



For immediate release on 05.07.22

OnTheMarket plc partners with Instant Offices to strengthen its flexible office space offering

OnTheMarket plc has partnered with Instant Offices, a world leading marketplace for flexible workspace, to provide the portal with more flexible office space listings.

The deal will significantly increase the flexible office space listings being displayed on the portal, catering to a rise in demand from agents who operate in both the residential and commercial sectors. The partnership will initially allow OnTheMarket to host just under 4,000 listings across England, Scotland and Wales covering coworking, serviced offices and other forms of flex space.

The move to increase the amount of flexible office stock available on the portal is part of a strategic push to expand OnTheMarket's commercial property offering. Instant Offices is currently signed up to list properties on the site for a minimum of 12 months during which time they will list exclusively as the only commercial property brokers on the site without interfering with traditionally leased office stock.

Updated functionality will also be introduced to the site later this year including a new "Flexible Workspace" property filter available in the commercial search section of the site. This addition will allow prospective occupiers to filter between different types of commercial listings and provide the option to view flexible working spaces separately to traditional offices.

Jason Tebb, Chief Executive Officer of OnTheMarket, comments: "We're delighted to be partnering with Instant Offices, one of the global leaders in this sector, as part of our long-term strategy to develop our commercial offering. We continue to explore new opportunities to evolve the business in line with our strategy of building a differentiated, tech-enabled property group. Expanding our flexible office stock in this way will also encourage more consumers to explore our site for both commercial and residential listings."

Steve Freeman, Head of Commercial at OnTheMarket, says: "As working habits continue to evolve, we expect the flexible office space market will grow for many years

to come as businesses become familiar with its benefits. As our brand awareness continues to increase among serious residential property seekers, a natural next step is for us to also provide more commercial inventory which is in line with the needs of businesses large and small.”

John Williams, Chief Marketing Officer at Instant Offices, comments: “Our partnership with OnTheMarket presents a great opportunity to make flexible workspace more accessible to shareholder residential agents and their clients. Hybrid work strategies are becoming an integral part of longer-term business strategies, offering employees more choice over how and where they work. This change in work habits is boosting demand for flexible workspace by 22% across the UK in 2021 compared to the previous year. Flex is becoming the go-to-choice for many businesses wanting more flexibility and choice of product in today’s fast changing business environment and Instant Offices is here to help them move forward faster.”

Ends.