

# Appendix 1 – Project Specification

## **REQUIREMENTS**

### **Introduction and Scope**

Stoke-on-Trent City Council are in the process of preparing a new Local Plan. This will replace the current adopted Newcastle-Under-Lyme and Stoke-on-Trent Joint Core Spatial Strategy, 2009 and the saved policies in the Stoke-on-Trent City Plan 2001.

The Council has recently consulted on the Issues and Options affecting the plan area and is due to consult on a draft plan (Preferred Options) towards the end of 2023.

The Council are therefore considering all evidence base documents in order to ensure that the evidence underpinning the Local Plan is robust and reflective of the new plan period to 2040. As such, the council wishes to commission an evidence-based whole plan viability assessment to support and underpin the development of new local plan policies and site allocations which is consistent with the requirements of the National Planning Policy Framework (NPPF) and the Planning Practice Guidance (PPG). The purpose of the commission will be to provide evidence that will validate plan wide and site specific policies to ensure that the emerging policies are realistic and that the cumulative costs of relevant policies will not undermine the delivery of the plan.

### **Local Plan Context**

Stoke-on-Trent is a city and unitary authority area in Staffordshire, with an area of 36 square miles (93 km<sup>2</sup>). Commonly known as the Potteries, it was formerly and primarily an industrial conurbation. The six towns which make up the City of Stoke-on-Trent are Burslem, Fenton, Hanley, Longton, Stoke-upon-Trent and Tunstall.

Stoke-on-Trent occupies a strategically advantageous position between the major urban centres of Manchester and Birmingham and alongside national transport corridors linking the South – East and the Midlands to the North West. There are excellent transport links to both cities and London via the West Coast Mainline, and the M6. The A500 and the A50 provide east-west transport accessibility to locations such as Crewe, Nantwich, Uttoxeter, Derby, Nottingham and the M1. The Crewe-Derby-Nottingham rail line also provides access to key destinations.

In recent years there have also been a huge growth in small and medium enterprises (SME's) in the area which has seen a significant change in the economic base. Traditional heavy industries in the plan area have given way to more modern types of industry, such as advanced manufacturing, service industries, research and development, storage and distribution and high technology industries. Large-scale former industrial sites within Stoke-on-Trent's urban area are being redeveloped quickly supported by incentives such as the Ceramics Valley Enterprise Zone.

Stoke-on-Trent has a total population of 256,375 (2019 MYE). Going forward there will be a continuous increase in the number and proportion of persons aged 65+. This age group represented 17.2% of Stoke-on-Trent's population in 2019 and is projected to be 20.4% by 2043. Stoke-on-Trent continues to experience significant levels of domestic out-migration while at the same time experiencing significant levels of international in-migration and natural change (births less deaths).

Stoke-on-Trent is characterised by high levels of deprivation and is currently ranked the 14th most deprived local authority (out of 317) in England (based on the 2019 Index of Multiple Deprivation). The most deprived areas of the city are located around the wards of Tunstall, Burslem Central, Etruria and Hanley, Bentilee and Ubbertley, and Blurton West and Newstead. Over 136,200 people in the city live in areas classified as being among the top 20% most deprived in England, which is over 53% of the total population. This means that 5 out of every 10 people in Stoke-on-Trent are living in the most deprived areas of the country (compared with 2 out of 10 nationally). Conversely, only 7.9% live in the three least deprived groupings in the country; compared to a 'norm' of circa 30%.

The GCSE data for 2019 shows that 58.8% of pupils achieving a standard (grade 4-9) pass and 35.5% of pupils achieved a strong (grade 5-9) pass in English & Maths GCSE. This compares to nationally 60% achieving a standard (grade 4-9) pass and 40% of pupils achieved a strong (grade 5-9) pass.

Life expectancy for men at birth is 76.4 years (significantly lower than the national average; 79.6 years) and the gap is increasing. For women, average life expectancy at birth is 80.3 years (also significantly lower than the England average; 83.2 years). Infant mortality rates (another key indicator of population health rates) are significantly worse than the England average (at 7.9 compared to 3.9 per 1,000 live births) (Staffordshire Observatory, 2018). Teenage conceptions, smoking related deaths and obesity are also local Public Health priorities and positive progress is being recorded over recent years.

### **Scope, Methodology and Specification**

The methodology used by the consultants should reflect recognised guidance in the National Planning Policy Framework (NPPF) and Planning Practice Guidance (PPG) and should appropriately reflect any relevant planning viability guidance and best practice including that produced by the Royal Institute of Chartered Surveyors. In setting out the proposed methodology, consultants will be required to demonstrate and describe how their proposed methodology meets the above requirement and has been tested for robustness at Examination in Public and through the development management process.

The Assessment will:

- i. Define site typologies to determine and understand viability - The list of typologies to be tested will be based on the type of sites that are likely to come forward for development over the plan period. This will be informed by the emerging site allocations and site assessment document. The Council will also provide additional information based on planning applications that have come forward over the last couple of years. The typologies therefore considered by the council at this stage include the following:
  - *Location (North, Central & South of the city?)*
  - *Brownfield/ greenfield*
  - *Size of site (0 – 10) (11 – 50) 50 – 100 and 100+????*
  - *Current and proposed use or type of development*

Please note, the typologies above are not finite and further discussion and agreement with the successful consultant will be undertaken to draw on professional expertise.

- ii. Assess the impact of relevant emerging Local Plan policies on site viability as they apply to each site typology. Average costs and values should be used to make assumptions about how the viability of each type of site would be affected by the emerging relevant Local Plan policy requirements. The outputs of the Assessment will include recommendations on what might be an appropriate benchmark land value and policy requirement for each typology.
- iii. Undertake a more detailed assessment of key sites on which the delivery of the Local Plan relies (These will be clarified and identified by SOTCC). The sites included will be those sites that will provide a significant proportion of the proposed supply for the plan period or may be within key regeneration areas.

In ensuring that the Viability Assessment is robust and defensible, it must be undertaken in line with National Planning Guidance.

It should therefore consider the following:

- The document should be proportionate, clear and transparent
- Be supported by appropriate available evidence which has been informed by engagement – This is a key element of the commission and therefore consultants are required to set out how effective engagement with landowners, agents and developers etc will be conducted, taking account of the requirements of the PPG. Consultants therefore are required to demonstrate their experience in this area giving examples of outcomes and how effective they have been. Engagement will be required at an early stage before the main element of viability testing takes place. This is to ensure that matters such as development typologies, site specific issues and cost inputs are reflective of local market conditions.

- An assessment of costs which is based on robust evidence and reflective of Stoke-on-Trent market conditions. The information expected to be considered is set out under Paragraph: 012 Reference ID: 10-012-20180724. This includes:
  - *land values, including the different levels and range of premiums that might be appropriate when taking account of the development typologies and sites that are being tested.*
  - *build costs*
  - *abnormal costs, including those associated with treatment for contaminated sites, listed buildings or costs associated with brownfield land.*
  - *The impact of other known costs of development, for example relevant evidence in the infrastructure delivery plan.*
  - *the total cost of all relevant policy requirements including contributions towards affordable housing and infrastructure.*
  - *general finance costs*
  - *professional, project management, sales, marketing and legal costs incorporating organisational overheads associated with the site.*
  - *project contingency costs*

*(All the above should also be considered when defining benchmark land value).*
- In consideration of the above a benchmark land value should be established on the basis of “existing use value plus” (EUUV+) that is informed by market evidence of current uses, costs and values. This should continue to drawing on the expertise of stakeholders to clarify the assumptions being made.
- Consideration of cost variances over time should be carried out to further futureproof the viability assessment and demonstrate the deliverability of the policies in the event of market changes. Recommendations within the study should be made regarding changes in market signals etc that might trigger the requirement to review the evidence.
- The more detailed assessment of key sites will only be required should the council decide to allocate sites that are of strategic significance to the delivery of the Local Plan as a whole (and have not already been the subject of grant of planning permission). The approach to site specific viability assessments should also adhere to the principles of the NPPF and PPG, including engagement with the site promoters.

