



2025

Work From Home Study

STRATEGIC CRE
SUMMARY FOR BROKERS

SVN INTERNATIONAL

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EXECUTIVE SUMMARY

Based on CES 25-36 | BTOS WFH Supplement, June 2025

Key Findings from the 2025 BTOS WFH Study:

31%

31% of businesses have employees working from home (WFH) at least once in the past two weeks



WFH is most prevalent in **Information (69%)** and least in **Accommodation & Food Services (<7%)**

73%

Larger firms are more likely to allow WFH — **73% of firms with 250+ employees** report some remote work



Average WFH frequency is **1.04 days/week** today, with **1.00 days/week projected for 2029**



The **main limitation** to WFH is job feasibility. Concerns around productivity, monitoring, and IT are minimal.

66%

66% of businesses say onsite is more productive, but **15.6% report no difference**. Only 2.1% say WFH is more productive.

75%

75% of firms do not monitor WFH activity, and fewer than 5% have a return-to-office policy with mandatory in-office days.



STRATEGIC TAKEAWAYS

TENANT REP STRATEGY

Hybrid is the baseline.

Most clients will land at 1-2 days of WFH weekly. This reduces space needs modestly — but not uniformly.

Design for purpose, not presence.

Emphasize collaborative zones, touchdown space, and “third places” within the office.

Technology-first environments win.

Recommend investments in digital collaboration tools and hot-desking platforms.

No surveillance = culture matters.

Encourage clients to build presence through experience, not enforcement.

LANDLORD STRATEGY

Don't overcorrect.

Only certain segments are shrinking footprint - professional services, finance & tech remain viable tenants.

Class B/C space must evolve.

Consider partnering with flex space operators or repositioning with modern buildouts and amenities.

Flight to quality is real.

Tenants want well-located, engaging, amenitized environments. Amenitize or lose out.

Lean into hospitality.

Activate shared spaces with events, food, wellness, and concierge-like experiences.



OPPORTUNITY ZONES BY SEGMENT



SEGMENT	WFH IMPACT	CRE IMPLICATION
Information/Tech	HIGH	Hot desks, HQ-lite, satellite
Finance & Professional Services	MEDIUM	Rebalanced layouts, premium space for collaboration
Manufacturing/ Retail/Food	LOW	Minimal change; maintain traditional operations
Small Firms (<10 employees)	MIXED	More likely to go fully remote; sublease opportunity
Large Firms (250+ employees)	HIGH	Likely to consolidate footprint and upgrade quality



BROKER TALKING POINTS

POINT 1

“**Just one day of WFH a week** reduces desk usage by **10% across a 50-person team.**”

POINT 2

“WFH isn’t ending — it’s leveling off. But **office strategy from 2019** won’t cut it in 2025.”

POINT 3

“The modern office isn’t about desks — it’s about **culture, collaboration, and connection.**”

POINT 4

“**Flexibility is table stakes.** Office environments must justify the commute.”

