

Valuation Report

59 Staines Road West, Sunbury-on
Thames, TW16 7AG

Prepared on behalf of Proplend Security
Limited

16th September 2019

Contact details

Lender: Proplend Security Limited, 15 Little Green, Richmond TW9 1QH
Stewart Bruce | T: | E: sbruce@proplend.com | Ref: SCB

Valuers: Belleveue Mortgages, 4 Crossfield Chambers, Gladbeck Way, Enfield, EN2 7HT
Samir Faiad BSc (Hons) MRICS & Hinesh Varsani BA (Hons) PGDip MScSurv MRICS FNARA RPR MABRP
T: 020 8367 9555 | E: hvarsani@bmortgages.com | Ref: BM018527

**Inspection &
Valuation Date:** 09/09/2019

Executive Summary



Front Elevation

The executive summary below is to be used in conjunction with the valuation report to which it forms part and is subject to the assumptions, exclusions and bases of valuation stated herein and should not be read in isolation.

Address	59 Staines Road West, Sunbury-on-Thames, TW16 7AG	
Property Type	Retail, With Ancillary Accommodation Above	
Passing Rent	£61,500 pa	
Market Rent	£48,000 pa	
Market Value	£1,050,000 (One Million & Fifty Pounds)	
Market Value (Vacant Possession)	£860,000 (Eight Hundred & Sixty Thousand Pounds)	
Building Reinstatement	£1,550,000 (One Million, Five Hundred & Fifty Thousand Pounds)	
Liquidity	Disposal Period:	4-6 months
	Lettings:	6-9 months

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Appendices

Appendix 1 - Instruction Documentation / General Terms of Business

Appendix 2 - Standard Limitations & Assumptions

Appendix 3 - Market Commentary & Economic Overview

1. Instructions

Instructions	1.1	We refer to your instruction letter received 03/09/2019 and to our subsequent acceptance thereof, to provide a valuation report on 59 Staines Road West, Sunbury-on-Thames, TW16 7AG ("the property"). Copies of these documents are attached at Appendix 1 .
	1.2	This valuation has been carried out in accordance with your instruction letter, the 'model conditions of engagement between the lender and valuer' as set out in the RICS Valuation – Professional Standards incorporating the International Valuations Standards July 2017 Global Edition ('The Red Book') and our General Terms of Business for Valuations ("General Terms of Business").
Client	1.3	Our client for this instruction is Proplend Security Limited ("the Client").
Your Customer	1.4	We understand that your customer is Eastway Estates Limited ("the Customer").
Valuation Standards	1.5	The Valuation has been undertaken in accordance with the RICS Valuation – Professional Standards incorporating the International Valuations Standards July 2017 Global Edition ('The Red Book').
Purpose of Valuation	1.6	Secured lending purposes.
Conflicts of Interest	1.7	In preparing this report, we confirm that we are acting as External Valuers and we are not aware of any conflict of interest in this respect.
Professional Indemnity	1.8	We confirm that our Professional Indemnity Insurance provides cover for £10,000,000 (per claim). We further confirm that Belleveue Mortlakes have had no historic claims.
Third Party Reliance	1.9	This report has been prepared on behalf of our Client and no responsibility is accepted to any third party.
Disclosure & Publication	1.10	Neither the whole nor any part of this valuation report, nor any reference thereto may be included in a published document, circular or statement, nor published in any way without the prior written approval of Belleveue Mortlakes of the form or context in which it may appear.
	1.11	This Report is for the use of the party to whom it is addressed and should only be used within the context of the instructions under which it is prepared and these assumptions. It may be disclosed to other professional advisers assisting in respect of that purpose. No responsibility is accepted to any third party for the whole or any part of its contents.
Valuation Date	1.12	An inspection of the property was undertaken on 09/09/2019, hereon referred to as the date of valuation.

Expertise	1.13	This report has been prepared by Samir Faiad BSc (Hons) MRICS and Hinesh Varsani BA (Hons) PGDip MScSurv MRICS FNARA RPR MABRP who are RICS Registered Valuers. We also confirm that the individual carrying out this valuation has the appropriate knowledge, skills and experience to undertake the valuation competently.
Mandating	1.14	The report and valuation has been mandated by Michael Yianni BSc (Hons) MRICS as part of Belleveue Mortlakes quality assurance procedures.
Valuation Bases	1.15	The RICS definitions of Market Value and Market Rent are contained within our General Terms of Business. In accordance with your instructions, we have provided opinions of the value on the following bases:-
Market Value (MV)	1.16	The Market Value in its current condition, with the existing tenancy.
Special Assumption (1)	1.17	The Market Value in its current condition, with vacant possession.
Market Rent (MR)	1.18	The Market Rent of the property. Our letting assumptions are set out in the Valuation Section of this report.
Readers Guidance Notes	1.19	Clients should note that this valuation report should not be relied upon in isolation and should be read in conjunction with our Standard Limitations & Assumptions, copies of which are attached at Appendix 2 .
	1.20	Factual information contained within this report has been summarised, the context of each element will not be fully understood, unless it is read in conjunction with our Standard Limitations & Assumptions, which provides detailed commentary and explanation of each element of this report.
	1.21	The Standard Limitations & Assumptions set out our assumptions, restrictions, limitations and exclusions.

2. The Property

Situation / Location	<p>2.1 The subject property is situated within a secondary trading location, along The Parade, off its junction with Staines Road West (A308), within Sunbury (Spelthorne Borough Council). The parade comprises mainly local retail covenants at ground floor level with upper parts in use as a mixture of ancillary, office and residential. National multiples along the parade include Barclays (subject), Boots, Chancellors and Greggs. The property is situated opposite 'Sunbury Cross Shopping Centre', which includes the following national covenants: Halfords, Ladbrokes, Marks & Spencer's Premier Inn and Subway.</p> <p>2.2 Sunbury On Thames is a typical medium density, home counties district, comprising varied housing types, including residential block developments. It is situated approximately thirteen miles, south-west of Central London and neighbours Feltham to the north, Hampton to the east and Ashford to the north-west. Comprehensive shopping and other facilities are located in the nearby town centres of Staines, and Kingston Upon Thames. There is road access to the nearby junctions of the M3 and M25 motorways, as well as Heathrow airport.</p> <p>2.3 The surrounding locality is a mixed "medium value" residential area, targeted at the mainly middle level income groups.</p> <p>2.4 Sunbury Mainline Station is within walking distance, offering a frequent commuter service into Central London, with numerous bus routes also serve the surrounding area.</p> <p>2.5 A location map can also be found within Section 8.</p>
Description	<p>2.6 The subject property comprises the freehold interest in a three storey (plus basement), end-terraced building, arranged as a ground floor bank hall, together with storage at basement level and ancillary accommodation to the upper parts, with the building judged to have been constructed circa 1970s.</p> <p>2.7 As at the date of inspection the entire property was tenanted and in use as a Bank.</p> <p>2.8 We understand that your customer has agreed to purchase the property for £1,050,000.</p>
Construction Details	<p>2.9 The property is of concrete framed construction, rising to cavity brickwork infill, beneath a flat roof. There were no views of the roofs, owing to the height and configuration of the building.</p> <p>2.10 Floors throughout the building are of a mixture of solid concrete and suspended concrete construction.</p> <p>2.11 Natural lighting and ventilation is provided by an aluminium framed plate glass shop frontage with double glazed PVCu framed windows.</p>

General Repair & Condition	2.12	Internally, the property is in reasonably good order throughout. Externally, items of disrepair were noted; however these defects are consistent for a property of this age and type and should prove capable of remedy by routine maintenance.																				
General Remarks	2.13	We were not afforded access to the basement, the vault at ground floor level and most of the first floor area. We were advised that these areas were securely locked and linked to an alarm system. We have estimated the first floor measurement with the use of the second floor and we have obtained the measurements for the basement, from the marketing particulars.																				
	2.14	Illustrative photographs can be found within Section 9 .																				
Significant Issues	2.15	Overall, for loan security purpose, no significant defects or items requiring urgent attention were noted which would be likely to require a retention or be the subject of a condition of the mortgage advance.																				
Economic Life	2.16	Subject to regular maintenance and decoration it is anticipated that the building will retain a useful economic life of at least twenty-five years.																				
Services	2.17	It would appear from our inspection that mains supplies of gas, electricity and water are provided to the property. Soil drainage is believed to be discharged to the public sewer. We note that the property benefits from a lift.																				
Accommodation	2.18	<table border="1"> <tr> <td data-bbox="411 965 724 1055">Ground Floor</td> <td data-bbox="740 965 1469 1055">Entrance, waiting area/contact point, open plan office space, banking hall with counter serving, general storage, manager office and interview room.</td> </tr> <tr> <td data-bbox="411 1077 724 1111">Net Internal Area</td> <td data-bbox="740 1077 1043 1111">287.50 sq m (3,095 sq ft)</td> </tr> <tr> <td data-bbox="411 1133 724 1167">Cellar</td> <td data-bbox="740 1133 836 1167">Storage.</td> </tr> <tr> <td data-bbox="411 1189 724 1223">Net Internal Area</td> <td data-bbox="740 1189 1011 1223">20.40 sq m (316 sq ft)</td> </tr> <tr> <td data-bbox="411 1245 724 1279">First Floor</td> <td data-bbox="740 1245 1426 1279">Landing, two partitioned office rooms with a storage area.</td> </tr> <tr> <td data-bbox="411 1301 724 1335">Net Internal Area</td> <td data-bbox="740 1301 1027 1335">93.50 sq m (1,006 sq ft)</td> </tr> <tr> <td data-bbox="411 1357 724 1391">Second Floor</td> <td data-bbox="740 1357 1469 1391">Landing, staff area with kitchenette, storage room, male W.Cs and female W.Cs.</td> </tr> <tr> <td data-bbox="411 1413 724 1447">Net Internal Area</td> <td data-bbox="740 1413 1011 1447">58.50 sq m (630 sq ft)</td> </tr> <tr> <td data-bbox="411 1469 724 1503">ITZA</td> <td data-bbox="740 1469 1075 1503">158.00 sq m (1,701 sq ft)</td> </tr> <tr> <td data-bbox="411 1525 724 1559">External</td> <td data-bbox="740 1525 1410 1559">Rear parking area for circa 35 cars. Solicitors to confirm.</td> </tr> </table>	Ground Floor	Entrance, waiting area/contact point, open plan office space, banking hall with counter serving, general storage, manager office and interview room.	Net Internal Area	287.50 sq m (3,095 sq ft)	Cellar	Storage.	Net Internal Area	20.40 sq m (316 sq ft)	First Floor	Landing, two partitioned office rooms with a storage area.	Net Internal Area	93.50 sq m (1,006 sq ft)	Second Floor	Landing, staff area with kitchenette, storage room, male W.Cs and female W.Cs.	Net Internal Area	58.50 sq m (630 sq ft)	ITZA	158.00 sq m (1,701 sq ft)	External	Rear parking area for circa 35 cars. Solicitors to confirm.
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3. Tenure & Tenancy

Tenure	3.1	The Office Copy provides the following information:	
	3.2	Title Nos.	SY368212 & SY409529.
	3.3	Tenures	Freeholds.
	3.4	Proprietor	IGP Investments Limited (Company Number: 1401409).
	3.5	Price / Date	£680,000 (26 th July 2000).
	3.6	Lenders Security/Demise	A Land Registry title plan can be found within Section 10 .
Tenancy	3.7	We have not been provided with a copy of the lease, however, have had sight of a Reversionary Lease, stating that the property is let to 'Barclays Bank PLC', by way of a eleven year lease from 25 th December, subject to a rent review in year five, at a passing rent of £61,500 per annum.	