The Council will be submitting the Local Plan for Examination, including the Viability Report. The consultant will be required to assist in the drafting of the Hearing Response Statements should there be any queries raised by the Inspector.

The consultant will also be required to attend the Examination in Public to answer any questions on the Viability Report. A day rate for this will need to be included within the fee quote.

If there are any elements that the consultants feel require further analysis and commentary as part of developing a robust viability evidence base to support the Local Plan, then this should be discussed at the earliest opportunity and should be supported with a reasoned justification and associated costs.

### **Outputs**

The inputs and findings of the Viability Assessment should be set out in a report that clearly states what assumptions have been made about costs and values (including gross development value, benchmark land value including the landowner premium, developer’s return and costs). It is also necessary that the inputs/assumptions can be amended easily should any new evidence come to light. There should be sufficient flexibility within the modelling to alter the inputs if required.

An Executive Summary should also accompany the Viability Assessment which succinctly pulls key outcomes and conclusions together from the document. The Viability Assessment will be part of the Local Plan evidence base and therefore will be made publicly available.



## Appendix 2 – Consultees

### Invitees

Bellway  
Claremont Planning  
Persimmon  
Hughes Property Corporation Limited  
Diwan Property Development Ltd  
Eden Valley Properties Ltd  
Forefront Development Consulting Ltd  
Bondcare Ltd  
Derek Davies, Davies & Davies Properties Ltd  
The Richmond Care Group  
Marcus Machine and Tools Limited  
Barratt  
Amstone Developments  
University Hospital of North Staffordshire NHS Trust  
Seddon RDP  
Integrated Health Projects  
Turley  
Chris Kane  
Mansion House Group Ltd and Persimmon  
Homes West  
Home England  
Sutton Venture Group Limited  
Barratt Homes (Manchester)  
Michael Cannon and Owen Kirk, c/o New City  
Vision (Liverpool) Limited  
Mosaic Town Planning  
Walsingham Planning  
Bailey Decal Ltd  
Staffordshire University  
Excel Construction  
Keepmoat Homes  
Lioncourt Homes  
St Modwen Developments Limited  
Peachy Properties Limited  
Davies and Davies Properties Limited  
SOT Housing  
Mr Peter Edwards  
Meena Harshad Parikh  
JMI Planning  
Abode Manchester 2 Limited  
Empire Property Concepts  
Wish Developments Limited  
Bower- Smith  
NS and PK Developments Limited  
Barton Willmore  
Walsingham Planning Limited  
St Modwen Developments Limited  
Bailey Decal Ltd  
Staffordshire Waste Recycling Centre Ltd  
Crescendo Choices  
Sharon Richards  
LNT Care Developments  
St Modwens Strategic Land  
JEDS Investments Ltd  
Adrian Rowlands - Director of Estates  
Wish Developments Limited  
Ford Green House  
Allports Garages Limited  
Portman Gulf Limited  
ADLP Limited  
Leek Road Holdings Limited  
James M. Brown Limited  
Home Universe LTD  
Rayne Holdings Limited  
European Metal Recycling Limited  
A Hussain, M Ramzan Ali and S Nazar  
Bernard Cadman Ltd SSAS and Ms Fiona Cadman  
H&S Developments (SOT) Limited  
Stoke-on-Trent Regeneration Limited  
Ju Developments Limited  
Potclays Limited  
DB Cargo International Limited  
Charles Lewis & Co Limited  
Mahwan Properties Ltd.  
Colgan Property Holdings Ltd  
JTS Developments Ltd  
Hewitt and Carr Architects  
Khan Estates Ltd  
Mosaic Town Planning  
Immakulate Ltd  
SDM Property Group Limited  
Pineways Development Ltd  
Gleeson Homes  
Urban Generation (Cheadle) Ltd  
Dawn Groundworks Limited  
B Cadmand Ltd  
Mr A Khan  
Radworth Architectural Services  
NS & PS Developments (UK2) Ltd  
Stoke on Trent Housing Society Ltd  
Liberty Care Developments Limited  
Mr N Williams  
Samons Architectural Ltd  
Hanley Developments Ltd  
Amstone Developments Limited  
Curran & Sons Ltd.  
Post My Plans  
C/o Radworth Architectural Services  
Seddon RDP Limited  
M1 Investments Ltd  
Thornbury Hall  
OX1 Group  
Club Street Studios Ltd  
Homes England

Les Stephan Planning Ltd  
Gladman  
Planning Prospects Ltd  
Fisher German LLP  
Richborough Estates Ltd  
Avison Young  
Anwyl Housing  
Home Builders Federation  
c/o BJB  
Dolphin Land and Development  
Severn Trent Water Limited  
Copesticks Town Planning on behalf of  
CarShops Limited (Sytner)  
Frost Planning Ltd  
Iceni  
Hourigan Connolly  
Design Construction Management Services  
Ltd  
CT Planning  
University Hospitals of North Midlands NHS  
Trust  
SSA Planning Limited  
Satplan  
Heatons Planning  
Persimmon Homes (North West)  
Fisher German  
CBRE  
David Rudge Associates  
Strutt and Parker  
Barton Willmore  
Persimmon Homes North West  
PWA Planning  
Anchor Hanover Group  
Aspire Housing Limited  
Blue Square Residential Ltd  
Brighter Futures Housing Association Limited  
Bromford Home Ownership Limited

Bromford Housing Association Limited  
Choices Housing Association Limited  
Clarion Housing Association Limited  
Derwent Housing Association Limited  
Empowering People Inspiring Communities  
Limited  
Golden Lane Housing Ltd  
Great Places Housing Association  
Hawes Street Housing Limited  
Heylo Housing Registered Provider Limited  
Hilldale Housing Association Limited  
Honeycomb Group Limited  
Housing 21  
Inclusion Housing Community Interest  
Company  
Midland Heart Limited  
NACRO  
Salvation Army Housing Association  
Sanctuary Affordable Housing Limited  
Sanctuary Housing Association  
Stoke-on-Trent Housing Society Limited  
Teachers' Housing Association Limited  
The Riverside Group Limited  
The Wrekin Housing Group Limited  
Westmoreland Supported Housing Limited  
YMCA North Staffordshire Ltd  
Your Housing Limited  
Adactus Housing  
Housing Plus  
Stafford & Rural Homes  
Trent & Dove Housing  
Walsall Housing Group  
Wulvern (The Guinness Partnership)  
Housing - SOTCC  
Property - SOTCC  
Economic Development - SOTCC  
Levelling up/ Regen - SOTCC

## Attendees

Danny Flynn, YMCA  
Gareth Hine, Trentham  
Ian Cotterill, Louis Taylor  
Marco Abonandi, Kier  
David Byatt, Byatt Oliver Limited  
Robert Eaton, Severn Trent Water  
Carl Copestake, Staffordshire Chamber of  
Commerce  
Sarah Simpson, Staffordshire County Council  
Matthew Hodgkinson, Seddon  
Mark Connell  
Ian Hodgkinson, Hodgkinson Builders  
Alastair Stewart, Persimmon Homes  
Cameron Hyde, Stafford Borough Council  
Dr Janine Bridges-Taylor  
Alan Corinaldi-Knott (on behalf of Barratt  
Homes)

