

Sector	Apr-16	Oct-16	Nov-16	Dec-16	Jan-17	Feb-17	Mar-17	Apr-17	Market Sentiment
High Street Retail									
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% -	3.75%	POSITIVE
Regional Cities	4.50% - 4.75%	4.75%	4.75%	4.50%	4.50%	4.50%	4.50%	4.25%	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%	6.00%	POSITIVE
Secondary / Tertiary	10.00%	10.00%++	10.00%++	10.00%++	10.00%++	10.00%++	10.00%++	10.00%++	NEGATIVE
Shopping Centres									
Regionally Dominant (£200+ psf Zone A)	4.00%	4.25% +	4.25% +	4.25% +	4.25% +	4.25%	4.25%	4.25%	NEGATIVE
Dominant Prime	4.75%	5.00% +	5.00% +	5.00% +	5.00% +	5.00% +	5.00% +	5.00% +	NEGATIVE
Town Dominant	6.25%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.75% +	NEGATIVE
Secondary	8.50%	9.00%	9.00%	9.00% +	9.00% +	9.00% +	9.00% +	9.00% ++	NEGATIVE
Out of Town Retail									
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%	POSITIVE
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
Leisure									
Leisure Parks	5.25%	5.25%	5.25%	5.25%	5.25%	5.00%	5.00%	5.00%	POSITIVE
Specialist Sectors									
Dept. Stores Prime (with fixed uplifts IY)	5.00%	5.25%	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%	4.75%	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
Foodstores									
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
Warehouse & Industrial Space									
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%	POSITIVE
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%	POSITIVE
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%	4.50%	POSITIVE
Good Modern RoUK Estate	5.25%	5.50%	5.50%	5.50%	5.50%	5.50%	5.50%	5.25%	POSITIVE
Secondary Estates	6.75%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	6.75%	POSITIVE
Offices									
City Prime	4.00%	4.25% +	4.25% +	4.25%	4.25%	4.25%	4.25%	4.00-4.25%	STABLE
West End Prime	3.25% - 3.50%	3.50% - 3.75%	3.50%	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
Bonds & Rates									
Libor 3 mth (07/04/17)	0.59%	0.38%	0.40%	0.38%	0.37%	0.35%	0.35%	0.33%	
Base rate (07/04/17)	0.50%	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	0.25%	
5 year swap rates (07/04/17)	1.00%	0.57%	0.83%	0.95%	0.88%	1.00%	0.81%	0.79%	
10 yr gilts redemption yield (07/04/17)	1.51%	0.80%	1.19%	1.44%	1.32%	1.42%	1.14%	1.09%	

Based on rack rented properties and disregards bond type transactions

This yield guide is for indicative purposes only and was prepared on 7 April 2017