

This is our draft commercial market review paper for stakeholder consultation. Please provide any feedback clearly referencing the relevant page / paragraph / table number etc. We are particularly interested in any transactional comparable data.

1 Commercial Market Paper

- 1.1 This commercial market paper provides the background to the value assumptions made in appraising the commercial development typologies set out in the main report. The purpose of the overarching study is to test the viability implications of the Council's existing and emerging policies.
- 1.2 We have reviewed the commercial office and industrial/ distribution sectors in terms of planning policies and other policy research/evidence so as to see if these will impact the viability modelling assumptions.
- 1.3 We have reviewed the national market trends in the UK Property Market Chart Book, published by RICS.
- 1.4 We have reviewed data for 'deals done' and availability for Office and Industrial/Distribution units with a focus on Didcot, Henley, Thame and Wallingford.
- 1.5 This paper considers all commercial and industrial uses falling into classes B1, B2 and B8 of the Use Classes Order. It does not consider buildings used for health, education, retail or leisure purposes as the spatial planning requirements for these land uses are assessed separately.
- 1.6 The structure of this Commercial Paper is as follows:
 - **UK Market Overview** – outlines where the trends in the UK commercial market to provide context for the market analysis, with a particular focus on the commercial market
 - **South Oxfordshire Context** – provides an economic overview of South Oxfordshire
 - **Existing Evidence Base** – follows on from the local context to provide a review of previous studies to set the scene for AspinallVerdi's market assessment
 - **Commercial Market Evidence** – an analysis of the office and industrial markets
 - **Commercial Assumptions** – summary of the value assumptions adopted within the appraisals.

UK Market Overview

1.7 The RICS publishes its UK Property Market Chart Book which provides economic commentary and research into the commercial property sector. The latest edition is October 2016. This comments as follows:

- Commercial property prices continued to fall during August, albeit to a lesser degree, with the headline IPD all property index falling by 0.6%
- A greater share of investment is being directed toward areas outside of London, and this is likely to continue in the coming months
- Business' reduced growth expectations likely to weigh on rental values in coming months
- The greater uncertainty as a result of the EU referendum vote will significantly inhibit the development pipeline
- The fall in the value of sterling is adding to cost pressure, but the price of industrial materials had been on the rise irrespective of the currency movement
- Lead indicators suggest employment growth will slow significantly by the end of the year.

1.8 The RICS also publishes a quarterly commercial market survey. The most recent edition is the Q1 2017 study and provides an updated position on the commercial market from the Chart Book above. This comments as follows:

- Headline rental and capital value growth is expected to accelerate once again
- The industrial sector continues to post strong underlying results (see **Figure 1.1**), with availability in sharp decline, office and retail areas of the market are a little flatter with tenant demand down 1% on the quarter for offices and up just 4% for retail.

Figure 1.1 - Rental Expectations by Sector



Source: RICS Commercial Market Survey Q1 2017

South Oxfordshire Contextual Overview

- 1.9 The four main towns (Didcot, Henley, Thame and Wallingford) are the main employment centres in South Oxfordshire. The rural areas are characterised by a larger number of smaller firms and some major international institutions. The largest employment centre outside the towns is Culham Science Centre which specialises in fusion research and hosts related enterprises. Monument Business park at Chalgrove provides a range of business and premises. There are also a cluster of science and research institutions in Crowmarsh Gifford and Wallingford.
- 1.10 South Oxfordshire has a higher than average number of economically active people at 89.5% compared with a national average of 77.8% as of December 2015. Unemployment fell from 4.1% to 2.4% over the same period.
- 1.11 The majority of employed in South Oxfordshire are employed in the service industries, a third of which are within financial and other business services. The second largest sector includes public administration, education and health.
- 1.12 Economic success, though, is highly dependent on out commuting to work outside of the district, mostly in the surrounding areas of Science Vale, Reading and Oxford and also by commuting to London.¹

2 Existing Evidence Base

- 2.1 We have undertaken a review of the existing evidence base in regards to commercial values within the District. In reviewing the relevant studies we have had regard to the any nuances within the South Oxfordshire's commercial market itself:
- The SODC Employment Land Review (URS, 2015) considers all commercial and industrial uses falling into the classes B1, B2, B8 and is used to inform the South Oxfordshire local plan 2033 Second Preferred Options
 - The Housing and Employment Land Availability Assessment (Arup, 2017) - provides an assessment of the suitability, availability and achievability of land for development for the emerging local plan
 - The CIL Viability Study (2015) tests the ability of range of development types throughout the district of South Oxfordshire to make contributions to infrastructure requirements through community infrastructure levy.
- 2.2 In addition to the above existing base, we have also reviewed the 2017 Carter Jonas Commercial Edge paper. This provides evidence for rents for the commercial market over

