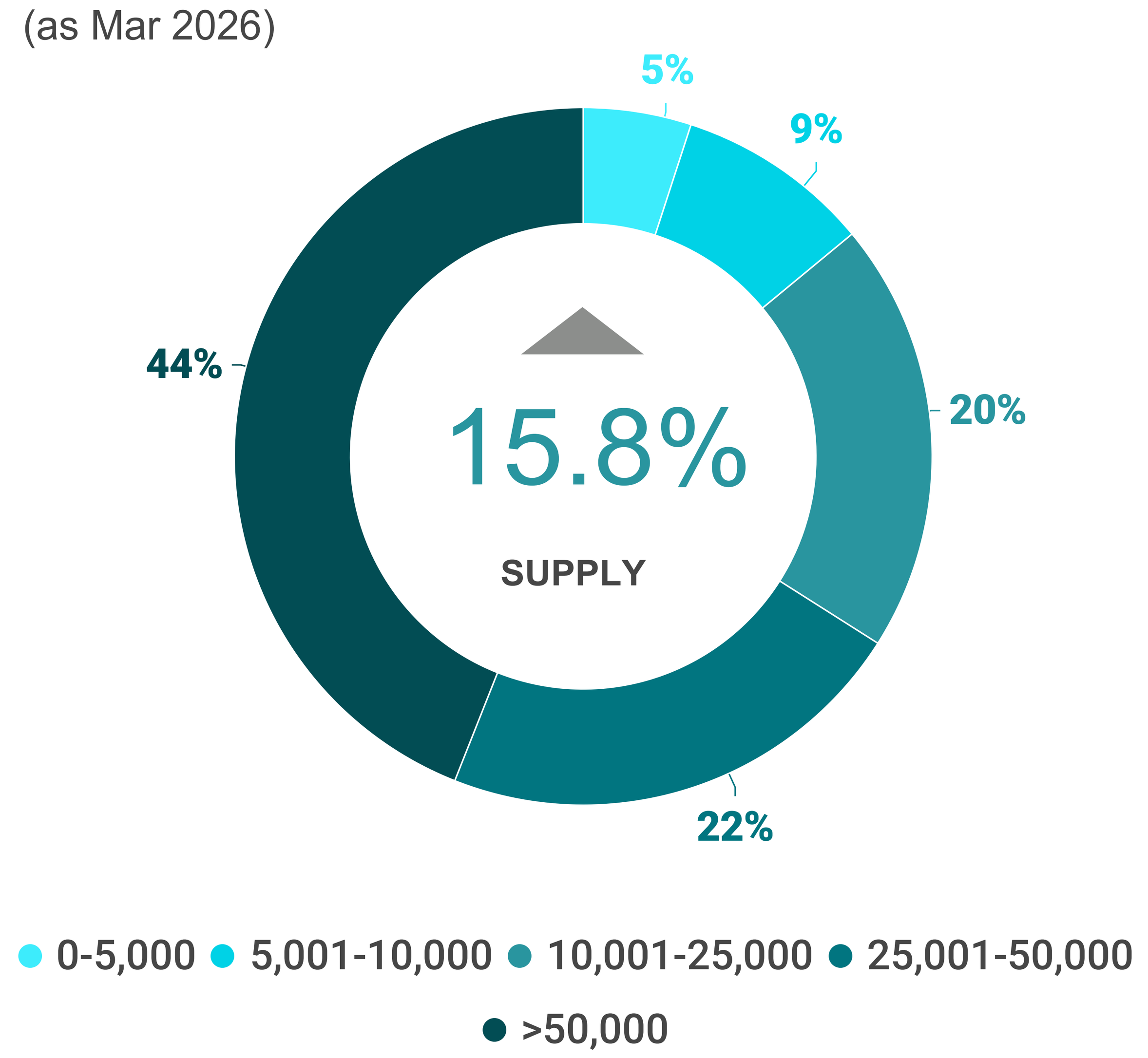
North London & Herts Industrials

Market Comment

- Take up in the North London & Herts industrial market recorded its highest level of activity since 2021, with 1.4m sq ft of lettings in 2025, 68% above the previous year's figure. There were no Big Box deals during the year but the Mid Box saw three deals complete, totalling 230,225 sq ft, with the most significant deal being the 71,750 sq ft letting to Sybron at Icon Harlow.
- Activity slowed in Q1 2026, with a total of 216,190 sq ft of take up, with the largest transaction being the 51,900 sq ft letting of Shed 2 at Murphy's Yard in Camden NW3 to photographic and film lighting solutions group ProLighting London.
- Supply continued to edge up over the early part of 2026, with total availability standing at 4.7m sq ft. Grade A supply stands at 2.3m sq ft, with six Big Box units accounting for 41% of overall grade A space. The largest grade A space is the recently refurbished Harlow 240, which provides 240,090 sq ft of floor space. Second hand supply is biased towards units below 50,000 sq ft, accounting for 80% of second hand stock. The availability rate in North London & Herts is the lowest rate amongst the Glenny regions, standing at 6.3%.
- Demand for industrial floor space in North London & Herts moved back to 12.9m sq ft in the period to the end of Q1 2026, the second highest figure recorded for the region. The major upturn in demand was seen for buildings above 25,000 sq ft, where requirements were up by 36% tp 11.2m sq ft. The demand for Big Box units represents the most significant element of the larger requirements, standing at 7.6m sq ft.

