

**COMMUNITY INFRASTRUCTURE LEVY  
PROPERTY VALUE STUDY  
AS PART OF EVIDENCE BASE  
FOR AND ON BEHALF OF  
NEWARK AND SHERWOOD DISTRICT COUNCIL**



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## **TERMS OF REFERENCE**

As part of our instructions to provide valuation advice and assistance to Newark and Sherwood District Council in respect of Community Infrastructure Levy update, we are instructed to prepare a report identifying typical land and property values for geographical locations within the study area.

These typical land and sale prices are to reflect 'new build' accommodation and test categories have been broken down into land use types reflecting the broad divisions of the use classes order reflecting common development land use types specifically:-

- 1) Residential (C3 and C4 houses)
- 2) Residential (C3 and C4 apartments)
- 3) Other residential institutions (C1, C2)
- 4) Food retail (supermarkets)
- 5) General retail (A1, A2, A3, A4, A5)
- 6) Offices (B1a Cat A fit out)
- 7) Industrial (B1, B/C, B2, B8)
- 8) Institutional and community use (D1)
- 9) Leisure (D2, including casinos)
- 10) Agricultural
- 11) Sui Generis (based on recent history)

It should be noted that although food supermarket retail falls under an A1 use, we have specifically assessed it as a separate category since it generally commands a much higher value than other retail categories. It is for each authority to decide whether they wish to adopt a separate charging category for this use, or adopt a more general retail charge more reflective of all retail uses.

The purpose of this value appraisal study is to provide part of the Authority's Evidence Base in support of possible preparation of a Community Infrastructure preliminary draft charging schedule.

Our report identifies potential charging zones and a sub-market map, which is to be read in conjunction with the valuation commentary and tables of appropriately, cross referenced value data.

The report also provides evidence to justify whether a fixed rate or variable rate charging scheme could be appropriate within the study area, subject to further viability testing.

## **AN INTRODUCTION TO CIL**

The Community Infrastructure Levy (CIL) is a charge which local authorities in England and Wales can apply to new development in their area. CIL charges will be based on the size, type and location of the development proposed. The money raised will be used to pay for strategic and other infrastructure required to support growth.

Authorities wishing to charge CIL are required to produce a CIL charging schedule that sets out the rates that will be applied. This must be based on evidence of need for infrastructure and an assessment of the impact of CIL on the economic viability of development. If an Infrastructure Delivery Plan is in place, it will provide the underlying evidence for establishing a CIL system but it is not essential.

For many Authorities it is likely that much of the required infrastructure will still be provided by planning obligations under Section 106 Agreement. However the use of planning obligations will increasingly be severely restricted.

CIL is intended to contribute to the Infrastructure intended to support new development as part of the Authority's development strategy. Relevant infrastructure might include:-

- Highways and Transport Improvements;
- Educational Facilities;
- Health Centres;
- Community Facilities & Libraries;
- Sports Facilities;
- Flood Defences; and
- Green Infrastructure

CIL may be used in conjunction with planning obligation contributions to make up an identified funding deficit. CIL cannot currently be used to fund Affordable Housing.

## **THE EVIDENCE BASE**

The CIL Guidance advises that a charging authority must provide evidence on economic viability and infrastructure planning as background for examination. The legislation (sec 212 (4) B) of the 2008 Planning Act requires that '*appropriate available evidence*' must inform a draft charging schedule.

It is up to each individual charging authority to determine what evidence is appropriate to demonstrate they have struck an appropriate balance between infrastructure funding and the potential effect of CIL on economic viability development within the study area. For property value assumptions, a report commissioned from RICS Registered Valuers (as in this instance) is generally deemed appropriate.

The valuation evidence provides an area based view - a broad test of viability (although changes in guidance now permit focus on individual development sites when subsequently undertaking viability tests). The guidance recommends that standard valuation models should be used to inform viability evidence.

Where differential rates of CIL are proposed (rather than a flat fixed rate ) then the guidance advises that market sector sampling will be required to justify the boundaries of charging zones and the rates of different categories of development.

*The Guidance also confirms that the an Authority may adopt a pragmatic approach when assessing value evidence, and that adopted value judgments need not necessarily exactly mirror available evidence.*

The purpose of this report is to provide a bespoke valuation Evidence Base, specifically for updating the Newark and Sherwood Council CIL charge. Whilst it is possible to assemble an evidence base from many different (and in some instances existing) information sources, we believe there is an inherent danger in this approach. The underlying assumptions for valuation or costs assessment in each data source may be different and a 'mix and match' approach may be flawed when comparable evidence is scrutinised.

We consider our approach herein to be far reaching and sufficiently robust to be defensible at a CIL Examination (as evidenced by previous Inspector approval elsewhere).

The valuation evidence obtained to produce this report takes the form of an area wide approach as recommended by the guidance, and allow for economic viability of development to be considered as a whole, whereby all categories of development have been assessed.

Valuation methodology has consisted primarily of collecting recent comparable evidence of sales transactions within all of the identified development categories prior to full analysis (more fully outlined under 'Procedure and Methodology').

Where evidence may be lacking or unavailable for example the more unusual use classes or within certain locations, reasoned valuation assumptions have been taken.

It should be noted that there will inevitably be scope for anomalies to be identified for each zone. This is to be expected (and is allowable under the CIL guidance). The values and zones identified herein provide a fair and reasonable 'tone' across each zone and use class.

This approach and methodology is deemed wholly acceptable under the CIL regulations and guidance, whereby it is accepted that inevitably valuation at an area wide level cannot be taken down to a 'micro-economic' geographical level.

## **Newark and Sherwood**

Newark and Sherwood is an authority in Nottinghamshire.

The authority is North West of Nottingham City, bordering Lincolnshire to the east.

The authority covers some 252 square miles (651 Sq KM) and has an estimated population of approximately 115,000 persons (2011 Census).

The area is dominated by its largest town, Newark. Elsewhere a more rural landscape exists, including areas of forestry.

The socio-economics are varied, from the wealthy areas of Southwell and it's surround, to former mining communities such as Ollerton.

Newark acts as the de-facto commercial centre, although the authority is also influenced by nearby Nottingham and Lincoln.

The area is well served by road and rail links.

Newark is a major station on the East Coast Main Line, with London journey times of approximately 1 hour and 25 minutes. This facilitates commuting from Newark and surrounding areas.

The A1 passes through the area, with the A46, A17, A617 trunk roads (and A1) intersecting at Newark.

## **LOCAL PROPERTY MARKET OVERVIEW**

Newark and Sherwood has a diverse residential population, with Newark, Southwell and Ollerton acting as the main urban centres with smaller satellite towns and villages distributed across the Authority.

### **Residential**

A wide range of socioeconomics and values is evident.

The rural locations in and around Southwell attract the highest demand and prices.

The market remains buoyant in other rural areas and in Newark itself, with more challenging conditions to the north west, Mansfield fringe and Ollerton area (often former mining communities).

Zoopla index tracking confirms reasonably stable house prices over the last 12 months (to May 2016) for most locations, with the exception of Southwell – a 4% increase.

### **Commercial**

The commercial market is dominated by Newark itself, providing the main retail hub, as well as the majority of industrial, warehousing and office demand (driven in part by proximity to the A1).

Other commercial activity is more sporadic across the authority, with local retail offering, as well as other business parks, such as the Sherwood Energy Village at Ollerton.

Inevitably, the nearby cities of Nottingham and Lincoln provide strong competition for occupier demand.

Tourism is an important part of the economy, with many historic visitor attractions including Newark Castle, nearby Sherwood Forest, Southwell Minster and various Civil War connections to the area.

## **PROCEDURE & METHODOLOGY**

The CIL Guidance recommends that standard valuation models should be used to inform viability evidence, and this approach has been adhered to for the purpose of this report.

Inevitably our methodology has varied to some extent with each property sector addressed, primarily due to the differing valuation techniques appropriate and required for that property type. More specific clarification is given within the chapter outlining methodology for each specific market category.

Our methodology favours an approach which is pragmatic and balances the reasonable expectations of landowners return with the contributions expected by the Local Authority for the infrastructure needs generated by new development, as advocated by the National Planning Policy Framework. Our approach pays due regard to “market comparison” evidence available in each of the charging categories to provide a “sense checked” output, bespoke to the study area.

Our methodology is more thoroughly outlined later in this report under the residential valuation commentary. We believe this approach best reflects the realities of the property market and is therefore compliant with the best practice guidance in “Viability Testing Local Plans” (LHDG 2012) and “Financial Viability in Planning” (RICS 2012).

Wherever possible we have incorporated an assessment of the transactional market comparison information that is available, adapting it through justifiable assumptions where necessary. This market sampling can then be used to confirm validity of our residual valuations.

It should be appreciated that it has not always been possible to find a definitive piece of evidence for every property type in every potential location. The CIL guidance accepts that this may inevitably be the case on occasion, and where appropriate, reasoned assumptions have been taken.

Methodology varies slightly between commercial property and residential property.

With commercial property we have scrutinised and adopted evidence from actual sales transaction evidence where possible, this is backed up where appropriate by market rent capitalisation whereby rental evidence (and estimated market rental levels) are capitalised through multiplication reflecting appropriate investment yield profiles to produce a capital value.

Our residential sales values are based upon actual market comparable evidence, due to the fact that housing tends to offer a much more 'uniform' product, with more easily identifiable sales value market evidence being available. This is backed up with stakeholder opinion where appropriate.

Members of our professional team have made a number of visits to appropriate locations within the study area to back up our extensive desktop research.

We are locally based (Nottingham) Chartered Surveyors, valuers and property agents, and accordingly have extensive local knowledge and expertise.

For the purposes of this report we have identified, assembled and fully analysed substantial amounts of individual comparable market evidence.

Clearly it would be impractical to tabulate and include *all* of the information obtained within this report, however we will be happy to provide more detailed evidence on any aspect of our comparable database upon request.

*For reasons of simplicity in reporting we have focussed on publishing data primarily for those categories where the subsequent viability tests have demonstrated a potential for levying a CIL charge. We should make clear however that we have also obtained and analysed market transactional data and valuation evidence for other use categories including those where our subsequent viability tests have indicated a lack of sufficient viability for a charge to be considered.*

All of the above information has been analysed, considered then distilled into the tabulated figures appended to this report which confirm our opinion as to appropriate indicative values in each category.

It should be borne in mind that as with any study where artificial boundaries are imposed, certain anomalies may arise.

There is inevitably a limit to the scale with which this study can be reduced to, and accordingly it is entirely feasible that certain 'hot' or 'cold' spots may exist above or below the overall tone identified for the study area as a whole. Similarly, within the study area an individual site, building or piece of market evidence could fall outside the established 'tone'.

In addition to the above market research, we have sought market evidence from a variety of data points including:-

- Contact / interview of House Builders and property agents active within the study area
- CoStar System – a nationwide subscription database covering commercial property issues
- Zoopla / Rightmove (professional user subscriptions)
- EGI – a further subscription database covering commercial property uses
- Heb's own residential and commercial database of transactions
- Land Registry – subscription data tables where appropriate
- RICS Commercial Market Survey (quarterly)
- RICS Rural Land Survey 2016 (quarterly)

We have further sought local market information and 'market sentiment' from local Stakeholders including Taylor Wimpey, Avant Homes, Persimmon Homes, David Wilson Homes / Barratt Homes, Bellway Homes, Miller Homes, Birches Homes, Davidsons, Bellway, Redrow Homes, Bloor Homes, Bovis Homes, Merriman Property, Peveril Homes Balfour Beatty Property, Inside Land (Nottingham based developers and land agents), Harron Homes, and Banks Long and Co (Lincoln Surveyors and Agents).

All of the above parties were contacted with a view to discussing market activity and an appropriate value tone for the study area. In the majority of instances full cooperation was forthcoming although a small number of potential Stakeholders did not respond or were unable to fully engage in consultations (typically due to a lack of recent market activity). We are grateful to all parties for their assistance.

We believe this methodology has produced accurate and recent evidence available to support the recommended CIL rates across the study area.

On occasion we have been obliged to make reasoned subjective judgements as to our opinion of the likely use value for certain locations and uses. Similarly parts of our research comprises market opinion and value judgements gathered from the Stakeholders and property agents active within the study area to form a likely value achievable.

Similarly on occasion it has been appropriate to value on the basis of 'alternative use'. An example of this might be D1 (clinical), where in real market situations a D1 user will typically acquire a B1 (office) building by way of a 'subject to planning' deal. After an allowance has been made for alteration, the values would typically be broadly similar.

The figures reported herein may appear to be somewhat "irregular". This is primarily due to the fact that in practice the property market still operates largely through imperial measurements which we have been obliged to convert to metric for the purposes of this report. By way of example '£60 per sq ft' becomes '£645.83 per sq m'.

