

Sector	Mar-16	Sep-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Market Sentiment
<b>High Street Retail</b>									
Bond Street	2.00 - 2.25%	2.00% - 2.25%	2.00% - 2.25%	2.00% - 2.25%	2.00% - 2.25%	2.00% - 2.25%	2.00% - 2.25%	2.00% - 2.25%	STABLE
Oxford Street	2.25%	2.25%	2.25%	2.25%	2.25%	2.25%	2.25%	2.25%	STABLE
Prime Shops	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	POSITIVE
Regional Cities	4.50% - 4.75%	4.75%	4.75%	4.75%	4.50%	4.50%	4.50%	4.50%	POSITIVE
Good Secondary (Truro, Leamington Spa, Colchester etc)	5.75%	6.00% - 6.25%	6.00% - 6.25%	6.00% - 6.25%	6.00% - 6.25%	6.00% - 6.25%	6.00% - 6.25%	6.00%	POSITIVE
Secondary / Tertiary	10.00%	10.00%+	10.00%+	10.00%+	10.00%+	10.00%+	10.00%+	10.00%+	NEGATIVE
<b>Shopping Centres</b>									
Regionally Dominant (£200+ psf Zone A)	4.00%	4.25%	4.25% +	4.25% +	4.25% +	4.25% +	4.25%	4.25%	STABLE
Dominant Prime	4.75%	5.00%	5.00% +	5.00% +	5.00% +	5.00% +	5.00% +	5.00% +	STABLE
Town Dominant	6.25%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	STABLE
Secondary	8.50%	9.00%	9.00%	9.00%	9.00% +	9.00% +	9.00% +	9.00% +	NEGATIVE
<b>Out of Town Retail</b>									
Open A1/Fashion Parks	4.25% +	4.50% +	4.50% +	4.50% +	4.50% +	4.50% +	4.50% +	4.50% +	STABLE
Secondary Open A1 Parks	5.75%	6.00% +	6.00% +	6.00% +	6.00%	6.00%	6.00%	6.00%	NEGATIVE
Bulky Goods Parks	5.50% +	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	STABLE
Secondary Bulky Goods Parks	6.25%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	NEGATIVE
Solus Open A1	4.75% -	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	POSITIVE
Solus Bulky (c.50,000 sq ft let to strong covenant)	5.75% -	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	POSITIVE
<b>Leisure</b>									
Leisure Parks	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%	5.00%	5.00%	STABLE
<b>Specialist Sectors</b>									
Dept. Stores Prime (with fixed uplifts IY)	5.00%	5.00% +	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%	NEGATIVE
Car Showrooms (20 yrs with fixed uplifts & manufacturer covenant)	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	STABLE
Car Showrooms (20 yrs with fixed uplifts & dealer covenant)	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%	STABLE
Budget Hotels (Fixed/RPI uplifts 20 yr+ term, Strong Covenant)	4.75%	4.75%	4.75%	4.75%	4.75%	4.75%	4.75%	4.75%	STABLE
Student Accommodation (Prime London - Direct Let)	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	STABLE
Student Accommodation (Prime Regional - Direct Let)	5.50%	5.50%	5.50%	5.50%	5.50%	5.50%	5.50%	5.50%	POSITIVE
Student Accommodation (Prime London - 25 yr lease Annual RPI)	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	POSITIVE
Student Accommodation (Prime Regional - 25 yr lease Annual RPI)	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	4.75%	POSITIVE
Healthcare (Elderly Care 30 yrs indexed linked reviews)	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	STABLE
<b>Foodstores</b>									
Annual RPI increases (IY) (25 year income)	4.25%	4.25%	4.25%	4.25%	4.25%	4.25%	4.25%	4.25%	STABLE
Open market reviews	4.75%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	NEGATIVE
<b>Warehouse &amp; Industrial Space</b>									
Prime Distribution/Warehousing (20 year income (with fixed uplifts IY))	4.25% -	4.25% - 4.50%	4.25% - 4.50%	4.25% - 4.50%	4.25% - 4.50%	4.25% - 4.50%	4.25% - 4.50%	4.25% - 4.50%	STABLE
Prime Distribution/Warehousing (15 year income)	5.00% -	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	POSITIVE
Secondary Distribution (10 year income)	6.25% -	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	STABLE
SE Estate (exc London & Heathrow)	4.75%	4.75% - 5.00%	4.75% - 5.00%	4.75% - 5.00%	4.75% - 5.00%	4.75% - 5.00%	4.75% - 5.00%	4.75% - 5.00%	POSITIVE
Good Modern RoUK Estate	5.25%	5.50%	5.50%	5.50%	5.50%	5.50%	5.50%	5.50%	POSITIVE
Secondary Estates	6.75%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	STABLE
<b>Offices</b>									
City Prime	4.00%	4.25% +	4.25% +	4.25% +	4.25%	4.25%	4.25%	4.25%	STABLE
West End Prime	3.25% - 3.50%	3.50% - 3.75%	3.50% - 3.75%	3.50%	3.50%	3.50%	3.50%	3.50%	STABLE
Major Regional Cities	4.75%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	STABLE
SE Towns	5.00%	5.25%+	5.25%+	5.25%+	5.25%	5.25%	5.25% -	5.25% -	POSITIVE
SE Business Parks	5.15%	5.35%+	5.35%+	5.35%+	5.35%+	5.35%+	5.35% -	5.35% -	POSITIVE
<b>Bonds &amp; Rates</b>									
Libor 3 mth (27/02/17)	0.59%	0.38%	0.38%	0.40%	0.38%	0.37%	0.35%	0.35%	
Base rate (27/02/17)	0.50%	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	
5 year swap rates (27/02/17)	1.00%	0.49%	0.57%	0.83%	0.95%	0.88%	1.00%	0.81%	
10 yr gilts redemption yield (27/02/17)	1.46%	0.70%	0.80%	1.19%	1.44%	1.32%	1.42%	1.14%	

Based on rack rented properties and disregards bond type transactions

This yield guide is for indicative purposes only and was prepared on 01 March 2017

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