¹ SODC Employment Topic Paper 2017

2016. We have reviewed this document to provide us with the most recent rental values for South Oxfordshire.

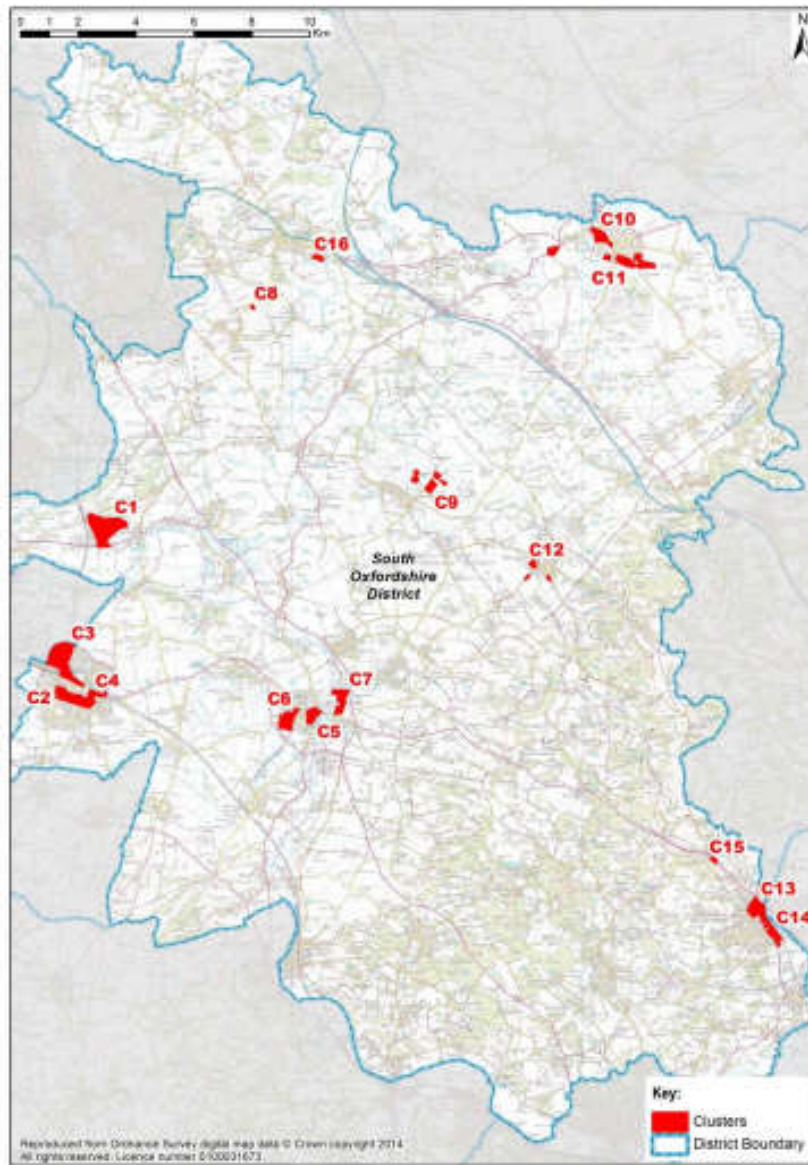
SODC Employment Land Review (URS) 2015

Office Supply

- 2.3 The majority of the district's office stock is located in the main town centres of; Henley-on-Thames, Thame and Wallingford. Henley-on-Thames is the most predominant office location in the District, followed by Thame and Wallingford. Didcot is not currently a major office location. The location of the existing office supply in historically conserved towns means that, unlike other areas of Oxfordshire, there are limited out of town business parks.²
- 2.4 The 2015 Employment land review makes recommendations for the potential locations and approximate amounts of office, research and development (B1/a/b) space:
- Culham (Cluster C1): 3.3 hectares (19,000 sqm)
 - Central Didcot (Cluster C2-C4): 2.6 hectares (15,000 sqm)
 - Monument Business Park- Chalgrove (Cluster C9): 0.7 hectares (4,000 sqm)
 - With a remainder of 0.3 hectares (2,000 sqm) met in the town centres of Henley-on-Thames, Wallingford (including Crowmarsh Gifford) and Thame.
- 2.5 A context map of the surveyed employment clusters in South Oxfordshire is provided at **Figure 2.1**.

² SODC Employment Land Review (USR, 2017)

Figure 2.1 - Surveyed Employment Clusters



Source: SODC Employment Land review (URS) 2015, Page 17

- 2.6 The majority of offices in South Oxfordshire are smaller offices fulfilling a localised demand. Approximately 60% of offices are less than 100 sqm (1,080sq.ft). Henley-on-Thames is the main office location followed by Thame and Wallingford. Didcot has a very small office market.³

³ SODC Employment Land review (URS) 2015, Page 52

Office Values

2.7 Average office rental values across the property market area (from the 2015 URS study) are estimated by agents to be as follows⁴:

- Prime Office - £20.00 to £23.00 psf (approx. £215 to £250 per sqm)
- Secondary good quality - £16.00 to £19.00 psf (approx. £172 to £205 per sqm)
- Secondary poorer quality - £11.00 to £14.00 psf (approx. £118 to £150 per sqm).

Industrial Supply

2.8 The majority of the industrial space in South Oxfordshire is focused around Didcot and Thame, with some located in Henley-on-Thames and Wallingford. Industrial space in Didcot in particular is focused around warehousing and distribution activities. Industrial sites in South Oxfordshire benefit from the historic associations with the scientific/research centres at Culham and across the Science Vale. The industrial market is relatively more significant than the office market; approximately 40% of industrial floorspace across the Property Market Area is located in the District.⁵

2.9 The 2015 Employment land review also makes recommendations for the potential locations and approximate amounts of industrial land (B1c/B2/B8):

- Crowmarsh Industrial Cluster (Cluster C7): 2.5 hectares
- Culham (Cluster C1): approximately 1.3 hectares
- Hithercroft Industrial Estate – Wallingford (Cluster C6): 1.9 hectares
- London Road Industrial Estate- Wheatley (Cluster C16): 0.4 hectares
- Monument Business Park – Chalgrove (Cluster C9): 2.5 hectares
- Southmead Industrial Estate- Didcot (Cluster C3): 2.9 hectares
- Thame Industrial Cluster (Cluster C11): 1.6 hectares
- With a remainder of 6.3 hectares provided at new sites at the four main towns.