## **EVIDENCE DATES**

As with any property valuation the date of comparable evidence is critical in terms of achieving a realistic outcome to the study. For this reason we have strived to obtain the most up to date information available.

The majority of our comparable evidence was obtained from January 2016 to June 2016.

Where it has been necessary to analyse older evidence, appropriate judgements have been made by a fully qualified valuation team to adapt the evidence to an appropriate 'present day figure'.

We are happy to discuss any individual piece of market evidence upon request, to provide full details including data information where appropriate.

## **BASIS OF VALUATION**

Unless stated otherwise (for example land value “benchmarking”), we have prepared our valuation figures on the basis of Market Value which is defined in the valuation standards published by the Royal Institution of Chartered Surveyors as:-

*“The amount for which a property should exchange at the date of valuation between a willing buyer and willing seller in an arm’s length transaction after proper marketing wherein the parties had both acted knowledgably, prudently and without compulsion”.*

## **POTENTIAL CIL CHARGING ZONES**

### Residential

To establish our valuation sub-markets (viability test zones), we obtained average house price data for the study area, for the period April 2014 to April 2016. This comprised some 3950 transactions, and is therefore a large enough data set to overcome statistical anomalies that could arise in a smaller sample/ shorter time period.

Apartments were excluded from the data set, as these tend to unduly penalise urban areas where there is a higher prevalence in existence.

The data was analysed on a “per ward” basis, at which point value groupings began to emerge for further discussion with the Council.

Our sub-markets are based on the average house price data, grouped into value bands as follows:

Zone 1 – Up to £150,000

Zone 2 - £150,000 - £250,000

Zone 3 - £250,000 - £300,000

Zone 4 - £300,000+

The sub-markets are based on actual transactional evidence. The value groupings and geography of the zones are therefore robust and transparent.

Subsequent “sense checking” discussions with the council resulted in one minor amendment to the zone boundaries, as permitted under the CIL guidance which confirms that some pragmatism is permitted where appropriate.

Boughton ward has an average of £164,766, which should place it in the Medium band. It was felt that the statistics did not properly reflect the nature of the ward. The average figure is inflated by individual higher – value settlements, such as Walesby and Kirton. More reflective of the Borough however are much lower value areas, particularly around the Ollerton fringe where large scale social housing is more typical. Accordingly to avoid unduly threatening development, the ward has been placed in the lower band.

## Commercial Zones:

- Single Commercial Zone, area wide

The highest values for 'core' retail can be found in central urban areas however there is only marginal difference across the area as a whole for new build retail development. Although this may seem counter-intuitive, it should be borne in mind that new build retail development tends to be of a 'road side' or 'neighbourhood centre' style, and not more traditional 'High Street' retail which is generally well established. "High Street" development will be mainly limited to re-development of existing buildings, therefore limiting CIL charging (which is only levied on new, additional floor area).

There is not a "one size fits all" solution to what drives commercial property location values – what may be a high value retail area, may not be sought-after for warehousing, and vice-versa.

In summary we do not believe that there is sufficient 'fine grained' evidence to warrant a subdivision into separate CIL charging zones for commercial property. Inevitably the overall lack of tangible quality new build market evidence would mean an arbitrary decision is required as to where boundaries should be drawn which may not be defensible at Examination.

Accordingly in our opinion a single commercial rate should be applied where appropriate at a level which does not unduly threaten development as a whole across the entire study area.

## **SECTOR SPECIFIC VALUATION COMMENTARY**

### **1) Residential C3 (houses and apartments)**

#### **Base Land Values**

When assessing an appropriate tone for residential development land values, our viability testing carries out a residual land appraisal whereby a typical development scenario is appraised. In simplified terms this is achieved by assessing the 'end' property value (total projected value of sales), then deducting from this figure the cost of construction, including professional fees, finance and other standard costs of development.

The resultant figure is the maximum price which may be available for land acquisition, which in turn determines likely aspirational market values.

As a starting point for viability testing, this residual appraisal is carried out *without* deduction for Affordable Housing, Section 106 contributions or any other Local Authority policy based contributions, to give an indication of the theoretical 'maximum' possible land value which could be appropriate in the study area, before any impact of planning policy.

The residual approach in context with the land value benchmarking methodology adopted in the Viability Appraisals is more thoroughly outlined within the 'Development Equation' section of the Viability Testing report.

Once the residual land value figure has been calculated it is provided as the basis for the land value benchmarking exercise in the viability assessments. As a secondary 'sense check' values are also assessed along with other sources of land value information. Qualified property valuer's reasoned assumptions and judgement is applied to the market information that is available to produce an estimate of 'Comparable Market Value' which is both fair and realistic in current market conditions.

It is recognised that comparable market values do not necessarily reflect the true costs of planning policy impacts and of course cannot factor in new land taxes such as CIL.

This pragmatic approach balances the reasonable expectation of land owners' return with the contributions expected by a Local Authority for infrastructure needs generated by new development, as advocated by the National Planning Policy Framework.

This methodology is replicated for *all* property use types, with a "minimum" land value (typically based on market value figure) adopted for uses where the residual suggests a negative value or one below market value.

It is a fact of real market activity that sites are purchased when a residual may suggest a negative value.

Buyers often "over-pay" for a variety of reasons – the market does not function perfectly with the benefit of perfect information, developers may be optimistic in a rising market, or special purchaser / ransom situations. A specific development type may show a negative residual value, but the fact of competition from other possible uses will ensure a minimum level is achieved.

Furthermore, a self-builder will not need to demonstrate a developer's profit.

Accordingly market evidence can on occasion suggest a figure above residual levels, which is sensible and pragmatic to adopt.

The value data contained within this report has been adopted in the NCS Viability Study for the location, and thereafter subjected to "Benchmarking" to establish a minimum allowance for land that represents a "reasonable return for the landowner", as required by the NPPF.

In greenfield development scenarios, this is quite straightforward in that the benchmark is established by considering the existing 'greenfield' use value – generally taken to be agricultural land value.

The benchmark for brownfield land is more complex. It assumes that land has some form of established use and therefore value (which will be much higher than an undeveloped greenfield plot).

The range of established brownfield land values is obviously quite wide dependent on location and use. However for the purpose of viability appraisal it must be assumed that the land has a low value or redundant use that makes it available for alternative use.

Industrial land value is therefore generally used as a relatively low value use that might be brought forward for more lucrative alternative development (often residential use).

Where a residual appraisal demonstrates negative or marginal land values (usually due to low market sale values), it is accepted that all land must have a basic value and a reasonable base value will be allocated by the valuer. This may often be the market value of the land based on comparable evidence.

### New Build Residential Values per Sq m

CIL and other Planning charges are applied to future *new build* housing within the location.

It therefore follows that the methodology used for viability testing is applied using real evidence collated from the new / nearly new homes market wherever possible. An extensive survey of this market was conducted within the study area and immediate surround (undertaken May – June 2016).

We have focused on ‘new build’ evidence since this generally attracts a premium over and above existing stock, and more particularly over Land Registry average figures where the results may be skewed by an unknown sample size and where no reference is available to the size, number of bedrooms and quality of the constituent properties.

New home developments are predominantly built by larger volume developers and tend to offer a relatively uniform size style and specification across any geographical area. It also follows that the majority of proposed developments that will attract CIL will constitute similar construction and styles.

Having established like for like comparable evidence, this was further analysed and tabulated to specify new home types, i.e. apartments and 2, 3, 4 and 5 bed units.

Market research was therefore focused on the above criteria by identifying new or 'nearly new' home developments in the study area or surrounding comparable locations, that were under construction or recently completed. Data for individual house types on these developments was analysed and sale prices achieved obtained from developer / house builders, Land Registry Data, or other sources (typically Zoopla / Rightmove).

Where necessary, additional supporting information was gathered on each development using asking prices with an assumed reduction made according to negotiated discounts as provided by the developer, local agents and professional judgement / assessment of the results. Adjustments for garages were made where present, to ensure like for like comparison.

Where new home data was found lacking, nearly new or 'modern' transactions and asking prices were analysed and adapted.

We have contacted contact home builders currently or recently active within the location, as listed in "Procedure and Methodology" and again in Appendix 3. In most instances we were grateful to receive full assistance and cooperation although in a few instances the developer was unavailable for comment or unable to provide assistance.

Market value opinion obtained from stakeholders (house builders) generally confirmed our suggested sub-markets and values as appropriate, and a range between £1800- £3,000 sq m (£170- £280 per sq ft) as appropriate for houses across the authority, marginally less for apartments (unless hi-spec or with water-front premium).

Our adopted values for appraisal are shown at Appendix 2, with numeric sales data obtained tabulated at Appendix 3, with stakeholder comment.

By way of a further ‘sense check’ the *Zoopla Price Index\** currently confirms average prices for pin-point locations in the study area as follows: **£1,895 Sq m** for **Newark** (Zone 1), **£2,670 Sq m** for **Southwell** (Zone 4), **£1,948** for **Farndon** (Zone 2), **£2,185 Sq m** for **Lowdham** (Zone 3), **£1,862 Sq m** for **Edwinstowe** (Zone 1), and **£2,067 Sq m** for **Collingham** - based on all specifications, not limited to new build. This will generally produce a *lower* average price than new build figures alone, since the average will include varying degrees of age and quality.

After adjustment to reflect a new build “premium”, our figures are further verified as being appropriate.

\*As at 25/5/16, detached housing average.

Additional Stakeholder and background evidence is listed at Appendix 3.

## 2) Hotels

The most likely scenario for hotel development within Newark and Sherwood is from the budget sector of the hotel market for example Premier Inn and Travelodge, and our evidence base is therefore drawn from the budget – mid range sector.

Our evidence on sales values per sq m for hotels is based on our comparable evidence and market knowledge which shows that budget hotel operators pay in the region of £3,000 per room per annum which when capitalised at a rate of 7.5% produces a maximum sales value per room of approximately £40,000.

The average budget hotel room is approximately 17sq m which also equates to an overall sales value figure per m in the region of £2,400.

## 3) Food Retail (Supermarket)

The majority of the larger food store retailers, including Asda, Tesco, Waitrose and Morrisons are all represented within the area, operating from large store formats.

In terms of valuations, our food retail valuations are based on the comparable / comparison and investment methods.

For supermarket / food retail outlets, we have appraised a typical food store format of 3,000 sq m – (32,000 sq ft) with a total site area of 1 hectare – (2.5 acres).

The sales figures that we have quoted within our report are based on a rental level per sq m multiplied by the appropriate capitalisation level to provide a gross sales figure per sq m.

We have adopted a rental figure of £170 per sq m with a capitalisation yield of 6%. This produces a sales value per m of £2,750. This capitalisation yield is appropriate bearing in mind that the food stores will be most likely occupied by one of the major supermarket brands such as Tesco, Sainsburys, Asda or Morrison's, by way of an institutional lease.

Typically, food store values are driven by the availability of planning consent (triggering competitive bidding), rather than exact location specifics. This tends to level values to a similar tone, region wide and accordingly we have considered some evidence from outside the study area.

We consider our figures to be considered a 'conservative' assessment. Both regionally and nationally substantial evidence exists to demonstrate typical rental values paid by large format food operators from £150 to £300 per sq m, with yields often at 5% or lower.

#### **4) General Retail (A1, A2, A3)**

The town centres dominate the other retail sectors.

The rural areas have a more limited demand, mainly providing local and smaller convenience shopping.

Our retail valuations are primarily based on the comparable / comparison and investment methods.

For the purpose of this report, we have categorised other retail as all other retail except supermarket food stores. Other retail therefore encompasses high street retail, edge of town and out of town retail as well as restaurants and drive through and so forth. In practice, High Street development will be mainly limited to re-development of existing buildings, therefore limiting CIL charging (which is only levied on new, additional floor area).

In terms of producing a sales value per sq m, we have again utilised a rental level per sq m and capitalised this using appropriate yield to arrive at a sales value per sq m. However, town centre retail units are valued on a Zoned Area basis as opposed to arterial road, edge of town or out of town retail, which use an overall rental per sq m.

Our methodology has therefore included an assessment of Zone A rentals for the principal suburbs within the urban area and from these Zone A rentals we have calculated an average rental figure per sq m for the suburbs that takes in to account our assessment of the ratio of prime, secondary and tertiary retail stock within each centre. The resultant figure is one consistent with retail rents for edge of centre and arterial road retail and can therefore be applied across all geographical retail locations.

We have then considered rentals for arterial roadside retail units within the urban areas, which again using comparable evidence produces a rental in the region of £120 per sq m, capitalised at a yield of 7%.

All of the above methodology has been considered then applied to the 'test' assumed property, i.e. a 300 sq m roadside unit. We believe that this is the most likely form of new retail development to emerge. Established "high street" retail is seldom developed from new (more typically a refurbishment of long established existing stock), and even if it were, the established high street location would not attract CIL since there would be little or no increase in floor area.

