



Office Market Report

Berkshire & North Hampshire

PREPARED BY



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OFFICE MARKET REPORT

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12 Mo Deliveries in SF

352 K

12 Mo Net Absorption in SF

292 K

Vacancy Rate

8.8%

12 Mo Rent Growth

4.8%

Berkshire & North Hampshire headed into 2020 with its strongest occupier fundamentals in a decade from a landlord's point of view, despite feeling the effects of Brexit and wider political uncertainty. Boosted by strong occupier demand, net absorption recorded the second strongest year since 2009, resulting in continued vacancy compression and cycle-low vacancies.

Leasing activity did wane throughout last year, though, recording the lowest leasing activity since the financial crisis as the weight of continued political headwinds and uncertainty dampened business confidence. While the result of the general election in December helped alleviate some of this uncertainty, the outbreak of the coronavirus hit confidence again, dragging further on leasing activity. This said, pockets of renewed demand are popping up in the market, with the gradually easing of the national lockdown seemingly bolstering some occupier confidence.

Developer confidence returned to the market last year, recording a four-year high for new construction starts,

almost two-thirds of which was speculative. The market has seen swathes of inventory lost to alternatives this cycle, with a major focus on residential use, which has helped vacancy compression.

Declining vacancies and limited construction saw landlords able to push rental expansion strongly in recent years. Gains have been strong in submarkets set to receive Crossrail connectivity such as Reading, Slough and Maidenhead as well as some periphery submarkets such as Bracknell Forest. But expectations of a slowdown in leasing and a rise in vacancies from new supply could put the brakes on rent growth in the quarters ahead.

Investment activity is also expected to be low in the coming months, although it had already been losing momentum last year. Domestic institutions withdrew almost entirely from the market last year, but volumes were bolstered somewhat by continued local authority investment and a couple of notable buys from overseas investors, trends that have continued into 2020.

KEY INDICATORS

Current Quarter	NIA	Vacancy Rate	Market Rent	Availability Rate	Net Absorption SF	Deliveries SF	Under Construction
4 & 5 Star	12,866,967	14.4%	£31.13	20.5%	10,250	0	461,512
3 Star	25,523,343	7.5%	£22.37	12.4%	4,775	0	47,992
1 & 2 Star	6,458,159	2.8%	£16.36	5.0%	(2,982)	0	18,299
Market	44,848,469	8.8%	£24.08	13.8%	12,043	0	527,803
Annual Trends	12 Month	Historical Average	Forecast Average	Peak	When	Trough	When
Vacancy Change (YOY)	-0.3%	10.7%	9.7%	14.0%	2012 Q1	6.5%	2004 Q1
Net Absorption SF	292 K	206,853	245,365	1,180,508	2019 Q2	(484,819)	2015 Q4
Deliveries SF	352 K	534,788	580,428	1,663,953	2009 Q2	7,780	2012 Q2
Rent Growth	4.8%	1.0%	0.4%	7.5%	2015 Q1	-5.7%	2008 Q2
Sales Volume	£432 M	£553.3M	N/A	£1.7B	2016 Q2	£83.1M	2010 Q1

Prior to the coronavirus outbreak, landlords in the Berkshire & North Hampshire Market were enjoying the tightest market conditions since the financial crisis. A resurgence in hiring, particularly from professional service firms, fuelled a surge in net absorption, with the past two years among the strongest this cycle. Coupled with the market's continued net loss of inventory, this saw vacancies enter 2020 at cyclical lows.

Heading into mid-2020, the coronavirus outbreak has seen vacancies start to loosen. With many firms now working from home and government-imposed restrictions on travel in place, move-ins and leasing activity slowed markedly. Indeed, around 50,000 SF of planned move-ins for 20Q2 were delayed. However, with the lockdown starting to ease, leasing activity is seemingly starting to pick up in pockets of the market. Winnersh Triangle in the Maidenhead Submarket has been particularly active over the past couple of months, with owners Frasers Property UK securing a flurry of deals totalling more than 140,000 SF. The most significant of these was multinational Jacobs UK, taking 76,000-SF at the recently (partly) refurbished Building 1180. Building 210 at the park, which is also currently under refurbishment and due to complete at the end of the summer, secured U.S. computing giant Hewlett Packard for 31,000 SF. Such moves will help drive a pick-up in absorption in the latter half of the year, in turn applying downward pressure on vacancies.

Before the lockdown, net absorption was weak in the opening quarter of the year. A number of notable departures, coupled with slow leasing activity in the latter half of 2019, possibly as a result of political and Brexit-related uncertainty, drove this low demand. Activity was stronger in the first half of the year, though, with several standout deals bolstering net absorption for the year. Among the most notable of these were Virgin Media's 121,400-SF move to Green Park in April 2019 and Slough Borough Council's 109,000-SF expansion into their new headquarters at 25 Windsor Road in May 2019. These moves were more in line with the demand seen in the market over the past couple of years.

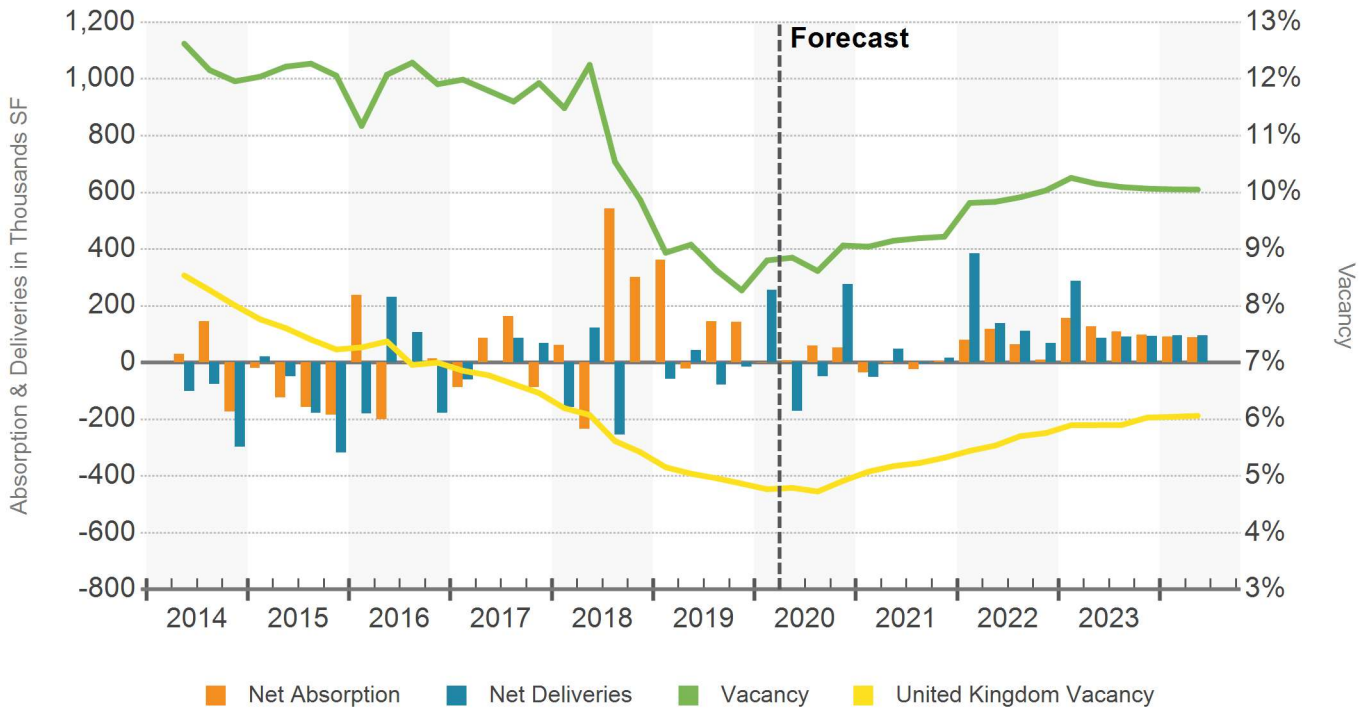
There have been several factors influencing recent

performance, with the Crossrail development among the most prominent. There has been a huge uptick in the number of firms wanting to move to dynamic locations adjacent to the project in the market, resulting in a raft of redevelopment in recent years. It has been evident that Crossrail has been a major factor, with just one notable development located away from the route over the past three years and many market actors citing proximity to the route as a key decision.

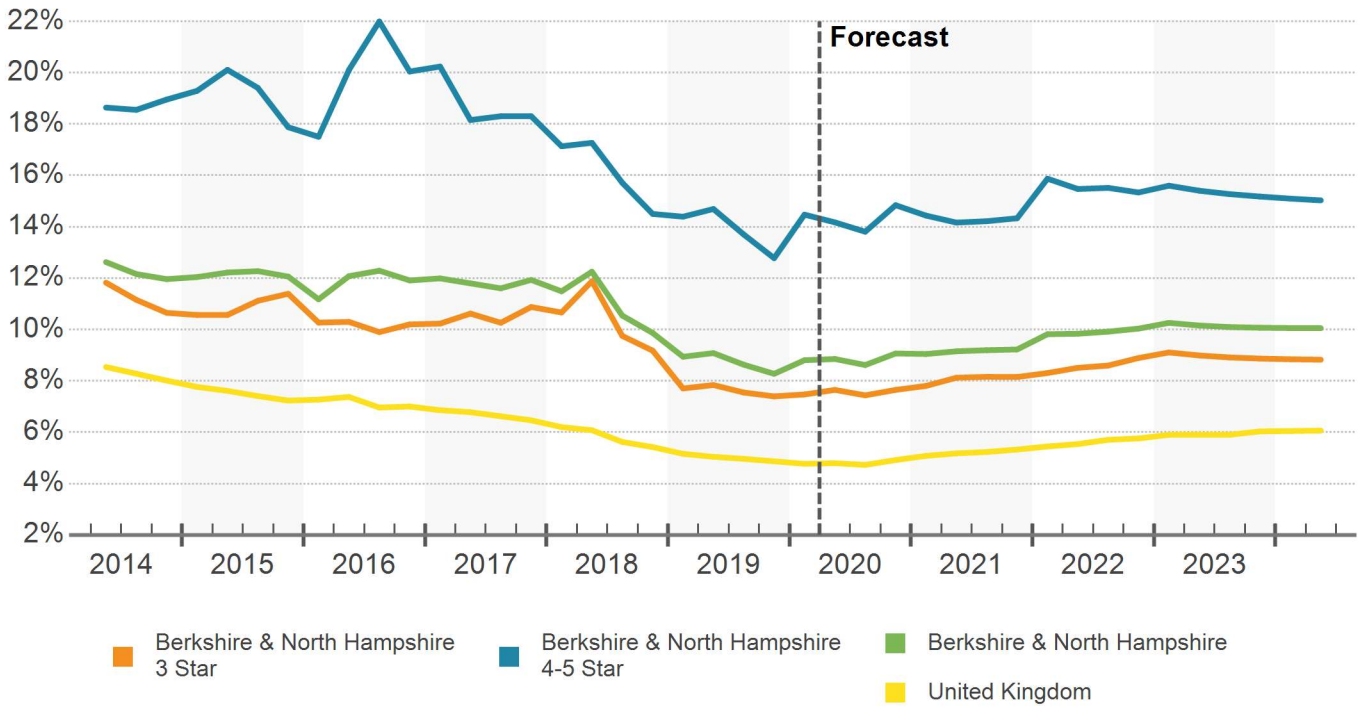
While the impact of Crossrail certainly has been a cause of increased demand in recent years, one of the more prominent products has been the rising tide of serviced office and co-working providers in the market. This has been particularly present in and around Reading, with firms taking almost 250,000 SF since 2017. While co-working providers are not totally new in Reading (Regus has held 59,300 SF of space at Davidson House at The Forbury since 2010), nine new firms have arrived in recent years. Existing providers have also expanded of late. Relative newcomer Fora took on an additional floor at Thames Tower late last year, and Regus increased its holdings into a further 34,500 SF at Winnersh Triangle, just outside Reading, earlier in 2019. The continued demand from startups and SMEs for this type of space has undoubtedly lured these providers out of London and, as a consequence, has persuaded some traditional landlords to start offering shorter, more amenity-heavy terms to compete with these providers.