Industrial Values

2.10 Average industrial rental values across the property market area (from the 2015 URS study) are estimated by agents to be as follows ⁶:

- Prime Industrial - £7.50 to £8.50 psf (approx. £80.00 to £91.00 sqm)
- Secondary good quality - £6.00 to £7.00 psf (approx. £64.00 to £75.00 sqm)
- Secondary poorer quality - £2.50 to £4.75 psf (approx. £27.00 to £51.00 sqm).

⁴ SODC Employment Land review (URS) 2015, Page 53

⁵ SODC Employment Land review (URS) 2015, Page 9

⁶ SODC Employment Land review (URS) 2015, Page 56

Demand

- 2.11 The URS report summarises the net growth in demand for office and industrial floorspace in South Oxfordshire over the planning period, 2014 to 2031, is set out in **Figure 2.2**. This shows that the net requirement for additional employment floorspace in the South Oxfordshire area by 2031 is estimated to be between 32,300 sqm and 39,800 sqm for office space, and 19,800 sqm to 39,700 sqm for industrial.

Figure 2.2- Office and Industrial Floorspace Demand 2031

	<i>Additional Floorspace Requirements at 2031</i>		
	<i>Net Baseline Scenario</i>	<i>Net Alternative Population- Based Scenario</i>	<i>Net Planned Economic Growth Scenario</i>
<i>Local Office</i>	32,300	35,000	39,800
<i>Industrial</i>	19,800	31,500	39,700
Total	52,200	66,500	79,500

Source: SODC Employment Land review (URS) 2015, Page 67

Housing and Employment Land Availability Assessment (Arup, 2017)

- 2.12 Arup were commissioned by South Oxfordshire District Council to undertake a housing and employment land availability assessment (HELAA) for the district. The purpose of the HELAA is to provide an assessment of the suitability, availability and achievability of land for development for the emerging local plan.
- 2.13 27 sites were considered to be available for employment development, with an indicative capacity for 607,000 sqm of employment floorspace on these sites. In addition there is capacity of upto 13,666,000 sqm on sites which are suitable for both housing and employment uses (either a mix of uses or one or the other).

CIL Viability Study (2015)

- 2.14 The report tests the ability of range of development types throughout the district of South Oxfordshire to make contributions to infrastructure requirements through community infrastructure levy.
- 2.15 The study carried out by BNP Paribas Real Estate for SODC appraises a series of hypothetical commercial developments, reflecting a range of use classes at average rent levels achieved on

lettings of commercial space in actual developments taken from EGI. This is illustrated in Table 4.30.1 of the BNP report and is presented below in **Table 2.1**.

Table 2.1 - Commercial Appraisal Assumptions

Appraisal input	Source/Commentary	Hotels	Offices	Town centre retail	Retail warehouse	Super-market retail	Industrial
Total floor area (sq ft)	Generic scheme	131 rooms	30,000	30,000	50,000	70,000	30,000
Rent (£s per sq ft)	Taking average lettings sourced from EGI as starting point	Cap val £80k per room (budget hotel model)	£20	£21	£14	£15	£9
Rent free/void period (years)	BNPPRE assumption (years)	0.5	2	2	1	0.5	1
Yield	BNPPRE prime yield schedule	6%	6%	6%	5.5%	5%	6.5%

Source CIL Viability Study (2015)

Office

2.16 Comparable evidence and marketing activity for office deals within the BNP study indicate that:

- Whilst new build office developments are likely to attract a premium rent above second hand rents, this appears to be relatively modest, although premium rents have been achieved on some science park floorspace
- Offices are achieving rents averaging between £16.00 to £20.00 psf
- Lettings on Science parks tend to be higher than average B1 rents in the District at premium prices
- Both office and science park developments are marginally viable and could accommodate a CIL of £35 psm, however small movements in rents and yields would result in a significant change in viability. The Council may therefore be minded to adopt a relatively nominal or nil rate in the short term
- The CIL charging rates for offices is currently £0 psm
- The capitalised yield for offices is 6% for prime office space.

Industrial

2.17 BNP comment on industrial and warehousing uses in South Oxfordshire, as follows:

- Attract rents of up to £132.00 sqm/£12.00 psf for small units
- Attract rents of up to £97.00 psm/ £9.00 psf for larger units
- Industrial yields are currently around 6.5% for prime industrial space
- The CIL charging rate is currently £0 psm for Industrial uses.

2.18 As a result of relatively low rents, the report concludes that industrial floorspace does not currently generate positive residual land values.

Carter Jonas Commercial Edge (2017)

- 2.19 The most recent 2017 Commercial Edge report by Carter Jonas provides an analysis of Oxfordshire's office and Industrial markets for 2016. Although the report provides an analysis of towns across the entire District, useful rental values for Didcot and Thame are provided as illustrated in Figure 2.3 and Figure 2.4⁷.