Grant Dinsdale, DLDC Ltd  
Mark Murphy  
Gary Lawrenson, Seddon Construction Ltd  
Rachel Danemann, Home Builders Federation  
Jerry Major, Willmott Dixon  
Roy Horsfall, Willmott Dixon  
Howard Cartwright, SOT Housing Society  
Kazi Hussain - Homes England  
Tracy Lynn - OVI Homes  
Helen Wordsworth - Housing SOTCC  
Janine Taylor (Guest)  
Karen Tsang - Economic Development  
SOTCC  
Alan Hall | Genr8 (External)  
Jack Taylor (External)  
Janine Taylor (Guest)

## Appendix 3 - Consultation Presentation

*The pages in this appendix are not numbered.*





## Local Plan Viability Assessment Consultation Event

20<sup>th</sup> November 2023



Please use the chat icon to ask questions or leave comments



Please raise a hand to ask a question or to make a comment



To avoid sound interference please mute your microphone



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## Agenda

NPPF, PPG and Guidance

– Levelling Up Act and Infrastructure Levy

Methodology

Harman Guidance / RICS Guidance / PPG

Main Assumptions

– Prices

– Costs

– Commercial prices

Modelling

The Viability Test

Moving Forward



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## Local Plan Review

- Development
  - New allocations (maybe Strategic Sites)
- New policies to
  - respond to climate change
  - respond to updated evidence
- Respond to national changes
  - Future Homes Standard / Future Building Standard
  - First Homes 25% of affordable, AHO 10% of all
  - % Biodiversity Net Gain, EV Charging, Accessible and Adaptable (M4(2))



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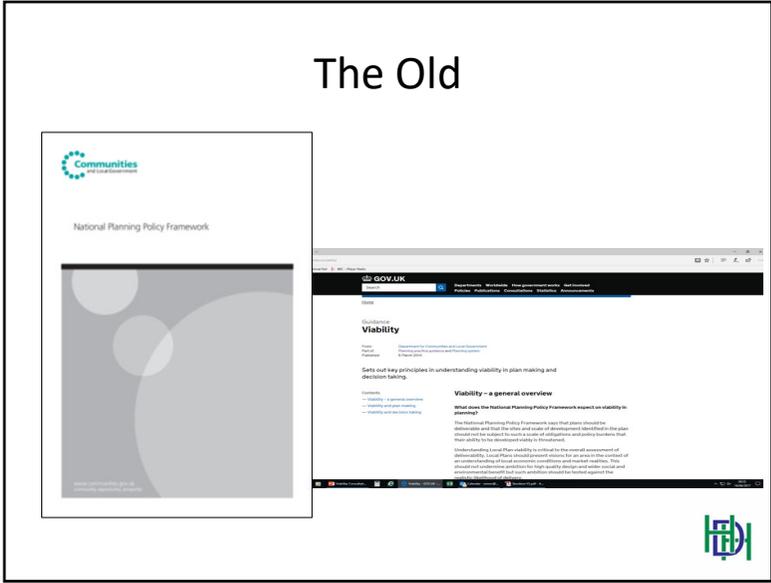
## Key issue

- Delivery of Planned Development
- Reduced scope for viability testing at the Development Management stage.
  - Based on 'changes since the plan was brought into force' and 'should be based upon and refer back to the viability assessment that informed the plan'



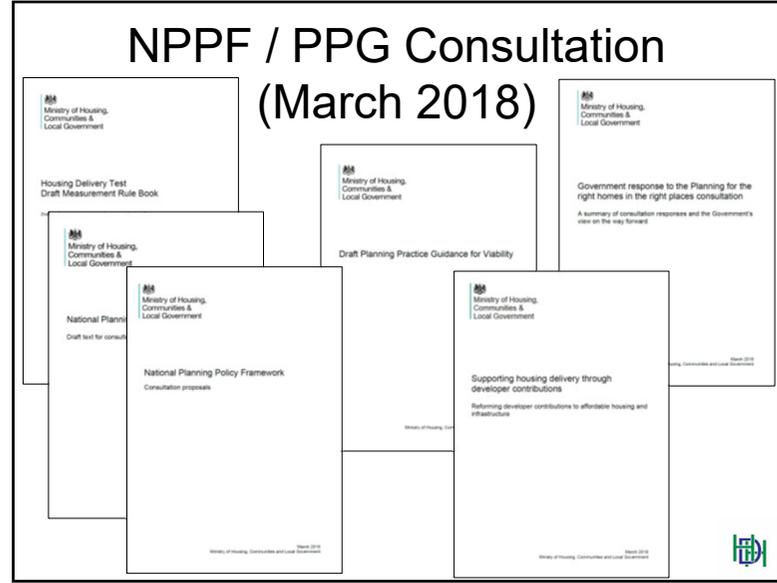
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# The Old



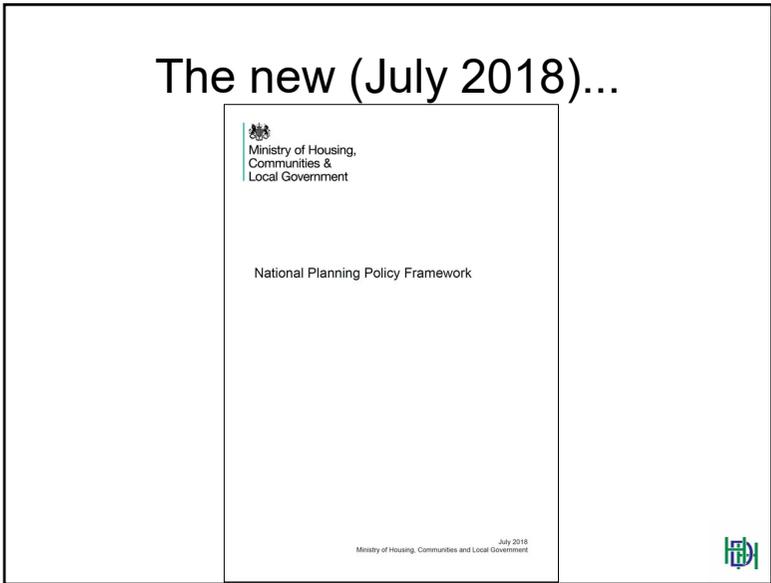
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# NPPF / PPG Consultation (March 2018)



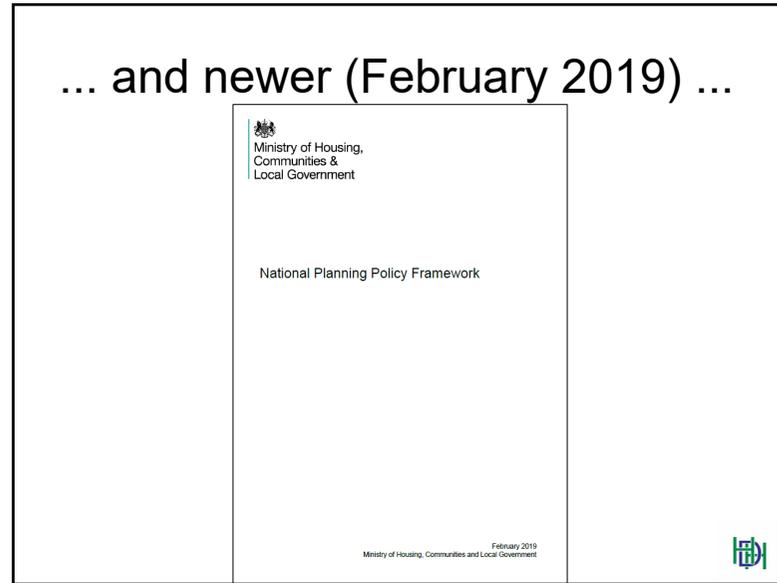
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# The new (July 2018)...