4. Statutory & Legal Matters

Planning Enquiries	4.1	We have made informal enquiries with the Local Planning Authority responsible for this area, via their website.																		
Use Class	4.2	A2 – Retail.																		
Planning History	4.3	<table border="1"> <thead> <tr> <th>Ref. No.</th> <th>Description</th> <th>Decision & Date</th> </tr> </thead> <tbody> <tr> <td>99/00406/FUL</td> <td>Replacement ATM (Automatic Telling Machine).</td> <td>Granted 18.06.99</td> </tr> <tr> <td>SUN/COU/4227/M</td> <td>Change of use of two shop units to office use.</td> <td>Granted 01.01.72</td> </tr> <tr> <td>SUN/FUL/4227/K</td> <td>New bank, shops and residential accommodation.</td> <td>Granted 01.01.70</td> </tr> <tr> <td>SUN/OUT/4227/I</td> <td>Erection of bank, two shops, with office, storage, residential accommodation on two floors over.</td> <td>Granted 01.01.67</td> </tr> <tr> <td>SUN/OUT/4227/H</td> <td>Erection of 4 shops with separate office accommodation - about 2,750 sq ft on first floor with four flats on second floor.</td> <td>Granted 01.01.66</td> </tr> </tbody> </table>	Ref. No.	Description	Decision & Date	99/00406/FUL	Replacement ATM (Automatic Telling Machine).	Granted 18.06.99	SUN/COU/4227/M	Change of use of two shop units to office use.	Granted 01.01.72	SUN/FUL/4227/K	New bank, shops and residential accommodation.	Granted 01.01.70	SUN/OUT/4227/I	Erection of bank, two shops, with office, storage, residential accommodation on two floors over.	Granted 01.01.67	SUN/OUT/4227/H	Erection of 4 shops with separate office accommodation - about 2,750 sq ft on first floor with four flats on second floor.	Granted 01.01.66
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Significant Matters	4.4	N/A.																		
Planning Restrictions	4.5	The property is not listed as a building of historical or architectural importance nor is it situated within a conservation area.																		
Highways	4.6	Adopted.																		
Service Roads / Communal Areas	4.7	No.																		
Rateable Value	4.8	£41,500 – Shop & Premises.																		
EPC Rating	4.9	C.																		

5. Environmental Considerations

Flooding Risks	5.1	Risk of Flooding From Rivers & Sea	Very Low
		Risk of Flooding From Reservoirs	Very Low Risk From Reservoirs: Staines North, King George VI, Staines South, Wraysbury, Queen Mary & Queen Mother.
		Risk of Flooding From Surface Water	High
Contamination	5.2	From our basic enquiries and from our inspection of the property and its surroundings, we have no reason to believe that contamination is present.	
Plant Life	5.3	At the time of inspection no obvious evidence of any harmful vegetation was found on the site.	
Radon	5.4	The property is in a part of the country where there is a very low likelihood of radon posing a potential risk to health.	

6. Comparable Evidence & Market Analysis

Retail Lettings

Address	Description	Letting Terms	Tenant	Rent Per Annum	Rent £ per sq ft - ITZA	Date of Transaction	Comments
343 Staines Road West, TW15 1RP	A1 retail unit – 410 sq ft (ITZA)	Ten year lease, subject to rent review in year five, providing a one month rent free period.	Local LTD	£14,000	£34.15	February 2018	Situated in an inferior trading location. Smaller units of this nature, will tend to achieve a higher £ per sq ft, ITZA.
23 Staines Road West, TW15 7AB	A1 retail unit – 946 sq ft (ITZA)	Fifteen year lease, subject to five yearly rent reviews.	Local LTD	£29,000	£30.66	February 2018	Situated in a similar trading location. Situated in a similar trading location.
37 Staines Road West, TW15 7AB	A2/Sui Generis retail unit – 567 sq ft (ITZA)	Ten year lease, subject to a rent review in year five.	William Hill Organization Ltd	£15,000	£26.46	March 2017	We understand that the parade has since picked up from this transaction. Smaller units of this nature, will tend to achieve a higher £ per sq ft, ITZA.

Retail Lettings

Address	Description	Letting Terms	Tenant	Rent Per Annum	Rent £ per sq ft - ITZA	Date of Transaction	Comments
35 Staines Road West, TW15 7AB	A1 retail unit – 564 sq ft (ITZA)	Ten year lease, subject to a rent review and mutual break option in year five.	Surrey Glazing Supplies Ltd	£17,000	£30.14	March 2017	Situated in a similar trading location. We understand that the parade has since picked up from this transaction. Smaller units of this nature, will tend to achieve a higher £ per sq ft, ITZA.
487 Staines Road, TW14 8BN	A1 retail unit – 494 sq ft (ITZA)	Ten year lease, subject to rent review in year five, providing a one month rent free period.	Local LTD	£21,000	£42.51	January 2019	Situated in a superior trading location. Smaller units of this nature, will tend to achieve a higher £ per sq ft, ITZA.
160 The Centre, TW13 4BS	A1 retail unit – 715 sq ft (ITZA)	Ten year lease, subject to rent review in year five, providing a three month rent free period.	CeX	£40,000	£55.94	October 2017	Situated in a far superior trading location, forming part of the main retailing area of Feltham. Smaller units of this nature, will tend to achieve a higher £ per sq ft, ITZA.

Retail Lettings

Address	Description	Letting Terms	Tenant	Rent Per Annum	Rent £ per sq ft - ITZA	Date of Transaction	Comments
Units 28-30, The Centre, TW13 4BS	A2 retail unit – 1,050 sq ft (ITZA)	Ten year lease, subject to rent review in year five.	Halfax	£53,000	£50.48	April 2017	Situated in a far superior trading location, forming part of the main retailing area of Feltham. Smaller units of this nature, will tend to achieve a higher £ per sq ft, ITZA.

Investment Sales

Address	Description	Sold price	Initial / Reversionary Yields	Date of Transaction	Comments
127 Harlington Road West, TW14 0JG	<p>A ground floor retail unit, together with two self-contained flats above, forming part of a two storey (plus loft), mid-terraced property.</p> <p>The ground floor retail unit is let to a Local LTD (t/a Mann Estate Agents), by way of a sixteen year lease from 3rd September 2014, subject to four yearly rent reviews, at a passing rent of £15,000 per annum. The flats were let on individual AST agreements, at an aggregate passing rent of £15,600 per annum.</p>	£560,000	5.46%	August 2019	Within a superior although inferior trading property.
143 Staines Road, TW14 0JS	<p>A ground floor retail unit, together with two self-contained flats above, forming part of a two storey, mid-terraced property.</p> <p>The ground floor retail unit is let to a Local LTD (t/a Beauty 4 U), by way of an eighteen year lease from 10th January 2004, subject to four yearly rent reviews, at a passing rent of £12,000 per annum. The flats were let an AST agreement, at a passing rent of £11,100 per annum.</p>	£615,000	6.04%	August 2019	Within an inferior tertiary trading location and an inferior property.
96-98 High Street, TW17 9AU	<p>Two ground floor retail unit, together with ancillary office accommodation to the first floor, forming part of a two storey, end-terraced property, with the addition of 4-5 car parking spaces.</p> <p>No. 96a was let to a Local LTD, by way of a five year lease, expiring 4th March 2020, at a passing rent of £5,000 per annum. Nos. 96-09 was let to 'New Daifodil Limited (t/a Your Move), by way of a five year lease, expiring 24th December 2020, at a passing rent of £20,000 per annum.</p>	£615,000	4.07%	May 2019	Within a superior although inferior trading property.

Investment Sales

Address	Description	Sold price	Initial / Reversionary Yields	Date of Transaction	Comments
13-14 Upper Street, N1 0PQ	<p>A ground floor retail unit, together with ancillary accommodation at basement level and upper parts, forming part of a four storey (plus basement), mid-terraced property.</p> <p>The entire property is let to 'Barclays Bank PLC', by way of a thirty-five year lease from 23rd August 1983, subject to five yearly rent reviews, at a passing rent of £89,300 per annum.</p>	£2,640,000	3.38%	December 2018	Similar asset, also let to Barclays, within a far superior trading location.
58 High Street North, E6 2HJ	<p>A ground floor retail unit, together with ancillary accommodation to the upper part, forming part of a two storey, end-terraced property.</p> <p>The entire property is let to 'Barclays Bank PLC', by way of a twenty year lease from 29th September 2012, subject to five yearly rent reviews, at a passing rent of £95,000 per annum.</p>	£2,140,000	4.44%	May 2017	Similar asset, also let to Barclays, within a far superior trading location.

Market Commentary & Economic Overview	6.1	An excerpt from a recent RICS Property Market Survey is included at Appendix 3 .
	6.2	In arriving at our Market Value / Market Rent we have, where possible, analysed the latest transactional evidence available. When considering our reported values we have also relied upon a greater degree of judgement having regard to market sentiment, than would be applied under more certain market conditions.
Demand	6.3	If priced correctly the property would be popular with a range of owner occupiers / investors / developers.
Liquidity	6.4	The property should sell/let within timescales mentioned below at our opinion of Market Value/Market Rent assuming current market conditions and in the condition and standard of presentation as at the valuation date. Sale: 4-6 months Retail Letting: 6-9 months We would recommend that the property is sold via auction as being the most effective method of disposal. A rent incentive of up to 3 months may be required in order to secure a commercial tenant, thus the total rental diminution for this element may be between 9 – 12 months.

7. Valuation

Methodology 7.1 | Comparable / Investment.

Rental Values 7.2 | The general consensus of professional opinion is that similar retail units, with the benefit of the allocated parking, will achieve rents in the region of £25.00 - £30.00 per sq ft Zone A (FRI lease terms) depending upon size, layout, specification and permitted use.

7.3 | The current passing rent of £61,500 per annum, devalues to £36.16 per sq ft Zone A and is therefore above usual market levels.

7.4 | We are of the opinion that the Market Rent for the retail element, noting the current lease terms, is fairly reflected in the sum of £48,000 per annum (circa £28.22 per sq ft Zone A).