Office Rents

- 2.20 The report identifies that locations such as Milton Park (technically in Vale of the White Horse District, but adjacent to Didcot) has seen rental growth, in comparison rentals on other business locations has largely stabilised and in part this is due to lack of reported transactions.

Figure 2.3 - Oxfordshire's Office Rental Levels



Source: Figure 3 Carter Jonas Commercial Edge (2017)

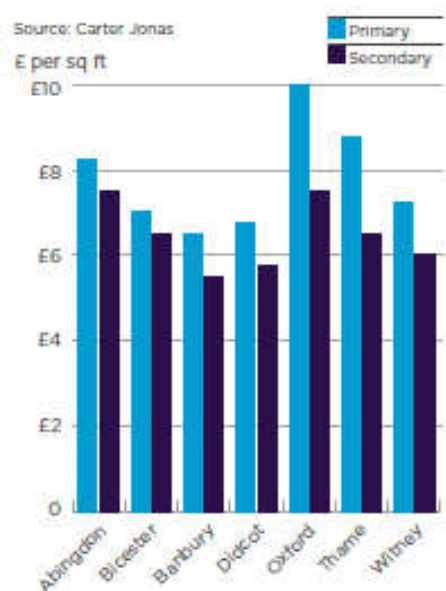
- 2.21 The graph shows that rents for secondary offices in Didcot for 2016 was approximately £12.00 psf. There is no evidence for prime office units.
- 2.22 The graph shows slightly higher rents for secondary offices in Thame for the same year at approximately £13.00 psf. Rents for prime offices in comparison is approximately £16.00 psf.

⁷ Carter Jonas Commercial Edge 2017

Industrial

- 2.23 The report concludes that rental levels within the industrial market have, on the whole continued to increase during the past 12 months as the supply of good quality stock diminishes.

Figure 2.4 - Oxfordshire's Industrial Rental Levels



Source: (Figure 6 Carter Jonas Commercial Edge, 2017)

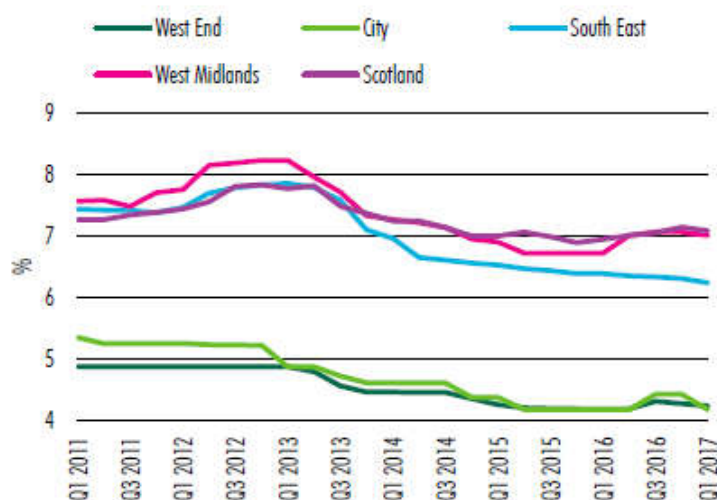
- 2.24 The graph shows that rents for secondary industrial units in Didcot for 2016 was approximately £5.95 psf. Rents for prime industrial units in comparison is approximately £6.95 psf.
- 2.25 The graph shows slightly higher rents for secondary industrial units in Thame for the same year as approximately £6.00 psf. Rents for Prime industrial units in comparison is approximately £7.00 psf.

CBRE UK Prime Rent and Yield Monitor 2017

- 2.26 CBRE state in their paper 'UK Prime Rent and Yield Monitor, Q1 2017', that across the UK:
- For the second consecutive quarter, the industrial sector outperformed all other sectors in terms of prime rents with an overall increase of 3.3%
 - Rental values in the prime office sector decreased slightly by -0.4% in Q1, the first time the sector as a whole has seen a fall in prime rents since Q3 2009. While 79% of monitored locations reported stable rents, 11% saw prime rents fall over the quarter. A further 11% reported rental values rising
 - Prime office yields in the UK fell -9bps in Q1 2017 to 5.3% and by 2bps in the South East to 6.1%

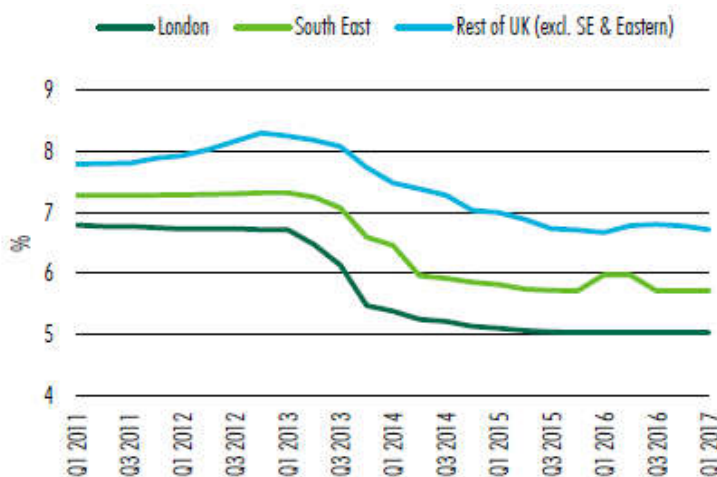
- Overall, all Industrial prime yields remained relatively stable, decreasing just 1bp over the first quarter.
- Figure 2.5 and Figure 2.6 presents a graph of average prime yields for office and industrial markets in the South East and other regions of the UK.