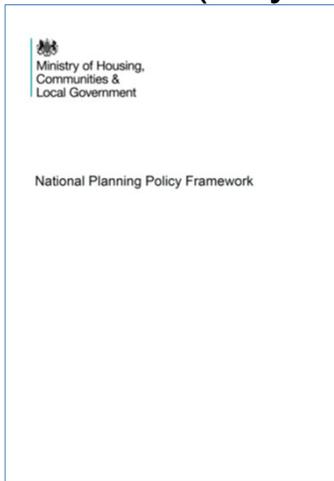
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# ... and newer (February 2019) ...



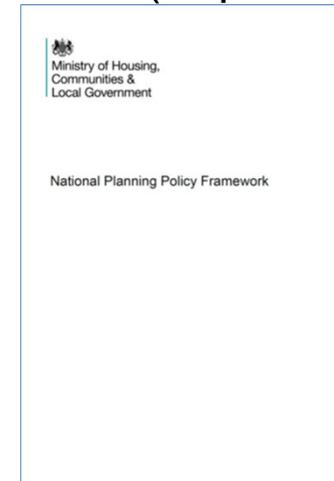
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... and newer (July 2021).



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... and newest (September 2023).



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The Future ..... ?



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2020 White Paper - Viability

**Assessments of housing need, viability and environmental impacts are too complex and opaque:** Land supply decisions are based on projections of household and business 'need' typically over 15- or 20-year periods. These figures are highly contested and do not provide a clear basis for the scale of development to be planned for. **Assessments of environmental impacts and viability add complexity and bureaucracy but do not necessarily lead to environmental improvements nor ensure sites are brought forward and delivered.**

**Local Plans should be subject to a single statutory "sustainable development" test, and unnecessary assessments and requirements that cause delay and challenge in the current system should be abolished. This would mean replacing the existing tests of soundness, updating requirements for assessments (including on the environment and viability) and abolishing the Duty to Cooperate.**

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## 2020 White Paper – Pillar Three

- *Proposal 19: The Community Infrastructure Levy should be reformed to be charged as a fixed proportion of the development value above a threshold, with a mandatory nationally-set rate or rates and the current system of planning obligations abolished.*
- *Proposal 21: The reformed Infrastructure Levy should deliver affordable housing provision*



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## 2022 Queen's Speech

*"A bill will be brought forward to drive local growth, empowering local leaders to regenerate their areas, and ensuring everyone can share in the United Kingdom's success. The planning system will be reformed to give residents more involvement in local development."*

*The main benefits of the Bill would be:*

- ...
- ...
- *Capturing more of the financial value created by development with a locally set, non-negotiable levy to deliver the infrastructure that communities need, such as housing, schools, GPs and new roads.*
- *Simplifying and standardising the process for local plans so that they are produced more quickly and are easier for communities to influence.*



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## Levelling-up and Regeneration Act

### 204G Amount

- (5) For the purposes of subsection (2), IL regulations may make provision about—
- how the level of affordable housing provided in the area is to be measured, and
  - how the level of funding provided by developers is to be measured.
- (4) A charging authority, in setting rates or other criteria, must have regard, to the extent and in the manner specified by IL regulations, to—
- matters specified by IL regulations relating to the economic viability of development (which may include, in particular, actual or potential economic effects of the imposition of IL);
  - (b) matters specified by IL regulations relating to the actual or potential economic effects (including increases in the value of land) of—



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## Infrastructure Levy

17/03/2023, 11:40 Technical consultation on the Infrastructure Levy - GOV.UK

GOV.UK

Emergency Alerts (alerts) Test on Sunday 23 April, 3pm

Home > Technical consultation on the Infrastructure Levy

Department for Levelling Up, Housing & Communities

Open consultation  
**Technical consultation on the Infrastructure Levy**  
 Published 17 March 2023

Applies to England

Contents

- Topic of this consultation
- Privacy Notice
- Executive summary
- Consultation outline
- Introduction
- Chapter 1: Fundamental design choices
- Chapter 2: Levy rates and minimum thresholds
- Chapter 3: Charging and paying the Levy
- Chapter 4: Delivering infrastructure
- Chapter 5: Delivering affordable housing

How to give your views on this consultation and how to contact us for more information or to be consulted on the consultation. See the consultation page.



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## The big change...

<p><b>2012 NPPF</b></p> <p><b>173</b></p> <p>... To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.</p> <p><b>174</b></p> <p>the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle</p>	<p><b>PPG 2018 / 2019</b></p> <p><b>10-009-20190509</b></p> <p>... ensure policy compliance and optimal public benefits through economic cycles...</p> <p><b>10-010-20180724</b></p> <p>and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.</p>
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<p><b>2012 NPPF – Footnote 11</b></p> <p>11 To be considered deliverable, sites should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years and in particular that development of the site is viable. Sites with planning permission should be considered deliverable until permission expires, unless there is clear evidence that schemes will not be implemented within five years, for example they will not be viable, there is no longer a demand for the type of units or sites have long term phasing plans.</p>	<p><b>2021 NPPF – glossary</b></p> <p><i><b>Deliverable:</b> To be considered deliverable, sites for housing should be available now, offer a suitable location for development now, and be achievable with a realistic prospect that housing will be delivered on the site within five years. In particular:</i></p> <ul style="list-style-type: none"> <li>• a) <i>sites which do not involve major development and have planning permission, and all sites with detailed planning permission, should be considered deliverable until permission expires, unless there is clear evidence that homes will not be delivered within five years (for example because they are no longer viable, there is no longer a demand for the type of units or sites have long term phasing plans).</i></li> <li>• b) <i>where a site has outline planning permission for major development, has been allocated in a development plan, has a grant of permission in principle, or is identified on a brownfield register, it should only be considered deliverable where there is clear evidence that housing completions will begin on site within five years.</i></li> </ul>
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## PPG Viability in plan-making

- 10-003 – based on ‘Typologies’
- 10-004 – use average costs and values
- 10-005 – test strategic sites (if any)
- 10-006 – consultation
  
- 10-013 – EUV Plus (it give BLV)



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## Standard Viability Test - Residual Value

**STEP 1**

**Gross Development Value**  
(The combined value of the complete development)

LESS

**Cost of creating the asset, including PROFIT**  
(Construction + fees + finance charges)

=

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**RESIDUAL VALUE**

**STEP 2**

**Residual Value v Existing Use Value**

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## PPG Standardised inputs

- 10-010
  - *viability helps to strike a balance between the aspirations of developers and landowners, in terms of returns against risk, and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission*
- 10-011
  - *average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data*



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## PPG Land Value 10-013

Benchmark Land Value (BLV)

=

Existing Use Value (EUV) 'plus a premium  
for the landowner'



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## PPG BLV – 10-014

- Based on EUV
- Allow for a premium to the landowner
- Reflect abnormal costs, site specific infrastructure and fees
- Be informed by market evidence from policy compliant schemes
  - *In plan making, the landowner premium should be tested and balanced against emerging policies.*



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## PPG Landowners' Premium

10-016

- The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements.



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## PPG Developers' Return

- 10-018
  - *For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. ... A lower figure may be more appropriate in consideration of delivery of affordable housing ...*



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## Abnormal and IDP Costs

- Normal abnormal v abnormal abnormal
- Site Infrastructure Costs

*'These costs should be taken into account when defining benchmark land value'.*

Are reflected in a lower land price! But when is it too low?



