

PRIME YIELD GUIDE MARCH 2021



Sector	Mar-20	Sep-20	Oct-20	Nov-20	Dec-20	Jan-21	Feb-21	Mar-21	Change	Market Sentiment
High Street Retail										
Bond Street	2.50% - 2.75%	2.75% +	2.75% +	2.75%	2.75%	2.75%	2.75% +	2.75% +		STABLE
Oxford Street	2.75% - 3.00%	3.00% - 3.25%	3.00% - 3.25%	3.25%	3.25%	3.25%	3.25% +	3.25% - 3.50%	+	NEGATIVE
Prime Shops (Oxford, Cambridge)	5.50%	6.25% - 6.50%	6.25% - 6.50%	6.25% - 6.50%	6.25% - 6.50%	6.25% - 6.50%	6.25% - 6.50%	6.25% - 6.50%	+	NEGATIVE
Regional Cities (Manchester, Birmingham)	5.50% - 5.75%	6.25% - 6.50%	6.25% - 6.50%	6.25% - 6.50%	6.25% - 6.50%	6.25% - 6.50%	6.25% - 6.50%	6.50% +	+0.25%	NEGATIVE
Good Secondary (Truro, Leamington Spa, Colchester etc)	7.50%	8.25% +	8.25% +	8.25% +	8.25% +	8.25% +	8.25% +	8.25% - 8.50%	+	NEGATIVE
Secondary / Tertiary	10.00% ++	10.00% ++	10.00% ++	10.00% ++	10.00% ++	10.00% ++	10.00% ++	10.00% ++		NEGATIVE
Shopping Centres (sustainable income)										
Regional Scheme	6.00%	7.00% +	7.00% +	7.00% +	7.00% +	7.00% +	7.00% +	8.00%	+1.00%	NEGATIVE
Sub-Regional Scheme	7.25%	8.25% +	8.25% +	8.25% +	8.25% +	8.25% +	8.25% +	9.00%	+0.25%	NEGATIVE
Local Scheme (successful)	8.75%	9.50% +	9.50% +	9.50% +	9.50% +	9.50% +	9.50% +	10.00%	+0.50%	NEGATIVE
Local Scheme (challenged)	11.50%	12.50% +	12.50% +	12.50% +	12.50% +	12.50% +	12.50% +	15.00% +	+2.50%	NEGATIVE
Neighbourhood Scheme (assumes <25% of income from supermarket)	9.00%	9.50% - 9.75% +	9.50% - 9.75% +	9.50% - 9.75% +	9.50% - 9.75% +	9.50% - 9.75% +	9.50% - 9.75% +	9.50% - 9.75% +		NEGATIVE
Out of Town Retail										
Open A1/Fashion Parks	6.50%	7.00% +	7.00% +	7.00% +	7.00% +	7.00% +	7.00% +	7.00% +		NEGATIVE
Secondary Open A1 Parks	8.00%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%	8.75%		NEGATIVE
Bulky Goods Parks	6.50%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%	7.00%		STABLE
Secondary Bulky Goods Parks	8.00%	8.50% +	8.50% +	8.50% +	8.50% +	8.50% +	8.50% +	8.50% +		STABLE
Solus Open A1 (15 year income)	6.00%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	6.50%	-0.25%	POSITIVE
Solus Bulky (15 year income)	6.50%	6.75%	6.75%	6.75%	6.75%	6.75%	6.75%	6.50%	-0.25%	POSITIVE
Leisure										
Prime Leisure Parks	5.25% +	6.50% +	6.75% - 7.00%	7.00% +	7.00% +	7.00% +	7.00% +	7.00% +		NEGATIVE
Good Secondary Leisure Parks	6.25%	7.50% +	7.75% - 8.00%	8.00% +	8.00% +	8.00% +	8.00% +	8.00% +		NEGATIVE
Secondary / Tertiary Leisure Parks	7.75%	9.50% +	9.75% - 10.00%	10.00% +	10.00% +	10.00% +	10.00% +	10.00% +		NEGATIVE
Specialist Sectors										
Car Showrooms (20 yrs with fixed uplifts & dealer covenant)	4.75%	5.25% +	5.25% +	5.50%	5.50%	5.50%	5.50%	5.50%		NEGATIVE
Budget Hotels London (Fixed / RPI uplifts 20 yr+ term, strong covenant)	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%		NEGATIVE
Budget Hotels Regional (Fixed / RPI uplifts 20 yr+ term, strong covenant)	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%		NEGATIVE
Student Accommodation (Prime London - Direct Let)	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	-	STABLE
Student Accommodation (Prime Regional - Direct Let)	5.25% -	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%	5.25%		STABLE
Student Accommodation (Prime London - 25 yr lease, Annual RPI)	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%		STABLE
Student Accommodation (Prime Regional - 25 yr lease, Annual RPI)	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%		STABLE
Healthcare (Elderly Care, 30 yr term, indexed linked reviews)	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%		STABLE
Foodstores										
Annual RPI increases [NIY] (20 year income)	4.25% -	4.25% -	4.25% -	4.00% - 4.25%	4.00%	4.00%	3.75%	3.75% -	-	POSITIVE
Open market reviews	4.75% -	4.75%	4.75%	4.75%	4.75%	4.75%	4.75% -	4.50%	-0.25%	POSITIVE
Warehouse & Industrial Space										
Prime Distribution/Warehousing (20 year income [NIY] with fixed uplifts)	4.00% -	4.00% -	4.00% -	3.75%	3.50%	3.50%	3.50%	3.50% -	-	POSITIVE
Prime Distribution/Warehousing (15 year income, OMRRs)	4.25%	4.25%	4.25%	4.00%	4.00%	4.00%	4.00%	4.00% -	-	POSITIVE
Secondary Distribution (10 year income, OMRRs)	5.00%	5.50%	5.50%	5.00%	5.00% - 5.25%	5.00% - 5.25%	4.75% - 5.00%	4.50%	-0.25%	POSITIVE
SE Estate (exc London & Heathrow)	4.00%	4.25%	4.25% -	4.00% - 4.25%	4.00% - 4.25%	4.00% - 4.25%	4.00%	4.00%		POSITIVE
Good Modern RoUK Estate	4.50%	4.75% - 5.00%	4.75% - 5.00%	4.75% - 5.00%	4.50% - 4.75%	4.50% - 4.75%	4.50%	4.50%		POSITIVE
Secondary Estates	6.00% +	6.25% +	6.25% +	6.25% +	6.00%	6.00%	5.75%	5.75%		POSITIVE
Offices										
City Prime	4.00%	4.00% - 4.25%	4.00% - 4.25%	4.00% - 4.25%	4.00% - 4.25%	4.00% - 4.25%	4.00% - 4.25%	4.00% - 4.25%		STABLE
West End: Prime (Mayfair & St James's)	3.50% - 3.75%	3.50% - 3.75%	3.50% - 3.75%	3.50% - 3.75%	3.50% - 3.75%	3.50% - 3.75%	3.50% - 3.75%	3.50% - 3.75%		STABLE
West End: Non-core (Soho & Fitzrovia)	4.00% - 4.25%	4.00% - 4.25%	4.00% - 4.25%	4.00% - 4.25%	4.00% - 4.25%	4.00% - 4.25%	4.00% - 4.25%	4.00% - 4.25%		STABLE
Major Regional Cities (Single let, 15 years)	4.75%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%		STABLE
Major Regional Cities (Multi-let, 5 year WAULT)	5.00%	5.50%	5.50%	5.50%	5.75%	5.75%	5.75%	5.75%		NEGATIVE
SE Towns (Single let, 15 years)	5.00%	5.25%	5.25%	5.25%	5.25%	5.25%	5.25% +	5.25% +		NEGATIVE
SE Towns (Multi-let, 5 year WAULT)	5.50%	5.75% - 6.00%	6.00%	6.00%	6.00%	6.00% +	6.25%	6.25%		NEGATIVE
SE Business Parks (Single let, 15 years)	5.00%	5.25% +	5.25% +	5.25% +	5.25% +	5.25%	5.25% +	5.25% +		NEGATIVE
SE Business Parks (Multi-let, 5 year WAULT)	6.00%	6.50%	6.50%	6.50%	6.50%	6.50% +	6.75% +	6.75% +		NEGATIVE
Bonds & Rates										
Libor 3 mth (08/03/2021)	0.38%	0.06%	0.05%	0.04%	0.03%	0.03%	0.05%	0.08%		
Base rate (08/03/2021)	0.25%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%	0.10%		
5 year swap rates (08/03/2021)	0.51%	0.16%	0.18%	0.22%	0.23%	0.25%	0.41%	0.64%		
10 yr gilts redemption yield (08/03/2021)	0.23%	0.20%	0.17%	0.27%	0.28%	0.31%	0.52%	0.75%		