Figure 2.5 – Prime Office Market Yields



Source: CBRE Research, 2017

Figure 2.6 - Industrial Market Yields



Source: CBRE Research, 2017

3 Commercial Market Evidence

- 3.1 This section reviews the office (B1) and industrial (B1c, B2 & B8) markets in South Oxfordshire. There is no CIL charge in place for new-build office and industrial space.
- 3.2 It should be noted that the majority of transactions registered on EGi are for second-hand space, and thus will have a downwards impact on the values presented within this section. In our conclusions, we make note of the values in the most recent deals and where possible, identify any deals for new-build space.

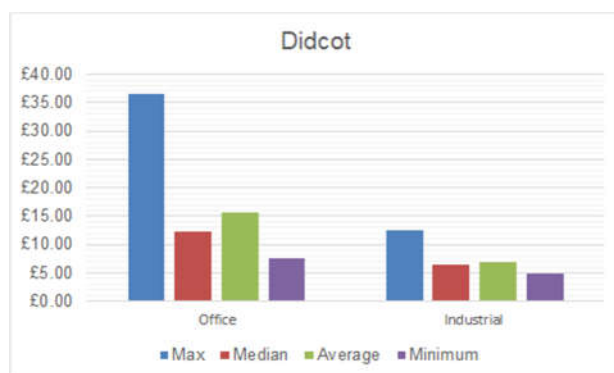
Office & Industrial Transactions

- 3.3 We have reviewed transactions for offices and industrial units across the market towns of Didcot, Henley, Thame and Wallingford. We have extended our search period from 2014 to 2017 due to limited evidence of transactions recorded on EGi.
- 3.4 Evidently, the most recent transactions form the most robust evidence but we have also reviewed market listings and quoting prices where necessary as a reference point. However, quoting prices are viewed with caution given the potential for aspirational / hope value.
- 3.5 We have specifically reviewed the unit sizes sold, rental values and any yield data that is available.

Didcot

- 3.6 **Figure 3.1** provides the maximum, median, average and minimum values psf for office and industrial leasehold transactions in Didcot.

Figure 3.1- Didcot Office and Industrial Leasehold Transactions



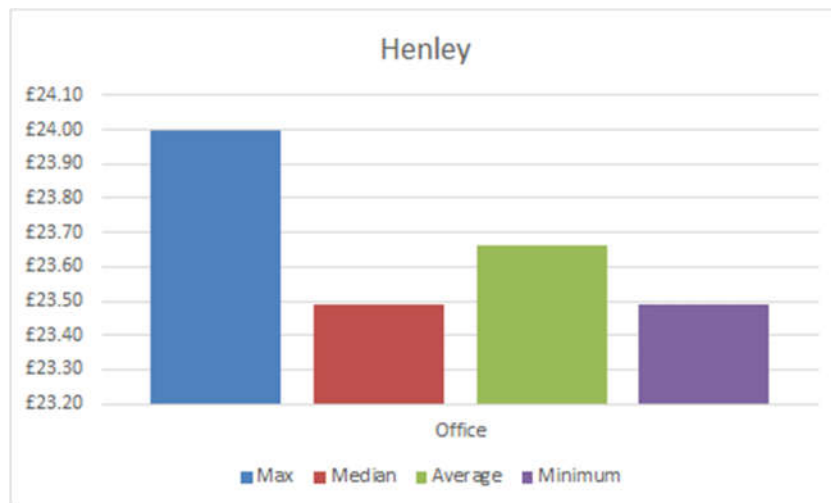
Source: (EGi, 2017)

- 3.7 **Figure 3.1** shows that the median rental value for an office unit in Didcot is approximately £12.00 psf. Unit sizes for the above units ranged from as large as 14,771 sqft to 195 sqft. This gives an average floor size of 2,819 sqft for office units transacted.
- 3.8 The graph shows that the median rental value for an industrial unit in Didcot is approximately £6.50 psf. Unit sizes for the above industrial units ranged from as large as 24,000 sqft to 1,500 sqft. This gives an average floor size of 16,207 sqft of units transacted.

Henley on Thames

- 3.9 Figure 3.2 provides the maximum, median, average and minimum values psf for office leasehold transactions in Henley. There was limited evidence recorded on EGi in comparison to the other market towns for both office and industrial units within the review period.

Figure 3.2- Henley Office Leasehold Transactions



Source: (EGi, 2017)

- 3.10 **Figure 3.2** shows that the median value for an office unit in Henley is approximately £23.50 psf. Unit sizes for the above units ranged from as large as 2,988 sqft to 1,011sqft. This gives an average floor size of 1,670 sqft for office units transacted.

- 3.11 Two transactions have been recorded for industrial units recorded on EGi in Henley in the period of review.