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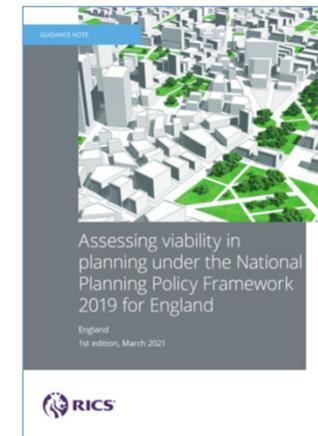
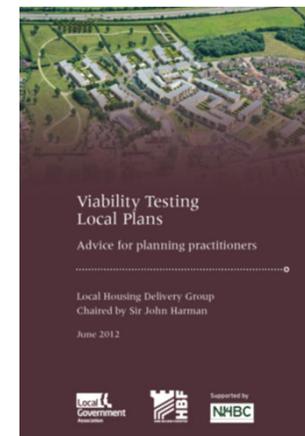
## 'New' / Current issues – for this project

- Cumulative impact of policy
- Greater emphasis on plan making stage – only include deliverable sites
- Reduced scope for viability at application stage
- Greater transparency
- Strategic Sites – in due course



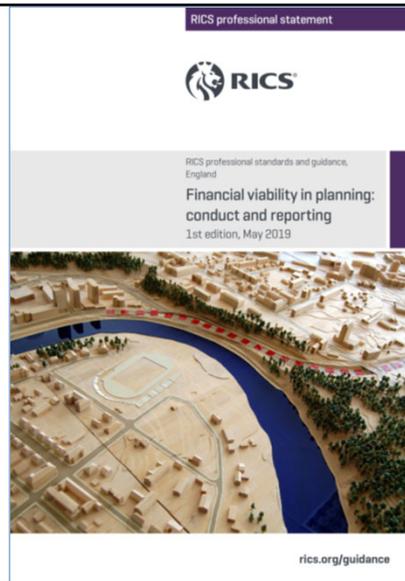
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## Harman / RICS



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## Mandatory RICS Guidance



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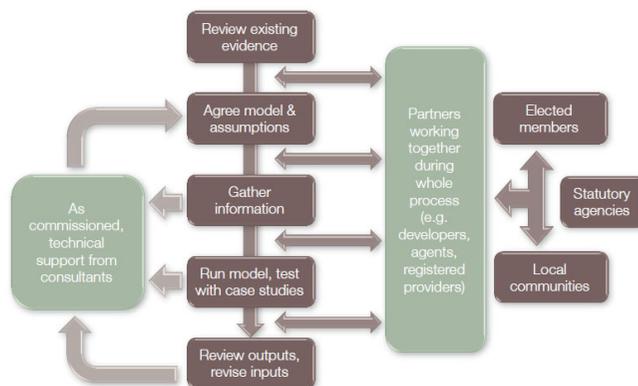
## RICS Guidance – so what?

- mandatory for Chartered Surveyors
- with objectivity, impartially and without interference and with reference to all appropriate available sources of information
- include instructions
- no performance-related or contingent fees
- presumption is that a viability assessment should be published in full
- a non-technical summary
- includes appropriate sensitivity testing
- responsible for sub-contractors / specialists
- (value engineering)



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## Engagement Phases



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## Methodology

- Data Gathering
  - Values
  - Costs
  - Land
- Modelling
  - Typologies
  - Residential, employment, retail
- Appraisals
  - Residual Value v EUV Plus

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## Standard Viability Test - Residual Value

**STEP 1**

**Gross Development Value**  
(The combined value of the complete development)

LESS

**Cost of creating the asset, including PROFIT**  
(Construction + fees + finance charges)

=

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**RESIDUAL VALUE**

**STEP 2**

**Residual Value v Existing Use Value**

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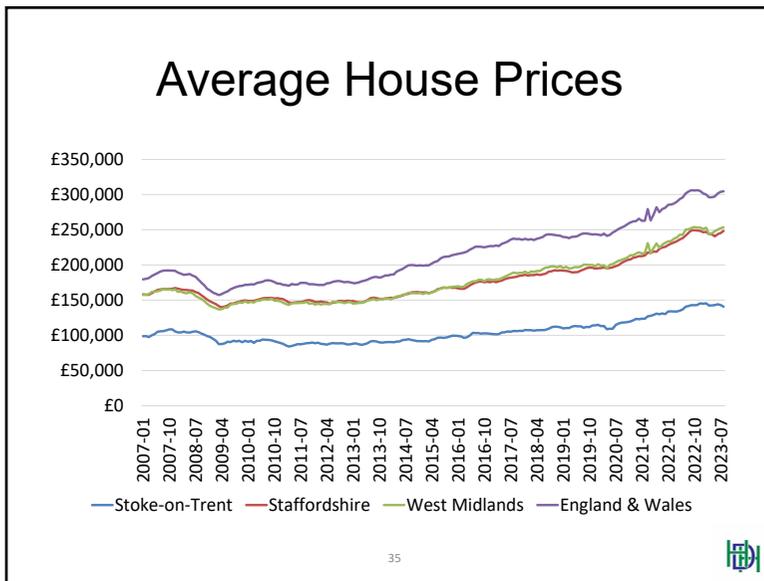
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## Key Assumptions