Supply

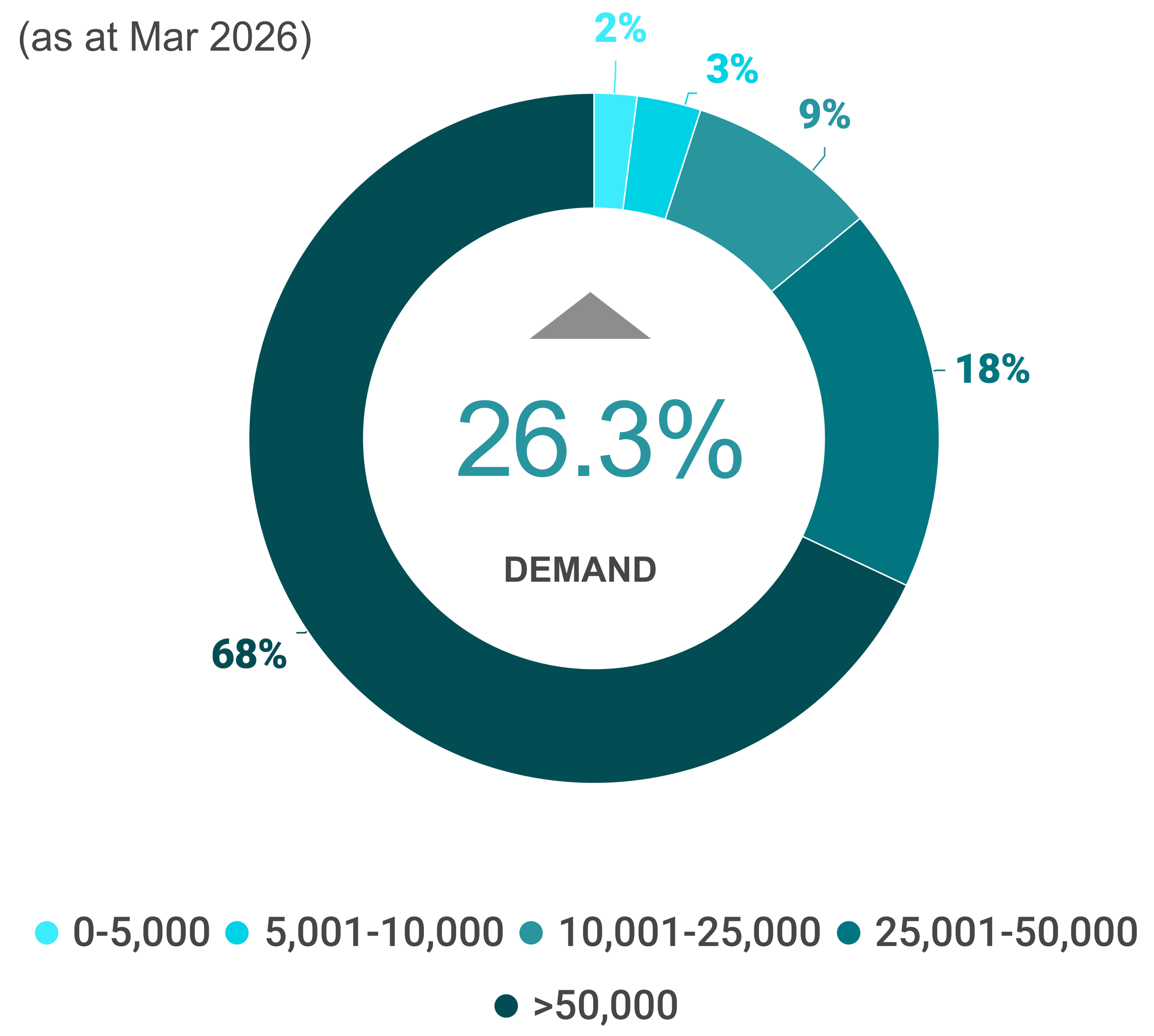
Industrial market availability



Total availability 4.7m sq.ft.