## **5) Offices (B1a, Cat "A" fit out)**

Given the proximity of both Nottingham and Lincoln there is limited demand for office space in the area. The large proportion of occupiers of B1 space in the county are local businesses (Solicitors, Surveyors, Accountants).

Land values across the study area typically range from approximately £247,000 to £490,000 per hectare, with 'as built' prices ranging from £1,200 to £1,600 per sq m.

Our office valuations are primarily based upon the capital comparison and investment methodology. Where appropriate, rental evidence has been capitalised through the adoption of investment yields.

Where it exists, demand is often from existing local business, with limited relocation from outside the study area.

Low rental levels and capital values following on from limited demand have severely limited the viability of the office development in the area, and indeed the region.

With regards to the valuation figures quoted we have made the following assumptions:-

1. That land values are given for cleared sites, free from contamination and generally ready for development without undue remedial works and with services connected or easily available.
2. Office values quoted are for a newly constructed, grade "A" office development, capable of sub division if required into units of 2,500 sq ft – 5,000 sq ft (this size range will exclude abnormally high premium prices for small units, whilst not unduly discounting for quantum).

## **6) Industrial (B1b/c, B2, B8)**

The majority of our comments for the office category (above) will apply equally for the industrial use classes. We have not repeated them in the commentary here but would recommend that this section is read in conjunction with Section 5 (above).

Our methodology is again based largely on the capital comparison method, through assessment of transactional evidence, and investment capitalisation where appropriate. It should again be noted however that something of a short fall of available evidence exists for new build across the study area.

Where appropriate, rental evidence has been capitalised through adopting investment yields.

The industrial market is more evenly spread across the study area, with ease of access to the main road network typically an influencing factor on price. Newark dominates, with other more limited stock available at other urban locations, for example Blidworth, Ollerton and Southwell.

When preparing our figures we have assumed:-

1. The land is cleared and ready for development without unduly onerous remediation being required, with sites generally serviceable and appropriate planning available.
2. Our appraisal assumes a new build industrial/warehouse development of c. 10,000 sq ft and capable of division into units of approximately 5,000 sq ft (to avoid premium or discount for quantum) with say 5% office content.

To an extent the minimum new build value is self-determining – i.e. when the cost of construction is taken into account developers are simply unwilling to enter into design and build agreements unless a minimum price is agreed with the purchaser that reflects the cost of the construction plus developers profit. In this respect it is noticeable that there is only a limited difference in headline sales figures across the study area as a whole.

Typically, 'as built' prices for modern stock ranging from £450 to £750 per sq m.

## 7) **Agriculture**

The recent RICS rural land market survey (H2, 2015) has suggested that for the East Midlands region average agricultural land prices are approximately £20,000 per hectare.

Our report has allocated an average figure across the whole of the region, which should be considered as being for guidance and information purposes only.

We do not believe it appropriate within the scope of this report to provide more detailed, area specific banding.

The valuation of agricultural land is extremely site specific, down to a 'field by field' basis. The quality of soil for each individual plot of land is paramount, with other factors being taken into account for example the existence of sporting rights. Accordingly to give a truly accurate reflection on values across the area with this estate analysis down to a micro level which we do not believe is desirable or appropriate for the purposes of this report.

We would be happy to give further comment if required.

With regards to unit sale values, we have assumed that the theoretical valuation applies to a “barn” of simple warehouse type construction for example a 500 sq m farm store. Obviously our figures would need adjusting for anything more specific and bespoke for example cold storage, milking facilities etc.

New build agricultural buildings rarely appear individually on the open market as they are typically sold as part of larger farm sales.

## **Conclusions**

Subsequent to the matters discussed above, the conclusions of our report can be summarised as follows:-

- 1) We can confirm that sufficient evidence has been found to justify considering a variable rate CIL regime, with differing values adopted for Viability tests across the various development categories and across one separate commercial and four potential residential zones.
- 2) Although there will inevitably be areas of higher and lower value for commercial property across the study area, we have not been able to identify sufficient evidence to justify a zoned approach for commercial property. We believe that the lack of recent new build evidence would inevitably render it difficult to fairly and accurately delineate boundaries between charging zones. Accordingly our recommendation is that a single area wide commercial zone be adopted, with appropriate rates set which do not threaten development as a whole across the Authority.
- 3) Our recommended value zones (sub-markets) and indicative value tables are appended to this report.

## **Limitation of Liability**

For limitation of liability this report is provided for the stated purpose and is for the sole use of the named client, Newark and Sherwood District Council. The report may not be disclosed to any other party (unless where previously authorised) and no responsibility is accepted for third party issues relying on the report at their own risk.

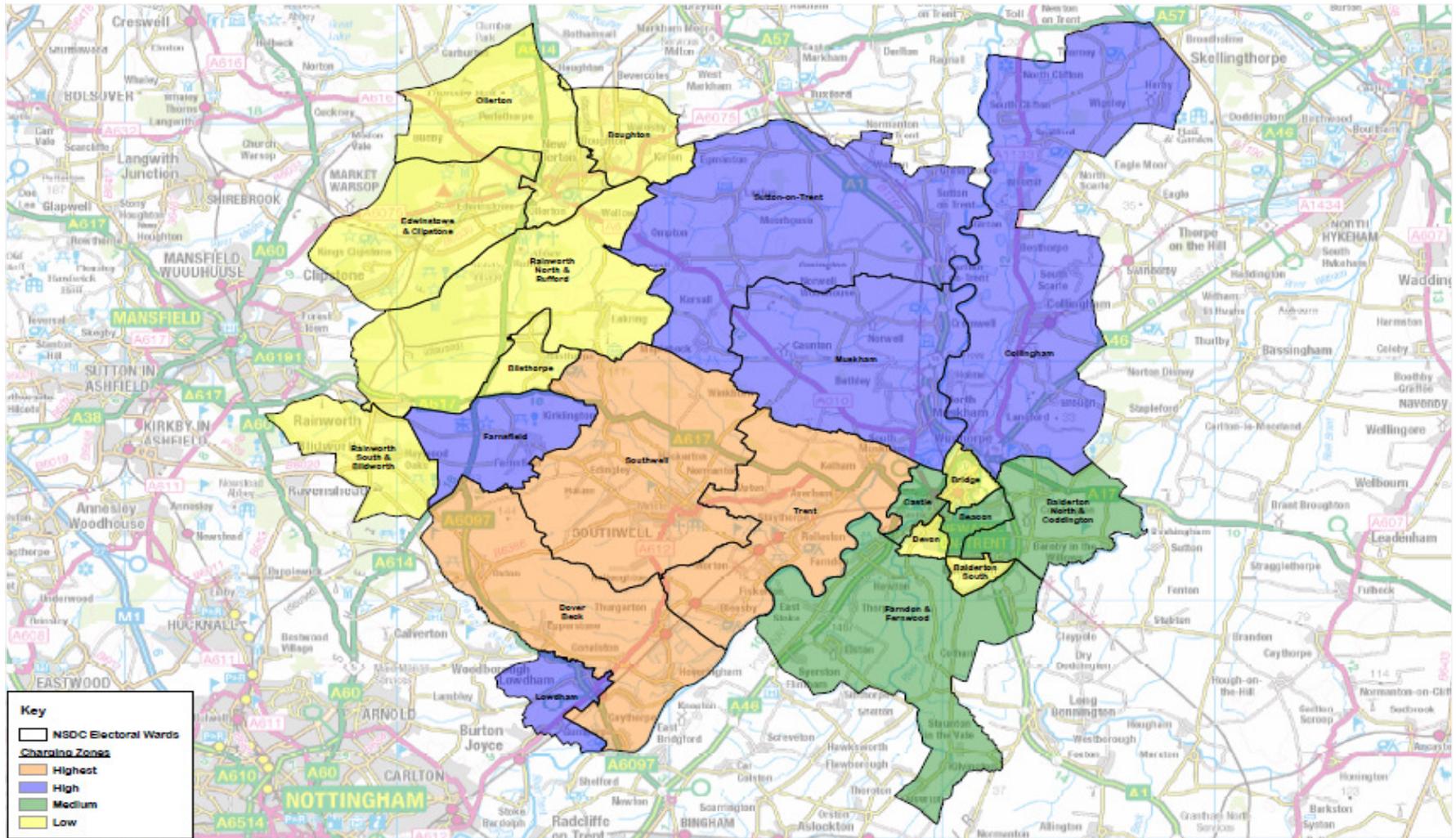
Neither the whole nor any part of this report nor any reference to it may be included in any published document, circular or statement nor published in any way without prior written approval of the form and context of which it may appear. We shall be pleased to discuss any aspect of this report.

Yours faithfully

**heb Chartered Surveyors**

# APPENDIX 1

## RESIDENTIAL SUB-MARKETS MAP



## APPENDIX 2

### NEWARK AND SHERWOOD

#### INDICATIVE RESIDENTIAL VALUES - £ PER Sq m

Sales Values					
Charging Zone	Sales Value £sqm				
	Apartment	2 Bed	3 Bed	4 Bed	5 Bed
1 Low	1830	1935	1885	1885	1885
2 Medium	2000	2200	2100	2100	2100
3 High	2150	2375	2300	2300	2300
4 Top	2600	2750	2690	2690	2690

#### INDICATIVE COMMERCIAL VALUES

Sales Values Sqm		
		Charging Zones
		1 Districtwide
Industrial		700
Office		1350
Food Retail		2750
Other Retail		1700
Residential Inst		1266
Hotels		2500
Community		1077
Leisure		1350
Agricultural		350
Sui Generis	Car Sales	1500
Sui Generis	Vehicle Repairs	700

**NEWARK AND SHERWOOD COMMERCIAL LAND VALUES**  
**(where negative residual)**

<b>Sales Values</b>	
Industrial Land Values £ per Ha	370,000
Office Land Values £ per Ha	370,000
Food Retail Land Values £ per Ha	Residual
General Retail Land Values £ per Ha	Residual
Residential Institution Land Values £ per Ha	370,000
Hotel Land Values £ per Ha	865,000
Community Use Land Values £ per Ha	370,000
Leisure Land Values £ per Ha	650,000
Agricultural Land Values £ per Ha	20,000
<b>Sui Generis Land Values £ per Ha</b>	
Car Sales	900,000
<b>Sui Generis Land Values £ per Ha</b>	
Vehicle Repairs	370,000

## APPENDIX 3

### ADDITIONAL VALUATION DATA AND EVIDENCE

#### LAND REGISTRY DATA - RESIDENTIAL NEW MODERN STOCK

Address	Beds	£ Per Sq M	Date Sold
<b>APARTMENTS SOLD</b>			
77 Goldstraw Lane, Fernwood, Newark	2	1,720	28/10/2015
130 Goldstraw Lane, Fernwood, Newark	2	2,018	14/08/2015
24 Goldstraw Lane, Fernwood, Newark	2	1,629	14/10/2015
28 Rubys Walk, Fernwood, Newark	2	1,782	06/07/2015
7 Freya Road, Ollerton	2	1,745	18/12/2015
19 Read Close, Fernwood	2	1,976	05/02/2016
14 Abbey Mews, Southwell	3	2,606	31/07/2015
22 Moorfield Court, Southwell	2	2,242	06/11/2015
30 Moorfield Court, Southwell	1	2,712	08/10/2015
39 Moorfield Court, Southwell	2	2,333	17/07/2015
<b>HOUSES SOLD</b>			
14 Oakfield Road, Fernwood	4	1,875	30/10/2015
8 Carnell Lane, Fernwood	4	1,845	30/10/2015
37 Johnsons Road, Fernwood	3	2,038	29/10/2015
120 Goldstraw Lane, Fernwood	3	1,989	19/10/2015
9 Tutt Close, Fernwood	4	1,696	06/08/2015
20 Oakfield Road, Fernwood	5	1,736	13/01/2016
1 Gilbert Way, Fernwood	4	1,775	11/12/2015
16 Pine Close, Fernwood	5	2,062	11/12/2015
8 Marron Close, Fernwood	3	2,150	11/12/2015
165 Goldstraw Lane, Fernwood	2	2,380	29/01/2016
167 Goldstraw Lane, Fernwood	3	2,237	05/02/2016
9 Glenfields, Southwell	4	2,542	06/07/2015
15 Wakeling Close, Southwell	4	3,166	25/09/2015
Linden House, Station Road, Fiskerton, Southwell	4	2,222	23/09/2015
Archways, Station Road, Fiskerton, Southwell	4	2,135	27/08/2015
21 Dudley Doy Road, Southwell	4	2,468	20/10/2015
8 Hillside Drive, Southwell	4	2,326	22/10/2015
22 Meadow View, Southwell	4	2,724	30/10/2015
143 Lower Kirklington Road, Southwell	4	3,106	20/11/2015
26 Templemans Way, Southwell	4	2,300	23/12/2015
Bramley Paddocks, Main Street, Morton, Southwell	4	2,480	15/01/2016
3 Adams Row, Southwell	4	2,882	26/02/2016
1 Kelsey Avenue, New Ollerton	2	1,885	22/12/2015