Refurbished stock has been popular among these occupiers. Among these are the aforementioned Regus move to 220 Wharfedale in Wokingham in 2019, Fora's initial 30,000-SF move to Thames Tower in Reading in 2018 and Orega Serviced Offices' 21,000-SF move to The Switch in Slough in 2019. But it hasn't just been co-working providers taking these spaces. Among the most notable moves from 2019 was French pharmaceutical firm Sanofi's move to Four10 (71,000 SF) at Thames Valley Park in June 2019 and NTT Securities' 34,400-SF move to 1240 Arlington Business Park in West Berkshire in February 2019. Indeed, this demand has seen an uptick this cycle in the number of refurbishments taking place, with around 50 individual schemes above 5,000 SF, totalling 2.3 million SF since 2016.

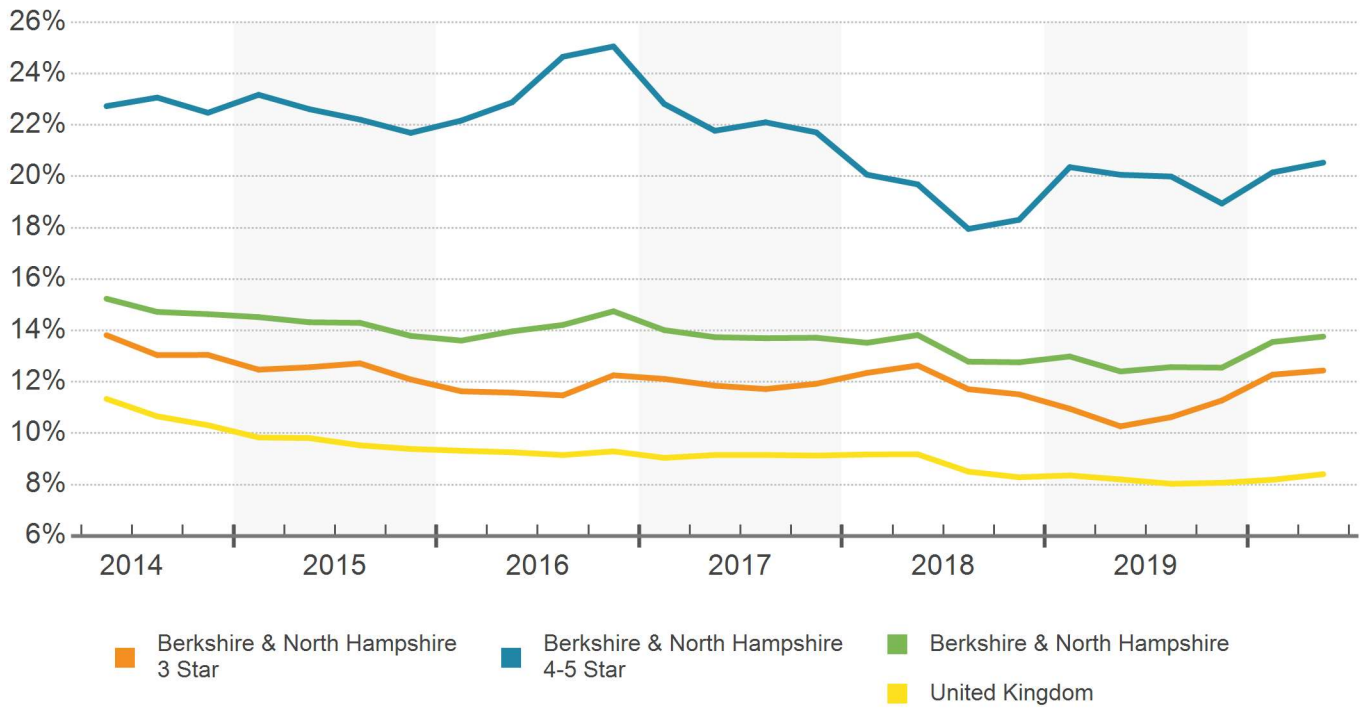
NET ABSORPTION, NET DELIVERIES & VACANCY



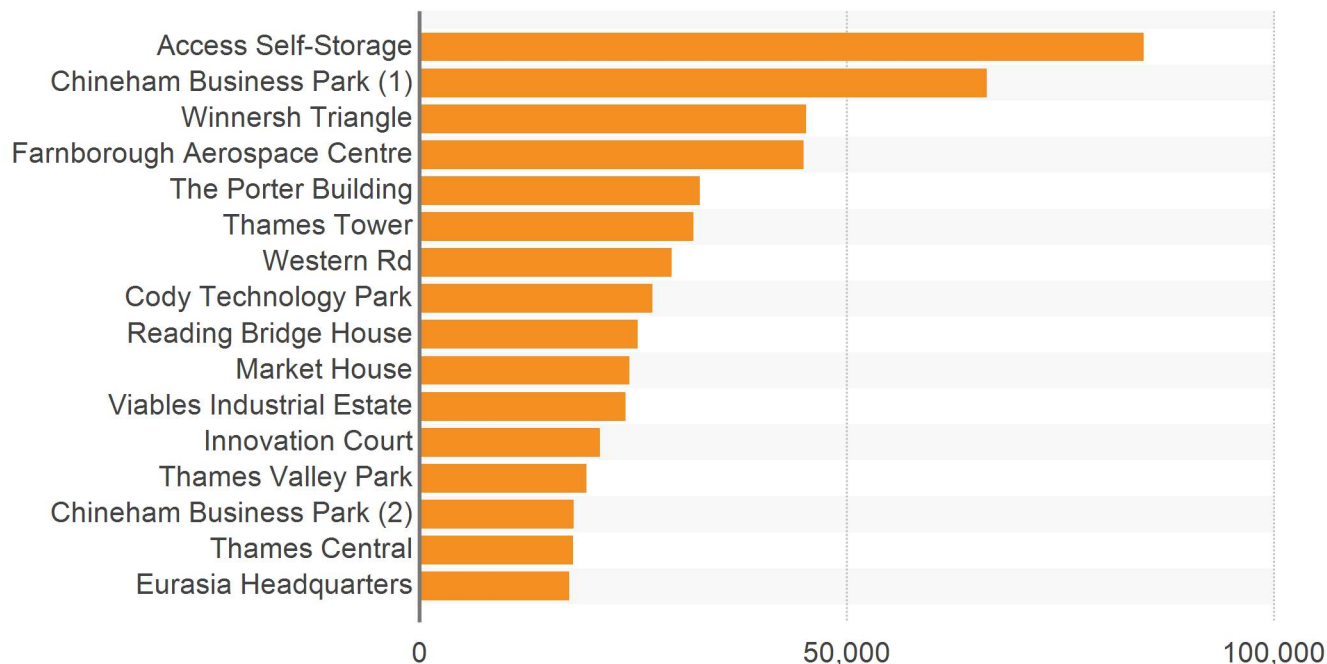
VACANCY RATE



AVAILABILITY RATE



12 MONTH NET ABSORPTION SF IN SELECTED BUILDINGS



Building Name/Address	Submarket	Bldg SF	Vacant SF	Net Absorption SF				
				1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	12 Month
Access Self-Storage	Bracknell Forest	86,025	1,215	0	0	0	0	84,810
Chineham Business Park (1)	Basingstoke & Deane	96,572	0	0	0	0	0	66,382
Winnersh Triangle	Wokingham	111,215	0	39,158	0	0	0	45,297
Farnborough Aerospace Centre	Rushmoor	45,000	0	0	0	0	0	45,000
The Porter Building	Slough	119,455	0	27,400	0	0	0	32,805
Thames Tower	Reading Central	197,697	6,805	28,080	0	0	0	32,091
Western Rd	Bracknell Forest	32,793	3,247	0	0	0	0	29,546
Cody Technology Park	Hart	27,298	0	300	4,400	0	0	27,298
Reading Bridge House	Reading Central	122,828	0	0	0	0	0	25,541
Market House	Maidenhead	75,390	0	0	0	0	0	24,594
Viables Industrial Estate	Basingstoke & Deane	67,354	10,121	24,150	0	0	0	24,150
Innovation Court	Basingstoke & Deane	21,161	0	0	21,161	0	0	21,161
Thames Valley Park	Reading Fringe	58,197	2,246	0	0	0	0	19,560
Chineham Business Park (2)	Basingstoke & Deane	18,066	0	0	0	0	0	18,066
Thames Central	Slough	62,874	0	0	0	0	0	17,963
Eurasia Headquarters	Maidenhead	49,084	0	0	0	0	0	17,560
Subtotal Primary Competitors		1,191,009	23,634	119,088	25,561	0	0	531,824
Remaining Berkshire & North Hampshire Market		43,657,460	3,912,052	(121,003)	(13,518)	0	0	(240,470)
Total Berkshire & North Hampshire Market		44,848,469	3,935,686	(1,915)	12,043	0	0	291,354

TOP OFFICE LEASES PAST 12 MONTHS

Building Name/Address	Submarket	Leased SF	Qtr	Tenant Name	Tenant Rep Compa...	Leasing Rep Company
Vanwall Business Park *	Maidenhead	53,821	Q4 19	SAP (UK) Ltd	Colliers International	-
8 Arlington Square West	Bracknell Forest	42,472	Q1 20	Eli Lilly	CBRE	Colliers International;H...
The Porter Building	Slough	27,400	Q4 19	Mattel	Knight Frank LLP	CBRE;Knight Frank LLP
Viabes Industrial Estate	Basingstoke & Deane	24,150	Q4 19	Highways England	Carter Jonas	Hollis Hockley
Arlington Business Park	West Berkshire	20,404	Q3 19	clearswift	-	BNP Paribas Real Esta...
Farnborough Business Park	Rushmoor	20,138	Q4 19	Gama Aviation	-	Lambert Smith Hampto...
Pacific House	Reading Fringe	19,600	Q2 20	Select Car	-	Parkinson Holt
Thames Valley Park	Reading Fringe	19,560	Q3 19	HP UK	JLL	Campbell Gordon;Dowl...
Concorde Park *	Maidenhead	19,411	Q3 19	Socionext Europe GmbH	-	-
Winnersh Triangle	Wokingham	16,749	Q3 19	Advantage Smollan	-	-
The Future Works	Slough	16,437	Q2 20	Clarendon	-	Green Kinnear Real Es...
Chineham Business Park	Basingstoke & Deane	14,705	Q4 19	HID Corporation Ltd	Cushman & Wakefield	BNP Paribas Real Esta...
Chineham Business Park	Basingstoke & Deane	14,705	Q4 19	Cobalt Technology	Cushman & Wakefield	BNP Paribas Real Esta...
The Pearce Building	Maidenhead	14,649	Q1 20	-	-	Dowley Turner Real Es...
Apex *	Reading Central	14,249	Q4 19	Barclays Bank	-	Campbell Gordon
Thames Tower	Reading Central	14,040	Q4 19	BMI Group	BNP Paribas Real E...	Cushman & Wakefield;...
Thames Tower	Reading Central	14,040	Q4 19	Fora	-	Cushman & Wakefield;...
Broad Street Mall	Reading	14,000	Q1 20	Co-Space	-	Green Kinnear Real Es...
Midpoint	Basingstoke & Deane	13,420	Q2 20	Motorola	Hollis Hockley	London Clancy
The White Building	Reading Central	13,340	Q4 19	Barracuda Networks	CBRE	Lambert Smith Hampto...
Bennet Court	Reading Fringe	12,862	Q2 20	-	-	Lambert Smith Hampto...
Greenpark	Reading Fringe	11,939	Q3 19	Premier Research	Savills	Campbell Gordon;Cush...
Aquis House	Reading Central	9,662	Q4 19	Crown Prosecution Service	Cushman & Wakefield	JLL;Vail Williams LLP
The Future Works	Slough	9,544	Q1 20	ByBox	-	Cushman & Wakefield;...
Farnborough Business Park	Rushmoor	9,482	Q4 19	Exclaimer	-	-
Waltham Park	Maidenhead	9,407	Q3 19	Avnet Abacus	-	Lambert Smith Hampto...
Spectrum Point	Rushmoor	9,092	Q2 19	-	-	Knight Frank LLP
Arlington Business Park	West Berkshire	8,500	Q3 19	Chargepoint Network	-	Haslams Surveyors LL...
Newbury Business Park	West Berkshire	8,406	Q3 19	Coffin Mew	-	BNP Paribas Real Esta...
The Capitol Building	Bracknell Forest	7,663	Q4 19	Perforce Software	-	Cushman & Wakefield;...
The Pearce Building	Maidenhead	7,331	Q1 20	Zogenix	Hicks Baker	DTRE;Knight Frank
One Valpy	Reading Central	7,243	Q3 19	Mott McDonald	-	JLL;Parkinson Holt
Slough Trading Estate	Slough	7,140	Q4 19	L&Q New Homes Limited	-	Cushman & Wakefield;...
Greenham Business Park	West Berkshire	7,000	Q1 20	-	-	Deal Varney Commercial
The Bridges	Bracknell Forest	6,715	Q3 19	Swiss Q Print	-	Page Hardy Harris Ltd
Green Park	Reading Fringe	6,523	Q1 20	Crowdstrike	Hicks Baker	Campbell Gordon
Midpoint	Basingstoke & Deane	6,181	Q2 20	Motorola	Hollis Hockley	BDT incorporating Woo...
The Workplace *	Reading Central	6,144	Q3 19	HM Courts	-	Campbell Gordon
York House	Windsor	6,075	Q3 19	SAFO Ltd	-	Christopher Thomas &...
The Pavilions	Bracknell Forest	6,068	Q3 19	-	-	Page Hardy Harris Ltd