Table 3.1- Henley Industrial Leasehold Transactions

Address	Date	Sub use type	Size (sqm)	Size (sqft)	Rent per annum (£)	£ PSM	£ PSF
Unit 7, Centenary Business Park, Station Road, Henley-On-Thames, Oxfordshire, RG9 1DS	21/06/2016	General Industrial (B2)	352	3790	£40,000	£113.60	£10.55
Ground, 28 Duke Street, Henley-on-Thames, Oxfordshire, RG9 1UP	01/03/2016	Mixed Industrial - B1, B2, B8 (B1/2/8)	31	330	£17,000	£554.51	£51.52

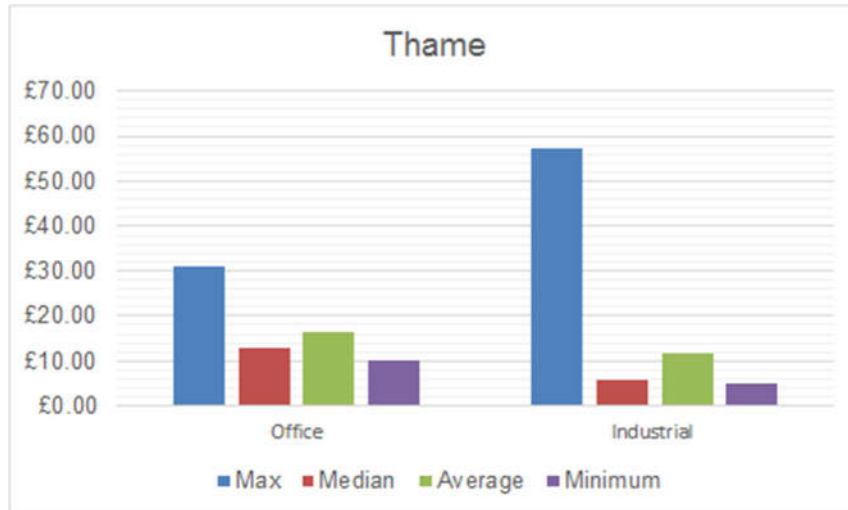
Source: (EGi, 2017)

- 3.12 The above table shows a large difference in floor area and the price psf for both industrial units and is not particularly useful for identifying rents that can be achieved for an industrial unit in Henley.

Thame

- 3.13 **Figure 3.3** provides the maximum, median, average and minimum values psf for office and industrial leasehold transactions in Thame.

Figure 3.3 - Thame Office and Industrial Leasehold Transactions



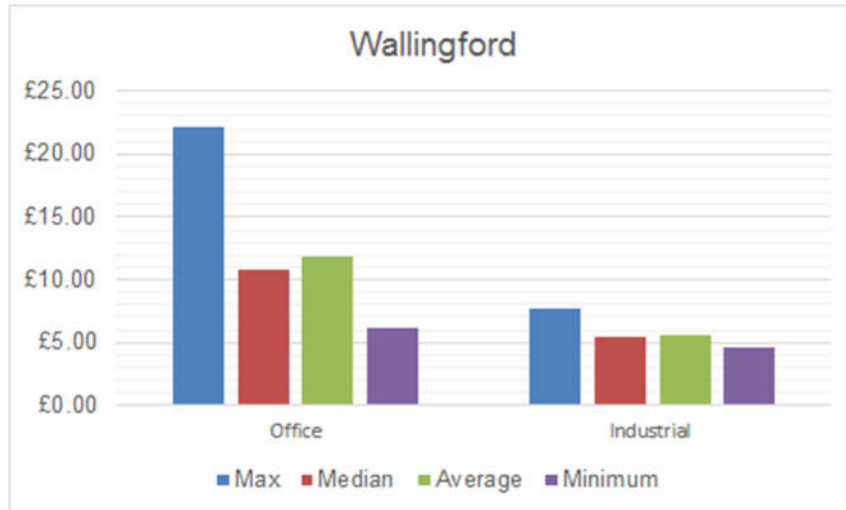
Source: (EGi, 2017)

- 3.14 **Figure 3.3** shows that the median value for an office unit in Thame is approximately £13.00 psf. Unit sizes for the above units ranged from as large as 1,225 sqft to 139 sqft. This gives an average floor size of 635 sqft for office units transacted.
- 3.15 The graph shows that the median rental value for an industrial unit in Thame is approximately £6.00 psf. Unit sizes for the above industrial units ranged from as large as 5,800 sqft to 1500 sqft. This gives an average floor size of 1,596 sqft of units transacted.

Wallingford

- 3.16 **Figure 3.4** provides the maximum, median, average and minimum values psf for office and industrial leasehold transactions in Wallingford.

Figure 3.4 - Wallingford Office and Industrial Leasehold Transactions



Source: (EGi, 2017)

- 3.17 **Figure 3.4** shows that the median value for an office unit in Wallingford is approximately £11.00 psf. Unit sizes for the above units ranged from as large as 5,046 sqft to 565 sqft. This gives an average floor size of 2,047 sqft for office units transacted.
- 3.18 The graph shows that the median rental value for an industrial unit in Wallingford is approximately £5.00 psf. Unit sizes for the above industrial units ranged from as large as 38,900 sqft to 1,190 sqft. This gives an average floor size of 10,369 sqft of units transacted.