This yield guide is for indicative purposes only and was prepared on 8 March 2021.

The outbreak of the Novel Coronavirus (COVID-19), declared by the World Health Organisation as a "Global Pandemic" on 11 March 2020, has and continues to impact many aspects of daily life and the global economy - with some real estate markets having experienced lower levels of transactional activity and liquidity. The pandemic and the measures taken to tackle COVID-19 continue to affect economies and real estate markets globally. Nevertheless, property markets are mostly functioning again, with transaction volumes and other relevant evidence at levels where an adequate quantum of market evidence exists upon which to base opinions of value. On 9 September 2020 the Material Valuation Uncertainty Clause was lifted from all UK real estate excluding some assets valued with reference to trading potential. A valuation of such a property may therefore still be reported as being subject to 'material valuation uncertainty' as defined by VPS 3 and VPQA 10 of the RICS Valuation - Global Standards; consequently, less certainty - and a higher degree of caution - should be attached to the valuations of these assets than would normally be the case. Travel, movement and operational restrictions have been implemented again by many countries. In some cases, "lockdowns" have been applied to varying degrees and to reflect further "waves" of COVID-19; although these may imply a new stage of the crisis, they are not unprecedented in the same way as the initial impact. Given the unknown future impact that COVID-19 might have on the real estate market and the difficulty in differentiating between short term impacts and long-term structural changes, we recommend keeping valuations under regular review.