Renewal



The market's improving occupier dynamics have seen landlords keep rental growth ticking along over the past five years or so, with current year-on-year rental growth around 4.8%. This is well ahead of the UK national average (0.9%) as well as the long-term average for the market (1.8%). Growth did slow in the wake of the Brexit vote in 2016 but remained positive before hitting a near three-year high in the opening quarter of 2020 following the decisive general election result in December last year.

This uplift was particularly strong in the market's 3 Star inventory, which had fallen to a five-year low in early 2019 but rebounded to more than 5% in 20Q1. Growth in the market's higher-rated 4 & 5 Star inventory had been steadier in the years since the vote, but also picked up to around 6% last quarter. A number of notable deals at new and recently refurbished buildings led this uptick, with the Barracuda Networks' £35.50/SF effective rent at The White Building in December the most notable.

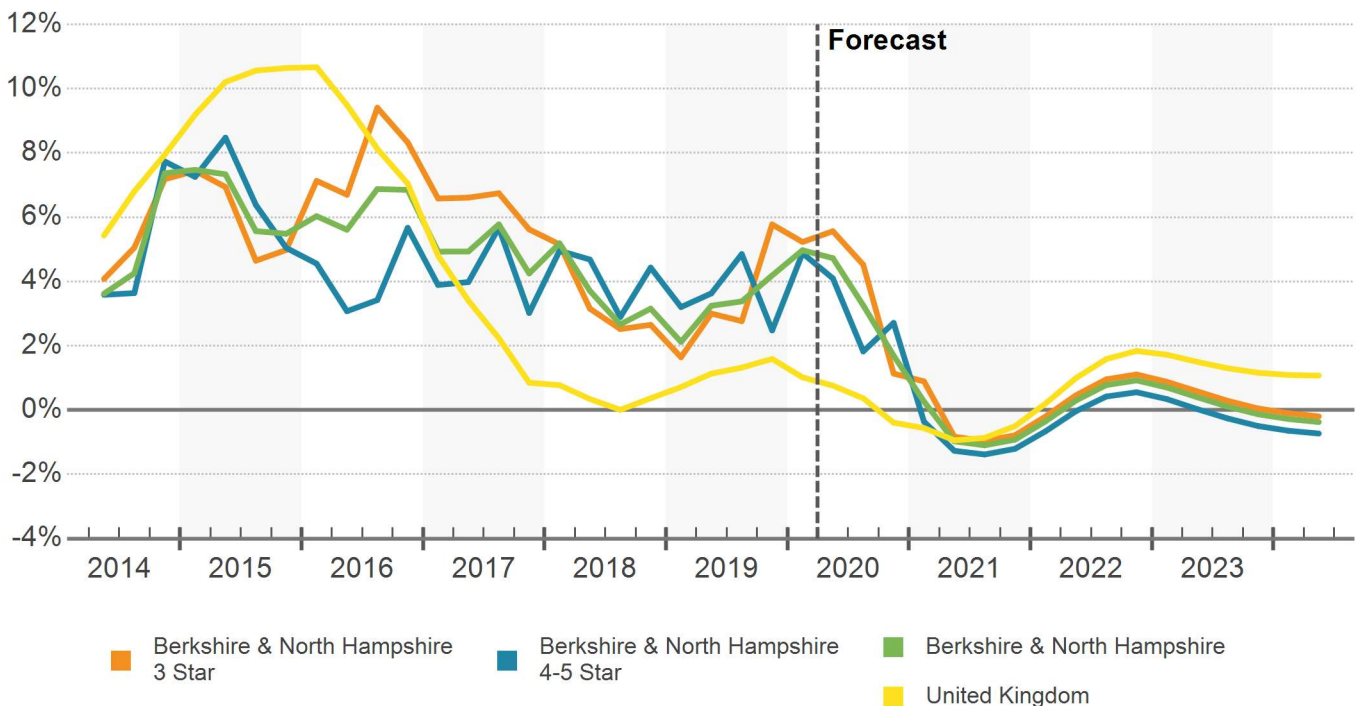
Rents in the market are now well above prerecession levels, with average market rent at around £24.00/SF and 4 & 5 Star inventory well above £31.00/SF. Rents vary widely by submarket, however. Reading Fringe and Maidenhead are the most expensive, with rents around £30/SF, followed closely by the Reading Central and

Windsor submarkets at north of £28/SF. Basingstoke & Deane remains the least expensive submarket, below £18/SF. These trends are perhaps unsurprising given the proximity and connectivity of the better-performing submarkets with the capital. Indeed, Green Park in Reading Fringe has been particularly popular, with Mapletree signing a spate of lettings over the past year or so. Rents in the park have pushed on as a result, with asking rents north of £37.50/SF.

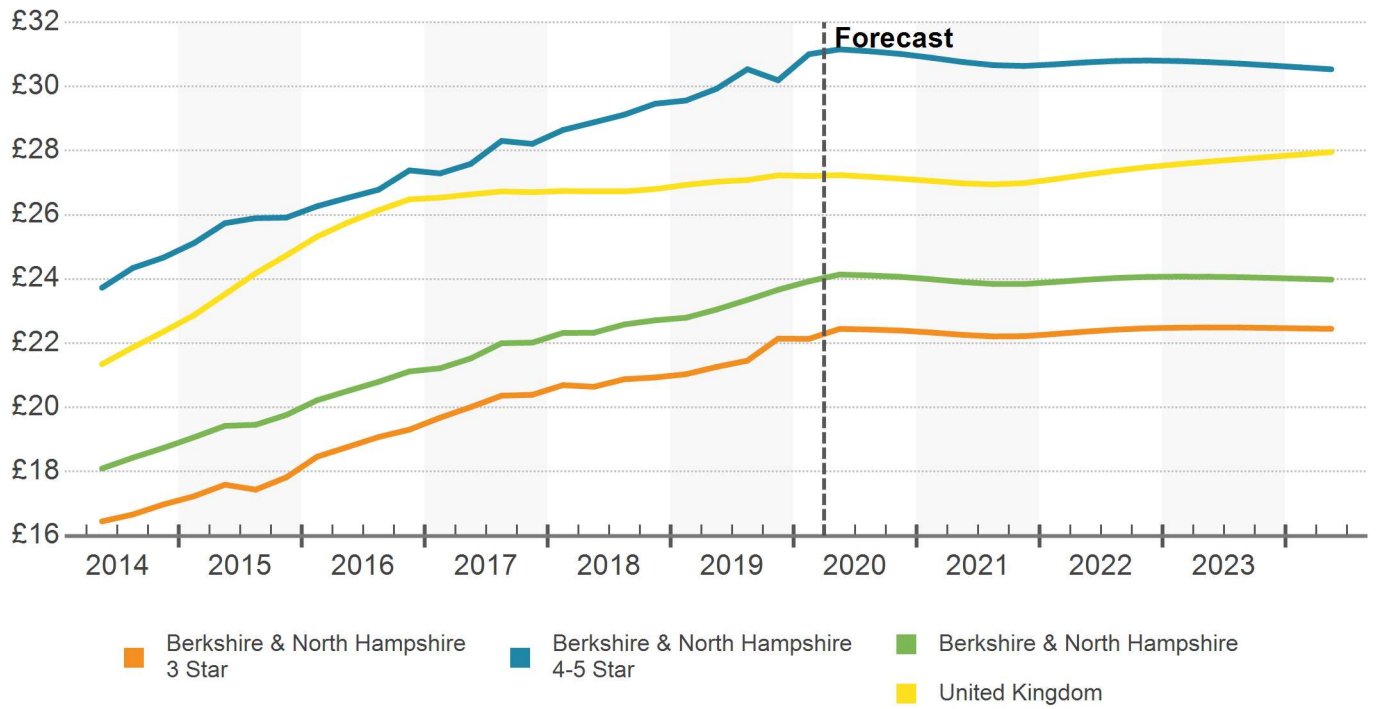
In the regional context, Berkshire & North Hampshire is the second-most expensive market in the South East, behind only Surrey. The market has been closing the gap in recent years, though average rents in Surrey remain higher, just shy of £26/SF as of 20Q2. Berkshire & North Hampshire has also continued to creep into the rental range of several west London submarkets, following a plateau in growth in many parts of the capital since the EU referendum.

The forecast calls for rental growth to moderate in the coming year or so. The combination of increasing new supply and still relatively high vacancies across the market is a likely factor, with the added uncertainty unfolding as a result of the coronavirus crisis possibly accelerating any expected slowdown in rental growth in the near term.

MARKET RENT GROWTH (YOY)



MARKET RENT PER SQUARE FEET



Berkshire & North Hampshire's office inventory has been shrinking over the past five years. Underpinned by demolitions of lower-rated or obsolete inventory as well as conversions to residential use, with the continued shortage of housing in the UK and strong price growth tempting for developers. One notable example was Sun Park, Camberley in the Hart Submarket, which saw around 280,000 SF converted to 323 residential units.

While inventory has contracted in recent years, development has started to pick up. Indeed, despite 2019 recording a five-year low for deliveries, construction starts reached a four-year high, with around 400,000 SF getting underway. New and recent supply, has not been evenly distributed across the market, however. Crossrail has acted as a magnet for development along its route, with the vast majority of construction positioned close to station nodes.