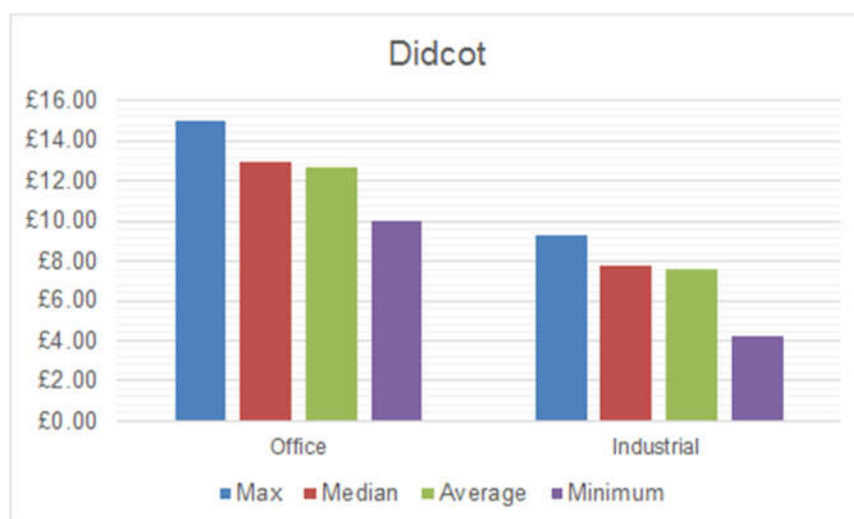
Office and Industrial Availability

- 3.19 We have reviewed current *quoting* rents for office and retail units in the market towns of Didcot, Henley, Thame and Wallingford.
- 3.20 We have specifically reviewed the rents and unit sizes currently available on the market and tried to focus on new prime properties wherever possible. Unless otherwise stated we have assumed the maximum rental values to be a proxy for new build commercial premises.

Didcot

- 3.21 **Figure 3.5** provides the maximum, median, average and minimum values psf for office and industrial units currently available in Didcot.

Figure 3.5- Didcot Office and Industrial Availability



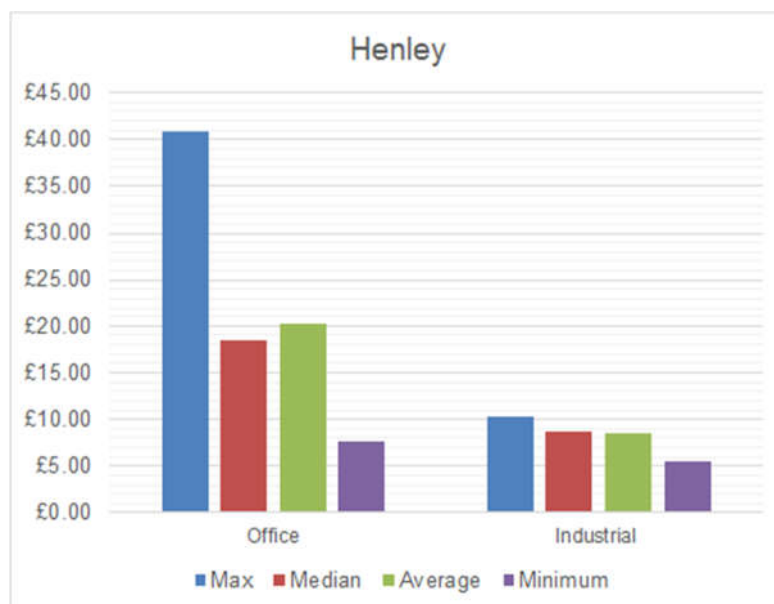
Source: (EGi, 2017)

- 3.22 **Figure 3.5** shows that the asking maximum value for an office unit in Didcot is approximately £15.00 psf. Unit sizes for the above units ranged from as large as 14,450 sqft to 359 sqft.
- 3.23 The graph shows that the maximum rental value for an industrial unit in Didcot is approximately £9.00 psf. Unit sizes for the above industrial units ranged from as large as 29,770 sqft to 1,076 sqft.

Henley

- 3.24 **Figure 3.6** provides the maximum, median, average and minimum values psf for office and industrial units currently available in Henley.

Figure 3.6 - Henley Office and Industrial Availability



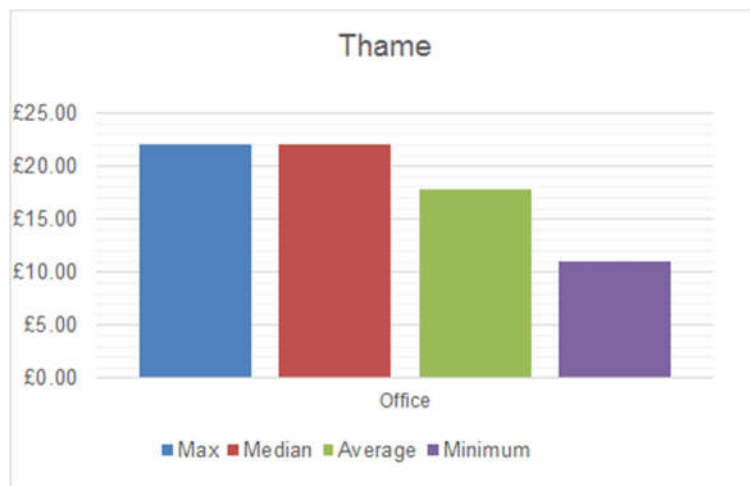
Source: (EGi, 2017)

- 3.25 **Figure 3.6** shows that the asking maximum value for an office unit in Henley is approximately £40.00 psf. Unit sizes for the above units ranged from 2,872 sqft to 223 sqft.
- 3.26 The graph shows that the maximum rental value for an industrial unit in Henley is approximately £10.00 psf. Unit sizes for the above industrial units ranged from 5,210 sqft to 574 sqft.