Investment Yields 7.5 | Market evidence indicates that rack rented mixed retail/residential properties of this nature and in this location will achieve yields in the region of 4.50% - 5.50% dependent primarily on the strength of covenant, inter alia.

Valuation Calculation

7.6

Capital Value

Hard Core

Market Rent	£48,000 per annum
YP Perpetuity @ 4.75%	<u>21.0526</u>
Value	£1,010,524.80

Top Slice

Passing Rent	£61,500 per annum
Market Rent	<u>- £48,000 per annum</u>
Over Rented Element	£13,500 per annum
YP four year & three months @ 10.0%	<u>3.3307</u>
Value	£44,964.45

Capital Value, Say	£1,050,000
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Yield Analysis

Initial Yield	$\frac{£61,500 \text{ (Aggregate Passing Rent)}}{£1,050,000} \times 100 = 5.86\%$
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Reversionary Yield	$\frac{£48,000 \text{ (Aggregate Market Rent)}}{£1,050,000} \times 100 = 4.57\%$
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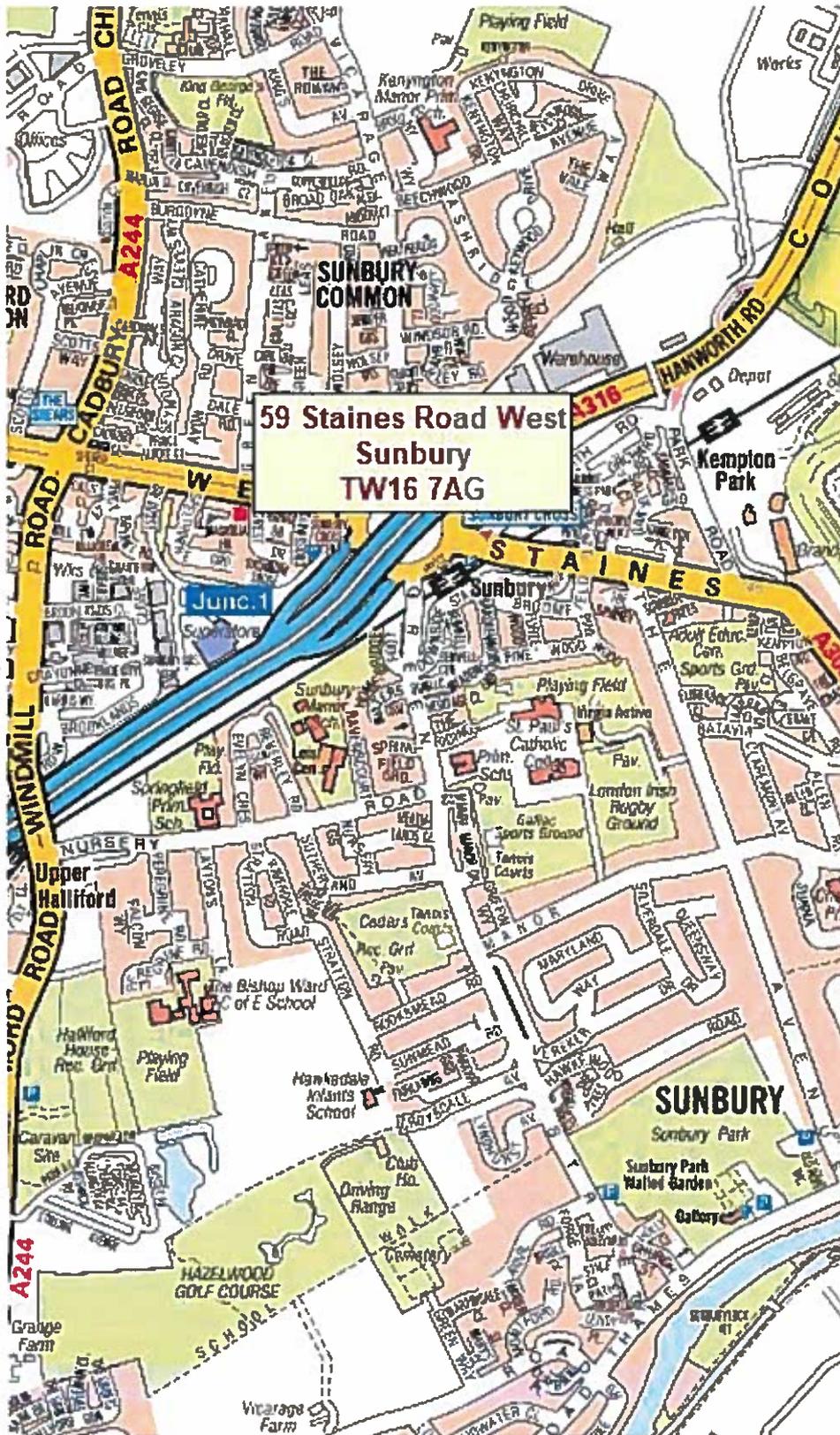
Valuer's Comments	7.7	<ul style="list-style-type: none"> We note that the passing rent, devalues to £12.42 per sq ft overall and is fairly reflective of an asset of this nature, if utilised correctly. We note that the property benefits from asset management potential, with the upper parts being of a self-contained nature and therefore could be let separately, to generate an increased income. In addition, we note that many of the properties on the parade have residential accommodation to the upper parts (informed that No. 55 & 57 converted the upper parts to residential use) and we note that the subject benefitting from planning consent, to form residential accommodation to the upper part(s). In addition, we note that the subject property benefits from circa 35 parking spaces to the rear; which could again be let separately, to generate additional income. We were informed by the marketing agents that they did receive several offers, with some being higher than the agreed purchase price; which reflects general good demand for a property of this nature. These aspects have been considered within our Valuation.
Market Value	7.8	<p>We are of the opinion that the Market Value of the freehold interest in the property, with the existing tenancy, in the condition found at the time of our inspection as at the assumed date of valuation, is fairly reflected in the sum of:</p> <p>£1,050,000 (One Million & Fifty Thousand Pounds).</p>
Market Value (Vacant Possession)	7.9	<p>We are of the opinion that the Market Value of the freehold interest in the property, with vacant possession, in the condition found at the time of our inspection as at the assumed date of valuation, is fairly reflected in the sum of:</p> <p>£860,000 (Eight Hundred & Sixty Thousand Pounds).</p>
Market Rent	7.10	<p>We are of the opinion that the Market Rent for the property, noting the current lease terms, as at the date of valuation is:</p> <p>£48,000 per annum</p>
Building Reinstatement	7.11	<p>We would recommend that the property be insured for a minimum sum of:</p> <p>£1,550,000 (One Million, Five Hundred & Fifty Thousand Pounds).</p>
Suitability for Lending	7.12	<p>Subject to the comments in this report we consider the property offers good security for loan purposes.</p>

**Lenders
Action Points**

7.13

- We are not legal advisors and as with all legal documentation the lenders legal advisors should confirm that our understanding of the tenure and tenancies is correct.
- The lenders legal advisors should confirm the valuation has been prepared in accordance with the statutorily permitted use and that acceptable consent from all parties concerned is in place.
- Local authority enquiries have been made, however these are limited and your legal advisors may discover adverse information within their searches which should be brought to our attention.
- The lenders legal advisors should confirm that the interest under consideration has a good and marketable title.