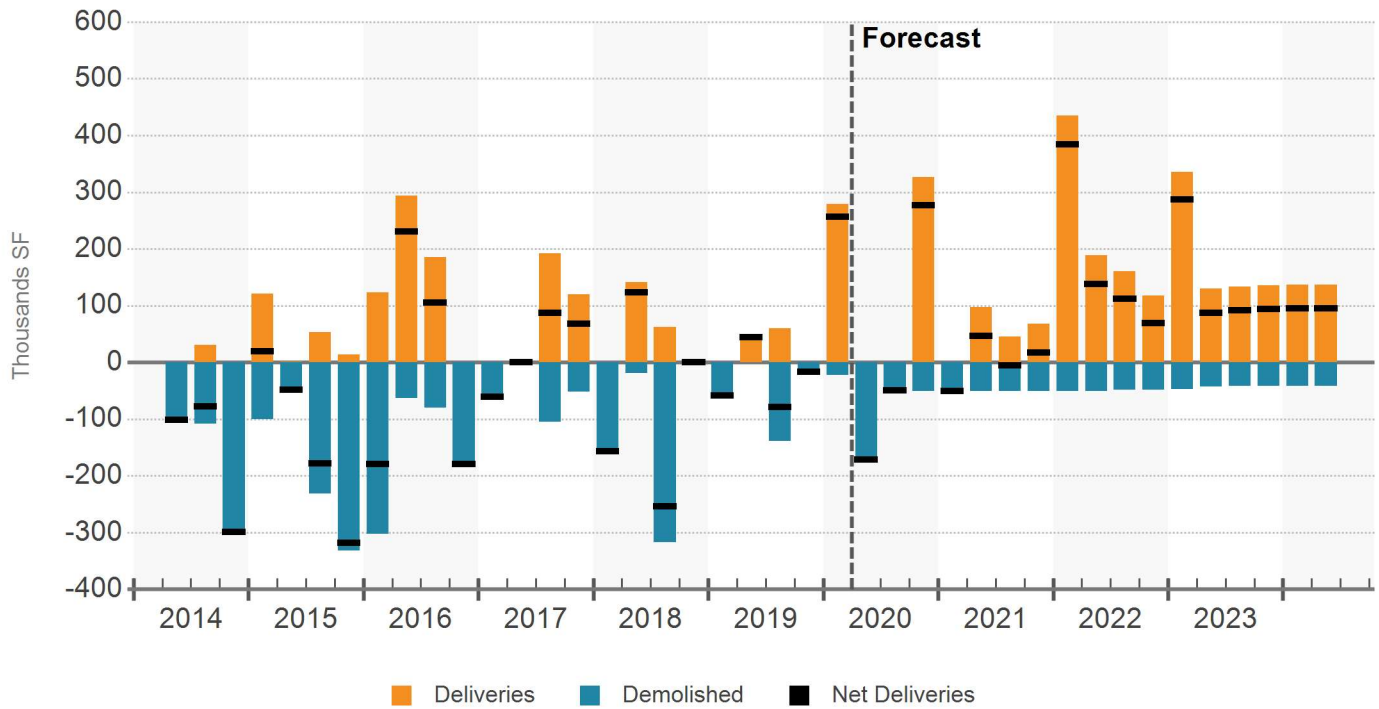
Reading, Bracknell Forest, Maidenhead and Slough have seen the most development, exacerbating an already uneven distribution of new supply in the market. Among the most recent deliveries was Foundation Park on Roxborough Way in Maidenhead, delivering 68,500 SF in 20Q1, currently available at the top end of the market at £35/SF. The Landing mixed-use development in Maidenhead is also underway, slated to deliver 102,000 SF of office space in 2022. Over in Reading, construction had slowed in the city centre but did pick up in the fringe, where more than 230,000 SF is underway at Singapore's Mapletree Green Park. The properties, 400 and 450

Longwater Avenue, are being developed speculatively and slated for completion later in 2020.

Construction activity (and Grade A supply) has been far more subdued outside of these locations, with firms migrating to these more dynamic locations citing an inability to find a suitable site in which to expand in current periphery locations. Recent movers include Bayer, Thales, SSE and Motorola. A few exceptions include Abstract Securities' 18Q3 speculative delivery of The Florence Building in Basingstoke (60,500 SF). Following its competition, the property quickly let in its entirety to Sovereign Housing Association in October that year, before being sold to Legal & General's LIP Income Property Fund in January 2019. Another notable project is also currently underway, Basingstoke & Deane Borough Council's 45,000-SF Basing View HQ for Eli Lilly. The building is scheduled for completion in 20Q3.

With much of the market's future supply currently being developed speculatively, CoStar's forecasts predict that vacancies in the market will begin to loosen in the near future. With the slowdown in leasing momentum last year and the impact of the coronavirus in 2020, this seems likely in the near term. But many occupiers have been looking past recent political headwinds to capitalise on the region's future potential and could do so in the near term. Crossrail has acted as a major catalyst, with several major projects on the horizon, namely Station Hill in Reading.

DELIVERIES & DEMOLITIONS



SUBMARKET CONSTRUCTION

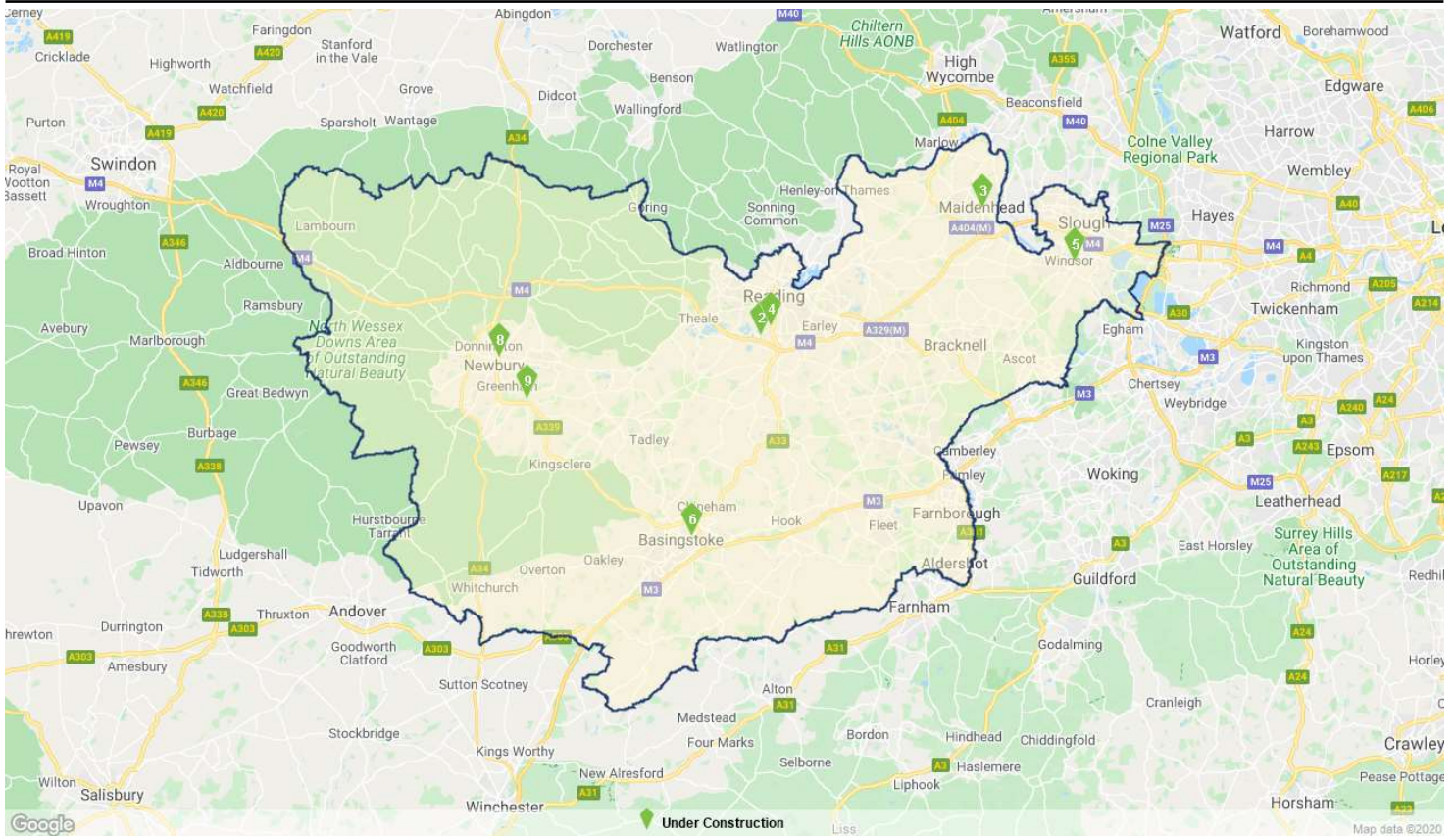
No.	Submarket	Under Construction Inventory				Average Building Size			
		Bldgs	SF (000)	Pre-Leased SF (000)	Pre-Leased %	Rank	All Existing	Under Constr	Rank
1	Reading Fringe	3	286	55	19.4%	4	24,883	95,232	2
2	Maidenhead	1	102	45	43.8%	3	14,499	102,000	1
3	Windsor	1	48	3	6.6%	5	8,508	47,992	3
4	West Berkshire	3	47	29	61.2%	2	10,099	15,705	5
5	Basingstoke & Deane	1	45	45	100%	1	15,235	45,000	4
6	Bracknell Forest	0	-	-	-	-	26,390	-	-
7	Hart	0	-	-	-	-	10,706	-	-
8	Reading Central	0	-	-	-	-	16,537	-	-
9	Rushmoor	0	-	-	-	-	20,165	-	-
10	Slough	0	-	-	-	-	18,145	-	-
	All Other	0	-	-	-	-	10,339	-	-
Totals		9	528	177	33.5%		15,116	58,645	

Under Construction Properties

Berkshire & North Hampshire Office

Properties	Square Feet	Percent of Inventory	Released
9	527,803	1.2%	33.5%

UNDER CONSTRUCTION PROPERTIES



UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Floors	Start	Complete	Developer/Owner
1 Building 2 (South) 450 Longwater Ave	★★★★☆	116,994	5	Feb 2019	Aug 2020	- Mapletree Investments Ltd
2 Building 1 (North) 400 Longwater Ave	★★★★☆	116,994	5	Feb 2019	Sep 2020	Oxford Properties Group Mapletree Investments Ltd
3 The Landing Queen St	★★★★☆	102,000	7	Apr 2019	Oct 2022	London & Aberdeen Group Smedvig Capital
4 Southside Island Rd	★★★★☆	51,707	4	Dec 2019	Jun 2022	- M & G Group Ltd
5 Thames Court 1-5 Victoria St	★★★☆☆	47,992	5	Nov 2018	Jul 2020	- -
6 (Sienna) Eli Lilly HQ Basing Vw	★★★★☆	45,000	5	Jun 2019	Aug 2020	- Basingstoke & Deane Borough C...
7 Office 1 Lindenmuth Way	★★★★☆	19,755	3	Jan 2019	Jul 2020	- Greenham Common Community...



Under Construction Properties

Berkshire & North Hampshire Office

UNDER CONSTRUCTION

Property Name/Address	Rating	Bldg SF	Floors	Start	Complete	Developer/Owner
8 115 London Rd	★ ★ ★ ★ ★	18,299	4	Jan 2020	Jan 2022	-
9 Office 3 Lindenmuth Way	★ ★ ★ ★ ★	9,062	2	Jan 2019	Jul 2020	- Greenham Common Community...



Berkshire & North Hampshire's improving occupier market conditions have translated into an attractive destination for investors. Over the past decade, investment has ramped up in conjunction with the deinstitutionalisation of the market, with REITs, users and private equity growing their share of ownership. The market's relative discount to the capital and other regional office markets has also made it an attractive option for foreign investors looking for value.

However, the effects of Brexit and wider political uncertainty saw investment stutter last year as investors held fire in preparation for UK's departure from the European Union. Just over £400 million was invested in 2019, well down on the £1.1 billion in 2018. While the December election result did unlock some office deals in the last few weeks of 2019 and opening quarter of 2020, heading into mid-2020, subdued sales activity will likely continue as the impacts of the coronavirus outbreak remain unclear.

Prior to the outbreak, Berkshire & North Hampshire's buyer pool had continued to diversify. The emergence of local authorities, which have leveraged their ability to borrow cheaply from the Public Works Loan Board (PWL) since 2016, particularly notable. While this has been a national trend, south eastern authorities have been particularly active buyers, accounting for more than half of all spending in this time. They have been particularly active in the Berkshire & North Hampshire Market, with almost £600 million spent in 2017-19.

For instance, the largest deal in the market in 2019, was Reading Borough Council's acquisition of the Four10 in Thames Valley Park from Royal London Investment Management for £38 million (yield 5.35%). The 71,800-SF building is fully let to French pharma company Sanofi, with the motivation for purchase income yield purposes to be reinvested in council services and initiatives. This has been a common reason driving local authority investments, with Runnymede Borough Council's recent acquisition of Honeywell House in 20Q1 motivated by income for in-borough regeneration. It purchased the 72,600-SF building in Bracknell town centre, let to Honeywell Control Systems for £32.9 million (yield 5.3%). However, it is unlikely such spending will continue at the same rate in the coming years, with a reform of councils investment into commercial real estate announced in the UK budget in March 2020 likely to refocus authority spending.