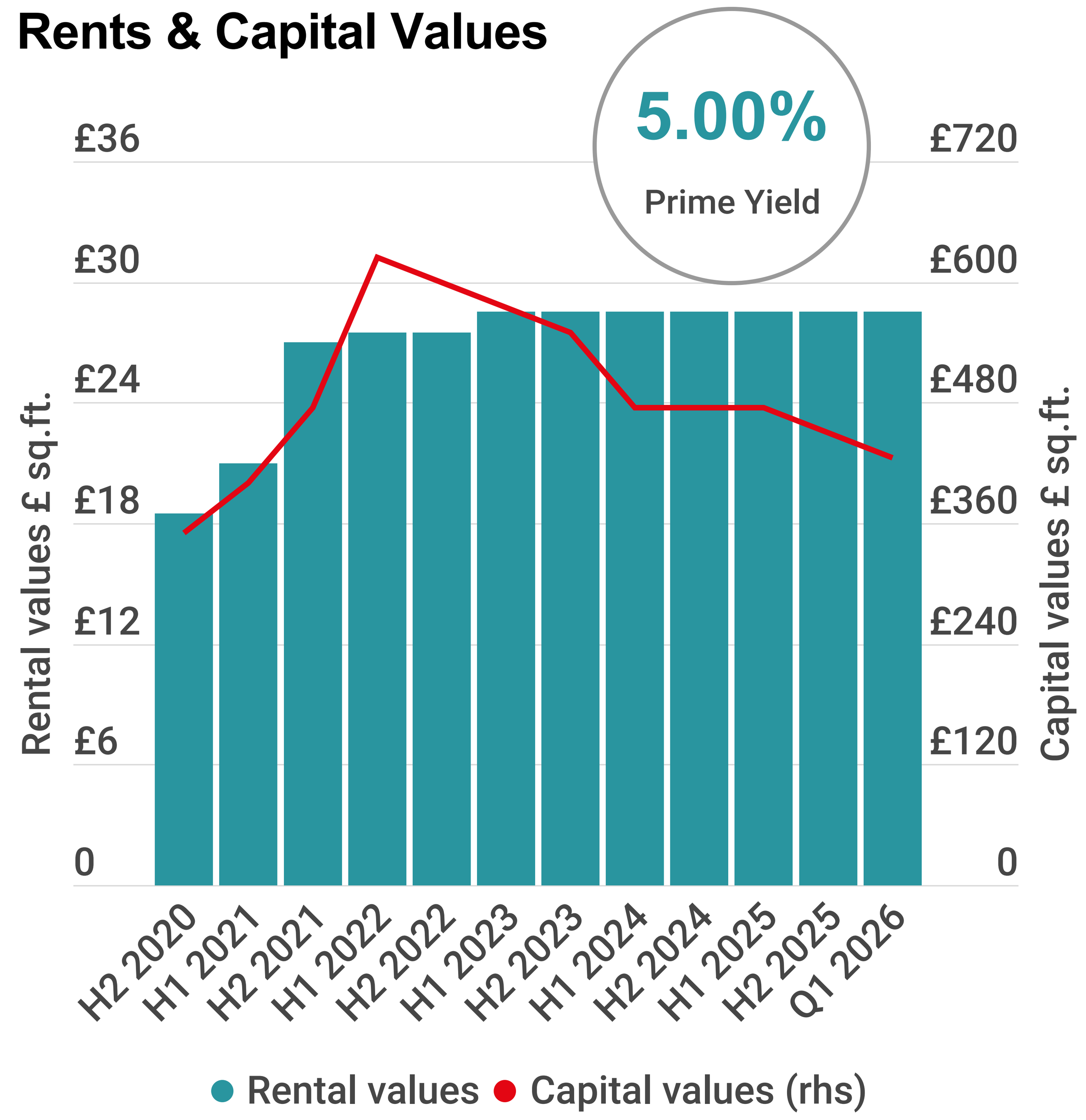
Demand

Industrial market requirements

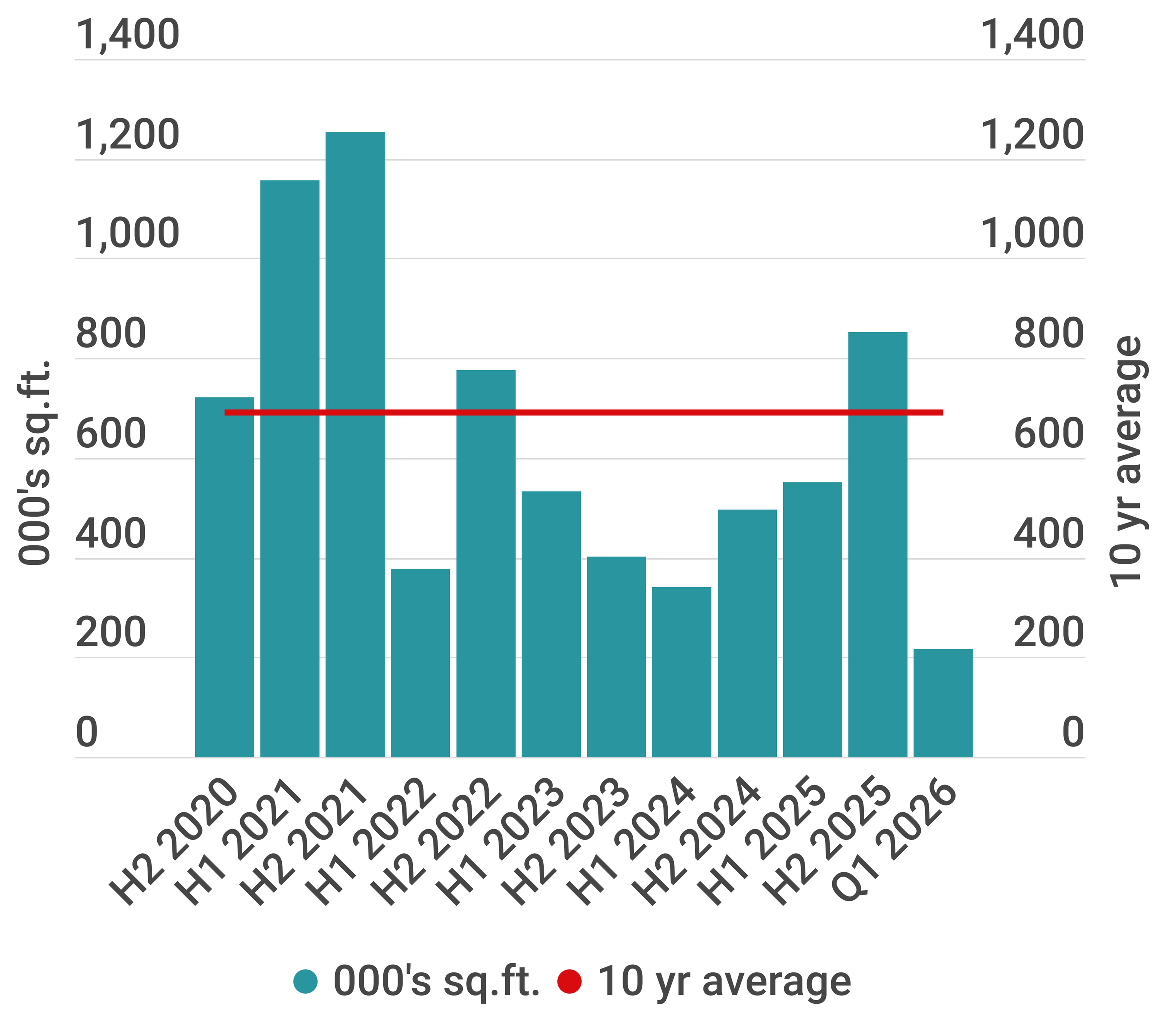


Percentage of sq.ft. demanded

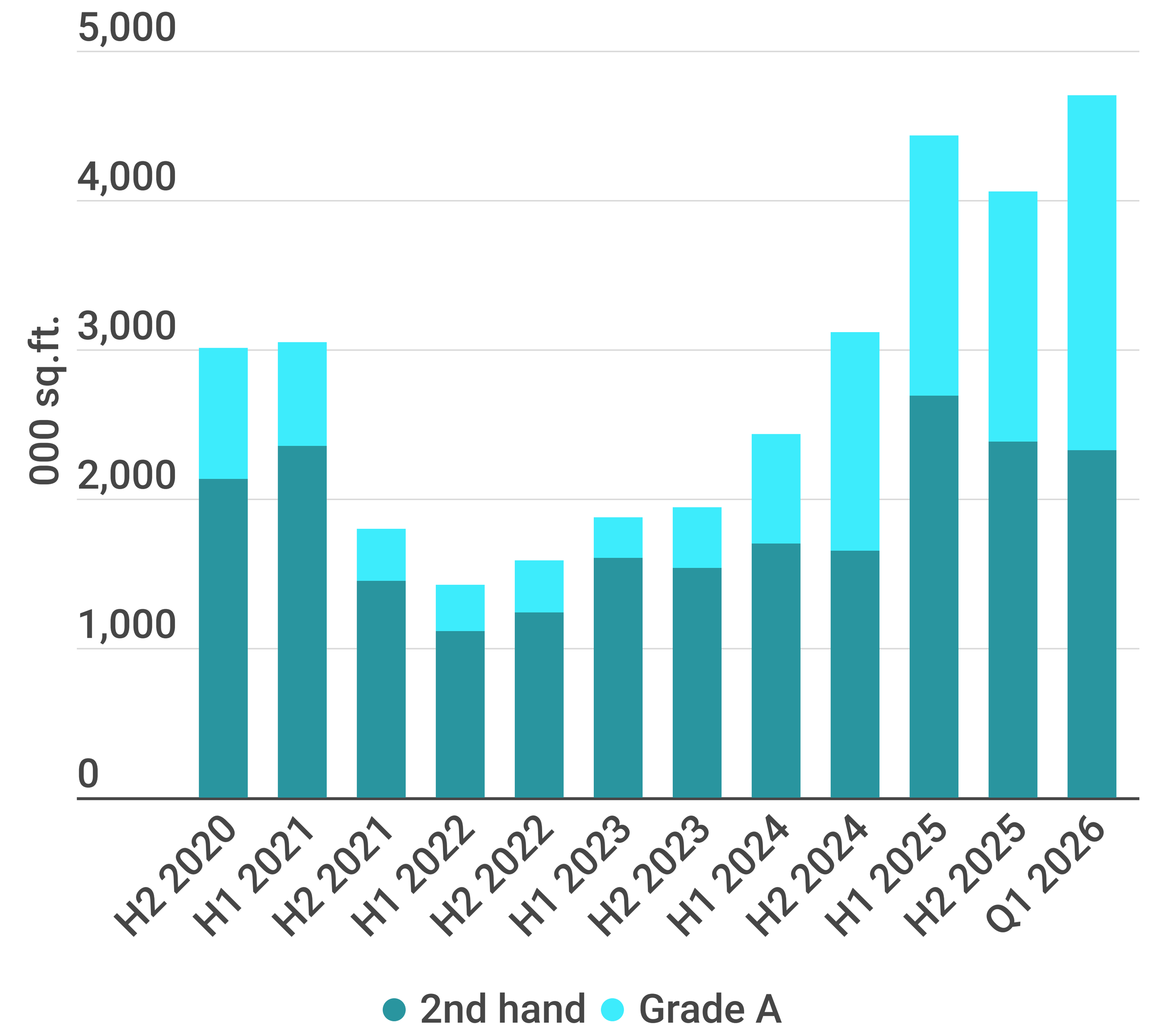
Rents & Capital Values