Thame

- 3.27 **Figure 3.7** provides the maximum, median, average and minimum values psf for office and industrial units currently available in Thame.

Figure 3.7- Thame Office Availability



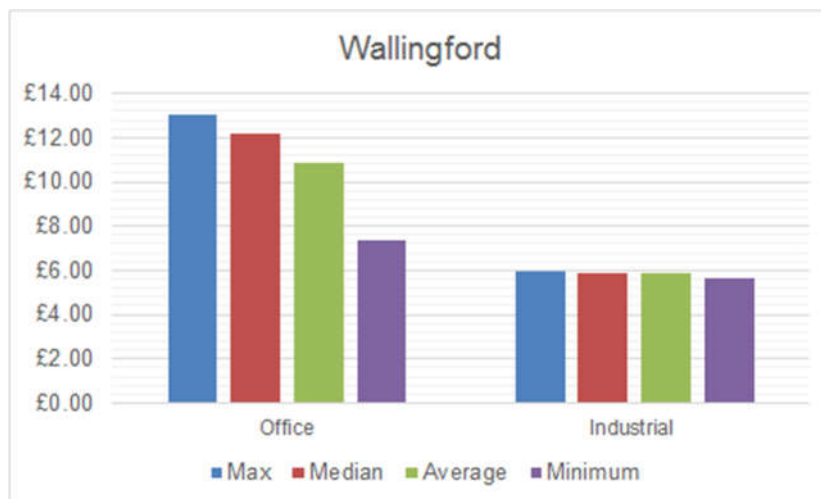
Source: (EGi, 2017)

- 3.28 **Figure 3.7** shows that the asking maximum value for an office unit in Thame is approximately £22.00 psf for second hand grade B space. Unit sizes for the above units ranged from as large as 1,772 sqft to 135 sqft. This gives an average floor size of 520 sqft for office units available in Thame.
- 3.29 There is only one industrial unit available on EGi at Jane Morbey Road, Thame, OX9 3RR. Quoting rents for this unit is £6.00 psf.

Wallingford

- 3.30 **Figure 3.8** provides the maximum, median, average and minimum values psf for office and industrial units currently available in Wallingford.

Figure 3.8 - Wallingford Office and Industrial Availability



Source: (EGi, 2017)

- 3.31 **Figure 3.8** shows that the asking maximum value for an office unit in Wallingford is approximately £13.00 psf. Unit sizes for the above units ranged from as large as 1,691 sqft to 813 sqft. This gives an average floor size of 1,231 sqft for office units available in Wallingford.
- 3.32 The graph shows that the maximum rental value for an industrial unit in Wallingford is approximately £6.00 psf. Unit sizes for the above industrial units ranged from as large as 23,858 sqft to 187 sqft. This gives an average floor size of 9,308 sqft of units available.

Summary

- 3.33 **Table 3.2** provides a summary of both asking and achieved typical rents for office and industrial units taken from the above market evidence.

Table 3.2- EGi Rental Values

Market Town	Asking Rents Offices £ psf	Achieved Rents Offices £ psf	Asking Rents Industrial £ psf	Achieved Rents offices £ psf
Didcot	£15.00	£12.00	£9.00	£6.50
Henley	£40.00	£23.50	£10.00	£10.00
Thame	£22.00	£13.00	£6.00	£6.00
Wallingford	£13.00	£11.00	£6.00	£5.00

Source: AspinallVerdi, 2017

- 3.34 Henley-on-Thames is the most predominant office location in the District where rents are generally the highest, followed by Thame, Didcot and Wallingford. This review of the office market is in line with the existing evidence base.
- 3.35 The majority of the industrial space in South Oxfordshire is focused around Didcot and Thame, with some located in Henley-on-Thames and Wallingford. Rents for industrial units generally show a smaller difference in range across the market towns in comparison to office units.
- 3.36 Comparable evidence shows that rental values for both office and industrial units are relatively similar to the existing evidence undertaken in the 2015 Employment Land Review paper and the CIL viability study. We have therefore not tested commercial typologies for CIL, as this would prove to be unviable.
- 3.37 The large difference between the asking and achieved rents for office units in Thame is because most of the comparable evidence for offices available on EGi are located at Gregory Distribution, Rycote Lane, Thame, OX9 2JB, where asking rents are in the region of £22.00 psf and therefore this has skewed the data towards a higher value for office units in Thame overall.
- 3.38 No specific yield % information has been reported on EGi for office and industrial property. We have adopted yield information as presented in the CIL Viability study for South Oxfordshire.

4 Office and Industrial Value Assumptions

- 4.1 Given the market evidence above, we have adopted the following value assumptions for new build office and industrial units as set out in **Table 4.1**.

Table 4.1- Value Assumptions

	Office (B1)	Industrial (B1c, B2 & B8)
Prime Rents (£ psf)	£20.00	£9.00
Prime Yield (%)	6%	6.5%
Rent free/ Void Period (months)	24	12

Source: AspinallVerdi, 2017

S:_Client Projects\1703 Local Plan Viability Assessment_South Oxfordshire DC_Reports\1705 Commercial Market paper\170720 Commercial Market Paper v3_DRAFT.docx