8. Location Map



9. Property Photographs



Street Scene



Street Scene



Rear Elevation



Parking Area



Ground Floor Internal



Ground Floor Internal



Ground Floor Internal



Lift



1st Floor



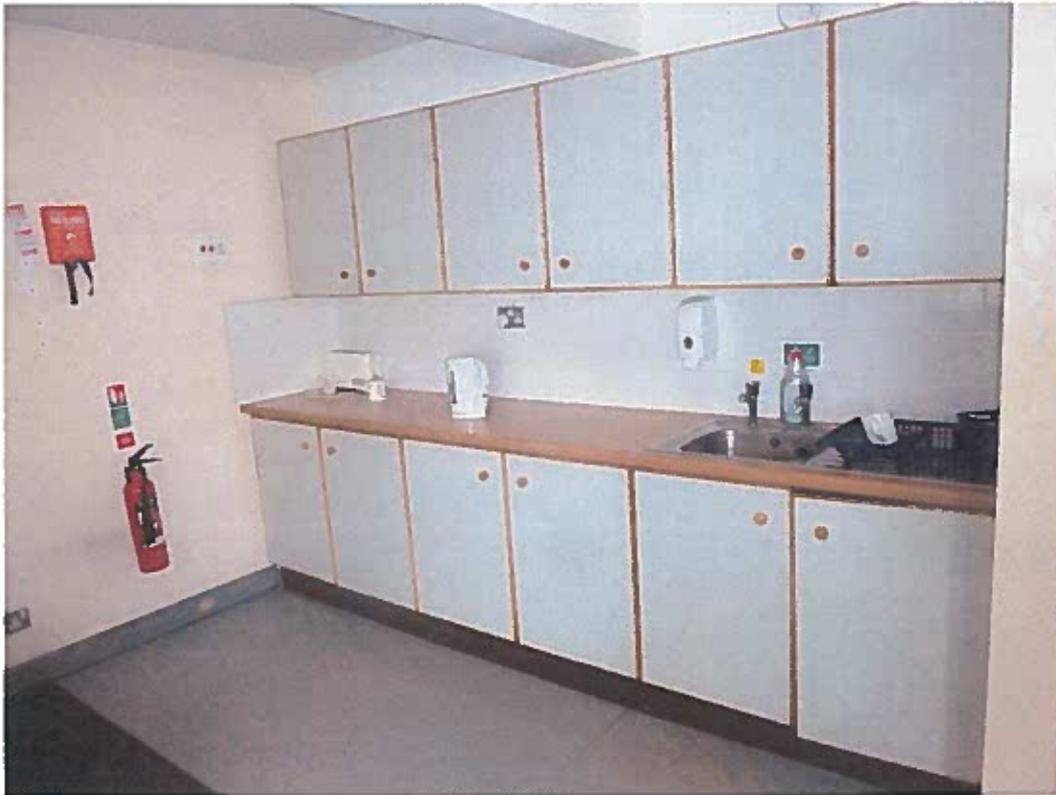
1st Floor



2nd Floor



2nd Floor



Kitchenette



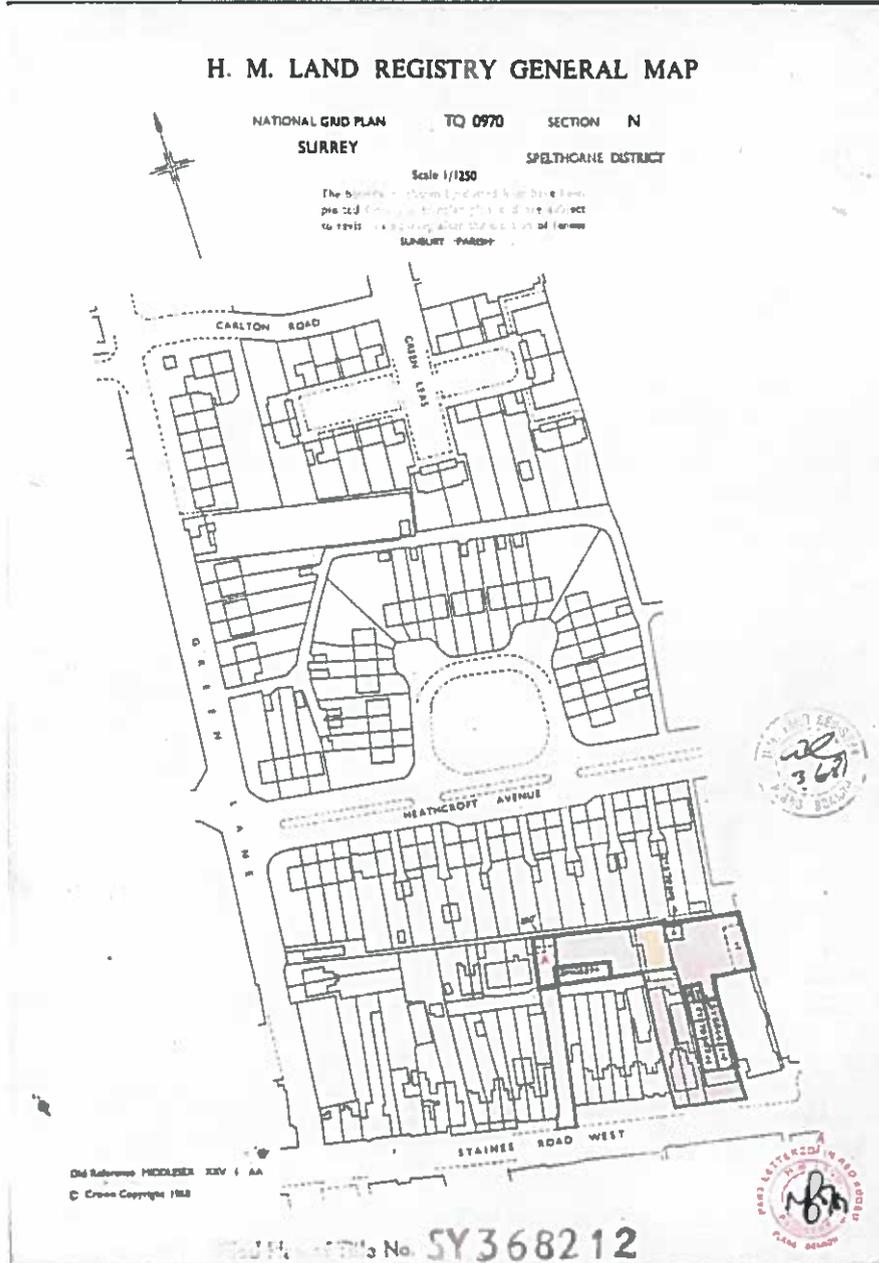
Typical WCs

10. Land Registry - Title Plan

**Lenders Security
Title No.SY368212**

The area etched in red on the title plan reflects the demise of the subject property and lenders security.

We have not been provided with a Report on Title, however, if one is produced we will be pleased to review and pass comment.



This is a print of the view of the title plan obtained from HM Land Registry showing the state of the title plan on 03 September 2018 at 09:59:23. This title plan shows the general position, not the exact line, of the boundaries. It may be subject to distortions in scale. Measurements scaled from this plan may not match measurements between the same points on the ground.

This title is dealt with by HM Land Registry, Durham Office.

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**Lenders Security
Title No.SY409529**

The area etched in red on the title plan reflects the demise of the subject property and lenders security.

We have not been provided with a Report on Title, however, if one is produced we will be pleased to review and pass comment.



This is a print of the view of the title plan obtained from HM Land Registry showing the state of the title plan on 16 September 2019 at 10:36:43. This title plan shows the general position, not the exact line, of the boundaries. It may be subject to distortions in scale. Measurements scaled from this plan may not match measurements between the same points on the ground.

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We trust that this report is satisfactory for your current requirements, but, if we can be of further assistance, please do not hesitate to contact us.

Yours faithfully



Samir Faiad MRICS
RICS Registered Valuer (Membership No. 5719794)
Chartered Surveyor

For and on behalf of Belleveue Mortlakes

T: 020 8367 9555

E: sfaiad@bmortlakes.com

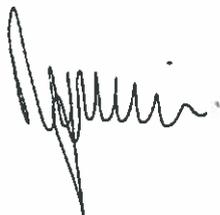


Hinesh Varsani MRICS
RICS Registered Valuer (Membership No. 1217966)
Partner

For and on behalf of Belleveue Mortlakes

T: 020 8367 9555

E: hvarsani@bmortlakes.com



Michael Yianni MRICS
RICS Registered Valuer (Membership No. 0849315)
Senior Partner

For and on behalf of Belleveue Mortlakes

T: 020 8367 9555

E: myianni@bmortlakes.com

APPENDIX 1



Attn: Hinesh/Lauren,
Bellevue Mortgages Chartered Surveyors,
4 Crossfield Chambers,
Gladbeck Way,
Enfield,
EN2 7HT

Ref: SCB
Eastway Estates Limited

Dear Sirs,

Please accept this letter as our formal instruction to your firm to carry out a valuation, for mortgage purposes, on the addresses indicated below upon which we, Proplend Security Limited shall rely. The valuation may be shown to any third parties in connection with the financing of the property albeit it cannot be relied on by those parties directly. Please notify us if there will be any delay. **Please advise us immediately if you are unable to give prompt attention to this matter.**

Borrower:	Eastway Estates Limited
Contact Name:	Vishal Patel
Phone Number:	07947 791689
Email:	vishal@prideviewproperties.co.uk
Properties:	59 Staines Road West, Sunbury, TW16 7AG
Tenure:	Freehold
Use:	Retail
Tenancies:	Let to Barclays Bank Plc until 12/2023 at a rental of £61,500 p.a.
Access:	via Vishal Patel, as above.

Instruction

The report should be addressed to Proplend Security Limited which must clearly state that it can be relied upon for lending purposes by the parties named herein. Please ensure that the report accords with the current RICS Appraisal and Valuation Manual.

Please indicate in your report if the valuer or your firm have had any previous involvement with the property forming the subject of the valuation. If so, please indicate the nature and extent of that involvement and confirm specifically that you consider there is no conflict of interest on the part of the valuer or your firm.

The report must be signed by a partner or director of the firm who is a member of the Royal Institute of Chartered Surveyors.

Whilst your report will be addressed to Proplend Security Ltd, it will need to be uploaded to the Proplend website and viewed by its Lending members on the understanding that only Proplend Security Ltd may rely on the report for mortgage purposes. Can you please confirm within your report that this is understood and accepted?

Valuation and Report

The Market Valuation referred to below should be based on current values and should reflect market conditions prevailing at the date of the report, and changes in market conditions that you are able to predict, and should include:

1. The Market Valuation for loan security purposes of the Property in its current condition at the date of your inspection, subject to any current tenancies in place and sold as a going concern. Please indicate the period of marketing you have assumed in arriving at your valuation.
2. A valuation of the Property on the assumption that the Property was being sold without the benefit of a going concern.
3. A valuation of the Property on the assumption of Vacant Possession.
4. Please provide comparable evidence to support your assumptions on values.
5. Please provide an estimated rental value for the Subject Properties.
6. Please provide commentary on continued likely market demand for properties of this size and nature, in this location, for sale and to let.
7. Please provide an estimated reinstatement cost of the buildings for insurance purposes.
8. Please provide a full description of the Property to include its accommodation, its size, its construction, location and general state of repair. These details should be supported with photos of the Properties. Whilst you are not instructed to carry out a structural survey on each Property, please comment of any noticeable defects that might warrant further investigation and which might affect the marketability of the Property.
9. Please certify that the Property is acceptable for secured lending purposes.

Report on Title

A copy of the solicitors Report on Title will be sent to you so that you can cross check your assumptions with the facts contained within the said report and comment on specific items which may affect your valuation.

Fees

You have quoted and the Borrower has agreed to pay a fee of £2,250-00 + VAT for this undertaking. Whilst a receipted invoice for this service should be supplied with your report, we ask that you seek settlement of your fee from the proposed Borrowers whose contact details are supplied above. Proplend Security Limited cannot accept any responsibility for non-payment of your fees in this regard.

Contact Details

Please contact Proplend on 0203 637 8418 if you have any queries regarding this instruction.

Please send the Valuation Report to borrower@proplend.com, with hard copy to 15 Little Green, Richmond TW9 1QH. Draft reports are not acceptable. Following provision of the Valuation Report, you should be prepared to discuss its contents with the Lender.

Yours Faithfully,



Brian Bartaby
Director

Proplend Security Limited

Lauren Pullen

From: Lauren Pullen
Sent: 03 September 2019 09:34
To: 'Stewart Bruce'
Subject: BM018527 / 59 Staines Road West, Sunbury, TW16 7AG

Good Morning,

Thank you for your formal instructions, received 3rd September 2019.

As per your instruction, I confirm the following:

- On behalf of Bellevue Mortlakes Chartered Surveyors we accept your formal instructions and confirm that there are no conflicts of interest;
- Our practice has had no affiliation/connection to either the subject property or the applicant within the previous 12 months;
- We have sufficient Professional Indemnity Insurance cover to undertake this instruction (currently £10,000,000 per claim);
- Our fee, as agreed, is £2250.00 plus VAT.

I trust the above is satisfactory for your purposes however, in the meantime, please revert back if you have any queries relating to this instruction.

Kind regards,
Lauren

Lauren Pullen
Operations Coordinator
Bellevue Mortlakes
Chartered Surveyors & LPA Receivers

HEAD OFFICE - 4 Crossfield Chambers | Gladbeck Way | Enfield | EN2 7HT

LONDON OFFICE - Mayfair

Tel: 020 8367 9555
Fax: 020 8367 9556
lpullen@bmortlakes.com
www.bmortlakes.com

Watch a video of our Charity Football Tournament

www.bmortlakes.com/charity/tournament



Any views expressed in this message are those of the individual sender, except where specifically stated to be the view of Bellevue Mortlakes, its subsidiaries or associates. When addressed to our clients, any opinions or advice contained in this email are subject to the relevant terms of business. This email is intended solely for the named recipient only. It may contain privileged and/or confidential information. If you are not one of the intended recipients, please notify the sender immediately, and destroy this email, you must not copy, distribute or take any action in reliance upon it. Whilst all efforts are made to safeguard inbound and outbound emails, Bellevue Mortlakes cannot guarantee that attachments are virus-free or compatible with your systems and does not accept any liability in respect of viruses or computer problems experienced.