Address	Beds	£ Per Sq M	Date Sold
<b>HOUSES SOLD (Cont'd)</b>			
3 Freya Road, Ollerton		1,658	11/12/2015
29 Freya Road, Ollerton		1,932	25/09/2015
31 Freya Road, Ollerton		1,810	25/09/2015
33 Freya Road, Ollerton		1,795	27/11/2015
135 Kingfisher Way, Ollerton		2,083	27/11/2015
6 Lavender Close, New Ollerton	2	1,650	26/03/2015
21 Goodwill Road, Ollerton	3	1,897	31/10/2014
5 The Holt, Newark	3	2,016	23/03/2016
9 Preston Road, Newark	4	2,069	04/02/2016
5 Cranwell Close, Newark	4	1,820	22/03/2016
22 Coopers Yard, Newark	3	1,783	03/03/2016
25 Edgehill Drive, Newark	3	2,000	24/02/2016
9 Hutchinson Road, Newark	4	1,911	19/02/2016
11b Fairway, Newark	3	1,880	08/02/2016
15 Brockton Avenue, Farndon	4	2,030	18/06/2015
50 Brockton Avenue, Farndon	2	2,222	22/01/2016
2 Orchid Drive, Farndon	4	2,143	30/04/2015
10 Orchid Drive, Farndon	3	1,908	11/12/2015
2 Blenheim Avenue, Lowdham	4	2,265	23/09/2015
30 Blenheim Avenue, Lowdham	4	2,080	22/06/2015
83 Main Street, Lowdham	4	2,052	08/09/2015
28 Old Tannery Drive, Lowdham	4	2,598	27/11/2015
<b>CURRENT AVAILABILITY*</b>			
Rubys Walk, Fernwood	2	2,000	-
Wisdom Close, Fernwood	3	1,926	-
Apple Avenue, Fernwood	3	1,850	-
4 Goldstraw Lane, Fernwood	4	1,773	-
Goldstraw Lane, Fernwood	4	1,780	-
Grange Rd, Newark	3	1,900	-
Fairway, Newark	3	2,496	-
Plots 1,2,3,11 Millgate, Newark Apartments (water front)	1-2	2,100-2,500	-

\* Currently Available - Price per sq m is after 5% deduction for negotiations and incentives. Adjusted for detached garages where appropriate

## NEWARK AND SHERWOOD, NEW HOME DEVELOPMENTS

Development	Builder	Price Range £ / Sq M*	Comments / Sales data
Epperstone Manor	Epperstone Developments	£2,177 - £3,321	High spec, luxury development. Zone 4. Houses & apartments mix.
The Heights, Coddington, Newark,	Persimmon	£1,839 - £2,359	Also apartments on site (coach houses) range from £2,096 to £2044 per sq m.
Regency Gardens, Southwell	Miller Homes	£3,132 - £3,554	Ben Massey at Miller Homes confirms excellent demand & 'premium prices'. Prime site directly opposite Southwell Minster school – confirmed recent sales 'in excess of' £3, 750 per sq m (£350 per sq ft). Mr Massey indicates this is a 'premium site' & possibly atypical for Southwell. Heb's figures are potentially 'conservative' for the Southwell zone, however Mr Massey confirms the suggested submarket policy & adopted values across the study area are broadly realistic & fair.
St Michaels View, Farnsfield	Barratt Homes	£2,338 - £2,375	Zone 3. Steven Ward of Barratt Homes confirms recent sales ranging from £2,045 - £2,475 per sq m, and an average of approx £2,314 - £2,368 per sq m. He confirms zone 3 figures as appropriate. Also confirms our whole sub market approach & general values as broadly fair & appropriate.
Rufford Oaks, Ollerton	Avant Homes	£1,834 - £2,203	

\* Currently Available - Price per sq m is after 5% deduction for negotiations and incentives. Adjusted for detached garages where appropriate

	<b>Builder</b>	<b>Price Range £ / Sq M*</b>	<b>Comments / Sales data</b>
-	Birches	-	No current developments in the study area but Chris Bex of Birches confirms they have assessed a number of potential sites & are familiar with the study area & values. Mr Bex confirmed the sub-markets & values adopted in this report as a fair reflection of the current market.
-	Bellway Homes	-	No developments currently in the study area however Simon Maddison of Bellway Homes confirms the suggested sub-markets & values within this report as a fair & reflective approach for viability testing (potentially 'conservative' for Southwell area).
-	Taylor Wimpey	-	No developments currently in the study area although several in surrounding locations. David Stutting of Taylor Wimpey confirms our sub market approach & values adopted as realistic & fair for current market conditions. Mr Stutting confirms the Taylor Wimpey scheme at Clipstone (study area fringe) achieving approx £1,829 to £1,937 per sq m (£170 to £180 per sq ft) – broadly Zone 1 equivalent.
-	Merriman Land	-	Christopher Merriman of Merriman Land (land agents & developers) commented that the proposed sub-markets & values represent a 'very sensible approach'.
-	Harron Homes	-	Kevin Chapman of Harron Homes commented that the sub-markets & suggested values were in his opinion 'fair & reasonable'.

	<b>Builder</b>	<b>Price Range £ / Sq M*</b>	<b>Comments / Sales data</b>
-	Balfour Beatty New Homes	-	Tom Roberts of Balfour Beatty – no current developments in the study area however heb’s sub-markets & values confirmed as ‘fair & appropriate’. Mr Roberts indicated that despite potentially higher market evidence for the Southwell zone, he felt heb’s values were more appropriate as some recent ‘premium’ prices in that location are potentially not sustainable.
-	Inside Land	-	Gareth Staff of Inside Land (land agents & developers) indicated that heb’s proposed sub-markets & values were sensible & realistic, potentially conservative for the Southwell sub-market.
-	Peveril Homes	-	James Smith of Peveril Homes was unable to confirm any recent development activity, however he concurred that the heb adopted sub-markets & values represented a fair reflection of the current market.
-	Davidsons	-	Sarah Whetton at Davidsons was unable to confirm any recent market activity.
-	Bloor Homes	-	Jonathan O’Neil at Bloor Homes – unable to confirm any recent development activity, however he indicated that the suggested sub-markets & values did not seem unreasonable given market conditions.

## SUPERMARKET AND RETAIL EVIDENCE

### Supermarkets

For the reasons stated in the sector specific commentary, we have considered Supermarket evidence locally, regionally and nationally. This demonstrates a typical rental value for supermarket use of £153 - £288 per sq m. When capitalised at a yield of 6%, this demonstrates that our adopted figure is justifiable, and can be considered conservative.

Address	Tenant	Size Sq Ft	Rent Per Sq Ft	Rent Per Sq M	COMMENT
Brentwood	Sainsburys	104,598	£31.93	£344.00	Nov 2013. Sale reported at 4.08 %. Devalues to c. £8,431 sq m before costs
Ashford	Sainsburys	151,350	£23.00	£247.00	Aug 2013. Sale reported at 4.1%. Devalues to c.£6,024 sq m before costs.
Maldon	Tesco	103,761	£25.82	£277.89	Sale & lease back Jan 2013 at £515.60 (£5,550 sq m). 5%
Stanway, Colchester	Sainsburys	147,000	£26.79	£288.37	Letting Dec 2010
Tewkesbury Road, Cheltenham	Sainsburys	97,434	£23.25	£250.26	Rent review Dec 2008
Aldershot	Morrisons	78,000	£22.40	£241.00	May 2013. Sale reported at c.£5,670 sq m – 4.25%
Alfreton	Tesco	87,347	£22.00	£237.00	Sale & lease back Jan 2013 at £438 psf (£4720 sq m. 5%
Alfreton Road, 170, Sutton in Ashfield	Tesco Local	4,912	£12.41	£133.58	Rent review August 2010
Ashford	Sainsburys	151,350	£23.00	£247.00	Aug 2013. Sale reported at 4.1%. Devalues to c.£6,024 sq m before costs.
Basingstoke Rd, Reading	Aldi	16,350	£17.43	£188.00	Oct 2014 pre-let. Investment f.funding available at 6% = £242 (includes pub and gym elements)
Bassaleg Rd Newport	Spar	4,000	£14.50	£156.00	Roadside site. Investment offered at 6.5% - £2,231 sq m
Bassaleg Rd Newport	St Davids Hospice	1,000	£13.50	£145.00	Roadside site. Investment offered at 6.5% - £2,231 sq m

Address	Tenant	Size Sq Ft	Rent Per Sq Ft	Rent Per Sq M	COMMENT
Bevedere, London	Asda	68,000	£23.56	£254.00	FH sold @4.75 % yield - £5,136 per sq m March 2014
Bolnere Village, Haywards Heath	Coop	3,649	£15.81	£170.20	Sept 2011 review. Neighbourhood centre.
Brentwood	Sainsburys	104,598	£31.93	£344.00	Nov 2013. Sale reported at 4.08 %. Devalues to c. £8,431 sq m before costs
Bridge Street, Clay Cross	Pets at Home	5,075	£14.50	£156.08	New letting Nov 2011
Brighton Road, 279, CR2 6EQ	Morrisons Local	4,000	£20.00	£215.30	Investment available at 6% - £3,477 sq m
Broadbridge Heath Retail Park	Carpetright	9,914	£27.50	£296.00	Managing agent confirms rents at park vary from £25 - £30 per sq ft. Mid-point
Bulwell, Notts	Iceland	4,957	£13.00	£140.00	Sold at £1,767 7.5%
Canute Place, Knutsford	Sainsburys Local	3,233	£18.85	£202.00	Confidential letting 2010 – quoting terms listed.
Carlton Road, Nottingham	Asda	TBC	£18.50	£200.00	Deal agreed for proposed Asda superstore
Chapel Rd, Worthing	Tesco Local	4,500	£12.36	£133.00	2009
Cheadle Hulme	Waitrose	41,443	£23.00	£248.00	Sale 2009 at £4,055 sq m, 4.6 %
Chesterfield Lockford Lane	Tesco	140,733	£23.00	£248.00	Investment sold at £,618 sq m 5%
Chesterfield Road South, Mansfield	Tesco	91,500	£20.00	£236.81	New letting March 2010. Sale and LB - £5,069 sq m
Church Lane, Bedford	Aldi	16,454	£14.28	£153.71	Letting May 2010
Civic Way, Swadlincote	Sainsburys	66,379	£21.24	£228.63	Open market letting Nov 2010. Investment also sold at 4.45%
Clevedon, Bristol	Morrisons	30,479	£14.55	£157.00	Sept 11 Rent Review

Address	Tenant	Size Sq Ft	Rent Per Sq Ft	Rent Per Sq M	COMMENT
Clytha Pk Rd Newport	Tesco Express	4,500	£12.50	£135.00	Investment now offered at £6.5% - £1,950 sq m
Coggeshall Road, Essex, CM7	Tesco Express	3,860	£14.64	£158.00	Investment available at 6% - £2,482 per sq m.
Coldhams Lane, Cambridge	Sainsburys	81,983	£24.00	£258.34	Rent review Dec 2009
Congleton	Tesco	49,300	£22.00	£237.00	Sold 2012 at 4.9% - £4,585 sq m
Cooden Sea Rd, Bexhill On Sea	Tesco Express	4,500	£13.50	£145.00	Jan 2010. Investment sold at 5.5% - £2,511 sq m
Corringham Road, Gainsborough	Spar	4,000	£14.00	£150.70	New letting Aug 2011
Cotgrave Notts	Sainsburys Local	5,026	£18.00	£194.00	Sold 2010 £3,319 sq m – 5.53%
Cowbridge Cattle Market	Waitrose	22,000	£18.50	£199.00	New build 2012
Crawley Avenue, Crawley	Sainsburys	93,000	£25.00	£269.00	2012 RR
Crickets Parade, 12, Worthing	Coop	7,182	£13.00	£140.00	2010 Review
Crookes, Sheffield	Sainsbury's Local	3,051	£20.00	£215.00	Quoting £3,480 sq m, 6%
Crowborough	Tesco	27,411	£14.45	£155.00	Sold 2010 @ 4.29% (£3,422 per sq m)
Dennison Road Bodmin	Sainsburys	34,980			Investment available (Feb 2014) at 5.25% - £2,652 sq m
Desborough, Northants	Tesco	24,000	£18.00	£194.00	c. Letting Jan 2011
Discovery Retail Park Newport	Aldi	12,471	£12.38	£138.00	Roadside retail. Rent passing. FH available at 7.2% - c.£1,914 sq m gross
Diss, Norfolk	Tesco	50,334	£22.00	£236.81	Sale & lease back Jan 2013 at £432.91 (£4,660 sq m).5%