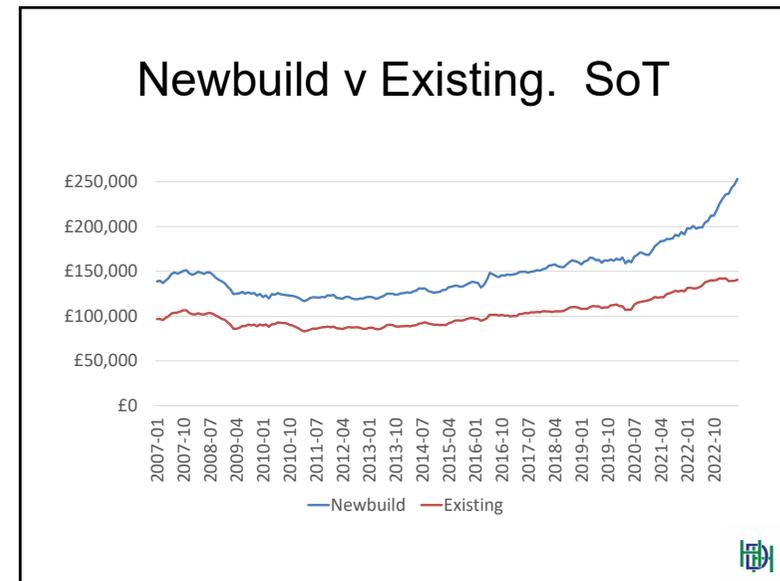
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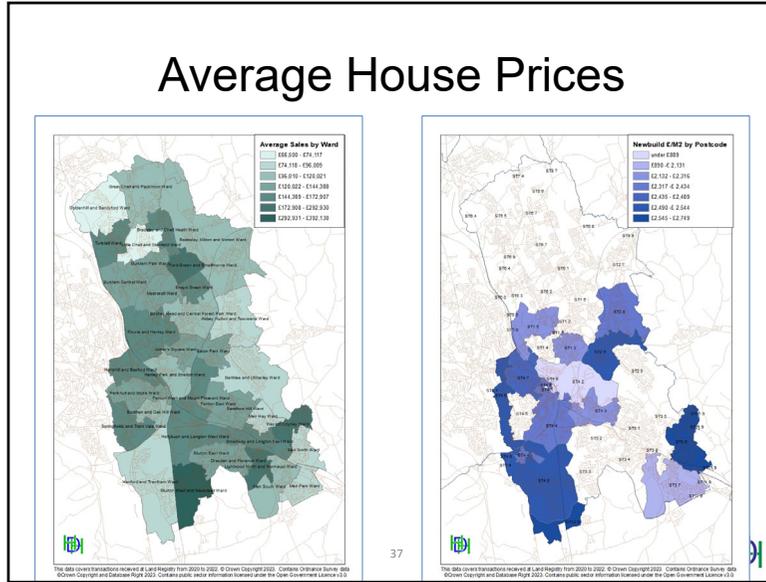
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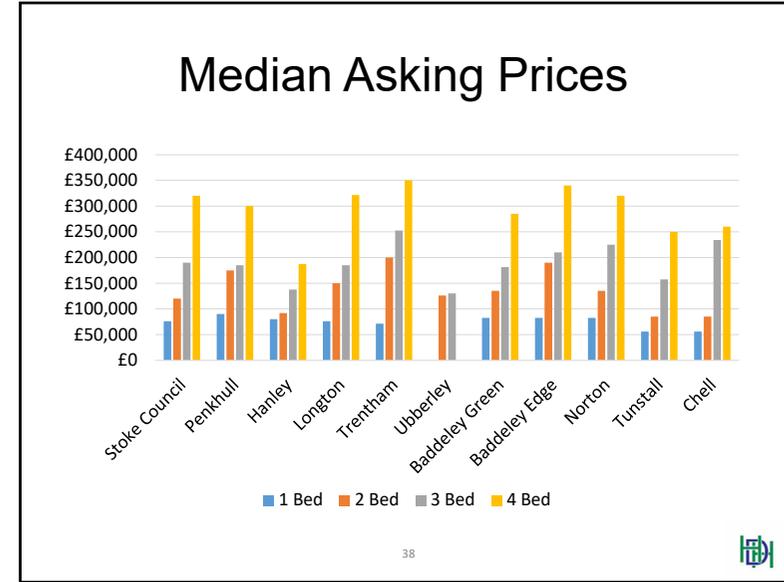
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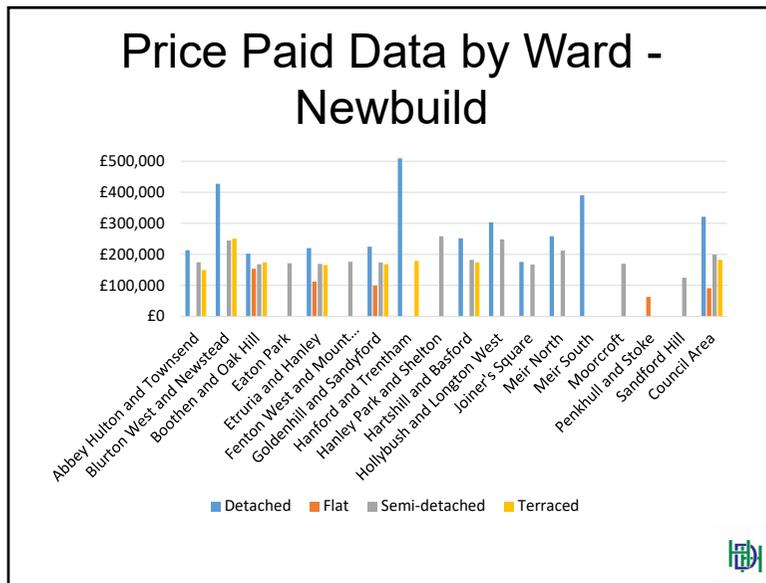
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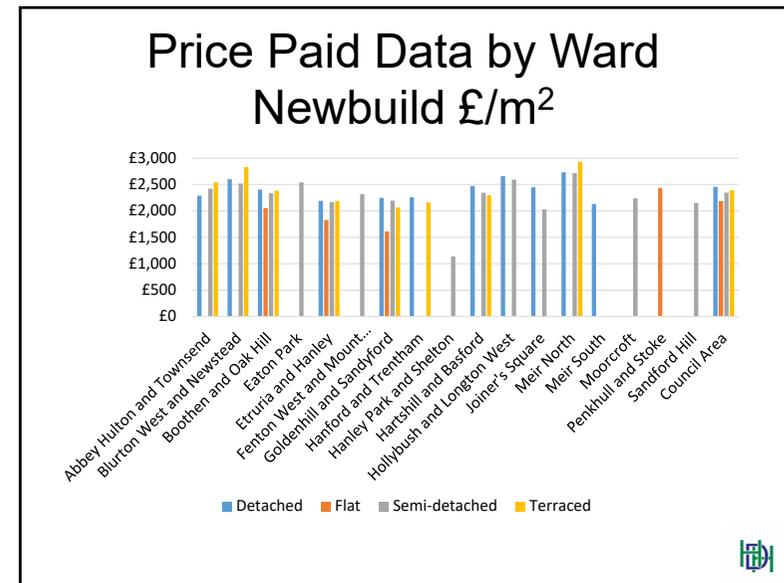
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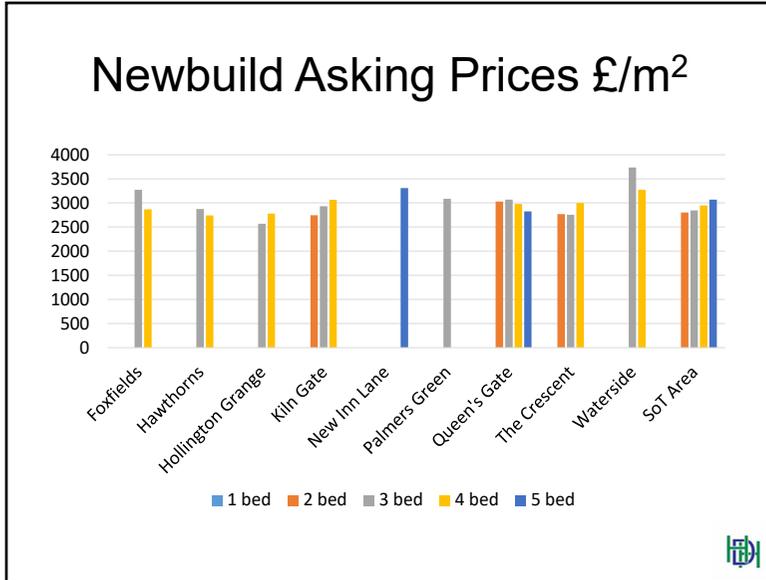
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### Residential Price Assumptions (£/m<sup>2</sup>)

Greenfield	
Large sites >100 units	£3,300
Medium sites 100 units to 15 units	£3,000
Small sites <15 units	£3,200
Mixed use sites (greenfield / brownfield)	
	£2,900
Brownfield	
Housing	£2,750
Flats	£2,500

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### Build to Rent

	1 bed	2 bed	3 bed
Rent (£/month)	£475	£550	£725
Rent (£/annum)	£5,700	£6,600	£8,700
Net Rent	£4,560	£5,280	£6,960
Value	£101,333	£117,333	£154,667
m <sup>2</sup>	50	70	84
<b>£ per sqm</b>	<b>£2,027</b>	<b>£1,676</b>	<b>£1,841</b>

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- ### Affordable Housing
- Social Rent – £1,240/m<sup>2</sup>
  - Affordable Rent – £1,605/m<sup>2</sup>
  - Shared Ownership – 70% OMV, 50% Share; Rent 2.75%
  - First Homes – 70% OMV / £250,000 cap