Please note that, as part of our compliance with the General Data Protection Regulation, we have a new Privacy Statement. A copy of our Privacy Statement is available on request.

General Terms of Business for Valuations

These General Terms of Business comprise a part of our Terms of Engagement. The following General Terms of Business apply to all valuations and appraisals undertaken by Bellevue Mortlakes unless specifically agreed otherwise in confirming instructions and so stated within the main body of the valuation report.

1. Bellevue Mortlakes

Bellevue Mortlakes is a Private Limited Company with registered number 3352742. This is a corporate body which has "Directors" and not "Partners".

Any representative of Bellevue Mortlakes described as "Partner" is either a Director or an Employee of Bellevue Mortlakes and is not a Partner in a Partnership. The term "Partner" has been retained because it is an accepted way of referring to senior professionals.

Our VAT registration number is 798 840 460. The details of our professional indemnity insurance specified in the Provision of Services Regulations 2009 will be provided to you on request by Michael Yianni (Senior Partner).

2. Jurisdiction

English law shall apply in every respect in relation to the valuation and the agreement with the client which shall be deemed to have been made in England. In the event of a dispute arising in connection with a valuation, unless expressly agreed otherwise in writing by Bellevue Mortlakes, the client, and any third party using the valuation, will submit to the jurisdiction of the English Courts only. This will apply wherever the property or the client is located or the advice is provided.

3. Limitations on Liability

3.1 Our valuation is confidential to the party to whom it is addressed for the stated purpose and no liability is accepted to any third party for the whole or any part of its contents. Liability will not subsequently be extended to any other party save on the basis of written and agreed instructions; this may incur an additional fee. Except as set out in 3.2 below the terms of the agreement between Bellevue Mortlakes and the client are not enforceable by any third party under the Contracts (Rights of Third Parties) Act 1999.

3.2 No claim arising out of or in connection with this agreement against any member, employee, partner or consultant of Bellevue Mortlakes (each called a "Bellevue Mortlakes Person"). Those individuals will not have a personal duty of care to the client or any other party and any such claim for losses must be brought against Bellevue Mortlakes. Any Bellevue Mortlakes Person may enforce this clause under the Contracts (Rights of Third Parties) Act 1999 but the terms of our agreement may be varied by agreement between the client and Bellevue Mortlakes at any time without the need for any Bellevue Mortlakes Person to consent.

3.3 Our maximum total liability for any direct loss or damage whether caused by our negligence or breach of contract or otherwise is limited to £10,000,000.

3.4 We do not accept liability for any indirect or consequential loss (such as loss of profits). Nothing in these Terms of Business (or in our letter of engagement) shall exclude or limit our liability in respect of fraud or for death or personal injury caused by our negligence or for any other liability to the extent that such liability may not be excluded or limited as a matter of law.

4. Disclosure and Publication

If our opinion of value is disclosed to persons other than the addressee of our report, the basis of valuation should be stated. Neither the whole nor any part of the valuation report nor any reference thereto may be included in any published document, circular or statement nor published in any way whatsoever whether in hard copy or electronically (including on any web-site) without our prior written approval of the form and context in which it may appear.

5. Complaints Procedure

If you have any concerns about our service, please raise them in the first instance with valuer concerned. If this does not result in a satisfactory resolution, please contact our Senior Partner, Michael Yianni, as required by RICS, we will send you a copy of our Complaints Procedure on request.

6. Our Fees

6.1 If any invoice remains unpaid after the date on which it is due to be paid, we reserve the right to charge interest, calculated daily, from the date when the payment was due until payment is made at 4% above the then prevailing bank base rate of National Westminster Bank PLC or (if higher) at the rate provided for under the Late Payment of Commercial Debts (Interest) Act 1998 and its regulations (if applicable). If we should find it necessary to use legal representatives or collection agents to recover monies due, you will be required to pay all costs and disbursements so incurred.

6.2 If before the valuation is concluded:

- you end this instruction, we will charge abortive fees; or
- you delay the instruction by more than 1 month or materially alter the instruction so the additional work is required at any stage we will charge additional fees,

And in each case such fees will be calculated on the basis of reasonable time and expenses incurred.

6.3 Where the valuation is for loan security purposes, and we agree to accept payment of our fee from the borrower, the fee remains due from yourselves until the payment is received by us. Additionally, payment of our fee is not conditional upon the loan being drawn down or any conditions of the loan being met.

7. Disclosable Interests

We may offer the following services to prospective purchasers and similarly the services may be offered to them by another organisation in circumstances where we may benefit financially: financial services, property letting and management services, building construction, refurbishment and maintenance services and the sale of the prospective purchasers property.

8. RICS Valuation Standards – "The Red Book"

Valuations and appraisals will be carried out in accordance with the RICS Valuation Professional Standards (9th Edition) ("The Red Book"), any valuers who conform to its requirements and with regard to relevant statutes and regulations. Compliance with the Red Book is mandatory for Chartered Surveyors in the interest of maintaining high standards of service and for the protection of clients.

9. Regulation and Monitoring

Bellevue Mortlakes is registered for the regulation in the UK by RICS. The valuation may be subject to monitoring under the RICS conduct and disciplinary regulations. The report and valuation may be subject to RICS audit for compliance purposes.

10. Valuation Basis

Valuations and appraisals are carried out on basis appropriate to the purpose for which they are intended and in accordance with the relevant definitions, commentary and assumptions contained in The Red Book. The basis of valuation will be agreed with you in the letter covering the specific terms for the instruction.

11. Portfolios

Where requested to value a portfolio, unless specifically agreed with you otherwise, we will value the individual properties separately, upon the assumption that the properties have been marketed in an orderly manner.

12. Sources of Information

We rely upon information provided to us, by the sources mentioned within our valuation report, as to details of tenure and tenancies, planning consents and other relevant matters, as summarised in our report. We assume that is information is complete and correct.

13. Identity of Property to be Valued

We will exercise reasonable care and skill (but will not have an absolute obligation to you) to ensure that the property, identified by the property address in your instructions, is the property inspected by us and contained within our valuation report. If there is ambiguity as to the property address, or the extent of the property to be valued, this should be drawn to our attention in your instructions or immediately upon receipt of our report.

14. Confidentiality

The report will be provided for the stated purpose and for the sole use of the named client. We accept responsibility to the client alone that the report will be prepared with the skill, care and diligent responsibility to be expected of a reasonably competent valuer and accept no responsibility whatsoever to any parties other than the client. Any third parties rely upon the report at their own risk. Neither the whole or any part of the report nor any reference to it may be included in any published document, circular or statement nor published in any way without the prior written consent of Bellevue Mortlakes as to the form and context in which it may appear.

15. Data Security

During the valuation process we will have access to, or may be provided with personal, confidential and/or commercially sensitive information. Bellevue Mortlakes will maintain this information in accordance with the Data Protection Act 1988 and the company's data security policy. Any such information will be held securely with authorised access only; it will be verified where appropriate, and only used for the purposes of providing our valuation service.

Valuation Bases:

1. Market Value (MV):

Valuations based on Market Value shall adopt the definition, and the conceptual framework, settled by the International Valuation Standards Committee.

Market Value is defined as:

The estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller in an arm's – length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion.

2. Existing Use Value (EUV):

Existing Use Value is the basis suitable for financial reporting purposes under UK accounting standards only and is defined as:

The estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller in arm's – length transaction, after proper marketing wherein the parties had acted knowledgeably, prudently and without compulsion, assuming that the buyer is granted vacant possession of all parts of the property required by the business and disregarding potential alternative uses and any other characteristics of the property that would cause its Market Value to differ from that needed to replace the remaining service potential at least cost.

(Cont.)

General Terms of Business for Valuations

3. Market Rent (MR):

Market Rent is defined as:

The estimated amount for which a property, or space within a property, should lease (let) on the date of valuation between a willing lessor and a willing lessee on appropriate lease terms in an arm's – length transaction after proper marketing wherein the parties had acted knowledgeably, prudently and without compulsion.

4. Projected Market Value (PMV) of a Residential Property only:

Projected Market Value is designed to provide residential mortgage lenders with a simple numeric indication of the valuer's opinion of short- term market trends and is defined as:

The estimated amount for which a property is expected to exchange at a date, after the date of valuation and specified by the valuer, between a willing buyer and a willing seller, in an arm's – length, after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion.

5. Market Value, Subject to Special Assumptions:

Where an assumption is made that assumes facts that differ from those existing at the *date of valuation*, it becomes a *special assumption* (see *VPS 4 Paragraph 3 Special Assumptions and IVS 101 Scope of Works*). *Special assumptions must be agreed in writing with the Client*. Special assumptions are often used to illustrate the effect of possible changes on the value of an asset. They are designated as "special" so as to highlight to a valuation user that the valuation conclusion is contingent upon a change in the current circumstances or that it reflects a view that would not be taken by market participants generally on the *valuation date*. Assumptions and *special assumptions* must be reasonable and relevant having regard to the purpose for which the valuation is required.

In certain circumstances we may be asked to provide a Market Value subject to special assumptions which have previously been agreed between us and the client. Where such interpretations are required the additional special assumptions will be included within the valuation section of the report.

Regulated Purpose Valuations (RPV):

RICS has established particular requirements in circumstances where a valuation although provided for a client may also be of use to third parties, for instance, the shareholders in a company, defined by the RICS as "Regulated Purpose Valuations". Where a valuation is for a regulated Purpose, in accordance with RICS requirements, Bellevue Mortgages shall state the following in its report:

- (a) The length of time the valuer has continuously been the signatory to valuations provided to the client for the same purpose as the Report, together with the length of time Bellevue Mortgages has continuously been carrying out the valuation instruction for the client.
- (b) The extent and duration of the relationship of Bellevue Mortgages with the client.
- (c) In relation to Bellevue Mortgages's preceding financial year the proportion of the total fees, if any, payable by the client to the total fee income of Bellevue Mortgages is expressed as one of the following:
 - Less than 5%; or
 - If more than 5% an indication of the proportion within a range of 5 percentage points.
- (d) Where, since the end of the last financial year, it is anticipated that there will be a material increase in the proportion of the fees payable, or likely to be payable, then we shall include a further statement to that effect in addition to (c) above.

When instructed in a continuing role as a Valuer it is Bellevue Mortgages's policy to rotate persons responsible for valuations and the signatory to the report, on a seven yearly basis, unless specifically agreed otherwise.

APPENDIX 2



Standard Limitations & Assumptions

1. Security Analysis

General Commentary

- 1.1 We have been requested to comment on the suitability of the property for loan security purposes.
- 1.2 Within our valuation report we have commented on any inherent property related risks which we have identified as part of our due diligence and which we consider should be drawn to your attention. Determination of the degree and adequacy of capital and income cover for loans is the responsibility of the lender having regard to the terms of the loan.