Crossrail continued to draw investment to the market last

year, with around £140 million trading along its route. This included the largest transaction of 2019, when American private equity firm Kennedy Wilson, acquired Ditton Park in Slough. Purchased from CA Technologies for £41.3 million in June, a major driver cited for the purchase was "the campus' position to benefit from Crossrail." Similar motivation was cited by UK REIT, Circle Property for its acquisition of Concorde Park in Maidenhead in August. It paid LaSalle IM £14.6 million for the 71,500-SF park, reflecting a net initial yield of 4%, with a potential reversionary yield of 9.8% once fully let.

The deals highlight a couple of other trends in the market of late. First has been the return of overseas buyers, having been net sellers from 2017-18, the largest acquisitions in both 2019 and so far in 2020 have come from overseas. Singaporean investor CapitaLand completed its acquisition of Arlington Business Park in Theale from APAM in February 2020. The motivation behind the £129.3 million purchase is understood to be increasing the firm's exposure in developed office markets, along with "increased clarity post-Brexit."

Second has been the continued popularity of business parks. Amen Corner Business Park in Bracknell was another park that was sold late last year to a joint venture between a fund managed by Credit Swiss, American firm Hines and UK-based asset manager Chancerygate. The JV acquired the park, which is currently home to Hewlett Packard's HQ, for £28.2 million, intending to speculatively redevelop the site for logistics and data centre use.

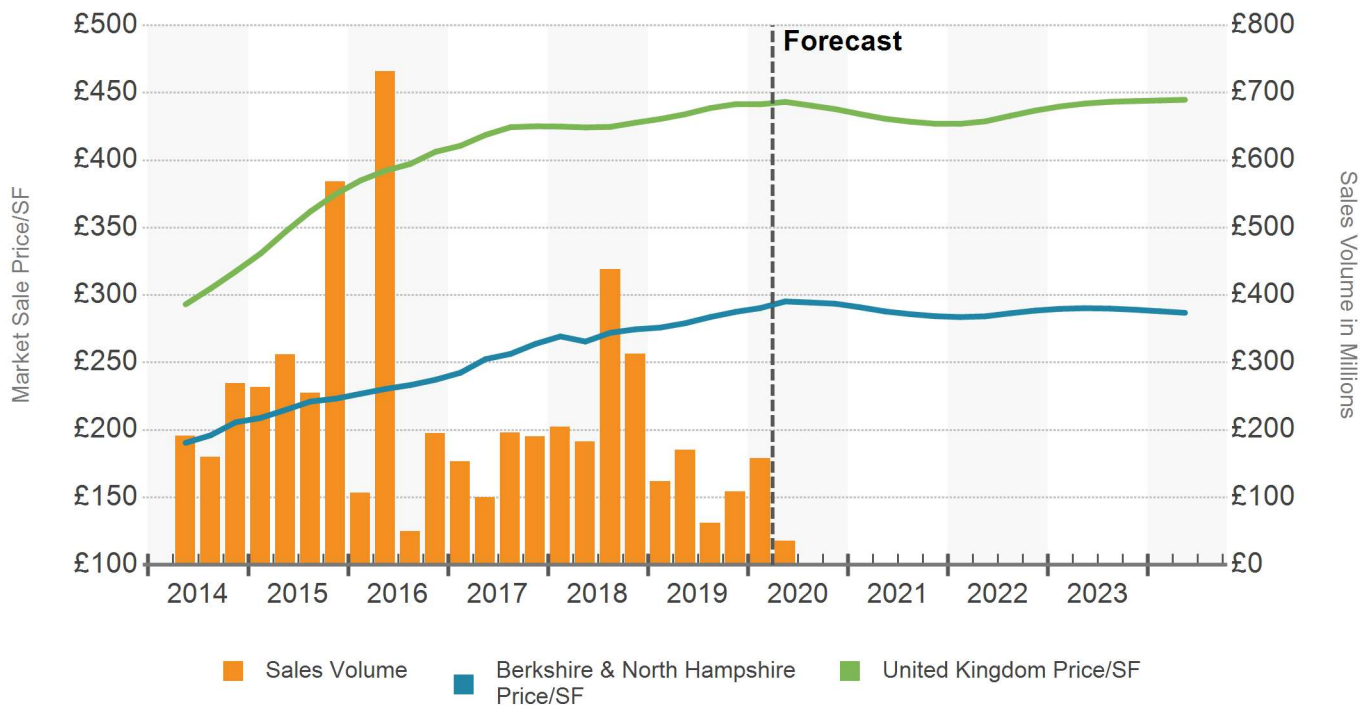
In Reading, another notable deal is also in the works, with Reading International Business Park currently for sale. The 406,000-SF building is understood to have had over £1 billion of investment surrounding it, with Tristan Capital Partners reportedly first in line to complete the deal for £140 million to German owners DWS Group, £10 million above the initial asking price. The deal would be one of the largest single-asset transactions in the market this cycle, but it remains to be seen if it does complete in the near future, with the impact and disruption caused to the investment market and wider economy by the spread of coronavirus still emerging.

Average office yields have continued to compress over the past two years, now trending near cyclical lows. Around half of trades are at yields between 7% and 8%, with around a quarter above and below, this respectively.

Higher-quality 4 & 5 Star inventory tends to trade between 5% and 7% most frequently. Investors have even paid sub-5% yields recently, such as for The Florence Building on Basing View in Basingstoke, where quality space is limited and occupier demand is high. The building sold in January 2019 for £29.1 million at a yield of 4%. The building was pre-let on a 20-year lease to Sovereign Housing Association. There has been

evidence of softer pricing on some deals in more periphery locations recently, though. In April 2019, the Inspired building in Bracknell Forest was bought for £16.5 million (a yield of 7.6%), having been put on the market for £17.5 million in 2018. Similarly, No.1 Queens Square on Lyndhurst Road in Ascot sold in March 2019 for £4.3 million, having been put up for sale a year earlier with a guide price of £5.3 million.

SALES VOLUME & MARKET SALE PRICE PER SF



Sales Past 12 Months

Berkshire & North Hampshire Office

Sale Comparables

88

Avg. Yield

6.7%

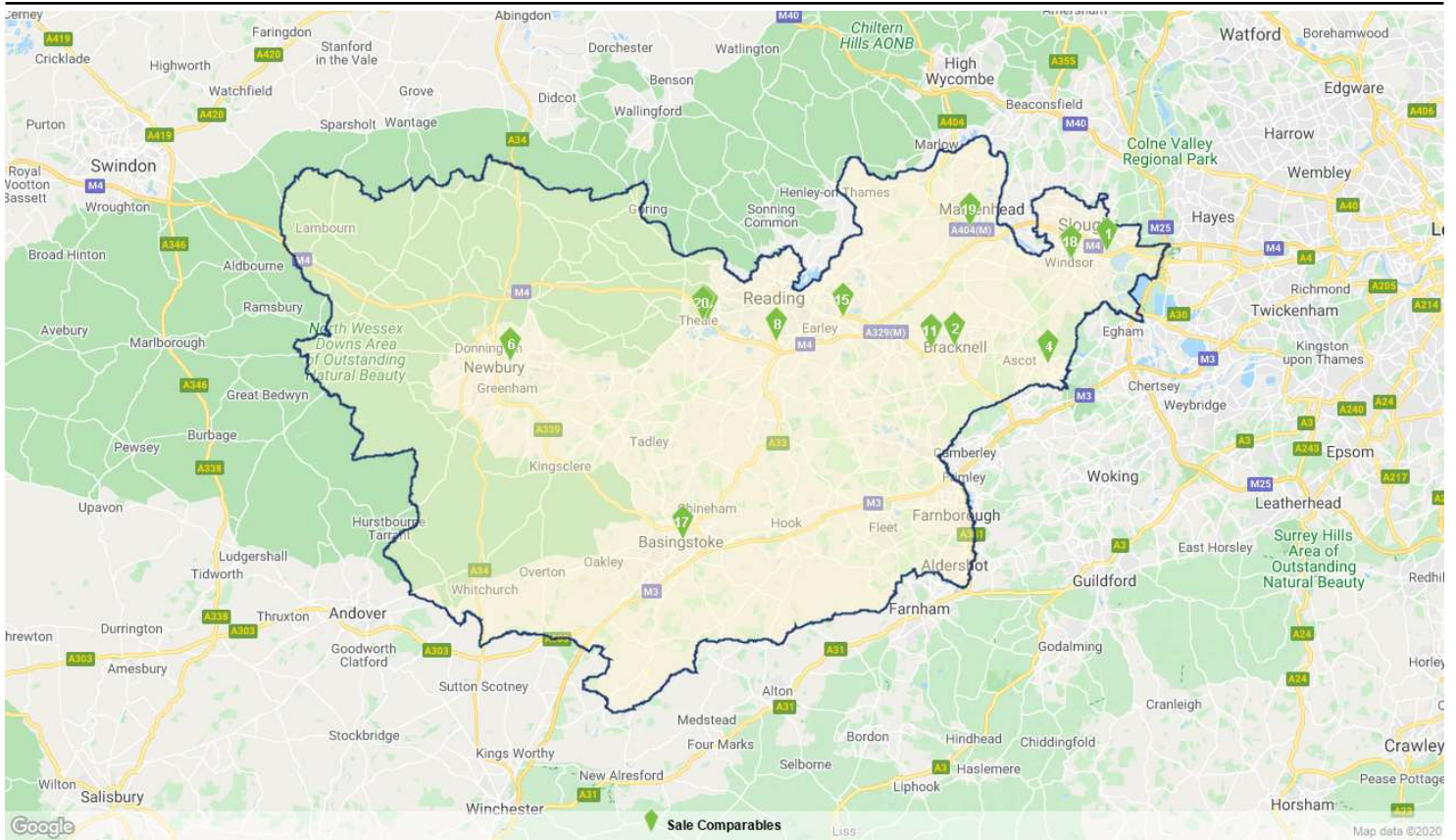
Avg. Price/SF

£228

Avg. Vacancy At Sale

11.1%

SALE COMPARABLE LOCATIONS



SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	£160,000	£6,819,129	£3,575,415	£33,636,850
Price/SF	£13	£228	£225	£1,041
Net Initial Yield	4.0%	6.7%	7.3%	9.5%
Time Since Sale in Months	0.8	7.2	7.2	12.0
Property Attributes	Low	Average	Median	High
Building SF	1,258	27,285	16,930	202,125
Floors	1	3	3	6
Typical Floor SF	419	9,431	6,290	67,375
Vacancy Rate At Sale	0%	11.1%	0%	100%
Year Built	1789	1978	1992	2016
Star Rating	★ ★ ★ ★ ★	★ ★ ★ ★ ★ 3.0	★ ★ ★ ★ ★	★ ★ ★ ★ ★



Sales Past 12 Months

Berkshire & North Hampshire Office

RECENT SIGNIFICANT SALES

Property Name - Address	Property				Sale			
	Rating	Yr Built	Bldg SF	Vacancy	Sale Date	Price	Price/SF	NIY
1 Riding Court Rd	★★★★★	2005	194,565	13.3%	06/06/2019	£33,636,850	£173	-
2 Honeywell House 0-5 Skimpedhill Way	★★★★★	2016	72,379	0%	01/04/2020	£32,900,000	£455	5.3%
3 Building 1220 Arlington Business Park	★★★★★	2009	31,109	98.4%	26/02/2020	£26,961,631	£867	-
4 Government Civil Servic... Larch Ave	★★★★★	-	19,500	0%	17/02/2020	£20,300,000	£1,041	-
5 Building 2 Cain Rd	★★★★★	1985	202,125	0%	04/12/2019	£16,103,948	£80	-
6 Rivergate House London Rd	★★★★★	1999	61,385	0%	30/10/2019	£15,500,000	£253	7.5%
7 Windsor One Arthur Rd	★★★★★	1998	57,407	0%	26/06/2019	£14,990,109	£261	-
8 Pacific House Imperial Way	★★★★★	1987	57,086	7.9%	14/10/2019	£14,900,000	£261	7.3%
9 Building 1330 Arlington Business Park	★★★★★	2000	37,890	100%	26/02/2020	£13,857,728	£366	-
10 Building 1420 Arlington Business Park	★★★★★	2007	34,032	50.6%	26/02/2020	£12,186,143	£358	-
11 Building 1 Cain Rd	★★★★★	1985	120,954	0%	04/12/2019	£12,096,052	£100	-
12 Building 1430 Arlington Business Park	★★★★★	2002	38,764	0%	26/02/2020	£11,971,661	£309	-
13 1310 Waterside Dr	★★★★★	2009	40,000	0%	26/02/2020	£11,922,118	£298	-
14 1410 Waterside Dr	★★★★★	2007	37,013	0%	26/02/2020	£11,524,396	£311	-
15 100 Berkshire Place Wharfedale Rd	★★★★★	1992	53,806	35.0%	01/10/2019	£11,400,000	£212	-
16 1240 Arlington Business...	★★★★★	1999	34,000	0%	26/02/2020	£11,338,569	£333	-
17 Midpoint Alencon Link	★★★★★	1992	67,747	0%	10/09/2019	£10,500,000	£155	9.5%
18 Windsor Two Arthur Rd	★★★★★	1998	31,293	0%	26/06/2019	£10,259,891	£328	-
19 Concorde	★★★★★	2007	39,856	41.3%	09/08/2019	£8,991,957	£226	4.0%
20 Abbey House Arlington Business Park	★★★★★	1981	29,570	0%	26/02/2020	£8,986,714	£304	-



The rate of economic growth and job growth in the Berkshire & North Hampshire Market had picked up over the past couple of years, with both outperforming the UK national average heading into 2020. However, the gap is now expected to narrow in the coming years, with the coronavirus outbreak forecast to drag on economic activity in the market.