Address	Tenant	Size Sq Ft	Rent Per Sq Ft	Rent Per Sq M	COMMENT
Dover	Morrisons	50,700	£18.00	£193.80	Sold March 2010 @ 5% (£3,664 per sq m)
Downs Court, Eastbourne	Tesco	4,482	£11.46	£23.30	2011
Ebbw Vale	Tesco	58,865	£21.66	£233.00	Sale & lease back Jan 2013 at £418.75 psf (£4,508 sq m) 5.2%
Ecclesall Rd Sheffield	Coop	26,030	£18.00	£194.00	ERV at review. Investment offered Oct 2014 @6% - £2,688 sq m
Embassy Court, Welling	Tesco	84,023	£18.40	£198.06	Letting June 2010. Investment sold at 5% in June 2011
Farrar Road, Bangor	Asda	46,141	£17.70	£190.52	New letting Dec 2011. Investments sold at 5% in Dec 2011
Ferndown, Dorset	M&S	15,700	£20.00	£216.00	Forward funding deal offered Oct 2014 @ 5% - £4,237 sq m
Fishergate, Preston	Sainsburys Local	4,381	£20.00	£215.00	New letting, Aug 2014. Investment offered at 6% - £3,477 sq m based on occupied area.
Former NBSM Premises, Broad Street, Barry	One Stop Stores Ltd	2,400	£12.00	£129.00	15 year lease, 5 <sup>th</sup> and 10 <sup>th</sup> year break options.
Garth Rd Bangor	M&S Food Store	18,272	£19.51	£210.00	Investment available at 5.8% - £3,380 sq m
Gatehouse Lane Burgess Hill	Tesco Local		£15.85	£170.00	Rent passing. Jan 2011 review.
Gloucester	Morrisons	71,300	£20.00	£215.00	Funding deal Jan 2013 at 4.65% - devalues to c. £4,624 sq m
Goring Rd Worthing	Tesco Local	5,127	£15.65	£168.00	2010 review
Halifax, Sowerby Bridge	Tesco	40,197	£25.00	£270.00	Investment sold July 2014. Quoting terms based on 5% yield - £5,208 sq m
Halstead, Essex	Sainsburys	18,260	£16.00	£173.00	Apr-10

Address	Tenant	Size Sq Ft	Rent Per Sq Ft	Rent Per Sq M	COMMENT
Hanging Hill Lane Brentwood	Tesco Express	4,691	£12.86	£136.00	May 2012 letting
Haselet Avenue, East Crawley	Tesco Metro	5,500	£10.00		Investment sold at 5.9% - £1,810 per sq m assume c.£10
Hattersley, Manchester	Tesco	93,000	£14.50	£156.00	Sale agreed at £2,697 sq m (5.3%)
Havelock Rd Hastings	Tesco	3,134	£19.14	£206.00	Jan 2010
Haywards Heath	Sainsburys	4,330	£18.00	£194.00	2010
High St, Barnet	Sainsburys Local	5,841	£18.00	£194.00	Investment offered Sept 2014 @ £3,594 psf – 6.5%
High St, Weedon Bec	Tesco Express	4,187	£12.42	£133.67	2012 letting. Investment available 2014 at £6.5% = £1,950 sq m
High Street, 32-34, Brentwood, Essex	Iceland Foods	12,094			2011 investment sold at 5.3% - £2,340 per sq m.
Houghton Regis	Asda	51,000			Confidential transaction 2012. Developer unable to disclose, but confirmed £15-£20 psf “fair tone” across UK and £1m-£1.5m max per acre land
Huddersfield Rd, Oldham	Tesco Extra	158,175	£17.00	£183.00	Jan 2014 . Investment available at 5.28% - £3,266 sq m. Includes 9,000 sq ft of ancillary retail.
Keyworth Nottingham	Sainsbury's Local	4,428	£10.00	£108.00	Sold 2010 £1,850 sq m 5.5%
Kipling Dr, Derby	Tesco	55,902	£470.00	£5,059.00	Sale and Leaseback Dec 2012. <b>FH</b>
Lakeside Retail Park, No 1, Scunthorpe	Pets At Home	10,000	£19.12	£206.00	Rent passing until 2016. Investment available at £2,940 per sq m, 6.5% (Oct 2014)
Lakeside Retail Park, No 2, Scunthorpe	Halfords	10,400	£18.80	£202.00	Rent passing until 2016. Investment available at £2,940 per sq m, 6.5% (Oct 2014)
Lakeside Retail Park, No 3, Scunthorpe	Harveys	9,980	£19.04	£205.00	Rent passing until 2016. Investment available at £2,940 per sq m, 6.5% (Oct 2014)

Address	Tenant	Size Sq Ft	Rent Per Sq Ft	Rent Per Sq M	COMMENT
Lakeside Retail Park, No 4, Scunthorpe	Currys / PC World	15,015	£18.85	£203.00	Rent passing until 2016. Investment available at £2,940 per sq m, 6.5% (Oct 2014)
Leicester, Beaumont Leys	Tesco	125,500	£23.25	£250.00	Feb 2008 RR. Incl PFS
Leigh, Manchester	Morrisons	64,000	£17.50	£188.00	Forward funding deal at £3,532 sq m , 5%
Leigh, Manchester	Tesco	119,000			Funding deal at £4,523 sq m (includes Cineworld on site)
Linden Drive, Lutterworth	Coop Food	3,381	£14.50	£156.00	Nov 2014 letting (devalued at £14.50 per sq ft at ground & £7.25 per sq ft stores). Investment available at 6.5% - £2,500 sq m sales
Littlemoor, Chesterfield	Coop Food	4,500	£12.50	£135.00	Pre-funding deal. Investment offered 2015 at 6.5% - £1,877 sq m sales
Lysander Road, Stoke on Trent	Tesco	70,486	£24.24	£260.92	New letting
Macclesfield	Sainsburys	74,583	£20.00	£215.00	Sale and Leaseback 2010. £4,510 sq m , 4.9% .Sold on in 2011 at £5,272 sq m, 4.5%
Maldon	Tesco	103,761	£25.82	£277.89	Sale & lease back Jan 2013 at £515.60 (£5,550 sq m). 5%
Mallory Rd, Peterborough	Halfords	19,078	£16.50	£178.00	2014 rent passing. Investment available at 6.75 % - £2,483 sq m
Manchester , Fallowfields	Sainsburys	55,565	£24.33	£262.00	Sold 2010 £6,683 sq m , 4.15%
Manchester Trafford Centre	Asda	102,000	£25.00	£269.00	RR 2007
Mansfield , Woodhouse Road	One Stop	2,500	£12.00	£129.00	Available at £1,700 – 7.25%
March, Cambs	Sainsburys	32,632	£18.00	£194.00	ERV stated at £22 psf (£236.8 sq m). Quoting 4.5% net yield = £4,067 sq m capital value
Marlborough, Wilts	Morrisons	6,919	£20.00	£215.00	2010 Rent review. Investment available at 7% Dec 2014 (includes flats over)

Address	Tenant	Size Sq Ft	Rent Per Sq Ft	Rent Per Sq M	COMMENT
Mawney Road, Romford, Essex	Tesco Express	2,582	£17.43	£188.00	New letting March 2013.
Meadow Rise, Billericay, Essex	Tesco Express	4,353	£12.63	£136.00	New letting August 2011.
Mickleover, Derby	Sainsburys Local	2,874	£11.00	£188.40	S&L at 5.62 % 2010
Milton Keynes, Kingston	Tesco	136,000	£26.00	£280.00	2008 RR
Moor Lane Clitheroe	Sainsburys	29,470	£19.00	£205.00	Dec 2013 review
Moseleys Yard, Nantwich	Coop (Local)	2,890	£19.00	£205.00	Sold 2010 @ 5.5% - £3,526 per sq m
Moulsham Street, Chelmsford, Essex	Tesco Express	4,300	£11.51	£124.00	New letting
New Bridge St Parade, Clay Cross, Chesterfield	Fulton Frozen foods	2,858	£17.50	£188.00	New build, New letting Jan 2012
New Bridge Street, Clay Cross	Jack Fulton	2,858	£17.49	£188.26	New letting January 2012
Newbury	Sainsburys	133,953	£23.50	£253.00	Sold 2010 @ 4.5% (£4,982 per sq m)
Newcastle Avenue, Worksop	Sainsburys Local	4,000	£13.50	£145.31	New letting April 2009
Newport Rd, Risca NP11	Tesco	80,000			2010 funding deal at £5,866 sq m. FH
Newton Le Willows	Tesco	33,967			Confidential transaction believed to be in region of £4,357 sq m, 4.5%. Unconfirmed.
Ocean Road, South Shields	Morrisons	60,000	£15.00	£161.46	Open market letting August 2010
Oldham	Tesco	157,000	£13.30	£143.00	Available at £3,154 sq m, 4.9%

Address	Tenant	Size Sq Ft	Rent Per Sq Ft	Rent Per Sq M	COMMENT
Park Crescent, No 39-41, Barry	Sainsburys	3,756	£10.65	£115.00	Convenience store letting carried out October 1012
Parker Rd, Ore Valley, Hastings	One Stop	2,518	£11.00	£118.00	Investment available at 8.7% (mixed use scheme to include offices)
Peasley Cross Lane, St Helens	Tesco	140,000	£22.00	£236.81	Investments sold June 2011 5%
Penbroke Park, Crawley	Tesco Local	5,500	£13.11	£141.00	July 2007 freehold investment sold at yield equating to 5.9% - £1,810 per sq m
Plaza Parade Worthing	Coop	2,802	£14.81	£160.00	Passing rent
Pollgate, BNF26 6RE	Somerfield	4,173			Freehold investment sold £8,000 per sq m
Poynton	Waitrose	25,200	£20.00	£237.00	Rent Review 2010
Prescott, Merseyside	Tesco	119,435	£21.35	£229.81	Rent review June 2010
Princess Street, Knutsford	Waitrose (local format)	12,809	£10.92	£118.00	Investment sold @ 5% July 2011 - £2,269 per sq m
Pulborough, Sussex	Sainsburys	29,073	£18.15	£195.00	Sold 2010 @ 4.25% (£4,347 per sq m)
Radcliffe on Trent, Notts	Tesco Local	7,580	£20.00	£216.00	Size per sq ft est. Rent adjusted via assumed ancillary areas. Investment offered Oct 2014 at 6.5% - £1,958 sq m overall or £3,321 adjusted
Richardson Way, Coventry	Tesco	103,575	£14.27	£153.60	Investment sold at 4.57% in Sept 2011
Ropemaker Park, BN27 3GU	KFC	1,569	£19.00	£206.00	2013 review. Investment available at £2,700 sq m (6.5%)
Ropemaker Park, BN27 3GU	Tesco Express	3,015	£16.00	£175.00	March 2013. Investment available at £2,700 sq m (6.5%)
Rustington, Worthing	Tesco Local	4,478	£13.40	£144.00	2010

Address	Tenant	Size Sq Ft	Rent Per Sq Ft	Rent Per Sq M	COMMENT
Rye Road, Hawkhurst	Budgens	13,459	£16.35	£176.00	Jun-08
Sale	M&S	17,640	£19.25	£207.20	Rent review 2011
Saxmundham, Suffolk	Tesco	25,700	£18.00	£194.00	Letting May 2012
Seamer Rd Retail Park A, Scarborough	Currys / PC World	16,368	£14.00	£151.00	Rent passing from 2013 review. Investment available (Dec 2014) at 7% - £2,066 sq m
Seamer Rd Retail Park B, Scarborough	Carpetright	12,602	£14.64	£157.50	Rent passing from 2013 review. Investment available (Dec 2014) at 7% - £2,066 sq m
Seamer Rd Retail Park, Scarborough	B&M Bargains	10,000	£15.00	£161.50	New letting 2013
Seaside Road, 346, Eastbourne	Coop	3,876	£16.77	£180.50	Pre-let October 2011
Serpentine Green, Peterborough	Tesco	136,396	£26.00	£279.86	Rent review Dec 2008
Sheldon, Birmingham	Morrisons	105,000	£25.82	£277.93	Letting March 2010
Shrewsbury	Tesco				Sale and Leaseback believed to equate to 5% yield
Spilby, Lincs	Sainsburys	14,039			Investment available at £2,900 per sq m (5%)
Spring St , Bury	Asda	51,763	£17.00	£182.00	Investment available at 6% - £2,724 sq m Sept 2013
St Helens	Tesco	140,000	£20.00	£215.00	2010 Funding deal at 5.15 % (approx. £3,971 sq m when devalued)
St Martins Place, Dorchester	Sainsburys Local	4,120	£16.50	£178.00	Investment available at 6.5% (with adjoining retail) - £3,205 sq m. Oct 2014
Stanway, Colchester	Sainsburys	147,000	£26.79	£288.37	Letting Dec 2010