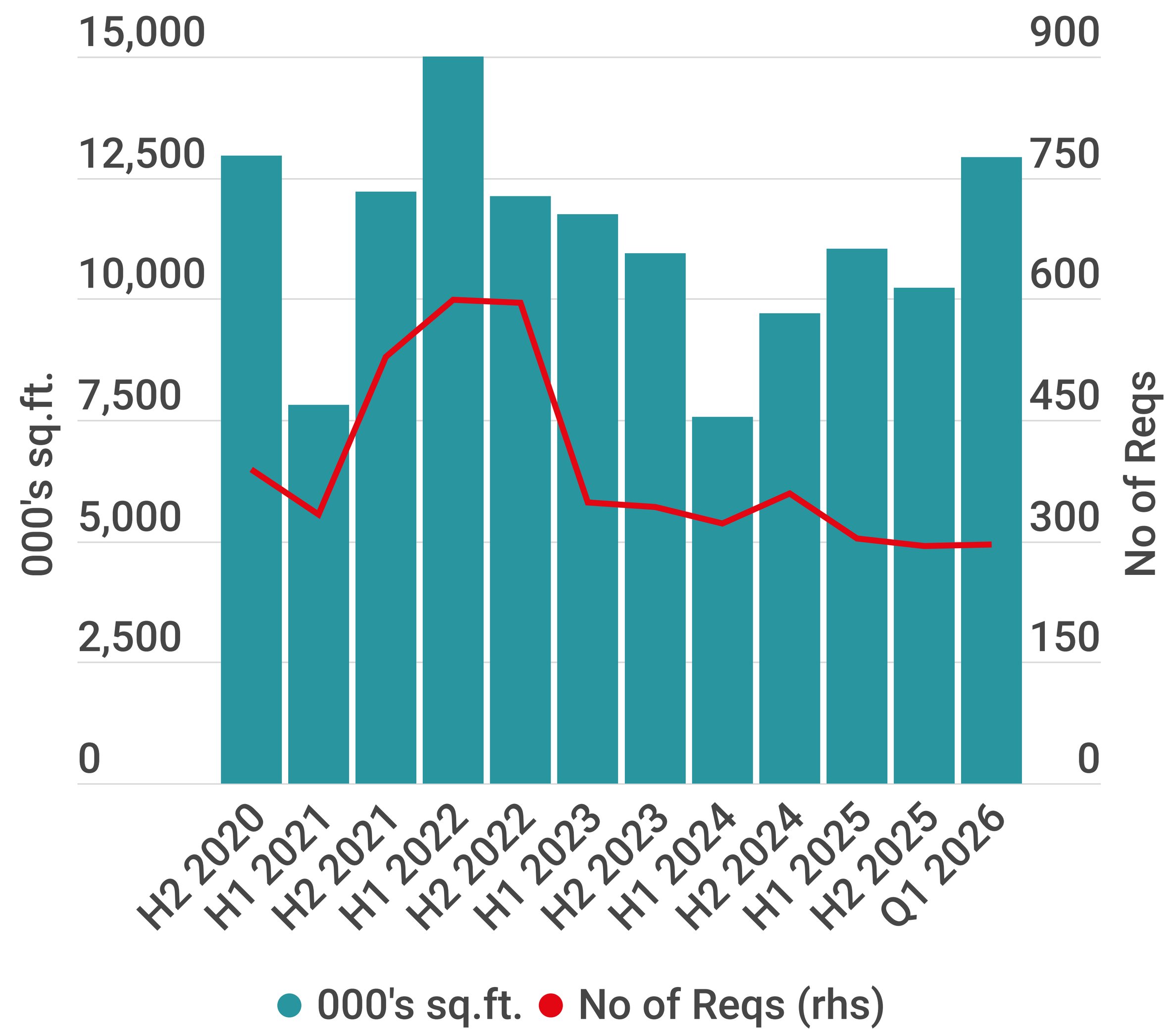
Industrial market take up



Industrial market availability



Industrial market demand



Rents & Capital Values Industrial

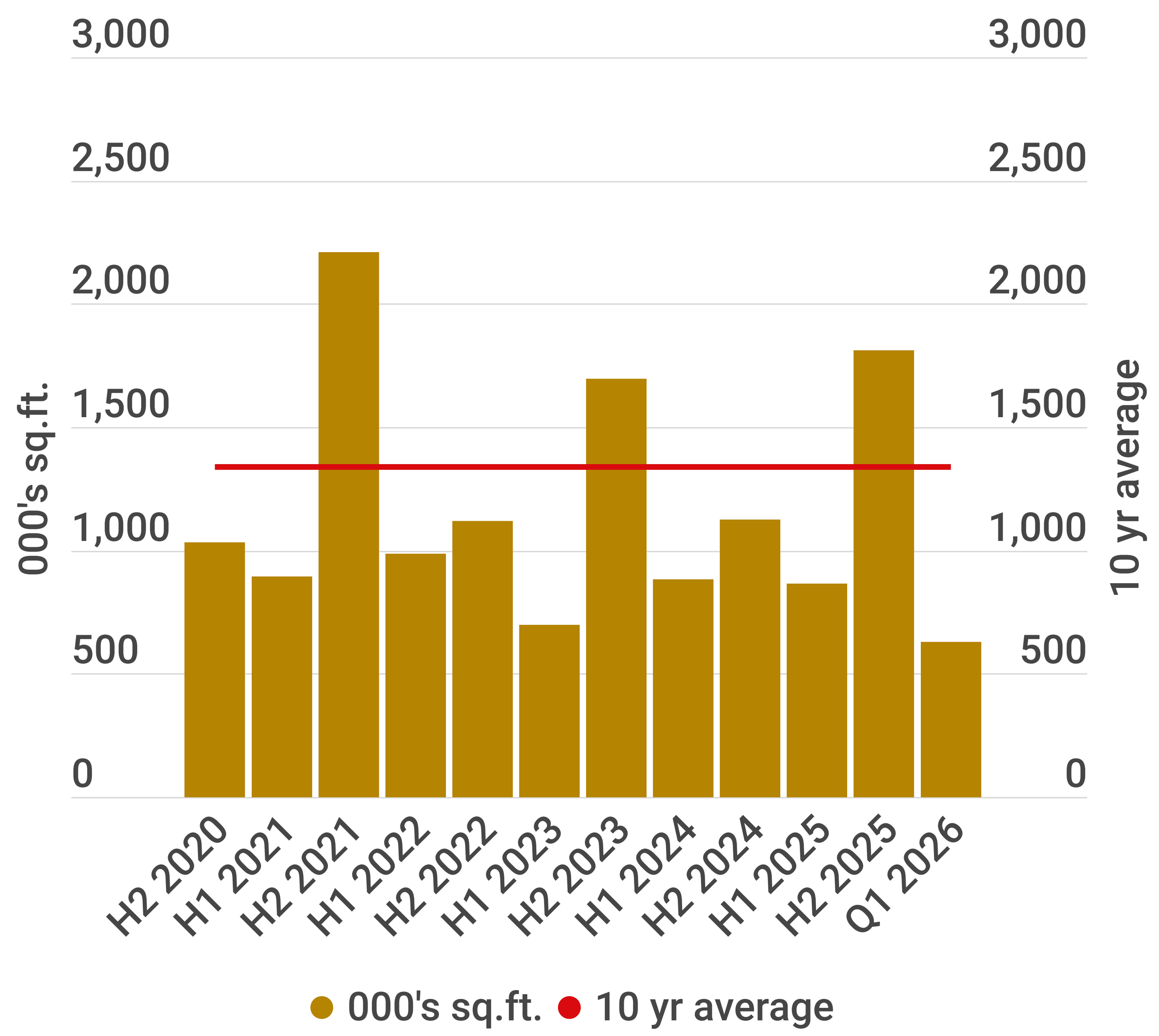
Location /£psf	Prime Rents	Secondary Rents	Prime Owner Occupier Capital Values
ENFIELD	£25.00	£19.00	£350
HARLOW	£16.50	£13.50	£265
HODDESDON	£16.00	£13.00	£260
TOTTENHAM /EDMONTON	£28.50	£22.00	£425