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## Older Peoples Housing

	Area (m <sup>2</sup> )	£	£ per sqm
3 bed semi-detached		<b>255,000</b>	
1 bed Sheltered	50	191,250	3,825
2 bed Sheltered	75	255,000	3,400
1 bed Extracare	65	239,063	3,678
2 bed Extracare	80	318,750	3,984



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## Non-Residential Values

	Rent £ per sqm	Yield	Rent free period	Value	Assumpti on
Offices - Park	£175	6.50%	1.0	£2,528	£2,500
Offices - Smaller	£175	7.00%	2.0	£2,184	£2,200
Industrial	£85	6.00%	1.0	£1,336	£1,335
Smaller Industrial	£75	7.00%	1.0	£1,001	£1,000
Logistics	£100	5.25%	1.0	£1,810	£1,800
Retail (Prime)	£300	6.25%	1.0	£4,518	£4,500
Retail (Elsewhere)	£150	8.00%	1.0	£1,736	£1,735
Supermarket	£240	4.50%	1.0	£5,104	£5,100
Retail Warehouse	£240	5.00%	2.0	£4,354	£4,350



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Site	Approved	ha	All Units	Aff	s106 contribution (£)	£/ha	£/unit
Land to the west of Caverswall Lane, Meir, Stoke-on-Trent	04/09/2018	13.7	350	None on site	£5,185,000	£939,051	£36,757
Land at New Inn Lane, Hanford, Stoke-on-Trent ST4 8EX	05/09/2018	68.3755	500	15 & financial contribution	£9,375,839	£29,250	£4,000
Wedgwood Estate, Wedgwood Drive, Trentham, Stoke-on-Trent, ST12 9ER	08/10/2013	16.2	209	0	£360,000		
Land off, Bidulph Road, Chatterley Whitfield, Stoke-on-Trent	16/02/2021	4.34	157	39	£254,468	£576,037	£15,924
Former Bucknall Hospital site, Eaves Lane Stoke-on-Trent, ST2 8LD	29/02/2016	8.9	201	Off site contribution	£400,000	£347,930	£15,406
Former Victoria Ground, Off Boothen Old Road, Stoke-on-Trent	23/10/2017	6.96	200	0	£100,000	£237,069	£8,250
Former Royal Doulton Works, Nile Street, Burslem, Stoke-on-Trent	27/04/2020	4.7	216	0		£340,426	£7,407
Dyson Ceramic Systems, Shelton New Road, Stoke-on-Trent, ST4 6EP	04/06/2017	3.7	137	0	£180,500	£810,811	£21,898
Land off Meadow Lane/Chessington Crescent, Trentham, Stoke-on-Trent	Appeal Allowed 24/06/2019	11.68	227	57	£1,508,000	£333,904	£17,181
Land at Trentham Lakes South, Stanley Matthews Way, Stoke-on-Trent	Appeal Allowed 10/04/2014	13.6	300	0 - Financial contribution equivalent to 5%	£1,300,000	£452,206	£20,500
Goldenhill Working Mens Club, Kidsgrove Road, Goldenhill, Stoke-on-Trent, ST6 5SH	18/03/2020	0.59	30	30			
Land between Lichfield Street and Eastwood Road, Hanley, Stoke-on-Trent	30-May-18	1.8	128	0		£416,667	£5,859
Land at Broad Street / Potteries Way, Hanley, Stoke-on-Trent	07-Dec-17	0.95	277	0			
Land at Wilson Road, Hanford, Stoke-on-Trent	15/05/2019	1.36	13	Off site contribution	£160,000	£312,500	£32,692
Land at Cemetery Road and Caledonia Road, Shelton, Stoke-on-Trent	21/12/2017	0.88	23	0			
Former Churchill Pottery, off Waterloo Road, Hanley, Stoke-on-Trent	01/03/2017	4.41	193	19			
Former Workshops for the Blind, City Road, Fenton, Stoke-on-Trent ST4 2PL	05-Mar-19	1.31	93	65			
Land and buildings to the north of Glass Street/South of Hillchurch Street, Hanley, Stoke on Trent	17/04/2020	0.25	222	0	£184,488		
122, Broad Street, Hanley, Stoke-On-Trent, ST1 4E	05/05/2022	0.25	52	0		£1,360,000	£6,538

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## Existing Use Value £/ha

- Agricultural Land £25,000/ha
- Paddock Land £50,000/ha
- Previously Developed £475,000/ha

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## Development Costs 1

- Construction BCIS
  - 200+ units Lower Q
  - Other sites Median
- Site Costs 5% (urban flats) to 15%
- Brownfield +5%
- Fees 8%
- Contingencies 2.5% / 5%

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## Development Costs 2

- Interest 7.5%
- Developer's Return 17.5% Market Housing  
6% Affordable  
15% non res & specialist
- Sales 2.5% + 1%

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## Starting Policies

Affordable Housing 25% as 50% Affordable Rent – in line with the requirements for 10% AHO and 25% of affordable homes to be First Homes (with 30% discount and £250,000 cap).

Design 100% Part M4(2), Water efficiency, 10% Biodiversity Net Gain, 2025 Part L.

Developer Contributions s106 as £2,500/unit.

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## Modelling – based on SHLAA

			Current Use	Units	Area Ha			Density Units/ha		Density m2/ha	
					Total	Gross	Net	%	Net		
1	Greenfield 700	Green	Agricultural	700	25,000	25,000	17,500	70.0%	28.00	40.00	3,627
2	Greenfield 240	Green	Agricultural	240	8,571	8,571	6,000	70.0%	28.00	40.00	3,651
3	Greenfield 120	Green	Agricultural	120	4,286	4,286	3,000	70.0%	28.00	40.00	3,669
4	Greenfield 80	Green	Agricultural	80	2,857	2,857	2,000	70.0%	28.00	40.00	3,671
5	Greenfield 40	Green	Agricultural	40	1,250	1,250	1,000	80.0%	32.00	40.00	3,467
6	Greenfield 20	Green	Agricultural	20	0,625	0,625	0,500	80.0%	32.00	40.00	3,467
7	Greenfield 12	Green	Paddock	12	0,375	0,375	0,300	80.0%	32.00	40.00	3,456
8	Greenfield 8	Green	Paddock	8	0,211	0,211	0,200	95.0%	38.00	40.00	4,030
9	Greenfield 4	Green	Paddock	4	0,105	0,105	0,100	95.0%	38.00	40.00	4,329
10	HD Green 120	Green	Agricultural	120	1,875	1,875	1,500	80.0%	64.00	80.00	6,674
11	HD Green 80	Green	Agricultural	80	1,429	1,429	1,143	80.0%	56.00	70.00	5,843
12	HD Green 20	Green	Paddock	20	0,357	0,357	0,286	80.0%	56.00	70.00	5,677
13	Mixed 240	Mixed	Mixed	240	6,857	6,857	4,800	70.0%	35.00	50.00	4,467
14	Mixed 80	Mixed	Mixed	80	2,286	2,286	1,600	70.0%	35.00	50.00	4,456
15	Mixed 40	Mixed	Mixed	40	1,000	1,000	0,800	80.0%	40.00	50.00	4,284
16	Mixed 20	Mixed	Mixed	20	0,263	0,263	0,250	95.0%	75.00	80.00	6,434
17	Mixed 12	Mixed	Mixed	12	0,180	0,180	0,171	95.0%	66.50	70.00	5,791
18	Mixed 8	Mixed	Mixed	8	0,120	0,120	0,114	95.0%	66.50	70.00	6,334
19	Mixed 4	Mixed	Mixed	4	0,060	0,060	0,057	95.0%	66.50	70.00	5,266
20	Brownfield 320	Brown	PDL	320	5,079	5,079	3,556	70.0%	63.00	90.00	7,673
21	Brownfield 120	Brown	PDL	120	1,667	1,667	1,333	80.0%	72.00	90.00	7,640
22	Brownfield 80	Brown	PDL	80	1,111	1,111	0,889	80.0%	72.00	90.00	7,630
23	Brownfield 40	Brown	PDL	40	0,556	0,556	0,444	80.0%	72.00	90.00	7,473
24	Brownfield 20	Brown	PDL	20	0,234	0,234	0,222	95.0%	85.50	90.00	7,289
25	Brownfield 12	Brown	PDL	12	0,234	0,140	0,133	57.0%	85.50	90.00	7,491
26	Brownfield 8	Brown	PDL	8	0,140	0,094	0,089	63.3%	85.50	90.00	7,604
27	Brown Flats 80	Brown	PDL	80	0,833	0,833	0,667	80.0%	96.00	120.00	9,035
28	Brown Flats 40	Brown	PDL	40	0,417	0,417	0,333	80.0%	96.00	120.00	9,012
29	Brown Flats 12	Brown	PDL	12	0,105	0,105	0,100	95.0%	114.00	120.00	8,728
30	Brown Flats 8	Brown	PDL	8	0,084	0,084	0,080	95.0%	95.00	100.00	6,738