Address	Tenant	Size Sq Ft	Rent Per Sq Ft	Rent Per Sq M	COMMENT
Stephensons Drive, Leicester	One Stop	2,750	£12.00	£129.00	Roadside convenience store. Feb 2011
Sutton Park Rd Seaford	Tesco Express	4,676	£15.00	£161.00	2010. Investment available at 6% - £2,661 sq m
Temple Mill Lane, Dronfield	Coop (local)	1,000	£12.00	£129.00	Dec 2011 letting
Tesco, Newport Rd NP11 6YD	Tesco	80,000			2010 purchase for £43.6 m as a forward funding deal £5,866 sq m
Tewkesbury Road, Cheltenham	Sainsburys	97,434	£23.25	£250.26	Rent review Dec 2008
Thorne Road Retail Park, Doncaster	Iceland	8,000	£12.50	£134.55	New letting Nov 2011
Thorpe Road, Melton Mowbray	Tesco	49,000	£19.29	£207.64	Investments sold at 5.75% May 2009
Trentham Lakes, Stoke	Aldi	15,000	£210.00	£2,260.00	Freehold deal. Discount food retailer. Jan 2009
Warley Hill Brentwood	Tesco Express	5,067	£13.10	£141.00	Investment sold at £5.75% - £2,314 sq m Sept 2013
Washdyke Lane, Immingham	Coop	19,381	£13.50	£145.00	Rent Review Dec 2011
Washway Rd, Sale	M&S	17,640	£19.00	£205.00	Feb 2011 review
Washway Road, Sale, Manchester	Tesco	2,426	£17.25	£186.00	Rent devalued after £5 psf allowance to stores. Nov 2014 letting. Investment available at 6.2% - £3,682 sq m sales (£2,192 overall)
Waterhouse Lane, Chelmsford, Essex	Tesco Express	4,500	£13.00	£138.00	Investment sold at 6% - £2,165 per sq m
West Bromwich	Tesco	380,000	£20.50	£220.67	Sale & lease back Jan 2013. Mixed retail scheme overall rent. 5.9%
West Road, Congleton	Tesco Express	4,336	£12.67	£137.00	Roadside retail. Investment sold at 6.5% - £1,995 per sq m 2013

Address	Tenant	Size Sq Ft	Rent Per Sq Ft	Rent Per Sq M	COMMENT
Westgate Otley	Waitrose	31,520	£19.00	£205.00	Sept 2012 review
Whalley Range	Tesco Express	4,197	£16.20	£174.00	Investment sold @ 5.85% - £2,821 per sq m. 2010
Wivelsfield Road, Haywards Heath	Sainsburys Local	4,330	£18.00	£193.75	Investment sold at 5.3% - £3,458 sq m
Woodhouse Road, Mansfield	One Stop	2,500	£12.50	£134.55	New letting January 2011
High St, Weedon Bec	Tesco Express	4,187	£12.42	£134.00	Aug 2012 letting. Investment available at 6.5% - £1,941 sq m
South Shields Town Centre	Morrisons	73,000	£12.72	£137.00	Letting 2010. Investment available at 5.25% - £2,005 sq m
High St, Maldon	Morrisons	4,039	£18.60	£200.00	Sept 2014 letting. Investment available at 5.75% - £3,278 sq m
Keymer Road, Hassocks	Sainsburys	4,433	£18.67	£201.00	Nov 2014 letting. Sale agreed for FH at 5.75% - £3,246
Abbey Walk, Selby	Sainsburys	30,355	£16.30	£175.50	Aug 2013 Rent review. Investment available at 6.25%, to include additional units. Devalues to £2,807 on food store
Warley Road Blackpool	Morrisons	4,008	£13.00	£140.00	Investment available at 6% - £2,094 sq m. Rent set May 2014
Wigton Road Carlisle	Coop	16,684	£15.32	£165.00	Rent set 2015. Investment sold at £2,606 sq m, 6%
Stonecot Hill, Sutton	Asda	10,700	£32.71	£352.00	2015 Forward funding deal. Pre-pack sale available at 4.25% - £7,847 sq m
Queens Park, London	M&S	5,580	£30.82	£331.75	June 2014 letting
Aldegate London	Tesco	3,356	£33.56	£361.25	April 2013 letting
Clifton Rd Isleworth	Tesco	3,585	£16.74	£180.00	March 2015 letting. Investment available at 5.5% = £3,096 sq m

Address	Tenant	Size Sq Ft	Rent Per Sq Ft	Rent Per Sq M	COMMENT
Keymer Road, Hassocks BN6 8AN	Sainsburys	4,433	£18.67	£201.00	01/11/2014
NG2 Nottingham	Homebase	80,045	£15.00	£161.35	Investment available at 7% - £2,178 sq m
High St Poole	Sainsburys Local	4,305	£17.44	£188.00	Investment available at £2,837 sq m - 6.25%
Scotland Rd, Carlisle	Sainsburys local	4,745	£24.40	£262.00	2015 rent review. Investment offered March 2015 @ 6.3% - £4,058 sq m (incl Coral unit)
Barking Rd Plaistowe	Tesco Express	3,392	£22.11	£238.00	Investment available April 2015 @ £3,967 sq m = 5.6%
Caerleon Rd Newport	Tesco Express	4,431	£10.00	£108.00	Investment available at £1,640 sq m - 6%
The Square, Lymington	Tesco Express	3,229	£14.58	£157.00	Investment available at £2,316 sq m (incl ancil) 6.5% April 2015
Wigmore Lane, Luton	Asda	81,203	£25.32	£273.00	Investment sold at £5,326 per sq m - 4.3% July 2014
Portland Rd, Hove E.Sussex	Sainsburys Local	4,578	£22.65	£243.81	Jan 2015 Rent. Investment available May 2015 @ £3,692 (6%)
Long Row, Nottingham	Tesco Express	5,908	£17.82	£191.90	Rent review 2013
High St, Poole	Sainsburys Local	4,305	£17.45	£188.00	Investment available at £2,838 sq m (June 2015) 6.25%
Nicholson Street , Edinburgh	Tesco Metro	16,716	£19.00	£204.52	Feb 2105 rent review. Investment available at £3,509 sq m - 5.5%
Tonbridge Rd Maidstone	Sainsburys	3,907	£20	£215.29	Rent set July 2015. Investment available at 5.5% - £3,840 sq m
Spring Rd Southampton	Morrisons	4,197	£16.50	£177.61	Rent set July 2015. Investment available at 5.5% - £3,000 sq m
Booker Av, Liverpool	Coop	4,025	£16	£172.23	Rent set July 2015. Investment available at 6% - £2,700 sq m

Address	Tenant	Size Sq Ft	Rent Per Sq Ft	Rent Per Sq M	COMMENT
Mill St Bideford	Coop	8,883	£16.50	£177.61	Investment available at £2,880 sq m (5.75%). Gross price / rent includes basement and 1st floor
Station Hill, Chippenham	Sainsburys	5,242	£11.44	£123.14	Investment available at £2,025 psm - 5.75 %
Witham, Essex	Aldi	16,361	£15.50	£166.85	Aug 2015. Investment available at £2743 sq m - 5.75%
Kingswood, Bristol	Coop	4,000	£16.50	£177.61	Let 2013. Investment available at 6.4% - £2,641 sq m
Loose Road, Maidstone	Sainsburys	4,500	£18.90	£203.44	New letting June 2015. Investment offered at 5.4% - £3,588 sq m
Washway Rd, Sale	Coop	4,076	£18.86	£203.01	(ATL) Sept 2015. Rent devalued to allow for 1st floor at £5 psf. Investment offered at 6.3% - £3,200 sq m
The Strand, Liverpool	Tesco Express	4,391	£14.40	£155.01	Rent review Aug 2015
Queens Drive Nottingham	Homebase	80,000	£15.00	£161.46	Sold Aug 2015 - £2,250 sq m
Newland Avenue, Hull	Sainsburys	4,597	£10.52	£113.24	March 2015 rent review. Investment available at £1,781 sq m - 6%
Bolebridge St, Tamworth	Lidl	16,232	£12.50	£134.55	New Lease. 2016
9 High Street, Iver,	Coop	3,294	£30.00	£322.93	New Lease, Aug 2015. Investment available at 5.25 % - £5,882 sq m
Whitehill Lane Gravesend	Tesco Express	3,908	£13.20	£142.09	Investment available at 6.2% - £ 2,148 sq m
Langley Park Maidstone	Aldi	18,600	£15.00	£161.46	Investment available at 5.25% (c. <b>£2,750 per sq m</b> , net). April 2016
100 Church Rd Addlesone	Coop	3,972	£20.14	£216.79	April 2016. Investment available at 6% - £3,409 sq m
Tarvin Rd, Chester	Aldi	38,178	£12.70	£136.71	Aldi occupy 18,000 sq ft. Balance sublet. Investment available April 2016 £2,720 sq m - 5%

Address	Tenant	Size Sq Ft	Rent Per Sq Ft	Rent Per Sq M	COMMENT
Eastpoint, Nottingham	Aldi	18,215	£13.99	£150.59	Aug 2015 letting. Investment available (whole park) at 6% - £2,653 sq m
Ripley, Derbyshire	Sainsburys	73,300	£20.00	£215.29	Sold Dec 13 at 4.75% - £4,604 sq m
Oakridge Park, Milton Keynes	Asda	15,084	£20.00	£215.29	2016 letting. Investment available (as part of new retail development) at 5.4% - £3,740 sq m

## GENERAL RETAIL - FREEHOLD EVIDENCE

<b>1</b>	<b>9 Carter Gate</b>	<b>SOLD</b>
<p>Newark, NG24 1UA <span style="float: right;">Nottinghamshire County</span></p>		
<p>True Buyer: - <span style="float: right;">True Seller: -</span></p>		
<p>Sale Date: <b>09/02/2015 (17 days on mkt)</b>            Sale Price: <b>£200,000 - Confirmed</b>            Price/SF: <b>£291.12</b></p> <p>Reversionary Yield: <b>12.80%</b>            Net Initial Yield: -</p> <p>Tenure: <b>Freehold</b>            Financing: -            Comp ID: <b>3230115</b> - Research Status: <b>Confirmed</b></p>		<p>Bldg Type: <b>RetailStorefront Retail/Residential</b>            Star Rating: <b>★ ★</b>            Year Built/Age: -            NIA: <b>687 SF</b>            Land Area: -</p> <p>Sale Conditions: <b>Auction Sale</b></p>
<b>2</b>	<b>Petrol Station - Farndon Rd</b>	<b>SOLD</b>
<p>Newark, NG24 4SW <span style="float: right;">Nottinghamshire County True Seller: F</span></p>		
<p>True Buyer: <b>Brobot Petroleum Ltd</b>            Thorpe Rd            Melton Mowbray, LE13 1SF            01664 480000</p> <p>True Seller: <b>Troop &amp; Son Ltd</b></p>		
<p>Sale Date: <b>19/06/2015 (387 days on mkt)</b>            Sale Price: <b>£2,000,000 - Confirmed</b>            Price/SF: <b>£539.67</b></p> <p>Reversionary Yield: -            Net Initial Yield: <b>7.17%</b></p> <p>Tenure: <b>Freehold</b>            Financing: -            Comp ID: <b>3322353</b> - Research Status: <b>Confirmed</b></p>		<p>Bldg Type: <b>RetailService Station</b>            Star Rating: <b>★ ★</b>            Year Built/Age: -            NIA: <b>3,706 SF</b>            Land Area: <b>0.41 AC (17,860 SF)</b></p> <p>Sale Conditions: -</p>
<b>3</b>	<b>1 Market PI</b>	<b>SOLD</b>
<p>Newark, NG24 1DY <span style="float: right;">Nottinghamshire County</span></p>		
<p>True Buyer: - <span style="float: right;">True Seller: -</span></p>		
<p>Sale Date: <b>10/12/2015 (14 days on mkt)</b>            Sale Price: <b>£1,100,000 - Confirmed</b>            Price/SF: <b>£210.69</b></p> <p>Reversionary Yield: -            Net Initial Yield: <b>5.86%</b></p> <p>Tenure: <b>Freehold</b>            Financing: -            Comp ID: <b>3465946</b> - Research Status: <b>Confirmed</b></p>		<p>Bldg Type: <b>RetailBank</b>            Star Rating: <b>★ ★ ★</b>            Year Built/Age: <b>Built 1800 Age: 215</b>            NIA: <b>5,221 SF</b>            Land Area: -</p> <p>Sale Conditions: <b>Auction Sale</b></p>

## GENERAL RETAIL - LEASEHOLD EVIDENCE

### Lease Comparables



#### 1,235 SF Retail Lease Signed Apr 2016 for £18,327 PA (Effective)

**Suite 11 - 11 Eaton PI - Direct, Leased by Delicia Deli Ltd**

Nottingham, NG13 8BD - Rushcliffe Ret Submarket



Asking Rent:	<b>£20,000 PA</b>	Start Date:	<b>Apr 2016</b>	Rent Free:	<b>3 Mos at Start</b>	Deal Type:	<b>New Lease</b>	Property Type:	<b>Retail Class B</b>
Achieved Rent:	<b>£19,000 PA</b>	Term:	<b>9 Years</b>	Breaks:	<b>Apr 2019...</b>	On Market:	<b>7 Mos</b>	Building Area:	<b>8,846 SF</b>
Effective Rent:	<b>£18,327 PA</b>	Exp. Date:	<b>Apr 2025</b>	Reviews:	<b>Apr 2021</b>	Use Class:	<b>A1 (Shops)</b>	Rates:	<b>£6,532 PA</b>
				Retail Location:	<b>High Street</b>	Zone A Rent:		Parking Ratio:	

Leasing Rep: **Lambert Smith Hampton Ltd - Robbie Farrell**

Landlord: **Rimcroft Ltd**

Tenant Rep:

Tenant SIC: **Eating Places**

Lease Notes: Delicia Deli Ltd has taken 1,235 sq ft (114 sq m) of retail space from Rimcroft Ltd on a nine year lease. The achieved rent was £19,000 pa. The lease is subject to a rent review in year five and a tenant only option to break in years three and six. A three month rent-free period was agreed. The quoting rent was £20,000 pa. Lambert Smith Hampton Ltd acted on behalf of Rimcroft Ltd. Delicia Deli Ltd was unrepresented. Achieved rent confirmed by Robbie Farrell at Lambert Smith Hamp...