South East London & Kent Industrials

Market Comment

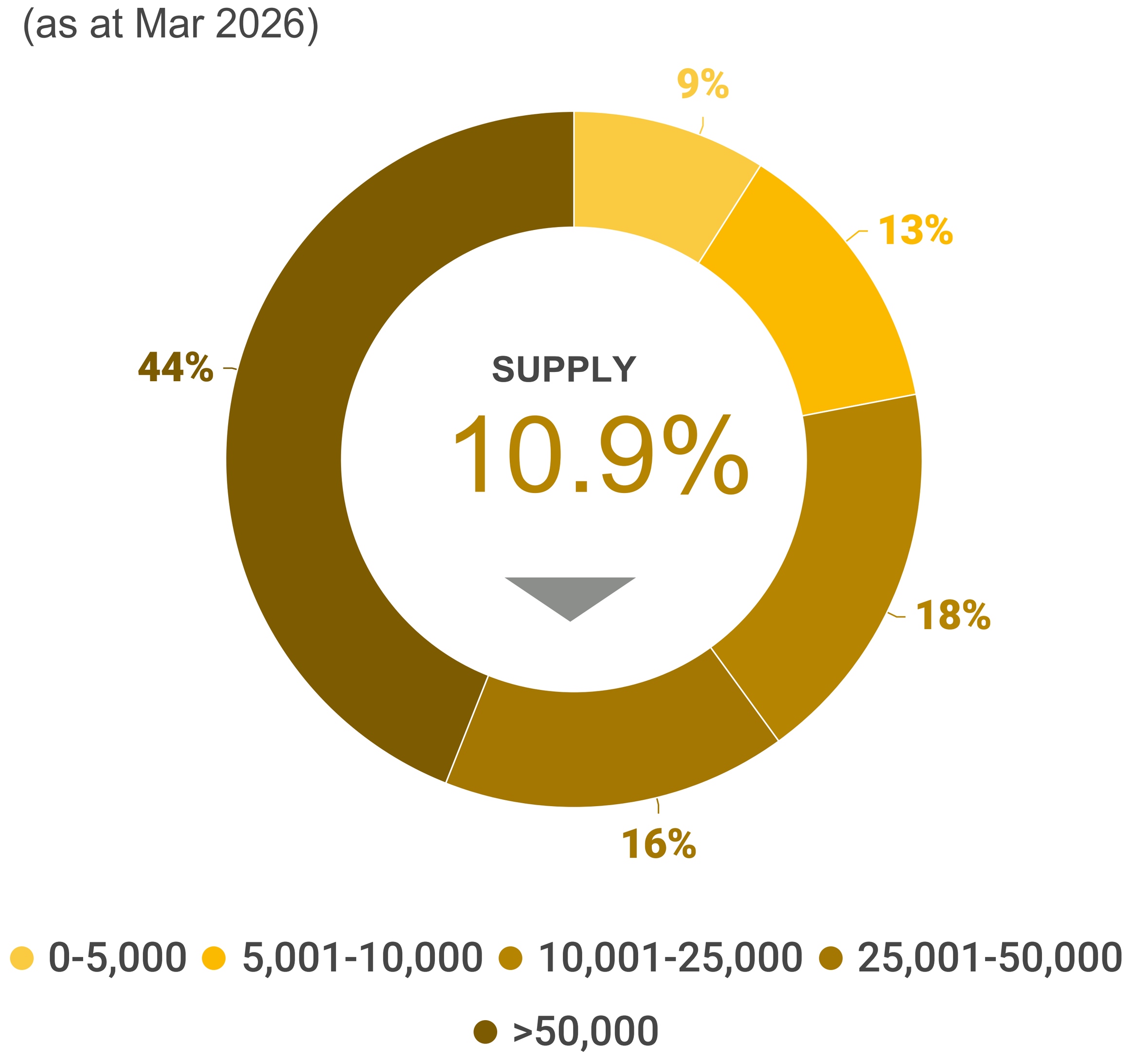
- Take up in South East London & Kent recorded its highest level in four years in 2025, with lettings of 2.7m sq ft. Activity was boosted by a strong second half to the year, with four Big Box lettings completing. The largest deal was the 440,167 sq ft letting of S440 Panattoni Park in Sittingbourne to ID Logistics, which completed in Q4 2025 whilst on line retail group Must Have Ideas took the 245,666 sq ft Aylesford 246.
- The first quarter of 2026 has seen a strong start in the South East London & Kent market, with 628,500 sq ft of space acquired. The only Big Box deal to complete across the Glenny Region in Q1 was the 264,700 sq ft leasing of the former Tesco cold storage unit at Snodland by Morrisons.
- The strong period of activity in the latter part of 2025 saw supply fall back to 6.6m sq ft in Q1 2026. Grade A supply accounts for 30% (2.0m sq ft) of overall supply, the lowest proportion in the Eastern M25. Six Big Box units account for 57% of overall grade A space, with the largest unit being the 304,196 sq ft unit at Powerhouse Dartford. The availability rate has reduced to 6.8%, the second lowest rate across the region.
- Demand in the South East London & Kent market moved to a new peak level in the six months to Q1 2026, standing at 10.1m sq ft. The main impetus behind the upturn in demand was the increase in requirements for Big Box and Mid Box units which were up by 41% to 7.0m sq ft and 11% to 1.1m sq ft respectively. Requirements for units below 50,000 sq ft were down by 37.7% following a strong period of activity in 2025/Q1 26.