While the data is still emerging, economists have been trying to assess what damage the outbreak may inflict. Whilst predictions vary widely (and will be revised as events unfold), it is widely accepted that the economy will now enter a recession. Oxford Economics' latest data forecasts suggest the market will experience an economic contraction on par with, if not worse than, the financial crisis this year. However, current forecasts from Oxford Economics and the Bank of England are predicting a V-shaped recovery, with a strong rebound in 2021. Berkshire & North Hampshire's GDP is thought to soar to a two decade high next year, before slowing in line with pre-outbreak levels. While these forecasts assume no second peak of the outbreak, the market's economy make-up could help support this outlook.

Indeed, the region's reputation as the UK technology corridor is certainly reflected in sector employment, with information and technology, telecoms, and online service sectors underpinning employment in the market. These industries have proven to be more adaptable amid the outbreak, with such firms more able to implement remote working and keep operating through online services. These factors could help support employment levels in the market, though new hiring is expected to fall flat in the coming quarters. Another factor that could aid recovery in the market, is the phased opening of Crossrail from 2021. The highly anticipated project has seen multiple delays, but along with other transport upgrades, the market's deep talent pool could help increase the attractiveness of the market to existing and potential occupiers.

At a national level, the UK economy is on the brink of slipping into recession for the first time since 2009. The lockdown imposed on 23rd March to combat the spread

of the coronavirus has caused a sharp fall in economic activity. UK GDP is estimated to have fallen by 2% in the opening three months of the year, following a flat final quarter of 2019, making it the biggest quarter-on-quarter contraction since the global financial crisis in 2008. The quarterly downturn was driven by a particularly weak March, when GDP contracted by an estimated 5.8% amid widespread declines across the services, production and construction sectors. Given that this reflects just one full week of lockdown, the data provides a snapshot into what will surely be a more precipitous decline in output in 20Q2. The retail and hospitality sectors have been particularly hard hit so far.

A raft of government measures have been introduced to support businesses, including the furloughing scheme (recently extended to October) and business rates relief, while the Bank of England has cut interest rates to a record low 0.1% and implemented a further £200 billion of quantitative easing. But the economic hit will still be significant. On 16th April, Oxford Economics slashed its 2020 UK GDP forecast to -5.1%, down from the 1.4% drop predicted in March and from the 1% increase expected in February. Unemployment is also sure to rise from its pre-coronavirus low of circa 4%, with more than 700,000 jobs expected to be lost this year. Oxford Economics expects a 6% rebound in GDP growth in 2021 (and 800,000 jobs added), as a resumption of discretionary spending is supported by low oil prices and monetary and fiscal stimulus.

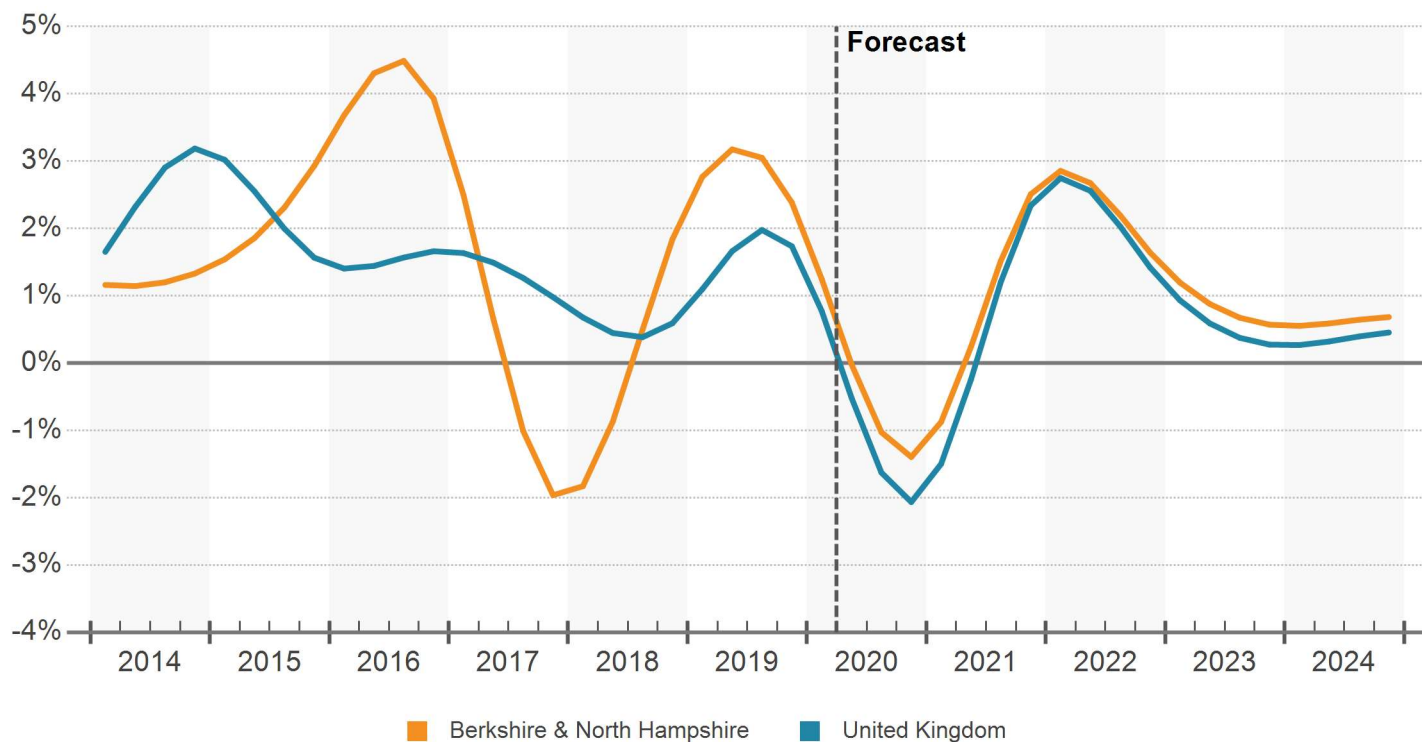
Risks to the forecast are skewed to the downside, given uncertainty around the length of the crisis and its ultimate impact upon economic activity and business confidence. An IHS Markit purchasing managers index survey in late April painted a particularly gloomy picture, with the index slumping to a record low 12.9, down from 36 in March (prior to March, the survey-record low was 38.1 in November 2008). On 7th May, the Bank of England predicted a 14% fall in UK GDP this year, which would represent the biggest drop in annual output since 1709. But the Bank did expect the economy to slowly recover after a 25% fall in Q2, helped by the easing of restrictions, before a 15% rebound in GDP in 2021.

BERKSHIRE & NORTH HAMPSHIRE EMPLOYMENT BY INDUSTRY IN THOUSANDS

Industry	Current Level		12 Month Change		10 Year Change		5 Year Forecast	
	Jobs	LQ	Market	UK	Market	UK	Market	UK
Manufacturing	28	0.6	0.68%	-2.15%	-1.58%	0.21%	-1.64%	-1.34%
Transportation Warehouse Utilities	38	1.1	0.23%	0.16%	3.51%	2.01%	0.42%	0.20%
Retail Trade	86	1.0	-1.66%	-2.08%	0.45%	0.12%	0.80%	0.55%
Financial Activities	18	0.6	-0.98%	1.03%	-1.71%	0.70%	0.40%	0.16%
Government	14	0.6	-0.25%	1.66%	-2.84%	-1.38%	0.12%	0.12%
Natural Resources, Mining and Construction	2	0.3	-1.24%	-1.82%	-8.24%	-0.23%	-1.33%	-1.13%
Education and Health Services	101	0.8	1.42%	1.87%	1.86%	1.21%	1.03%	0.80%
Professional and Business Services	138	1.3	2.29%	0.91%	2.78%	2.69%	1.42%	1.21%
Information	73	2.9	-0.57%	2.40%	1.68%	2.54%	0.97%	0.94%
Leisure and Hospitality	47	0.8	-4.28%	-3.53%	1.23%	1.89%	2.34%	2.10%
Other Services	19	1.1	5.32%	1.89%	2.11%	1.36%	0.83%	0.72%
Total Employment	595	1.0	0.33%	-0.16%	1.29%	1.16%	0.97%	0.68%