ID# 123988671



#### 867 SF Retail Lease Signed Apr 2016 for £15,000 PA (Effective)

**19 Middle Gate - Direct, Leased by Lily's Boutique**

Newark, NG24 1AG - Newark & Sherwood Ret Submarket



Asking Rent:	<b>£15,000 PA</b>	Start Date:	<b>Apr 2016</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Retail Class B</b>
Achieved Rent:	<b>£15,000 PA</b>	Term:	<b>1 Year</b>	Breaks:		On Market:	<b>6 Mos</b>	Building Area:	<b>867 SF</b>
Effective Rent:	<b>£15,000 PA</b>	Exp. Date:	<b>Mar 2017</b>	Reviews:		Use Class:	<b>A1 (Shops)</b>	Rates:	<b>£5,053 PA</b>
				Retail Location:	<b>High Street</b>	Zone A Rent:		Parking Ratio:	

Leasing Rep: **Richard Watkinson & Partners - Kirsty Keaton**

Landlord:

Tenant Rep:

Tenant SIC: **Women's Clothing Stores**

Lease Notes: Lily's Boutique has taken 19 Middle Gate comprising 867 sq ft (80.55 sq m) of ground floor retail accommodation from an unknown landlord on a one year lease at £15,000 pa, equating to £17.30 psf (£186.23 psm). The quoting rent was £15,000 pa, equating to £17.30 psf (£186.23 psm). Richard Watkinson and Partners acted on behalf of the landlord. The tenant was unrepresented. The deal was confirmed by Kirsty Keaton at Richard Watkinson and Partners.

ID# 123962101



#### 820 SF Retail Lease Signed Mar 2016 for £14,426 PA (Effective)

**Suite 10 - 10 Saracens Head Yard - Direct, Leased by Teacups Tea Room**

Newark, NG24 1XA - Newark & Sherwood Ret Submarket



Asking Rent:	<b>£12,500 PA</b>	Start Date:	<b>Mar 2016</b>	Rent Free:	<b>2 Mos at Start</b>	Deal Type:	<b>New Lease</b>	Property Type:	<b>Retail Class B</b>
Achieved Rent:	<b>£15,000 PA</b>	Term:	<b>5 Years</b>	Breaks:	<b>Mar 2019</b>	On Market:	<b>19 Mos</b>	Building Area:	<b>128,194 SF</b>
Effective Rent:	<b>£14,426 PA</b>	Exp. Date:	<b>Mar 2021</b>	Reviews:		Use Class:	<b>A1 (Shops)</b>	Rates:	<b>£3,648 PA</b>
				Retail Location:	<b>High Street</b>	Zone A Rent:		Parking Ratio:	

Leasing Rep: **FHP Property Consultants - Alan Pearson, Jack Shakespeare**

Landlord: **Topland Group plc**

Tenant Rep:

Tenant SIC: **Eating Places**

Lease Notes: Teacups Tea Room taken 820 sq ft (76 sq m) of retail space within 10 Saracens Head Yard from Topland Group on a five year lease. The achieved rent was £15,000 pa. The lease is subject to a tenant only option to break in year three. A two month rent-free period was agreed. The quoting rent was £12,500 pa. FHP Property Consultants acted jointly with GCW on behalf of Topland Group. Teacups Tea Room was unrepresented. Achieved rent confirmed by Jack Shakespeare at FHP Pro...

ID# 122925841

## Lease Comparables

	<b>1,268 SF Retail Lease Signed Mar 2016 for £13,000 PA (Effective)</b>							★★★★★	
	<b>15 Bridge St - Direct, Leased by Aegis Trust</b>								
	Newark, NG24 1EE - Newark & Sherwood Ret Submarket								
	Asking Rent:	<b>£14,000 PA</b>	Start Date:	<b>Mar 2016</b>	Rent Free:	<b>0 Mos</b>	Deal Type:	<b>New Lease</b>	Property Type:
Achieved Rent:	<b>£13,000 PA</b>	Term:	<b>5 Years</b>	Breaks:	<b>Mar 2017</b>	On Market:	<b>8 Mos</b>	Building Area:	<b>1,268 SF</b>
Effective Rent:	<b>£13,000 PA</b>	Exp. Date:	<b>Mar 2021</b>	Reviews:		Use Class:	<b>A1 (Shops)</b>	Rates:	<b>£5,423 PA</b>
				Retail Location:	<b>High Street</b>	Zone A Rent:	<b>£34.00/SF</b>	Parking Ratio:	
Leasing Rep:	<b>FHP Property Consultants - Steve Gillott</b>						Landlord:	<b>T M Trustees Ltd</b>	
Tenant Rep:							Tenant SIC:	<b>Social Svcs, NEC</b>	
Lease Notes:	Aegis Trust has taken 1,268 sq ft (119 sq m) of retail space from J H Masding & Son Ltd on a five year lease with an option to purchase the property after the first year. The achieved rent was £13,000 pa in year one, rising to £14,000 pa in years two. The Zone A rent is £34.00 psf with an ITZA of 342 sq ft. The lease is subject to a tenant only option to break in year two. The quoting rent was £14,000 pa. FHP Property Consultants acted on behalf of J H Masding & Son Ltd. Aegis Trust was...								
									ID# 122920331
	<b>464 SF Retail Lease Signed Mar 2016 for £5,000 PA (Effective)</b>							★★★★★	
	<b>39 Forest Rd - Ground Direct, Leased by Premier E-Cigs</b>								
	Newark, NG22 9PR - Newark & Sherwood Ret Submarket								
	Asking Rent:	<b>£5,000 PA</b>	Start Date:	<b>Mar 2016</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:
Achieved Rent:	<b>£5,000 PA</b>	Term:	<b>3 Years</b>	Breaks:	<b>Mar 2018</b>	On Market:	<b>6 Mos</b>	Building Area:	<b>464 SF</b>
Effective Rent:	<b>£5,000 PA</b>	Exp. Date:	<b>Mar 2019</b>	Reviews:	<b>Mar 2018</b>	Use Class:	<b>A1 (Shops)</b>	Rates:	
				Retail Location:		Zone A Rent:		Parking Ratio:	
Leasing Rep:	<b>W A Barnes - Nigel Carnall</b>						Landlord:		
Tenant Rep:							Tenant SIC:	<b>Tobacco And Tobacco Products</b>	
Lease Notes:	P R Savage t/a Premier E-Cigs has taken 464 sq ft (43.11 sq m) of ground floor retail space from Mr & Mrs Hyde-Barker on a three year lease. The achieved rent was £5,000 pa, equating to £10.78 psf (£115.99 psm). The quoting rent was £5,000 pa, equating to £10.78 psf (£115.99 psm). The lease is subject to a rent review and an option to break in year two. W A Barnes acted on behalf of the landlord. Achieved rent confirmed by W A Barnes.								
									ID# 123064951
	<b>465 SF Retail Lease Signed Mar 2016 for £11,612 PA (Effective)</b>							★★★★★	
	<b>44 Middlegate - Ground Direct, Leased by Mobile Zone Ltd</b>								
	Newark, NG24 1AL - Newark & Sherwood Ret Submarket								
	Asking Rent:	<b>£15,000 PA</b>	Start Date:	<b>Mar 2016</b>	Rent Free:	<b>3 Mos at Start</b>	Deal Type:	<b>New Lease</b>	Property Type:
Achieved Rent:	<b>£12,000 PA</b>	Term:	<b>10 Years</b>	Breaks:	<b>Mar 2021</b>	On Market:	<b>10 Mos</b>	Building Area:	<b>465 SF</b>
Effective Rent:	<b>£11,612 PA</b>	Exp. Date:	<b>Mar 2026</b>	Reviews:		Use Class:	<b>A1 (Shops)</b>	Rates:	<b>£4,782 PA</b>
				Retail Location:	<b>High Street</b>	Zone A Rent:	<b>£47.00/SF</b>	Parking Ratio:	
Leasing Rep:	<b>FHP Property Consultants - Steve Gillott, Matt Revill</b>						Landlord:		
Tenant Rep:							Tenant SIC:	<b>Telephone Comm Excp Radio</b>	
Lease Notes:	Mobile Zone Ltd has taken 465 sq ft (43 sq m) of retail space on a 10 year lease. The achieved rent was £12,000 pa in year one, rising to £13,000 pa in years two and three and to £15,000 in year four. The Zone A rent is £47.00 psf with an ITZA of 270 sq ft. The lease is subject to a tenant only option to break in year five. A three month rent-free period was agreed. The quoting rent was £15,000 pa. FHP Property Consultants acted on behalf of the landlord. Mobile Zone Ltd was unrepre...								

## Lease Comparables

**7**  **1,617 SF Retail Lease Signed Feb 2016 for £18,500 PA (Achieved)** ★★★★★  
**21 Kirkgate - Direct, Leased by Giles and Bella of Newark**  
 Newark, NG24 1AD - Newark & Sherwood Ret Submarket

Asking Rent: <b>£18,750 PA</b>	Start Date: <b>Mar 2016</b>	Rent Free:	Deal Type: <b>New Lease</b>	Property Type: <b>Retail Class C</b>
Achieved Rent: <b>£18,500 PA</b>	Term:	Breaks:	On Market: <b>18 Mos</b>	Building Area: <b>1,617 SF</b>
Effective Rent:	Exp. Date:	Reviews:	Use Class: <b>A1 (Shops)</b>	Rates: <b>£8,194 PA</b>
		Retail Location: <b>High Street</b>	Zone A Rent:	Parking Ratio:

Leasing Rep: **Wood Moore & Co - Garry Wood** Landlord:  
 Tenant Rep: Tenant SIC: **Apparel And Accessory Str**

Lease Notes: Giles and Bella of Newark have taken 21 Kirk Gate comprising 1,617sq ft (150.22 sq m) of ground floor retail accommodation. Wood More and Co acted on behalf of the landlord. The deal was confirmed by Garry at Wood More and Co.

ID# 124908021

**8**  **873 SF Retail Lease Signed Feb 2016 for £9,950 PA (Achieved)** ★★★★★  
**50 Carter Gate - Direct**  
 Newark, NG24 1UB - Newark & Sherwood Ret Submarket

Asking Rent: <b>£12,500 PA</b>	Start Date: <b>Feb 2016</b>	Rent Free:	Deal Type: <b>New Lease</b>	Property Type: <b>Retail Class B</b>
Achieved Rent: <b>£9,950 PA</b>	Term:	Breaks:	On Market: <b>18 Mos</b>	Building Area: <b>4,254 SF</b>
Effective Rent:	Exp. Date:	Reviews:	Use Class: <b>A1 (Shops)</b>	Rates: <b>£3,037 PA</b>
		Retail Location: <b>High Street</b>	Zone A Rent:	Parking Ratio:

Leasing Rep: **Wood Moore & Co - Garry Wood** Landlord:  
 Tenant Rep: Tenant SIC:

Lease Notes: A new tenant has taken 50 Carter Gate comprising 873sq ft (81.10 sq m) of ground floor retail accommodation. FHP acted on behalf of the landlord. The deal was confirmed by Garry at Wood More and Co.