Loan/Borrower

- 1.3 We have not been provided with accounts or other financial information on your Customer, and are unable to comment on their financial strength. We would recommend that you satisfy yourselves that your Customer has the necessary capability to meet the intended repayments.
- 1.4 We have not been provided with the terms of the loan being offered to your Customer. We assume that the loan to value ratio, interest cover ratio and loan term length are within typical market parameters. Our assessment is made upon the property itself (in isolation) and no recommendation is given by Belleveue Mortgages in respect of the length of term considered appropriate or sum to be advanced and any decision in this respect should be subject to the usual lending criteria of the Bank.

Verification

- 1.5 The report has been based, to some extent, on information provided verbally which should be checked by your solicitors. In particular, this may apply to tenure and planning. Their searches may also reveal whether any historical use of the property is likely to have resulted in contamination.
- 1.6 We reserve the right to amend our valuation following any searches which provide information that differs from that previously assumed.

Specialist & Suggested Reports

- 1.7 Where appropriate we may highlight in some instances specialist reports which may be required.
- 1.8 Suggestion – (not essential, unless specifically drawn to your attention) - the lender may wish to commission an EnviroScreen or GroundSure report which will provide commentary on risk of contamination/flooding. This type of survey report can usually be requested as an additional search via your legal advisors.

Recoveries

- 1.9 We are not privy to the full extent of how this loan is structured and can therefore only comment on the recovery of a loan advanced against this security, in isolation.
- 1.10 The report has been reviewed by our LPA Receivers, who confirm that there are no major areas of concern which will adversely affect enforcement of this security. We recommend that this is also confirmed by your legal advisors.

Scope of Enquiries

- 1.11 The extent of enquiries made are set out in our General Terms of Business and within this Standard Limitations & Assumptions. In carrying out this instruction we have undertaken verbal / web based enquiries referred to in the relevant section of the report. We have relied upon this information as being accurate and complete.
- 1.12 Some information within the valuation report has been provided "the Client", "the Customer", its advisers and other third parties. We have relied upon information as being materially correct in all respects.
- 1.13 In the absence of any other documents or information provided, we have had to rely solely upon our own enquiries as outlined in the valuation report. Any assumptions resulting from the lack of information are also set out in the relevant sections of the valuation report and within this Standard Limitations & Assumptions document.

2. The Property

Description

- 2.1 Where the age of the building is estimated, this is for guidance only.

Construction

- 2.2 Unless otherwise stated within the report, the property is of a traditional or system built (applicable to Local Authority blocks) construction.
- 2.3 We do not normally carry out investigations on site to ascertain whether any building was constructed or altered using deleterious materials or techniques (including, by way of example, high alumina cement concrete, woodwool as permanent shuttering, calcium chloride or asbestos).
- 2.4 For the purposes of this valuation we have assumed that such investigations would not disclose the presence of any such material in any adverse conditions.

General Repair & Condition

- 2.5 We have undertaken a visual inspection of the exterior and interior of the property, to the extent which is accessible with safety and without undue difficulty, as can be seen whilst standing at ground level and within the boundaries of the site, and adjacent public/communal areas, and whilst standing at the various floor levels which we consider reasonable in order to provide the service having regard to its purpose. We have not carried out a building or structural survey or inspect those parts of the property which were covered, unexposed or inaccessible nor raised floor boards, moved any fixed apparatus or arranged for a test of the electrical, heating or other services.
- 2.6 With regard to flats, our inspection was limited to the subject flat(s) and immediately adjacent common areas only. It is not possible to comment on the condition of other parts of the building or on any potential liability for defects in such parts.
- 2.7 In preparing the report, unless otherwise stated, the following assumptions have been made which we are under no duty to verify:
- A. That no deleterious or hazardous materials or techniques were used in the construction of the property nor have since been incorporated.
 - B. That inspections of those parts which have not been inspected would neither reveal material defects nor cause the valuer to alter the valuation materially.

Condition

- 2.8 An overview of the condition of the property is described within the report.

General Remarks

- 2.9 For loan security purpose, within each report, significant defects or items requiring urgent attention will be brought to your attention. We will also advise if a retention is required or a condition of the mortgage advance is recommended.

Significant Issues

- 2.10 We would refer you to the main body of the report for details of repair liabilities. Where appropriate, we have highlighted significant issues which require immediate attention or issues which will have an adverse affect on value. Should this be the case, we have factored these considerations into our reported Market Values.

- 2.11 Properties built prior to the 1960s in particular are susceptible to dampness, timber decay and attack by wood boring beetle infestation. We have reported only on any obvious serious problems that might affect value. Otherwise we recommend that the property is regularly inspected and maintained to ensure that it is kept from these defects, and this is a matter that should be addressed under the general maintenance and management of the building.
- 2.12 We may report that the building has areas of flat roof. Flat roofs, particularly those with a felt covering, have a limited life and are prone to failing suddenly and therefore require regular inspection, maintenance and cyclical renewal.

Structural Condition

- 2.13 Building, structural and ground condition surveys are detailed investigations of the building, the structure, technical services and ground and soil conditions undertaken by specialist building surveyors or engineers and fall outside the normal remit of a valuation. Since we will not have carried out any of these investigations, except where separately instructed to do so, we are unable to report that the property is free of any structural fault, rot, infestation or defects of any other nature, including inherent weaknesses due to the use in construction of deleterious materials. We do reflect the contents of any building survey report referred to us or any defects or items of disrepair of which we are advised or which we note during the course of our valuation inspections but otherwise assume properties to be free from defects.
- 2.14 We have reported on any obvious structural movement that may be significant, progressive or require further investigation.

Ground Conditions

- 2.15 We assume there to be no unidentified adverse ground or soil conditions and that the load bearing qualities of the sites of each property are sufficient to support the building constructed or to be constructed thereon.

Services

- 2.16 We have not tested any of the services within the property but made a visual inspection of those which are connected.
- 2.17 Specific details relating to the mains services of the property have been described within the valuation report.
- 2.18 We assume that all service installations are tested including by approved NICEIC and Gas Safe Registered contractors and that all recommendations and statutory requirements are fully implemented.
- 2.19 We emphasise that we have not undertaken a building survey of the property and should you require a more detailed report upon the mechanical and electrical equipment, a further inspection and report will be necessary. Our valuation assumes that all electronically operated or electronically controlled equipment at the property is not or will not be adversely affected by any computer virus or date related programming problems.
- 2.20 With respect to properties which have comfort cooling/air-conditioning, regulations for the installation, maintenance and re-filling of air conditioning plants have become more complex and restrictive in recent years. We have not inspected or tested the plant to confirm whether it works satisfactorily or whether it complies with all current legislation.

Accommodation

- Measurement**
- 2.21 All areas are approximate only and unless indicated otherwise have been measured in accordance with RICS Property Measurement, First Edition, on a Gross Internal Area (GIA), Net Internal Area (NIA) or Gross External Area (GEA) basis.
 - 2.22 We have measured the property using a Disto electronic measuring device, accurate to +/- 5mm up to 60m.
 - 2.23 The accommodation description is summarised within the report.
 - 2.24 The valuation given does not include any chattels or contents within the property.

3. Tenure & Tenancies

Legal Title

- 3.1 We have assumed a good and marketable title and that all documentation is satisfactorily drawn. We further assume that there are no unusual outgoing, planning proposals, onerous restrictions or local authority intentions which affect the property, nor any material litigation pending.
- 3.2 We recommend that our understanding of all legal title issues is referred to your legal advisers for their confirmation that our understanding is correct.
- 3.3 If any matters come to light as a result of your legal adviser's review of these issues, we request that these matters are referred back to us as this information may have an important bearing upon the values reported.
- 3.4 We have not been provided with a Report on Title (ROT) and have, therefore, made various assumptions for the purposes of the valuation reported herein. If a ROT is produced we will be pleased to review and advise accordingly.
- 3.5 We emphasise that we are not Solicitors, and our observations are subject to verification by the Bank's appointed legal advisers in their formal Report on Title.

Tenure

- 3.6 We will usually inspect Office Copy entries relating to the property. Instances of uncertainty or anomalies will be raised within the report.

Freehold

- 3.7 Where the property has been identified as freehold, we have assumed that the freehold interest is free from any encumbrances, unduly onerous or unusual easements, rights of way, rights of light, restrictions, outgoing or conditions which would have an adverse effect upon the value of the property.

Leasehold

- 3.8 In the absence of a copy lease, we have assumed that normal covenants and liabilities devolve upon the lessee.
- 3.9 We are not aware of the current passing ground rents or service charges but have assumed they are commensurate for the respective property type and location.
- 3.10 Where it is identified as being leasehold, we have assumed that the leasehold interest is free from any encumbrances, unduly onerous or unusual easements, rights of way, rights of light, restrictions, outgoing or conditions which would have an adverse effect upon the value of the property.

- Short Leasehold**
- 3.11 Leasehold interests approaching or below 80 years are considered short and these properties will continue to be a depreciating asset until such time as the lease is extended. Legal advisers should ensure that the lease can be extended subject to the Commonhold and Leasehold Reform Act 2002.
 - 3.12 Where this is the case the valuation takes into account the effect of the diminution in value as a result of the term unexpired and how these would be treated by lenders, for loan security purposes.
 - 3.13 Our assumptions relating to tenure should be verified by your legal advisers. If they prove incorrect any variation may have a material impact on value and should be referred back to us for further comment.

Tenancies

- Inspection of Tenancy Agreements**
- 3.14 The report will confirm if an Assured Shorthold Tenancy 'AST', occupational agreement, commercial lease or other form of tenancy agreement has been provided.
- Provided**
- 3.15 Where documentation is provided, the Assured Shorthold Tenancy 'AST' / Commercial Lease / Occupational Agreement or tenancy agreement's salient terms will be summarised.
 - 3.16 Adverse or onerous terms, conditions, or covenants which would affect value will be highlighted and commented upon. We emphasise that we are not Solicitors, and our observations in this regard are subject to verification by your legal advisors.
- Not Provided**
- 3.17 In the absence of tenancy documentation, we have relied upon information provided to us by your Customer.
 - 3.18 In this instance, we assume that the AST/Commercial Lease or other form of tenancy agreement is in usual form, with no onerous terms, conditions, covenants which would affect value.
 - 3.19 We advise that all information and assumptions relating to the tenancies are verified by your legal advisors. If they prove incorrect any variation may have a material impact on value and should be referred back to us for further comment.

Covenant Strength

- 3.20 We reflect our general appreciation of potential investors' likely perceptions of the financial status of tenants. We do not, however, carry out detailed investigations as to the financial standing of tenants, except where specifically instructed, and assume, unless informed otherwise, that in all cases there are not significant arrears of payment and that tenants are capable of meeting their obligations under the terms of leases and agreements.
- 3.21 It is beyond the scope of our expertise to give any guarantees in respect of the financial credibility and grading of the commercial tenant. We recommend that the lender, purchaser or investor undertakes its own due diligence and satisfies themselves in this regard.