Industrial market take up



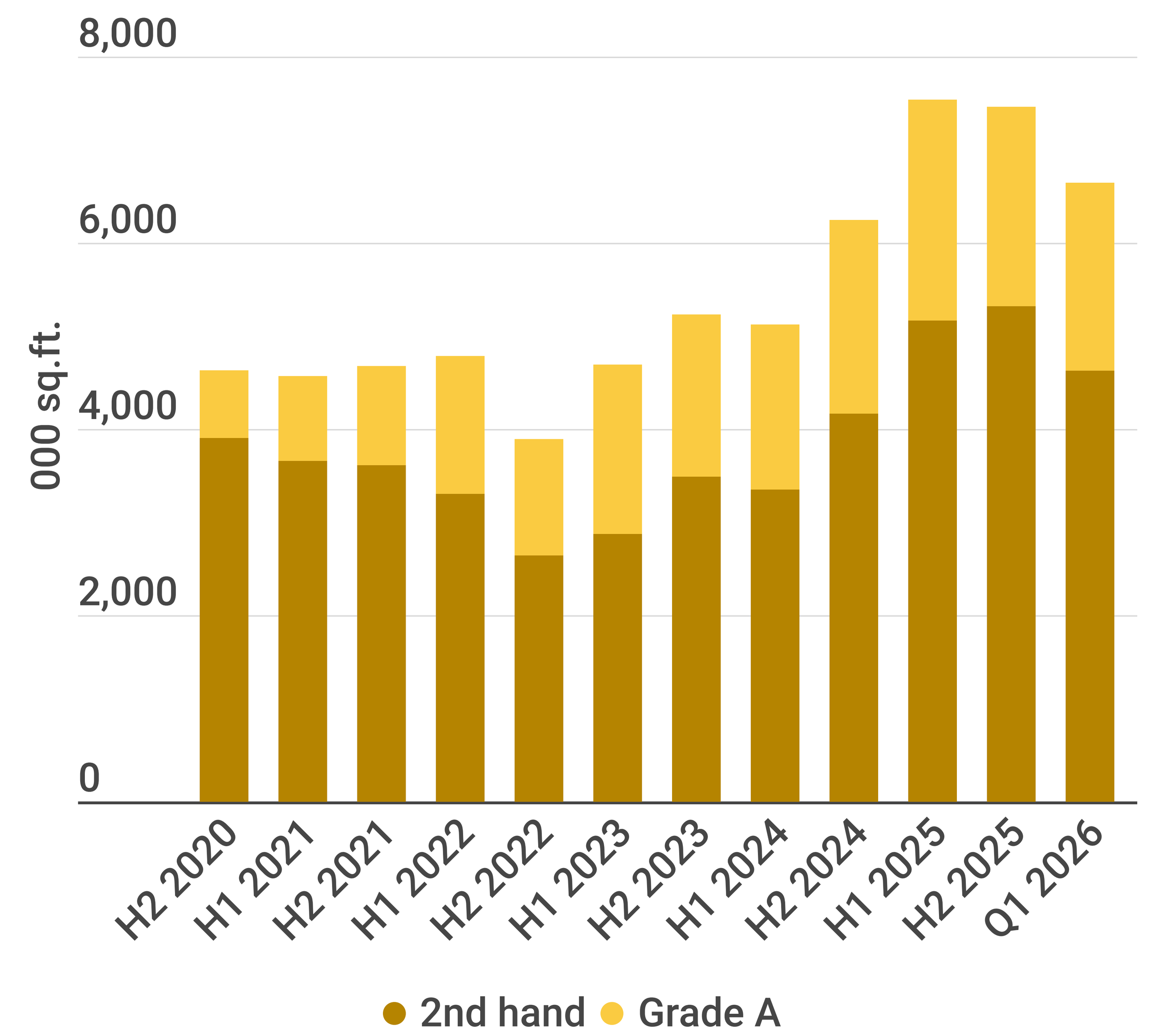
Supply

Industrial market availability



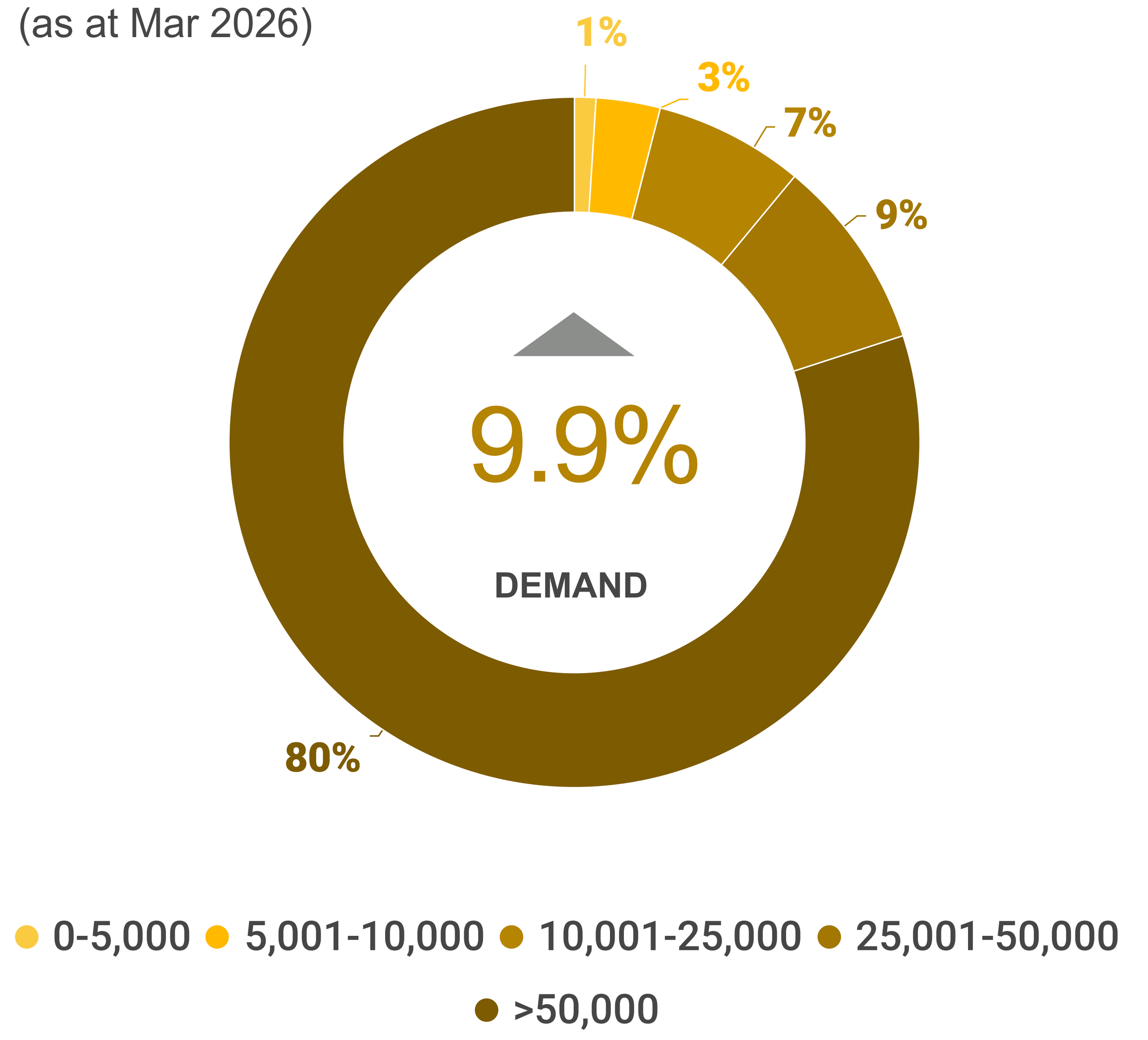
Total availability 6.6m sq.ft.