ID# 124906571

**9**  **1,985 SF Retail Lease Signed Nov 2015 for £20,000 PA (Asking)** ★★★★★  
**8-10 Middle Gate - Direct**  
 Newark, NG24 1AG - Newark & Sherwood Ret Submarket

Asking Rent: <b>£20,000 PA</b>	Start Date: <b>Nov 2015</b>	Rent Free:	Deal Type: <b>New Lease</b>	Property Type: <b>Retail Class B</b>
Achieved Rent:	Term:	Breaks:	On Market: <b>12 Mos</b>	Building Area: <b>12,540 SF</b>
Effective Rent:	Exp. Date:	Reviews:	Use Class: <b>A1 (Shops)</b>	Rates: <b>£34,222 PA</b>
		Retail Location: <b>High Street</b>	Zone A Rent:	Parking Ratio:

Leasing Rep: Landlord:  
 Tenant Rep: Tenant SIC:

Lease Notes: A new tenant has taken 1,985 sq ft (184.41 sq m) of ground and first floor retail accommodation within 8-10 Middle Gate from E. Holden & Son (Newark) Ltd. E. Holden & Son (Newark) Ltd did the deal themselves. Poyntons Consultancy Limited were the marketing agents prior to letting. The deal was confirmed by Jack Fairman at Poyntons Consultancy Limited.

## Lease Comparables

	<p><b>10,555 SF Retail Lease Signed Sep 2015 for £93,517 PA (Effective)</b> <span style="float: right;">★★★★☆</span>  <b>Central Buildings - Middle Gate - Ground Direct, Leased by Yorkshire Trading Company</b>            Newark, NG24 1AG - Newark &amp; Sherwood Ret Submarket</p>			
Asking Rent: <b>£125,000 PA</b> Achieved Rent: <b>£100,000 PA</b> Effective Rent: <b>£93,517 PA</b>	Start Date: <b>Sep 2015</b> Term: <b>10 Years</b> Exp. Date: <b>Aug 2025</b>	Rent Free: <b>6 Mos at Start</b> Breaks: <b>Aug 2020</b> Reviews: <b>Aug 2020</b> Retail Location: <b>High Street</b>	Deal Type: <b>New Lease</b> On Market: <b>12 Mos</b> Use Class: <b>A1 (Shops)</b> Zone A Rent:	Property Type: <b>Retail Class B</b> Building Area: <b>12,540 SF</b> Rates: <b>£34,222 PA</b> Parking Ratio:
Leasing Rep: <b>Poyntons Consultancy Limited - Jack Fairman</b> Tenant Rep: <b>Kearns &amp; Partners LLP</b>	Landlord: Tenant SIC: <b>Men's And Boys' Clothing</b>	Lease Notes: Yorkshire Trading Co has taken 10,555 sq ft (980.59 sq m) of ground floor retail accommodation within the central buildings from E. Holden & Son Newark Ltd on a 10-year FRI lease at £100,000 pa. The quoting rent was £125,000 pa. Six months rent-free period was agreed. The lease is subject to a rent review and a tenant only option to break in year five. Poyntons Consultancy Limited acted on behalf of E. Holden & Son Newark Ltd. Kearns & Partners LLP acted on behalf of Yorkshire...		
ID# 121083721				
	<p><b>739 SF Retail Lease Signed Jun 2015 for £10,000 PA (Achieved)</b> <span style="float: right;">★★★★☆</span>  <b>Unit D The Clock Tower - 4 Slaughterhouse Ln - Direct, Leased by Mr Trevor Lovelace</b>            Newark, NG24 1ER - Newark &amp; Sherwood Ret Submarket</p>			
Asking Rent: <b>£12,500 PA</b> Achieved Rent: <b>£10,000 PA</b> Effective Rent:	Start Date: <b>Jun 2015</b> Term: <b>5 Years</b> Exp. Date: <b>Jun 2020</b>	Rent Free: <b>3 Mos at Start</b> Breaks: <b>Dec 2016</b> Reviews: Retail Location: <b>High Street</b>	Deal Type: <b>New Lease</b> On Market: <b>10 Mos</b> Use Class: <b>A1 (Shops)</b> Zone A Rent:	Property Type: <b>Retail Class B</b> Building Area: <b>4,058 SF</b> Rates: <b>£5,423 PA</b> Parking Ratio:
Leasing Rep: <b>FHP Property Consultants - Steve Gillott</b> Tenant Rep:	Landlord: Tenant SIC: <b>Eating Places</b>	Lease Notes: Mr Trevor Lovelace has taken 739 sq ft (68 sq m) of ground and first floor retail space from The Adams Group Ltd on a five year lease. The achieved rent was £10,000 pa. The lease is subject to a tenant only option to break after 18 months. A three month rent-free period was agreed. The quoting rent was £12,500 pa. FHP Property Consultants acted on behalf of The Adams Group Ltd. Mr Trevor Lovelace was unrepresented. Achieved rent confirmed by Steve Gillott at FHP Property C...		
ID# 118770551				
	<p><b>800 SF Retail Lease Signed May 2015 for £32,500 PA (Asking)</b> <span style="float: right;">★★★★☆</span>  <b>Suite Unit 7 St Marks Place Shopping Centre - St Marks PI - Ground Direct, Leased by Travelbag Ltd</b>            Newark, NG24 1XT - Newark &amp; Sherwood Ret Submarket</p>			
Asking Rent: <b>£32,500 PA</b> Achieved Rent: Effective Rent:	Start Date: <b>May 2015</b> Term: <b>3 Months</b> Exp. Date:	Rent Free: <b>0 Mos</b> Breaks: Reviews: Retail Location: <b>High Street</b>	Deal Type: <b>New Lease</b> On Market: <b>28 Mos</b> Use Class: <b>A1 (Shops)</b> Zone A Rent:	Property Type: <b>Retail Class B</b> Building Area: <b>128,194 SF</b> Rates: <b>£11,093 PA</b> Parking Ratio:
Leasing Rep: <b>FHP Property Consultants - Alan Pearson, Jack Shakespeare</b> Tenant Rep:	Landlord: <b>Topland Group plc</b> Tenant SIC: <b>Travel Agencies</b>	Lease Notes: Travelbag Ltd has taken 800 sq ft (74 sq m) of ground floor retail space within Unit 7 from Topland Group on a three month rolling lease. The quoting rent was £32,500 pa. FHP Property Consultants acted jointly with GCW on behalf of Topland Group. Travelbag Ltd was unrepresented. Deal confirmed by Jack Shakespeare at FHP Property Consultants.		

## Lease Comparables

**13** **1,068 SF Retail Lease Signed May 2015 for £15,500 PA (Achieved)** ★ ★ ★ ★ ★  
**Suite 11 Saracens Head Yar - 11 Saracens Head Yard - Direct, Leased by Trendee Hair Ltd**  
 Newark, NG24 1XA - Newark & Sherwood Ret Submarket



Asking Rent:	<b>£16,500 PA</b>	Start Date:	<b>May 2015</b>	Rent Free:	<b>3 Mos at Start</b>	Deal Type:	<b>New Lease</b>	Property Type:	<b>Retail Class B</b>
Achieved Rent:	<b>£15,500 PA</b>	Term:	<b>5 Years</b>	Breaks:	<b>May 2018</b>	On Market:	<b>10 Mos</b>	Building Area:	<b>128,194 SF</b>
Effective Rent:		Exp. Date:	<b>May 2020</b>	Reviews:		Use Class:	<b>A1 (Shops)</b>	Rates:	<b>£5,300 PA</b>
				Retail Location:	<b>High Street</b>	Zone A Rent:		Parking Ratio:	

Leasing Rep: **FHP Property Consultants - Alan Pearson, Jack Shakespeare**

Landlord: **Topland Group plc**

Tenant Rep:

Tenant SIC: **Beauty Shops**

Lease Notes: Trendee Hair Ltd has taken 1,068 sq ft (99 sq m) of ground floor retail space within 11 Saracens Head Yard from Topland Group on a five year lease. The achieved rent was £15,500 pa. The lease is subject to a tenant only option to break in year three. A three month rent-free period was agreed. The quoting rent was £16,500 pa. FHP Property Consultants acted jointly with GCW on behalf of Topland Group. Trendee Hair Ltd was unrepresented. Achieved rent confirmed by Jack Shakespeare...

ID# 118260071

**14** **458 SF Retail Lease Signed May 2015 for £17,000 PA (Achieved)** ★ ★ ★ ★ ★  
**Suite Unit 11 St Marks Place Shopping Centre - St Marks Place - Ground Direct, Leased by The Pud Store Ltd**  
 Newark, NG24 1XT - Newark & Sherwood Ret Submarket



Asking Rent:	<b>£20,000 PA</b>	Start Date:	<b>May 2015</b>	Rent Free:	<b>3 Mos at Start</b>	Deal Type:	<b>New Lease</b>	Property Type:	<b>Retail Class B</b>
Achieved Rent:	<b>£17,000 PA</b>	Term:	<b>5 Years</b>	Breaks:	<b>May 2018</b>	On Market:	<b>28 Mos</b>	Building Area:	<b>128,194 SF</b>
Effective Rent:		Exp. Date:	<b>May 2020</b>	Reviews:		Use Class:	<b>A1 (Shops)</b>	Rates:	<b>£7,953 PA</b>
				Retail Location:	<b>High Street</b>	Zone A Rent:		Parking Ratio:	

Leasing Rep: **FHP Property Consultants - Alan Pearson, Jack Shakespeare**

Landlord: **Topland Group plc**

Tenant Rep:

Tenant SIC: **Children/Infant Wear Store**

Lease Notes: The Pud Store Ltd has taken 458 sq ft (42 sq m) of ground floor retail space within Unit 11 from Topland Group on a five year lease. The achieved rent was £17,000 pa. The lease is subject to a tenant only option to break in year three. A three month rent-free period was agreed. The quoting rent was £20,000 pa. FHP Property Consultants acted jointly with GCW on behalf of Topland Group. The Pud Store Ltd was unrepresented. Achieved rent confirmed by Jack Shakespeare at FHP Prop...

ID# 118260151

**15** **873 SF Retail Lease Signed Apr 2015 for £12,500 PA (Asking)** ★ ★ ★ ★ ★  
**Suite 50 - 50 Cartergate - Direct, Leased by Smiling Pig Financial Services Ltd**  
 Newark, NG24 1UD - Newark & Sherwood Ret Submarket



Asking Rent:	<b>£12,500 PA</b>	Start Date:	<b>Apr 2015</b>	Rent Free:		Deal Type:	<b>New Lease</b>	Property Type:	<b>Retail Class B</b>
Achieved Rent:		Term:		Breaks:		On Market:	<b>21 Mos</b>	Building Area:	<b>873 SF</b>
Effective Rent:		Exp. Date:		Reviews:		Use Class:	<b>A1 (Shops)</b>	Rates:	<b>£2,967 PA</b>
				Retail Location:	<b>High Street</b>	Zone A Rent:		Parking Ratio:	

Leasing Rep: **Wood Moore & Co - Garry Wood**

Landlord:

Tenant Rep:

Tenant SIC: **Investment Advice**

Lease Notes: An undisclosed tenant has taken 873 sq ft (81.10 sq m) of ground, and first floor retail space from an undisclosed landlord on confidential terms. The quoting rent was £12,500 pa, equating to £14.32 psf (£154.12 psm). Wood Moore & Co acted on behalf of the landlord. Deal confirmed by Wood Moore & Co.

## Lease Comparables

16



**383 SF Retail Lease Signed Mar 2015 for £5,250 PA (Achieved)**  
**Unit 12 The Arcade - Market PI - Direct**  
 Newark, NG24 1UD - Newark & Sherwood Ret Submarket



Asking Rent: <b>£5,500 PA</b>	Start Date: <b>Mar 2015</b>	Rent Free:	Deal Type: <b>New Lease</b>	Property Type: <b>Retail Class B</b>
Achieved Rent: <b>£5,250 PA</b>	Term:	Breaks:	On Market: <b>3 Mos</b>	Building Area: <b>10,793 SF</b>
Effective Rent:	Exp. Date:	Reviews:	Use Class: <b>A1 (Shops)</b>	Rates: <b>£2,747 PA</b>
		Retail Location: <b>High Street</b>	Zone A Rent:	Parking Ratio:

Leasing Rep: <b>Lambert Smith Hampton Ltd - Lewis Cove</b>	Landlord:
Tenant Rep:	Tenant SIC:

Lease Notes: An undisclosed tenant has taken 383 sq ft (35.58 sq m) of ground and first-floor retail space from a private party at £5,250 pa, equating to £13.01 psf (£147.55 psm). Hodgson Elkington LLP acted on behalf of landlord. The quoting rent was £5,500 pa, equating to £14.36 psf (£154.57 psm). Achieved rent confirmed by Lewis Cove at Hodgson Elkington LLP.

ID# 116616371