Source: Oxford Economics
LQ = Location Quotient

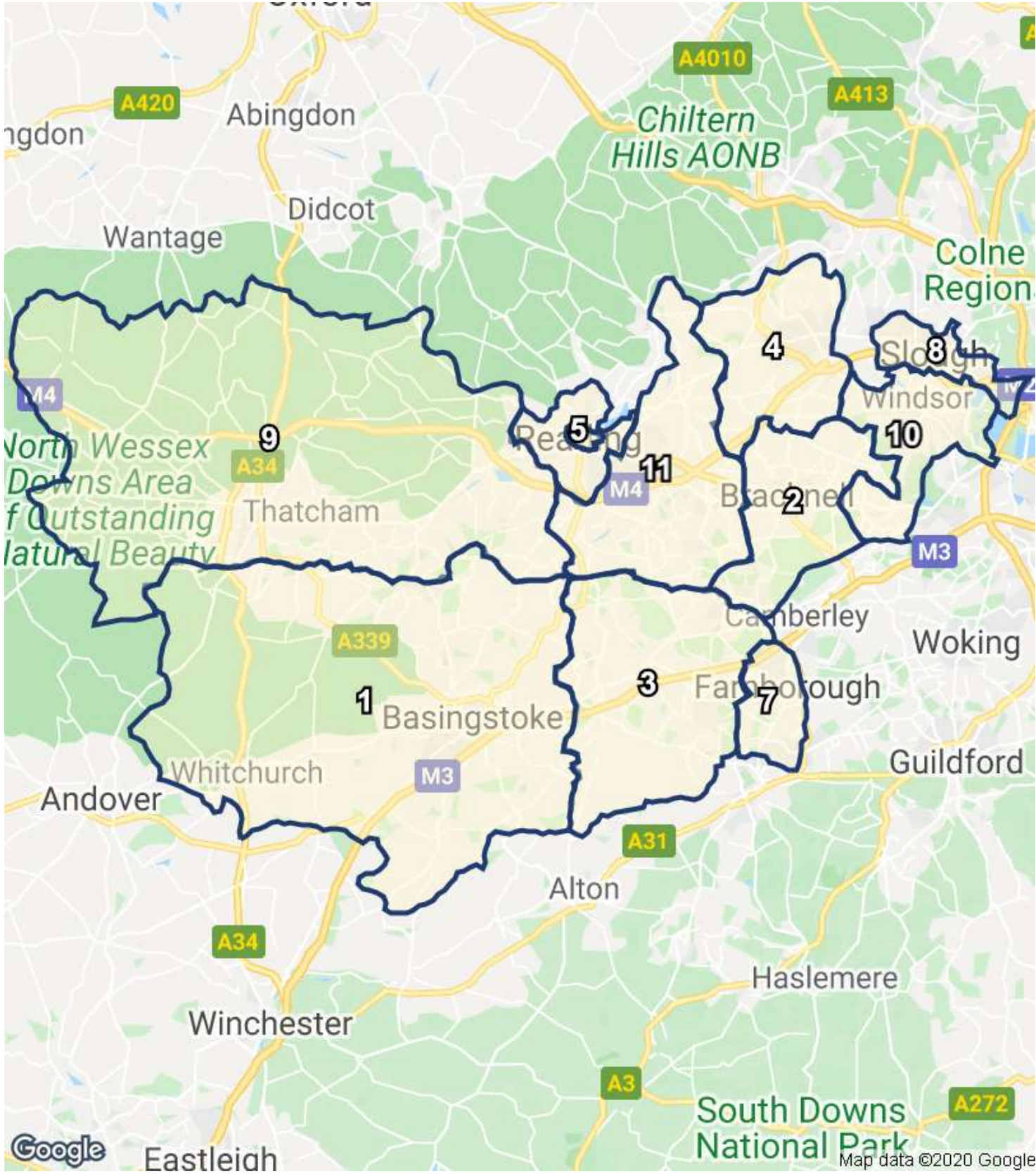
YEAR OVER YEAR JOB GROWTH



Source: Oxford Economics

Submarkets

BERKSHIRE & NORTH HAMPSHIRE SUBMARKETS



Google

Map data ©2020 Google



SUBMARKET INVENTORY

No.	Submarket	Inventory				Deliveries				Under Construction			
		Bldgs	SF (000)	% Market	Rank	Bldgs	SF (000)	Percent	Rank	Bldgs	SF (000)	Percent	Rank
1	Basingstoke & Deane	342	5,210	11.6%	2	0	0	0%	-	1	45	0.9%	5
2	Bracknell Forest	207	5,463	12.2%	1	2	233	4.3%	1	0	-	-	-
3	Hart	235	2,516	5.6%	10	1	27	1.1%	3	0	-	-	-
4	Maidenhead	248	3,596	8.0%	8	2	74	2.1%	2	1	102	2.8%	2
5	Reading Central	312	5,160	11.5%	3	0	0	0%	-	0	-	-	-
6	Reading Fringe	187	4,653	10.4%	5	0	0	0%	-	3	286	6.1%	1
7	Rushmoor	189	3,811	8.5%	7	0	0	0%	-	0	-	-	-
8	Slough	263	4,772	10.6%	4	0	0	0%	-	0	-	-	-
9	West Berkshire	460	4,645	10.4%	6	1	11	0.2%	4	3	47	1.0%	4
10	Windsor	216	1,838	4.1%	11	0	0	0%	-	1	48	2.6%	3
11	Wokingham	308	3,184	7.1%	9	1	7	0.2%	5	0	-	-	-

SUBMARKET RENT

No.	Submarket	Market Rent		12 Month Market Rent		QTD Annualised Market Rent	
		Per SF	Rank	Growth	Rank	Growth	Rank
1	Basingstoke & Deane	£17.07	11	5.1%	5	3.7%	7
2	Bracknell Forest	£23.20	7	5.4%	2	3.5%	8
3	Hart	£19.23	9	4.7%	8	3.9%	4
4	Maidenhead	£29.77	2	4.9%	7	3.9%	5
5	Reading Central	£28.13	4	4.0%	11	2.9%	10
6	Reading Fringe	£29.96	1	4.1%	10	3.0%	9
7	Rushmoor	£22.40	8	5.1%	4	3.7%	6
8	Slough	£25.43	5	5.3%	3	4.6%	2
9	West Berkshire	£18.56	10	4.9%	6	4.3%	3
10	Windsor	£29.40	3	4.4%	9	2.5%	11
11	Wokingham	£23.75	6	5.7%	1	5.6%	1

SUBMARKET VACANCY & NET ABSORPTION

No.	Submarket	Vacancy			12 Month Absorption			
		SF	Percent	Rank	SF	% of Inv	Rank	Construc. Ratio
1	Basingstoke & Deane	308,256	5.9%	3	79,652	1.5%	3	-
2	Bracknell Forest	385,774	7.1%	5	206,552	3.8%	1	1.1
3	Hart	324,401	12.9%	10	(52,526)	-2.1%	10	-
4	Maidenhead	399,972	11.1%	8	(35,413)	-1.0%	9	-
5	Reading Central	604,209	11.7%	9	2,794	0.1%	7	-
6	Reading Fringe	675,645	14.5%	11	31,596	0.7%	6	-
7	Rushmoor	241,788	6.3%	4	46,742	1.2%	5	-
8	Slough	458,261	9.6%	6	85,199	1.8%	2	-
9	West Berkshire	165,726	3.6%	1	(507)	0%	8	-
10	Windsor	191,232	10.4%	7	(130,851)	-7.1%	11	-
11	Wokingham	180,422	5.7%	2	58,116	1.8%	4	-

Supply & Demand Trends

Berkshire & North Hampshire Office

OVERALL SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	46,551,982	376,331	0.8%	341,802	0.7%	1.1
2023	46,175,651	559,990	1.2%	490,573	1.1%	1.1
2022	45,615,661	703,190	1.6%	269,362	0.6%	2.6
2021	44,912,471	8,353	0%	(59,697)	-0.1%	-
2020	44,904,118	312,209	0.7%	117,293	0.3%	2.7
YTD	44,848,469	256,560	0.6%	10,128	0%	25.3
2019	44,591,909	(109,914)	-0.2%	625,787	1.4%	-
2018	44,701,823	(287,939)	-0.6%	669,243	1.5%	-
2017	44,989,762	94,488	0.2%	74,001	0.2%	1.3
2016	44,895,274	(21,794)	0%	48,174	0.1%	-
2015	44,917,068	(525,937)	-1.2%	(484,819)	-1.1%	-
2014	45,443,005	(578,409)	-1.3%	(211,406)	-0.5%	-
2013	46,021,414	(451,801)	-1.0%	115,077	0.3%	-
2012	46,473,215	(50,730)	-0.1%	(309,351)	-0.7%	-
2011	46,523,945	144,313	0.3%	114,051	0.2%	1.3
2010	46,379,632	811,706	1.8%	(15,707)	0%	-
2009	45,567,926	1,410,173	3.2%	502,558	1.1%	2.8
2008	44,157,753	1,217,170	2.8%	601,096	1.4%	2.0

4 & 5 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	15,268,544	539,943	3.7%	495,704	3.2%	1.1
2023	14,728,601	621,331	4.4%	549,041	3.7%	1.1
2022	14,107,270	806,478	6.1%	548,905	3.9%	1.5
2021	13,300,792	127,847	1.0%	176,265	1.3%	0.7
2020	13,172,945	385,065	3.0%	66,217	0.5%	5.8
YTD	12,866,967	79,087	0.6%	(138,852)	-1.1%	-
2019	12,787,880	1,363	0%	221,568	1.7%	0
2018	12,786,517	203,300	1.6%	652,608	5.1%	0.3
2017	12,583,217	311,247	2.5%	467,737	3.7%	0.7
2016	12,271,970	339,710	2.8%	12,918	0.1%	26.3
2015	11,932,260	95,371	0.8%	205,883	1.7%	0.5
2014	11,836,889	23,265	0.2%	(70,862)	-0.6%	-
2013	11,813,624	0	0%	253,605	2.1%	0
2012	11,813,624	0	0%	(235,299)	-2.0%	-
2011	11,813,624	132,656	1.1%	74,386	0.6%	1.8
2010	11,680,968	499,002	4.5%	373,273	3.2%	1.3
2009	11,181,966	1,242,125	12.5%	661,087	5.9%	1.9
2008	9,939,841	847,249	9.3%	719,641	7.2%	1.2



Supply & Demand Trends

Berkshire & North Hampshire Office

3 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	25,632,572	0	0%	13,104	0.1%	0
2023	25,632,572	108,932	0.4%	104,992	0.4%	1.0
2022	25,523,640	72,308	0.3%	(122,618)	-0.5%	-
2021	25,451,332	79,997	0.3%	(53,807)	-0.2%	-
2020	25,371,335	27,114	0.1%	144,290	0.6%	0.2
YTD	25,523,343	179,122	0.7%	151,388	0.6%	1.2
2019	25,344,221	(96,986)	-0.4%	363,212	1.4%	-
2018	25,441,207	(491,239)	-1.9%	(5,645)	0%	-
2017	25,932,446	(192,353)	-0.7%	(348,387)	-1.3%	-
2016	26,124,799	(284,268)	-1.1%	59,601	0.2%	-
2015	26,409,067	(551,350)	-2.0%	(666,157)	-2.5%	-
2014	26,960,417	(543,654)	-2.0%	(170,355)	-0.6%	-
2013	27,504,071	(391,524)	-1.4%	(141,748)	-0.5%	-
2012	27,895,595	(13,425)	0%	10,161	0%	-
2011	27,909,020	21,089	0.1%	55,233	0.2%	0.4
2010	27,887,931	524,298	1.9%	(163,167)	-0.6%	-
2009	27,363,633	142,774	0.5%	(85,149)	-0.3%	-
2008	27,220,859	340,800	1.3%	(121,210)	-0.4%	-

1 & 2 STAR SUPPLY & DEMAND

Year	Inventory			Net Absorption		
	SF	SF Growth	% Growth	SF	% of Inv	Construction Ratio
2024	5,650,866	(163,612)	-2.8%	(167,006)	-3.0%	-
2023	5,814,478	(170,273)	-2.8%	(163,460)	-2.8%	-
2022	5,984,751	(175,596)	-2.9%	(156,925)	-2.6%	-
2021	6,160,347	(199,491)	-3.1%	(182,155)	-3.0%	-
2020	6,359,838	(99,970)	-1.5%	(93,214)	-1.5%	-
YTD	6,458,159	(1,649)	0%	(2,408)	0%	-
2019	6,459,808	(14,291)	-0.2%	41,007	0.6%	-
2018	6,474,099	0	0%	22,280	0.3%	0
2017	6,474,099	(24,406)	-0.4%	(45,349)	-0.7%	-
2016	6,498,505	(77,236)	-1.2%	(24,345)	-0.4%	-
2015	6,575,741	(69,958)	-1.1%	(24,545)	-0.4%	-
2014	6,645,699	(58,020)	-0.9%	29,811	0.4%	-
2013	6,703,719	(60,277)	-0.9%	3,220	0%	-
2012	6,763,996	(37,305)	-0.5%	(84,213)	-1.2%	-
2011	6,801,301	(9,432)	-0.1%	(15,568)	-0.2%	-
2010	6,810,733	(211,594)	-3.0%	(225,813)	-3.3%	-
2009	7,022,327	25,274	0.4%	(73,380)	-1.0%	-
2008	6,997,053	29,121	0.4%	2,665	0%	10.9



OVERALL RENT & VACANCY

Year	Market Rent			Vacancy		
	Per SF	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	£23.94	-0.4%	1.2%	4,685,397	10.1%	0%
2023	£24.04	-0.1%	1.6%	4,648,627	10.1%	0%
2022	£24.07	0.9%	1.7%	4,577,038	10.0%	0.8%
2021	£23.85	-0.9%	0.8%	4,140,953	9.2%	0.2%
2020	£24.07	1.7%	1.7%	4,070,538	9.1%	0.8%
YTD	£24.08	1.8%	1.8%	3,935,686	8.8%	0.5%
2019	£23.67	4.2%	0%	3,689,254	8.3%	-1.6%
2018	£22.72	3.2%	-4.0%	4,409,956	9.9%	-2.1%
2017	£22.02	4.3%	-7.0%	5,367,138	11.9%	0%
2016	£21.12	6.8%	-10.7%	5,346,653	11.9%	-0.1%
2015	£19.77	5.5%	-16.5%	5,416,622	12.1%	0.1%
2014	£18.74	7.4%	-20.8%	5,434,814	12.0%	-0.6%
2013	£17.45	-4.0%	-26.2%	5,801,817	12.6%	-1.1%
2012	£18.19	-2.2%	-23.2%	6,368,695	13.7%	0.6%
2011	£18.60	-3.1%	-21.4%	6,110,074	13.1%	0%
2010	£19.20	-4.7%	-18.9%	6,079,812	13.1%	1.6%
2009	£20.15	1.1%	-14.9%	5,238,199	11.5%	1.7%
2008	£19.94	-1.2%	-15.8%	4,332,085	9.8%	0.9%