Industrial market availability



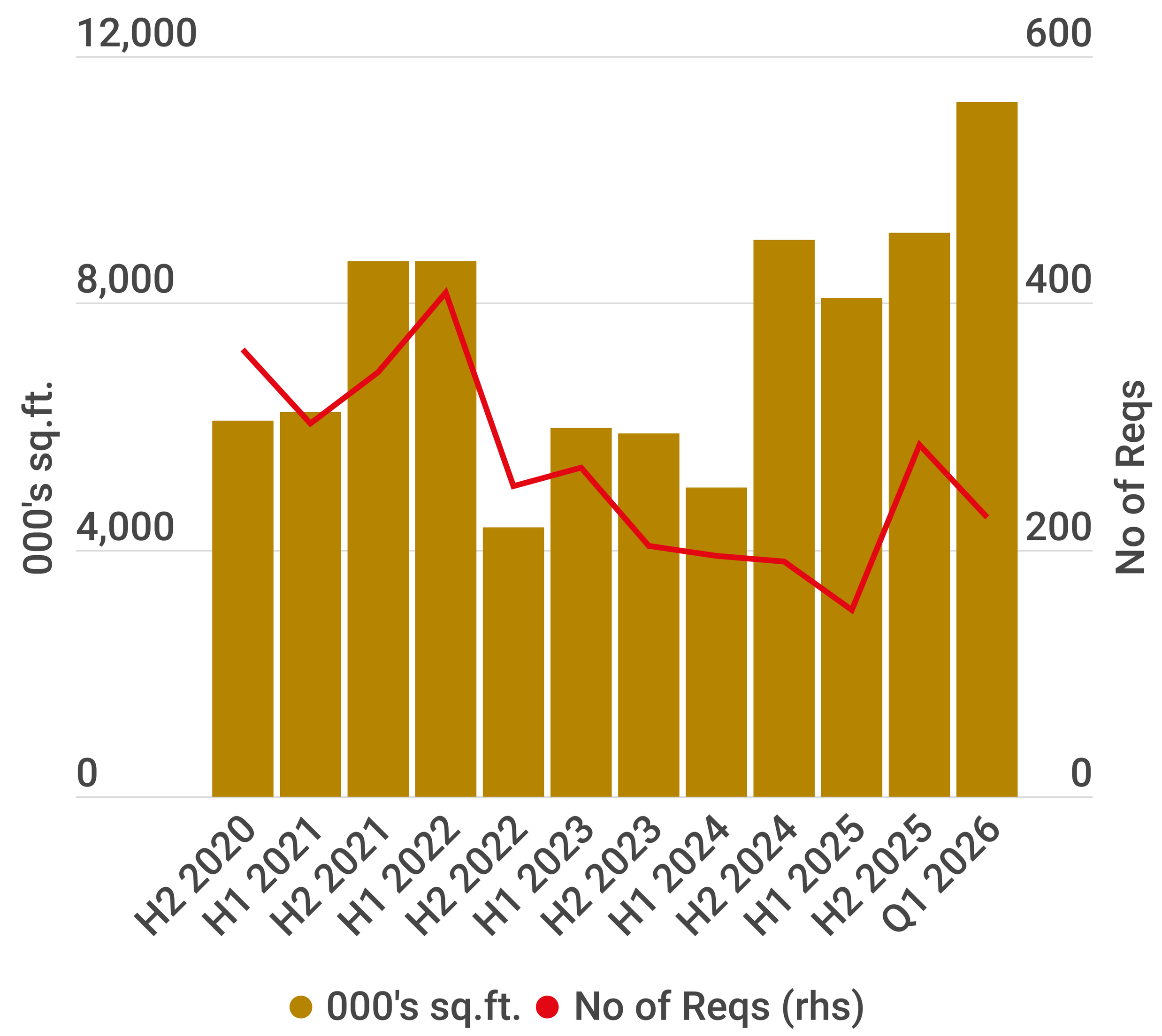
Demand

Industrial market requirements

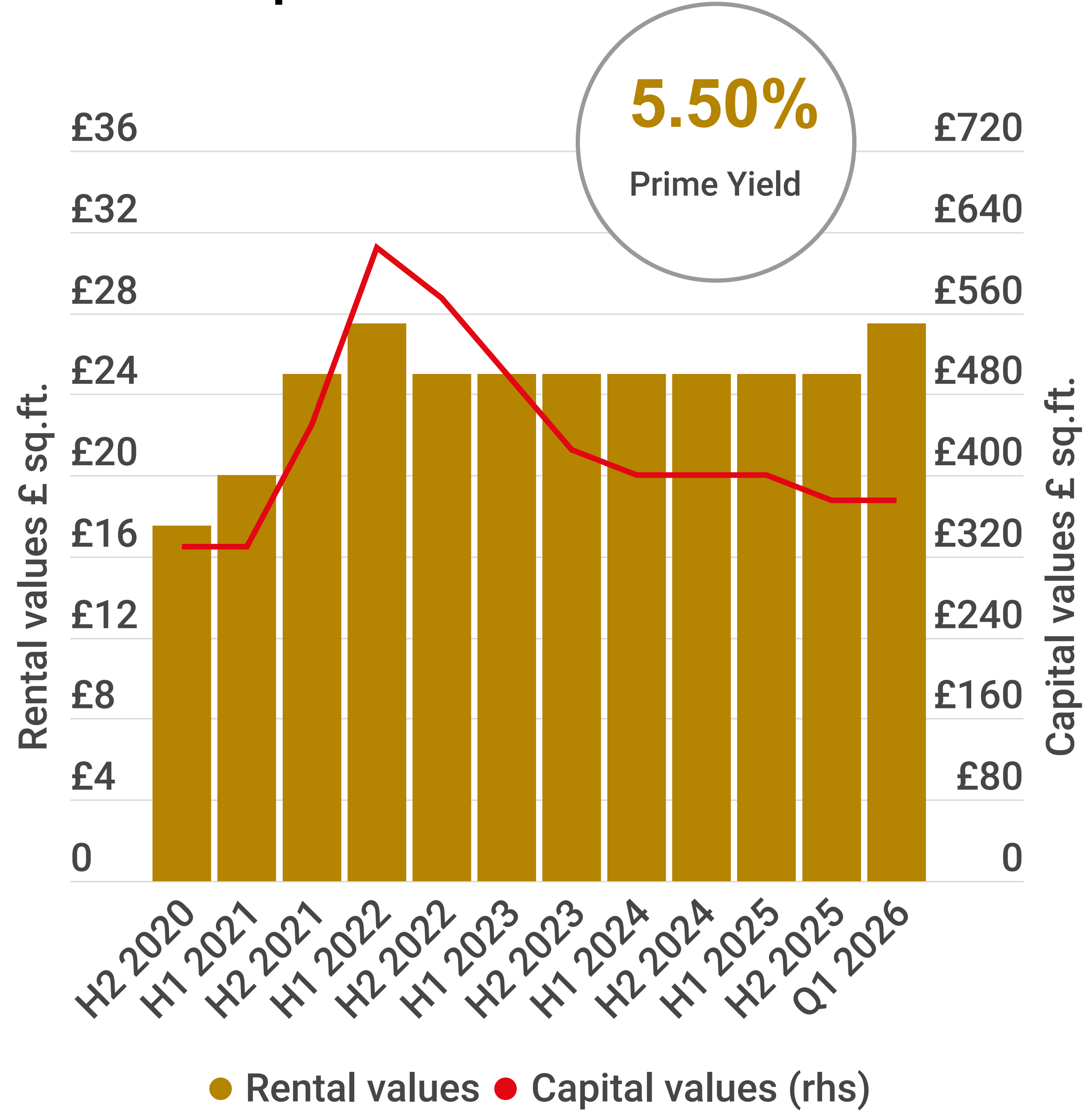


Percentage of sq.ft. demanded

Industrial market demand



Rents & Capital Values



Rents & Capital Values Industrial

Location / £psf	Prime Rents	Secondary Rents	Prime Owner Occupier Capital Values
ASHFORD	£12.50	£10.50	£200
CHARLTON /WOOLWICH	£27.50	£23.50	£375
BELVEDERE /DARTFORD	£17.00	£15.00	£300
AYLESFORD /MAIDSTONE	£15.00	£13.00	£250

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