4. Statutory & Legal Matters

Planning Enquiries

- 4.1 Enquiries of the relevant Planning and Highways Authorities in respect of matters affecting the property, where considered appropriate, are normally only obtained verbally or from a Local Authority website. Written enquiries can take several weeks for response and incur charges. Where reassurance is required on planning matters, we recommend that formal written enquires should be undertaken by the client's solicitors.
- 4.2 These enquiries should not be taken as comprehensive searches and information on the relevant website is assumed to be both accurate and up to date. We recommend that a formal planning enquiry should be made via your legal advisors.
- 4.3 Unless specifically highlighted within the valuation report, for the purpose of our valuation, we have assumed that the property benefits from planning permission and building regulations for its current layout, configuration, conversion, extension and use. We further assume that the premises comply with all relevant statutory requirements including fire and building regulations
- 4.4 In the case of properties built within the last ten years, we have assumed that the customary 10 years NHBC, Zurich or identical cover is in place and that all necessary statutory consents have been obtained and complied with for the development.

- Planning History** 4.5 Where available, planning history relating to the property will be provided within the valuation report.
- Alterations** 4.6 Internal alterations, extensions or conversions will be described within the individual valuation reports.
- Significant Matters** 4.7 Where suspected, instances of uncertainty or anomalies relating to planning or statutory regulations will be highlighted. This section of the valuation report will highlight any adverse planning related matters which may affect our reported values, for example this may include instances where there may be a suspected breach of planning permission.
- Enforcement** 4.8 For the purposes of our valuation, we assume that there are no outstanding statutory enforcement notices. Your legal advisors should confirm should also confirm the same.
- Planning Restrictions** 4.9 Unless specifically mentioned within the valuation report, it is assumed that the property is not listed as a building of historical or architectural importance. We further assume that it is not situated within a conservation area.

Highways & Access

- | | | |
|---|------|---|
| Highways | 4.10 | Unless stated otherwise, we understand from enquiries of the Highways Authority that the property is situated on a made up road, which is adopted and maintainable at public expense. |
| Access | 4.11 | We assume the property benefits from good access. We further assume that the property is not affected by any encumbrances relating to rights of way. |
| Shared Drives / Services Roads/ Communal Areas | 4.12 | Where a shared drive is brought to attention, a service road exists or communal areas are highlighted, solicitors may wish to investigate its ownership, rights of way and joint liabilities with respect to maintenance. |
| Residential Blocks | 4.13 | We assume appropriate rights of way exist over communal access areas and maintenance is covered by way of a service charge. |

Rating Assessment

- 4.14 Information relating to Council Tax bands or Rateable Values has been obtained via The Valuation Office Agency, and is presented within the valuation report.

Registration & Licences

- 4.15 Unless specifically highlighted within our valuation report, we understand that no licences are required from the Local Authority for the current occupations.
- HMO Specific Legislation** 4.16 Information relating to HMO licensing will be provided, if applicable, within the valuation report.

Fire Safety Legislation

- 4.17 The Fire Regulatory Reform (Fire Safety) Order 2005 came into effect on 1st October 2006 and replaces most fire safety legislation.
- 4.18 The FSO applies to all non-domestic premises in England and Wales, including the common parts of blocks of flats and houses in multiple occupation (HMOs).
- 4.19 Under this legislation, a "responsible person" must now carry out a "Fire Risk Assessment" (or otherwise ensure one is carried out by a suitably qualified person).
- 4.20 We are not aware if a Risk Assessment has been undertaken. We recommend that the need to commission such an assessment and the implementation of its recommendations should be drawn to the attention of the customer.

Equality Act (Commercially Used Premises Only)

- 4.21 The Equality Act 2010 came into effect on 1st October 2010 and replaces previous legislation concerning discrimination, much of which was contained within the Disability Discrimination Act 1995.
- 4.22 A service provider or property owner is required to take reasonable steps to remove or alter any feature of a property that makes it impossible, or unreasonably difficult, for a disabled person to make use of the services of the property.
- 4.23 The definition of disability is wide ranging and the assessment of a building for this purpose is beyond the scope of this report.
- 4.24 This matter should be brought to the customers' attention as non-compliance could result in civil proceedings.
- 4.25 In order to properly assess what steps if any need to be taken to ensure that the property is compliant with the Act, we advise that an Access Audit is undertaken so that any deficiencies are correctly identified. We would be happy to comment on the contents of the report and likely effect, if any, on the property's value.
- 4.26 We have not carried out or commissioned any investigations to determine whether or not the property complies with the above requirements nor have we made any allowance for the cost of compliance works.

Asbestos at Work Regulation (Commercially Used Premises Only)

- 4.27 Obligations within the Control of Asbestos Regulations 2012 require every "dutyholder" of non-domestic premises to assess whether asbestos is, or is liable to be, present; to prepare and implement a plan for managing any risks arising; and to review and revise the plan as necessary. A "dutyholder" is any person with any extent of responsibility for the maintenance or control of the whole or part of the premises.
- 4.28 The legal requirement to commission such a report in accordance with the Regulations from a suitable qualified and insured professional, individual or company and the need to implement its recommendations, should be drawn to the attention of the customer.
- 4.29 We have not been informed of whether or not a full survey or register has been prepared and would recommend that the Client's solicitor clarifies this.

Asbestos (Residential Premises)

- 4.30 Properties built after the 1940s and prior to the late 1980s in particular often contain asbestos based materials within their construction and the material might be found in such items as textured wall or ceiling finishes, floor tiles, wall, duct or door panels, electric heaters, some water tanks, lagging, and bath panels etc. Unfortunately, it is not always possible to identify asbestos based materials on a purely visual inspection. Further advice on asbestos may be obtained from the local environmental health officer.

Health & Safety

- Residential Premises**
- 4.31 The letting of residential property requires compliance with strict health and safety standards by both owners and managers. The failure to comply can lead to civil and even criminal prosecutions. The requirements placed on the owners of let residential property include, but are not limited to:-
- 4.32
- Furniture & Furnishings (Fire) (Safety) Regulations 1988
 - Gas Safety (Installation and Use) Regulations 1998
 - Electrical Equipment (Safety) Regulations 1994
 - Housing Fitness Standards
 - Housing Health & Safety Rating System under the Housing Act 2004
- Commercial Premises**
- 4.33 All occupiers should be aware that Health and Safety requirements differ greatly according to how the premises are used. We have not made enquiries to ascertain the appropriateness of the premises for their current/proposed use or to confirm compliance with regulations.
- 4.34 We have assumed for the purposes of our report that there are no outstanding improvement notices served under appropriate legislation.
- 4.35 We have assumed in our valuation that all regulations have and will be complied with.
- The Smoke and Carbon Monoxide Alarm (England) Regulations 2015**
- 4.36 At the time of our inspection, we did not test any alarms or installations as this is beyond the scope of our instructions. We recommend that the Bank's legal advisers obtain confirmation from the customer that if the property is to be let, that it is fully compliant that the customer will ensure that these obligations on the landlord continue to be met.
- In arriving at our opinion of value we have assumed continuing compliance with the legislation.

Energy Act 2011

- EPC Ratings**
- 4.37 The EPC ratings provided within our valuation report have been sourced from data published by Department of Communities and Local Government, on www.ndepcregister.com (commercial premises) and www.epcregister.com (residential premises). We will indicated within our report if we have been unable to obtain an EPC Certificate/rating.
- 4.38 Since 1st October 2008, all owners of residential and commercial property are required to produce an Energy Performance Certificate (EPC) when the property is either sold or let.
- 4.39 EPCs give information on a buildings energy efficiency on a sliding scale from 'A' (very efficient) to 'G' (least efficient), as well as providing recommendations as to how to improve these ratings.
- 4.40 The Energy Act 2011 includes provisions that will outlaw the letting of residential and commercial properties with 'F' and 'G' EPC ratings by no later than 1 April 2018. This is unlikely to affect our opinion of value at the current time.
- 4.41 For properties which have 'F' or 'G' ratings it is likely that capital expenditure will be required to maintain their marketability under the Act. We have not made an allowance in our valuation for this potential capital expenditure.

5. Environmental Considerations

Flooding

- 5.1 We have undertaken online research via the Environmental Agency website and summarise our findings within the report.
- 5.2 We have made an assumption that building insurance is available on "normal" terms.

Contamination

- 5.3 Investigations into environmental matters would usually be commissioned from suitably qualified environmental specialists.
- 5.4 Unless any concerns are specifically raised within our valuation report, from our basic enquiries and from our inspection of the property and the respective surroundings, we have no reason to believe that contamination is present. Our views as to value therefore assume that the property is unaffected. However, should it be established subsequently that contamination exists at the property, or on any neighbouring land, or that the premises have been put to any contaminative use, this might reduce the value now reported.
- 5.5 We are not environmental specialists and therefore we do not carry out any scientific, investigations of sites or buildings to establish the existence or otherwise of any environmental contamination, nor do we undertake searches of public archives to seek evidence of past activities which might identify potential for contamination. Where contamination is suspected or confirmed, but adequate investigation has not been carried out and made available to us, then the valuation will be qualified by reference to appropriate sections of The Red Book.
- 5.6 With regard to new properties or those built within the last 30 years, we have assumed that any necessary remedial land decontamination works were properly completed prior to the development commencing.

Plant Life

- 5.7 Unless specifically stated, at the time of inspection no obvious evidence of any harmful vegetation was found at any of the property.
- 5.8 We recommend regular inspection and maintenance of plant life, to prevent any potential harm to the stability of the building.
- 5.9 However, the presence of knotweed can be temporarily disguised by cutting it back to ground level and we cannot warrant that it is not present. On large sites or sites with inaccessible areas, again we cannot warrant that no invasive plants are present.
- 5.10 Trees may be present close to the building. The effect of trees on the structure or services of the building will depend on their size, proximity, species, maturity, weather conditions and whether the subsoil is of a shrinkable nature. We have only specifically reported where we believe the tree(s) to be a significant hazard. We recommend generally that trees are regularly pruned and pollarded to prevent them from increasing in size.

Radon

- 5.11 The property is in a part of the country where there is a low to medium likelihood of radon posing a potential risk to health. A specific test is advised if certainty is required in this regard.