4 & 5 STAR RENT & VACANCY

Year	Market Rent			Vacancy		
	Per SF	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	£30.43	-0.7%	0.8%	2,278,941	14.9%	-0.2%
2023	£30.66	-0.5%	1.5%	2,235,096	15.2%	-0.2%
2022	£30.81	0.6%	2.0%	2,163,241	15.3%	1.0%
2021	£30.64	-1.2%	1.5%	1,906,042	14.3%	-0.5%
2020	£31.01	2.7%	2.7%	1,954,791	14.8%	2.1%
YTD	£31.13	3.1%	3.1%	1,851,717	14.4%	1.6%
2019	£30.19	2.5%	0%	1,633,778	12.8%	-1.7%
2018	£29.46	4.4%	-2.4%	1,853,983	14.5%	-3.8%
2017	£28.21	3.0%	-6.6%	2,303,291	18.3%	-1.7%
2016	£27.39	5.7%	-9.3%	2,459,781	20.0%	2.2%
2015	£25.92	5.0%	-14.2%	2,132,989	17.9%	-1.1%
2014	£24.67	7.7%	-18.3%	2,243,501	19.0%	0.8%
2013	£22.90	-1.9%	-24.2%	2,149,374	18.2%	-2.1%
2012	£23.35	-1.7%	-22.7%	2,402,979	20.3%	2.0%
2011	£23.75	-4.8%	-21.3%	2,167,680	18.3%	0.3%
2010	£24.94	-5.1%	-17.4%	2,109,410	18.1%	0.3%
2009	£26.28	1.5%	-12.9%	1,983,681	17.7%	3.6%
2008	£25.89	3.6%	-14.2%	1,402,643	14.1%	0.1%



3 STAR RENT & VACANCY

Year	Market Rent			Vacancy		
	Per SF	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	£22.43	-0.2%	1.3%	2,259,673	8.8%	-0.1%
2023	£22.48	0%	1.5%	2,272,777	8.9%	0%
2022	£22.47	1.1%	1.5%	2,268,837	8.9%	0.7%
2021	£22.22	-0.8%	0.3%	2,073,911	8.1%	0.5%
2020	£22.40	1.1%	1.1%	1,940,107	7.6%	0.3%
YTD	£22.37	1.0%	1.0%	1,901,839	7.5%	0.1%
2019	£22.15	5.8%	0%	1,874,105	7.4%	-1.8%
2018	£20.94	2.7%	-5.5%	2,334,303	9.2%	-1.7%
2017	£20.40	5.6%	-7.9%	2,819,897	10.9%	0.7%
2016	£19.31	8.3%	-12.8%	2,663,863	10.2%	-1.2%
2015	£17.83	5.0%	-19.5%	3,007,732	11.4%	0.7%
2014	£16.98	7.2%	-23.3%	2,869,999	10.6%	-1.1%
2013	£15.84	-5.1%	-28.5%	3,243,298	11.8%	-0.7%
2012	£16.69	-2.9%	-24.6%	3,493,074	12.5%	-0.1%
2011	£17.19	-3.0%	-22.4%	3,516,660	12.6%	-0.1%
2010	£17.71	-2.8%	-20.0%	3,550,804	12.7%	2.3%
2009	£18.23	0.7%	-17.7%	2,849,139	10.4%	0.8%
2008	£18.10	-4.2%	-18.3%	2,622,716	9.6%	1.3%

1 & 2 STAR RENT & VACANCY

Year	Market Rent			Vacancy		
	Per SF	% Growth	Vs Hist Peak	SF	Percent	Ppts Chg
2024	£16.52	0%	2.0%	146,783	2.6%	0.2%
2023	£16.52	0.3%	2.0%	140,754	2.4%	0%
2022	£16.46	1.4%	1.6%	144,960	2.4%	-0.2%
2021	£16.24	-0.5%	0.3%	161,000	2.6%	-0.1%
2020	£16.33	0.8%	0.8%	175,640	2.8%	0%
YTD	£16.36	1.0%	1.0%	182,130	2.8%	0%
2019	£16.20	2.5%	0%	181,371	2.8%	-0.6%
2018	£15.80	1.0%	-2.4%	221,670	3.4%	-0.3%
2017	£15.65	2.0%	-3.4%	243,950	3.8%	0.3%
2016	£15.34	4.1%	-5.3%	223,009	3.4%	-0.8%
2015	£14.73	9.6%	-9.1%	275,901	4.2%	-0.6%
2014	£13.44	6.9%	-17.1%	321,314	4.8%	-1.3%
2013	£12.57	-6.4%	-22.4%	409,145	6.1%	-0.9%
2012	£13.43	-0.6%	-17.1%	472,642	7.0%	0.7%
2011	£13.51	2.5%	-16.6%	425,734	6.3%	0.1%
2010	£13.18	-12.3%	-18.6%	419,598	6.2%	0.4%
2009	£15.03	0.9%	-7.2%	405,379	5.8%	1.4%
2008	£14.89	-2.5%	-8.1%	306,726	4.4%	0.3%

OVERALL SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Yield	Price/SF	Price Index	Yield
2024	-	-	-	-	-	-	£284.89	141	7.2%
2023	-	-	-	-	-	-	£289.17	143	7.1%
2022	-	-	-	-	-	-	£288.54	143	7.1%
2021	-	-	-	-	-	-	£284.40	141	7.2%
2020	-	-	-	-	-	-	£293.64	145	7.0%
YTD	22	£193.1M	1.2%	£9,634,000	£367.12	6.5%	£294.84	146	7.0%
2019	113	£464.6M	5.4%	£6,309,052	£198.68	6.4%	£287.56	142	7.0%
2018	137	£1.1B	9.0%	£11,571,298	£311.93	6.3%	£274.66	136	7.1%
2017	208	£639.2M	11.0%	£5,798,633	£227.64	7.2%	£263.85	131	7.1%
2016	171	£1.1B	9.8%	£9,707,906	£263.22	7.8%	£237.28	117	7.8%
2015	214	£1.4B	14.1%	£10,735,516	£267.39	7.6%	£223.24	111	7.9%
2014	238	£752.7M	11.4%	£6,826,967	£210.02	8.0%	£205.74	102	8.2%
2013	148	£401M	8.8%	£4,588,015	£145.43	9.1%	£178.09	88	9.0%
2012	88	£225.8M	4.3%	£3,687,884	£146.15	9.4%	£174.18	86	9.4%
2011	96	£691.6M	8.3%	£8,221,088	£183.29	10.0%	£185.84	92	9.0%
2010	83	£238.1M	4.0%	£4,305,980	£167.44	9.6%	£194.62	96	8.7%
2009	35	£86.8M	1.3%	£3,339,438	£191.96	11.5%	£201.34	100	8.6%

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4 & 5 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Yield	Price/SF	Price Index	Yield
2024	-	-	-	-	-	-	£368.18	141	6.5%
2023	-	-	-	-	-	-	£375.21	143	6.5%
2022	-	-	-	-	-	-	£375.66	143	6.5%
2021	-	-	-	-	-	-	£371.40	142	6.5%
2020	-	-	-	-	-	-	£385.05	147	6.4%
YTD	7	£94.2M	1.9%	£13,452,344	£390.39	-	£388.07	148	6.3%
2019	18	£210.9M	7.9%	£13,188,379	£209.73	6.4%	£378.68	145	6.3%
2018	27	£601.2M	11.9%	£25,020,838	£395.17	6.6%	£364.94	139	6.4%
2017	29	£238.8M	11.6%	£17,032,935	£308.35	7.1%	£348.24	133	6.4%
2016	34	£774.8M	19.3%	£26,878,274	£334.94	6.8%	£321.33	123	6.9%
2015	40	£556.2M	16.6%	£20,600,615	£327.85	6.7%	£302.17	115	7.0%
2014	36	£439.4M	17.9%	£18,307,176	£248.75	7.2%	£276.63	106	7.3%
2013	26	£180.7M	13.9%	£10,120,056	£165.08	7.6%	£237.08	91	8.1%
2012	14	£46.1M	4.2%	£7,682,250	£259.49	7.9%	£230.25	88	8.5%
2011	28	£586.9M	25.0%	£21,724,933	£198.88	6.9%	£246.01	94	8.1%
2010	14	£79.8M	4.7%	£6,555,629	£159.46	9.1%	£255.17	97	7.9%
2009	3	£36.7M	0.8%	£12,249,667	£392.01	7.9%	£262.84	100	7.9%

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3 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Yield	Price/SF	Price Index	Yield
2024	-	-	-	-	-	-	£262.10	141	7.3%
2023	-	-	-	-	-	-	£265.50	143	7.3%
2022	-	-	-	-	-	-	£264.46	143	7.3%
2021	-	-	-	-	-	-	£260.23	140	7.3%
2020	-	-	-	-	-	-	£268.14	145	7.2%
YTD	11	£97.1M	1.0%	£9,690,859	£367.65	5.9%	£268.65	145	7.1%
2019	56	£227.2M	4.9%	£5,460,127	£187.36	6.1%	£261.42	141	7.2%
2018	78	£510.1M	9.2%	£9,076,043	£254.59	6.3%	£248.48	134	7.3%
2017	142	£379.6M	12.8%	£5,091,765	£195.78	7.6%	£240.14	130	7.3%
2016	96	£280.2M	6.8%	£5,051,458	£177.60	8.2%	£212.36	115	8.0%
2015	132	£834.6M	16.1%	£9,686,034	£240.52	7.8%	£199.68	108	8.1%
2014	144	£298.3M	10.1%	£4,497,967	£182.57	8.1%	£185.19	100	8.4%
2013	100	£213.9M	8.4%	£3,866,734	£134.20	9.5%	£160.74	87	9.3%
2012	42	£168.5M	4.7%	£5,241,576	£136.62	9.9%	£157.78	85	9.6%
2011	42	£95.6M	2.9%	£2,720,272	£133.87	10.7%	£168.11	91	9.2%
2010	51	£154.5M	4.5%	£4,822,095	£176.14	9.7%	£177.32	96	8.9%
2009	25	£43.6M	1.7%	£2,727,688	£137.58	13.2%	£183.92	99	8.8%

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1 & 2 STAR SALES

Year	Completed Transactions (1)						Market Pricing Trends (2)		
	Deals	Volume	Turnover	Avg Price	Avg Price/SF	Avg Yield	Price/SF	Price Index	Yield
2024	-	-	-	-	-	-	£201.33	141	8.0%
2023	-	-	-	-	-	-	£203.35	143	7.9%
2022	-	-	-	-	-	-	£202.11	142	7.9%
2021	-	-	-	-	-	-	£198.54	139	8.0%
2020	-	-	-	-	-	-	£203.88	143	7.8%
YTD	4	£1.8M	0.3%	£535,000	£86.22	7.6%	£204.73	144	7.7%
2019	39	£26.5M	2.6%	£1,750,118	£220.40	7.5%	£200.93	141	7.8%
2018	32	£26.8M	2.3%	£1,401,596	£216.77	6.0%	£189.96	133	7.9%
2017	37	£20.8M	2.3%	£799,965	£220.00	5.3%	£181.64	127	7.9%
2016	41	£28.6M	4.3%	£1,066,918	£126.76	7.4%	£160.59	113	8.6%
2015	42	£7.5M	1.9%	£376,566	£119.01	12.5%	£151.81	106	8.7%
2014	58	£15M	4.9%	£736,413	£81.80	9.2%	£139.19	98	9.1%
2013	22	£6.4M	1.3%	£517,830	£93.01	11.1%	£123.68	87	9.9%
2012	32	£11.1M	2.6%	£484,216	£83.45	8.0%	£122.12	86	10.2%
2011	26	£9.1M	1.7%	£399,485	£84.12	-	£130.49	92	9.7%
2010	18	£3.9M	1.1%	£350,393	£86.25	10.5%	£136.76	96	9.5%
2009	7	£6.4M	0.6%	£919,057	£155.61	7.9%	£141.97	100	9.5%

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