

Sector	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18	Oct-18	Nov-18	Dec-18	Jan-19	Market Sentiment	
London - Zone 1 (gross yields reported)															
Prime Central London (GIY)*	3.25%-3.50%	3.25%-3.50%	3.25%-3.50%	3.25%-3.50%	3.25%-3.50%	3.25%-3.50%	3.00%-3.25%	3.00%-3.25%	3.00%-3.25%	3.00%-3.25%	3.00%-3.25%	3.00%-3.25%	3.00%-3.25%	STABLE	
Zone 1 Prime (GIY) (Outside PCL)*	3.75%-4.00%	3.75%-4.00%	3.75%-4.00%	3.75%-4.00%	3.75%-4.00%	3.75%-4.00%	3.75%-4.00%	3.75%-4.00%	3.75%-4.00%	3.75%-4.00%	3.75%-4.00%	3.75%-4.00%	3.75%-4.00%	STABLE	
London and South East															
Zone 2 Prime (NIY)	3.50%-3.75%	3.50%-3.75%	3.50%-3.75%	3.25%-3.50%	3.25%-3.50%	3.25%-3.50%	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	
Zones 3-4 Prime (NIY)	3.75%	3.75%	3.75%	3.50-3.75%	3.50-3.75%	3.50-3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	3.75%	POSITIVE	
Greater London Prime (NIY)	3.75%-4.00%	3.75%-4.00%	3.75%-4.00%	3.75%-4.00%	3.75%-4.00%	3.75%-4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	POSITIVE	
South East Prime (NIY)	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%	4.00%-4.25%	4.00%-4.25%	4.00%-4.25%	4.00%-4.25%	4.00%-4.25%	POSITIVE	
Prime Regional Cities															
Prime assets (NIY)	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%	4.00%-4.25%	4.00%-4.25%	4.00%-4.25%	4.00%-4.25%	4.00%-4.25%	STABLE	
Birmingham (NIY) (prime assets)	4.25%	4.25%	4.25%	4.25%	4.25%	4.25%	4.25%	4.25%	4.25%	4.00%-4.25%	4.00%-4.25%	4.00%-4.25%	4.00%-4.25%	STABLE	
Bristol (NIY) (prime assets)	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%	4.00%-4.25%	4.00%-4.25%	4.00%-4.25%	4.00%-4.25%	4.00%-4.25%	STABLE	
Leeds (NIY) (prime assets)	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	4.50%	POSITIVE	
Manchester (NIY) (prime assets)	4.25%	4.25%	4.25%	4.00%-4.25%	4.00%-4.25%	4.00%-4.25%	4.25%	4.25%	4.25%	4.25%	4.25%	4.25%	4.25%	STABLE	
Secondary Regional Cities															
Prime assets (NIY)	5.00%-5.25%	5.00%-5.25%	5.00%-5.25%	5.00%-5.25%	5.00%-5.25%	5.00%-5.25%	5.00%-5.25%	5.00%-5.25%	5.00%-5.25%	5.00%-5.25%	5.00%-5.25%	5.00%-5.25%	5.00%-5.25%	POSITIVE	
Ground Rents															
10 Year RPI Uplifts	Market uncertainty due to lack of clarity from Government legislation						3.25%	3.25%	3.25%	3.25%	3.25%-3.50%	3.25%-3.50%	3.25%-3.50%	3.25%-3.50%	CAUTIOUS
25 Year Doubling Reviews							3.50%	3.50%	3.50%	3.50%	3.50%-3.75%	3.50%-3.75%	3.50%-3.75%	3.50%-3.75%	CAUTIOUS
Bonds & Rates															
Libor 3 mth	0.52%	0.53%	0.58%	0.76%	0.68%	0.62%	0.68%	0.81%	0.80%	0.80%	0.80%	0.89%	0.91%		
Base rate	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.75%	0.75%	0.75%	0.75%	0.75%	0.75%		
5 year swap rates	1.17%	1.31%	1.24%	1.37%	1.36%	1.35%	1.28%	1.37%	1.31%	1.44%	1.44%	1.36%	1.24%		
10 yr gilts redemption yield	1.34%	1.51%	1.53%	1.38%	1.44%	1.40%	1.29%	1.32%	1.41%	1.59%	1.56%	1.35%	1.22%		

Based on rack rented properties and disregards bond type transactions.

NIY - Where reported we have assumed an appropriate discount for operating costs.

This yield guide is for indicative purposes only and was prepared on 11 January 2018.

*Our PCL yield is based on tenanted blocks with a minimum of 6 units, covering locations such as Mayfair, Knightsbridge, Kensington etc, situated within Knight Frank's definition of Prime Central London. Yields in the PCL and Zone 1 Prime categories are reported gross in line with market practice and no allowance has been made for operating costs within this yield guide.

Yields in the London and South East categories are reflective of income-focused transactions of institutional assets.

Regional locations: We have provided an indication of yields in respect of a number of example locations, illustrating the spread of yields in this classification.

These yields are reported in respect of institutional quality, stabilised assets.