6. Comparable Evidence & Market Analysis

Comparable Evidence

- 6.1 Where comparable evidence information is included in our report, this information is often based upon oral enquiries and its accuracy cannot always be assured, or may be subject to undertakings as to confidentiality. However, such information will only be referred to where we have reason to believe its general accuracy or where it is in accordance with expectation. In addition, we have not inspected comparable properties.
- 6.2 We have carried out our usual research and enquiries and had discussions with leading local agents and analysed the existing market commentaries and data in determining our opinion as to the applicable Market Value 'MV' & Market Rent 'MR' of the subject properties. Information has also been sourced from our own internal records.
- 6.3 Secondary evidence has been drawn from properties which are on the market and have not yet legally exchanged contracts.
- 6.4 In arriving at our opinion of Market Rent & Market Value we have had reference to the comparable evidence summarised within the valuation report. We have taken into account the location, size, specification and condition of the property and have had to make adjustments to account for fluctuations within the market and other material factors. We should point out that rental levels achieved may vary depending on the term of letting, covenant strength and any services provided.
- 6.5 In the case of the leasehold interests, where the leases have less than 80 years remaining, we have attempted to access evidence of similar units with short term leases. As we have found no such transaction evidence, we have relied on our own experience of leasehold enfranchisement.

Market Commentary & Economic Overview

- 6.6 An excerpt from a recent RICS Property Market Survey is appended to our valuation report.
- 6.7 It should be noted that this supplement is included for 'general' information only and is aimed to provide the lender a glance of the overall notable market overview, comments within the report should not form the basis of any formal decision. Being a general report, the material does not necessarily represent the view of Belleveue Mortlakes in relation to specific properties or projects and no responsibility can be accepted by Belleveue Mortlakes resulting from the contents of the document.
- 6.8 Our market analysis has been undertaken using market knowledge within Belleveue Mortlakes, enquiries of other agents/property professionals, searches of property databases, the RICS, Council of Mortgage Lenders, IPD as well as other published sources/research.

7. Valuation

Methodology

- 7.1 Our valuation has been undertaken using appropriate valuation methodology and our professional judgement.

Comparative Method

- 7.2 Where indicated within our report, in determining our opinion of Market Value & Market Rent of the property, we have made our assessment on the basis of a collation and analysis of appropriate comparables. With the benefit of such transactions we have then applied these to the property, taking into account size, location, aspect and other material factors.

Residential Blocks

- 7.3 Where a house has been converted into self-contained flats, in line with its permitted planning permission for the conversion, or we are providing a valuation of a purpose built block of flats, our aggregate Market Value of the individual flats is based on the assumption that each flat can be sold off separately subject to a long leasehold interest (125 years) at nominal ground rent with appropriate service charge provision.

Short Leasehold Interests (<80 years Unexpired)

- 7.4 A leasehold term approaching or below 80 years unexpired is considered short and the property will continue to be a depreciating asset until such time as the lease is extended.
- 7.5 We will attempt to access evidence of similar flats with short term leases, however this may not be readily available. Where there is a lack of direct comparables of this nature we will assess the Market Value of the property assuming it were to be sold with a long leasehold interest and make appropriate adjustments via published relativity graphs.

Investment Method

- 7.6 Where indicated within our report, we have valued the property by way of an Investment Approach as this is the basis upon which such properties are bought and sold. In arriving at our valuation we have had regard to the rental value of the property. We have taken into consideration investment returns determined by direct comparison with yields obtained on comparable property transactions as well as other forms of investment.
- 7.7 We have also had regard to the Direct Capital Comparison method of valuation with regard to assessing any residential accommodation, which may form part of a mixed use property.

Residual Method

- 7.8 Where indicated within our report, in determining our opinion of the Market Value (MV) of the property we have adopted the residual method of valuation taking into account the benefit of the planning permission, carrying out a valuation of the completed building and then making an allowance for the cost of construction together with fees and the cost of finance plus an allowance for developers profit. To assist with our valuation, we have utilised an industry recognised residual development valuation package which enables a full sensitivity analysis to be carried out.
- 7.9 Where our instruction requires us to have regard to build cost information, for example in the valuation of properties with development potential, we strongly recommend that you supply us with build cost and other relevant information prepared by a suitably qualified construction cost professional, such as a quantity surveyor. We do not hold ourselves out to have expertise in assessing build costs and any property valuation advice provided by us will be stated to have been arrived at in reliance upon the build cost information supplied to us by our client or their customer. In the absence of any build cost information supplied to us, we may have regard to published build cost information. There are severe limitations on the accuracy of build costs applied by this approach and professional advice on the build costs should be sought by you. The reliance which can be placed upon our advice in these circumstances is severely restricted. If you subsequently obtain specialist build cost advice, it is recommended that we are instructed to review the advice.

Planning Irregularities

- 7.10 In instances where we have highlighted that the building does not benefit from planning permission and usual statutory regulations for its existing configuration or use, our valuation will be based on the permitted use, after making appropriate allowances/deductions for costs associated with re-instatement works.

Valuation Bases & Definitions

Market Value 7.11 Market Value is defined within RICS Valuation Standards as:

"The estimated amount for which a property should exchange on the date of valuation between a willing buyer and a willing seller in an arm's-length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion."

Market Rent 7.12 The basis of valuation for our opinion of rental value is Market Rent. This is defined in RICS Valuation Standards as:

- 7.13 "The estimated amount for which a property, or space within a property, should lease (let) on the date of valuation between a willing lessor and a willing lessee on appropriate lease terms in an arm's-length transaction after proper marketing wherein the parties had acted knowledgeably, prudently and without compulsion."

Disposal Costs and Liabilities

- 7.14 No allowance is made in our valuation for expenses of realisation or for taxation which may arise in the event of a disposal and our valuation is expressed as exclusive of any VAT that may become chargeable. Properties are valued disregarding any mortgages or other charges.

Building Reinstatement

- 7.15 We are not aware of the current level of building reinstatement insurance cover and therefore cannot comment upon the adequacy of same, however we would recommend that the property be insured for a minimum sum, as reported.
- 7.16 This sum allows for full reinstatement, professional fees and VAT but excludes any allowance for inflation, and should accordingly be updated on an annual basis to keep pace with rising costs.
- 7.17 Where the properties form part of a larger structure (i.e. block), the building insurance figure provided is for the subject property only and given solely as a guide as it is assumed that the building as a whole is insured under a single policy.
- 7.18 We would emphasise that the figures detailed in our report is our estimate of the cost of rebuilding the premises and bears no direct relationship to current market value. The figure given is for guidance only and does not comprise a formal fire insurance valuation of this property.
- 7.19 Our reinstatement assessment should be compared with the owner's and if there is a material difference, then a full reinstatement valuation should be considered.

Building Insurance

- 7.20 Our valuation assumes that the property would, in all respects, be insurable against all usual risks including terrorism, flooding and rising water table at normal, commercially acceptable premiums.

APPENDIX 3





Q2 2019: UK Commercial Property Market Survey

Retail pressure shows no signs of abating

- Rents and capital values expected to fall further across prime and secondary retail markets
- Demand continues to outstrip supply in the industrial sector
- Slim majority of respondents feel the market is in a downturn

The Q2 2019 RICS UK Commercial Property Market Survey results show the well established trends of recent quarters remain firmly in place. Indeed, the retail sector continues to display firmly negative sentiment in the face of the structural shift towards increased online spending. Meanwhile, solid demand growth is still being reported across the industrial sector, with this pattern evident across all parts of the UK.

In terms of the occupier market, the tenant demand indicator remained in negative territory for a fifth quarter in succession at the headline level. Even so, the net balance reading of -59% in the retail sector was again responsible for pulling the all-sector average below zero. In the office sector, respondents cited little change in occupier demand over the quarter, while tenant enquiries for industrial space continue to rise smartly.

Given this, the availability of vacant industrial space fell back once more during Q2, although the pace of decline has slowed over the past year. At the same time, the availability of office space edged up for a third successive report. Unsurprisingly, the retail sector posted the most significant rise in availability, with a net balance of +52% of survey participants reporting an increase (the most elevated figure since Q2 2009). As a result, both retail and office landlords raised the value of incentive packages on offer to tenants, with the increase most pronounced for the former.

At the headline level, near term rental expectations were broadly unchanged compared with Q1 (net balance -7% compared with -9% previously). As such, this measure continues to suggest all-sector rents will dip marginally over the coming months. That said, all of the negativity is stemming from the retail sector, which posted a net balance of -53%, while the outlook appears relatively flat for office rents (net balance +2%). Meanwhile, contributors envisage the industrial sector delivering further solid near term rental growth.

Regarding the next twelve months, respondents continue to foresee prime industrial rents rising by roughly 3%, with expectations for secondary slightly more modest, standing around 1.5%. For prime offices, approximately 2% rental growth is expected, while the outlook remains flat to marginally negative for secondary office rents. On the same basis, prime and secondary retail rents are seen falling by around 3.5% and 7% respectively.

When disaggregated, the results show a similar contrast between the prime and secondary office sectors in London. Whereas prime office rents are seen increasing by 1.5% across the capital over the next twelve months, rents for secondary office space are seen falling by 1%. Elsewhere, the

regional outlook remains very similar to that at the national level, with both prime and industrial sector rents expected to rise right across the UK. At the other end of the spectrum, rental expectations for the retail sector (both prime and secondary) remain comfortably negative within all areas.

In each quarter since the Brexit vote took place, survey participants have been asked if they have seen any evidence of firms looking to relocate at least some part of their business as a result. In Q2, 32% stated they had seen evidence of this, unchanged from Q1, but up from 23% six months ago. Going forward, a slim majority (52%) of respondents nationally do expect relocations to occur although this will very much depend on how the Brexit process unfolds from this point.

In terms of investor demand, the headline net balance came in at -9%, slightly less negative than in Q1 (-15%). Beneath this figure, growth in the industrial sector was offset by a fall in demand for retail units, while the trend was flat for offices.

For the third quarter in a row, demand from overseas investors fell, to a greater or lesser degree, across all areas of the market. Alongside this, the supply of property available on the sales market held steady at the headline level, although an increase was reported across the retail sector.

Over the next twelve months, respondents foresee further solid growth in capital values across the prime industrial and office sectors. Secondary industrial assets are also anticipated to chalk up further, albeit modest, gains although the outlook is broadly flat for secondary offices. In contrast, retail capital value projections remain entrenched in negative territory.

From a regional perspective, the East Midlands, along with Scotland and Northern Ireland returned the most elevated expectations for capital value growth in the prime office sector. At the same time, the East Midlands, Scotland and the West Midlands display the firmest assessment on the outlook for prime industrial values for the coming year. Conversely, retail capital values are anticipated to decline at the sharpest pace in the North East and Greater London in the next twelve months.

Meanwhile, 53% of respondents nationally feel the market is in some stage of a downturn (with this proportion virtually unchanged over the past three quarters). The share of contributors taking this view is slightly higher in London, at 63%. Nevertheless, over 50% of respondents also feel the market is turning down in the East Midlands, East Anglia, Scotland, the South East and the South West. Nevertheless, the overall outlook for the market is still consistent with a 'soft landing' at this stage.