

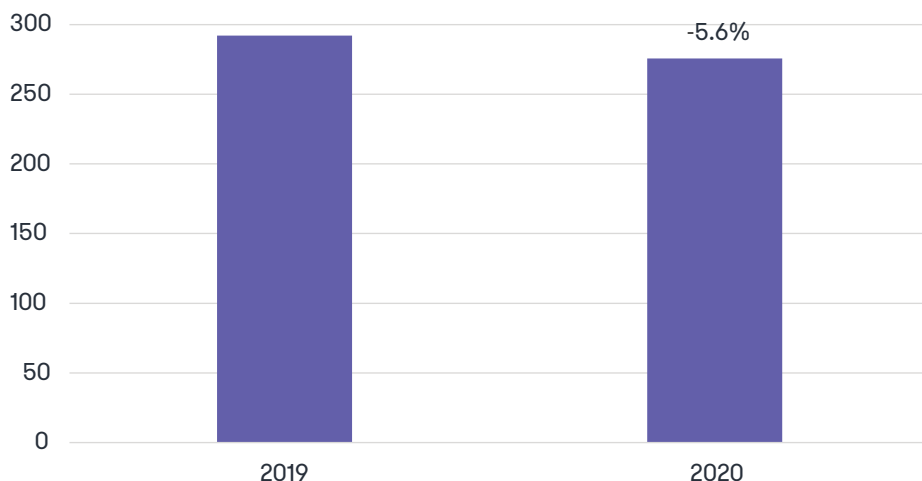
Netherlands 2020 flexible office market snapshot

Pricing

- In the Netherlands, the average price of a desk in a private office in 2020 was €276. This is a decrease of 5.6% year on year, which is surprising given the circumstances. The small decrease may be due to the culture of having everything in close proximity, combined with entering a lockdown for the first time in Mid-December which meant that providers didn't have to change their approach too much and maintained the demand from occupiers.
- The average term length in 2020 was 10.9 months, an increase of 18.1% again demonstrating that occupiers were happy to continue occupying flexible space as they have not adopted such harsh lockdown measures until now.
- The rental discount achieved by Workthere brokers was 15% in 2020, this is up from a discount of 7.8% in 2019.

| | Desk Price (€) | Term Length (Months) | Rental Discount (%) |
|------------|----------------|----------------------|---------------------|
| 2019 | 292 | 9.2 | 7.8 |
| 2020 | 276 | 10.9 | 15.0 |
| Change (%) | -5.6% | 18.1% | 93.5% |

Average monthly private office desk cost (€)



€276

Average monthly cost per desk in the Netherlands



7.1

Average no. of desks per enquiry in 2020



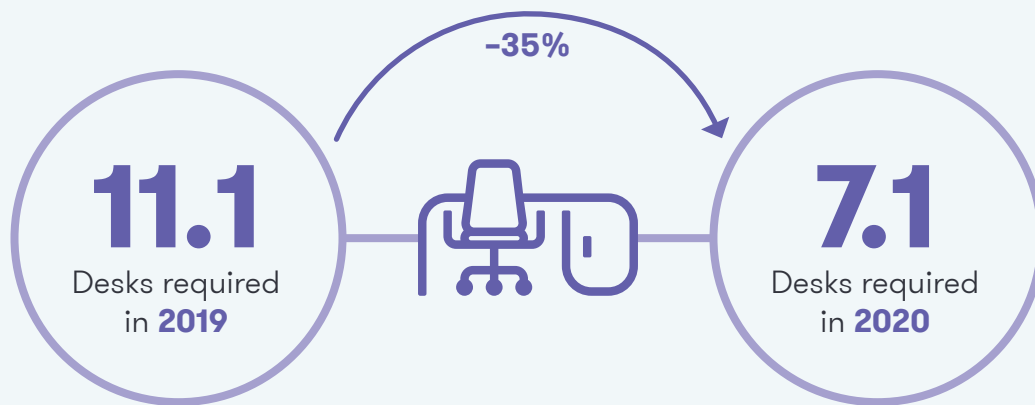
15%

The level of rental discount achieved by Workthere brokers

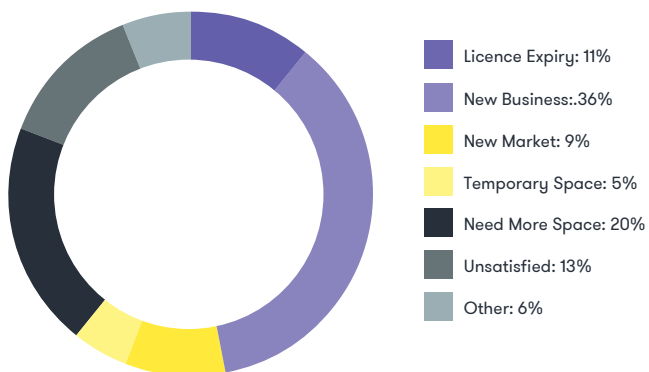
Demand

- New businesses taking space have continued to drive enquiry demand in the flexible office sector in the Netherlands, accounting for over a third of demand in 2020 and 2019. The number of companies that have decided to move because they're unhappy with the standard of their current space has increased to 16% of demand in 2020 compared with 13% in 2019.
- The average required number of desks decreased to 7.1 in 2020. This is due to the uptake from new businesses that have smaller workforces, with the average number of desks actually taken in the Netherlands being 5.

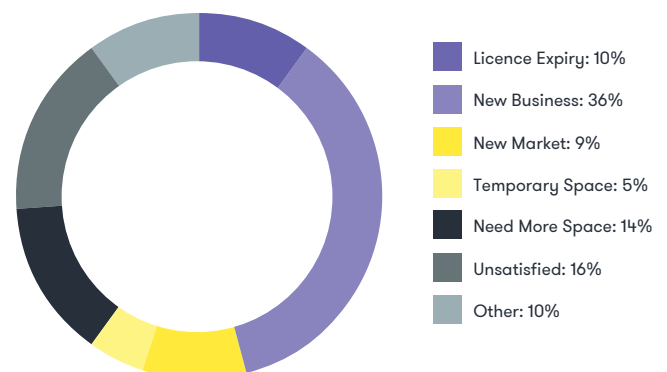
Average no. of desks required



2019 reasons for moving offices



2020 reasons for moving office



Workthere.com

Workthere is a business by Savills focused solely on helping businesses find flexible office space, whether that's a serviced office, co-working or shared space.

Get in touch for further information

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