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## A Pragmatic Viability Test

We are NOT trying to replicate a particular business model  
 Test should be broadly representative

### ‘Existing use value plus’

– reality checked against market value

- Will EUV Plus provide landowner’s premiums?
- Land owner’s have expectations (*life changing?*)
- Will land come forward?



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## Benchmark Land Value?

### • Brownfield Site

EUV + 20%

### • Greenfield Sites

Generally EUV + £300,000/ha  
 Strategic Sites? EUV x10



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## Very Early Results

- Subject change to reflect the consultation
- For illustrative purposes only
- Based on 25% affordable



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				Area (ha)		Units	Residual Value (£)		
				Gross ha	Net ha		Gross ha	Net ha	Site
Site 1	Greenfield 700	Green	Agricultural	25.00	17.50	700	904,692	1,292,417	22,617,291
Site 2	Greenfield 240	Green	Agricultural	8.57	6.00	240	1,052,696	1,503,852	9,023,109
Site 3	Greenfield 120	Green	Agricultural	4.29	3.00	120	485,595	693,707	2,081,120
Site 4	Greenfield 80	Green	Agricultural	2.86	2.00	80	211,207	301,724	603,448
Site 5	Greenfield 40	Green	Agricultural	1.25	1.00	40	272,960	341,200	341,200
Site 6	Greenfield 20	Green	Agricultural	0.63	0.50	20	456,476	570,595	285,298
Site 7	Greenfield 12	Green	Paddock	0.38	0.30	12	935,194	1,168,992	350,698
Site 8	Greenfield 8	Green	Paddock	0.21	0.20	8	1,075,347	1,131,944	226,389
Site 9	Greenfield 4	Green	Paddock	0.11	0.10	4	498,574	524,815	52,481
Site 10	HD Green 120	Green	Agricultural	1.88	1.50	120	227,648	284,560	426,841
Site 11	HD Green 80	Green	Agricultural	1.43	1.14	80	592,507	740,634	846,438
Site 12	HD Green 20	Green	Paddock	0.36	0.29	20	992,418	1,240,523	354,435
Site 13	Mixed 240	Mixed	Mixed	6.86	4.80	240	680,950	972,786	4,669,373
Site 14	Mixed 80	Mixed	Mixed	2.29	1.60	80	-93,865	-134,093	-214,548
Site 15	Mixed 40	Mixed	Mixed	1.00	0.80	40	-122,349	-152,936	-122,349
Site 16	Mixed 20	Mixed	Mixed	0.26	0.25	20	378,746	398,680	99,670
Site 17	Mixed 12	Mixed	Mixed	0.18	0.17	12	-196,410	-206,747	-35,442
Site 18	Mixed 8	Mixed	Mixed	0.12	0.11	8	162,493	171,046	19,548
Site 19	Mixed 4	Brown	Mixed	0.06	0.06	4	425,223	447,603	25,377
Site 20	Brownfield 320	Mixed	PDL	5.08	3.56	320	970,512	1,386,446	4,929,586
Site 21	Brownfield 120	Brown	PDL	1.67	1.33	120	-163,649	-204,561	-272,749
Site 22	Brownfield 80	Brown	PDL	1.11	0.89	80	-203,763	-254,703	-226,403
Site 23	Brownfield 40	Brown	PDL	0.56	0.44	40	-246,841	-308,552	-137,134
Site 24	Brownfield 20	Brown	PDL	0.23	0.22	20	-904,913	-952,540	-211,676
Site 25	Brownfield 12	Brown	PDL	0.14	0.13	12	368,796	647,010	86,268
Site 26	Brownfield 8	Brown	PDL	0.09	0.09	8	430,873	680,326	60,473
Site 27	Brown Flats 80	Brown	PDL	0.83	0.67	80	-2,864,729	-3,580,912	-2,387,274
Site 28	Brown Flats 40	Brown	PDL	0.42	0.33	40	-2,294,480	-2,868,100	-956,033
Site 29	Brown Flats 12	Brown	PDL	0.11	0.10	12	-4,762,793	-5,013,466	-501,347
Site 30	Brown Flats 8	Brown	PDL	0.08	0.08	8	-3,680,035	-3,873,721	-309,898



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## Residual Value v BLV

		ELV	BLV	Residual Value
Site 1	Greenfield 700	25,000	250,000	904,692
Site 2	Greenfield 240	25,000	250,000	-1,052,696
Site 3	Greenfield 120	25,000	325,000	485,595
Site 4	Greenfield 80	25,000	325,000	211,207
Site 5	Greenfield 40	25,000	325,000	272,800
Site 6	Greenfield 20	25,000	325,000	456,476
Site 7	Greenfield 12	50,000	350,000	935,194
Site 8	Greenfield 6	50,000	350,000	1,075,347
Site 9	Greenfield 4	50,000	350,000	468,614
Site 10	HD Green 120	25,000	325,000	327,645
Site 11	HD Green 80	25,000	325,000	592,507
Site 12	HD Green 20	50,000	350,000	992,418
Site 13	Mixed 240	250,000	300,000	680,950
Site 14	Mixed 80	250,000	300,000	-93,865
Site 15	Mixed 40	250,000	300,000	-122,349
Site 16	Mixed 20	250,000	300,000	378,746
Site 17	Mixed 12	250,000	300,000	-196,410
Site 18	Mixed 6	250,000	300,000	162,493
Site 19	Mixed 4	250,000	300,000	425,223
Site 20	Brownfield 320	475,000	570,000	970,512
Site 21	Brownfield 120	475,000	570,000	-163,649
Site 22	Brownfield 80	475,000	570,000	-203,763
Site 23	Brownfield 40	475,000	570,000	-246,841
Site 24	Brownfield 20	475,000	570,000	-904,913
Site 25	Brownfield 12	475,000	570,000	368,786
Site 26	Brownfield 8	475,000	570,000	430,673
Site 27	Brown Flats 80	475,000	570,000	-2,864,729
Site 28	Brown Flats 40	475,000	570,000	-2,294,480
Site 29	Brown Flats 12	475,000	570,000	-4,762,783
Site 30	Brown Flats 6	475,000	570,000	-3,680,036



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## Scenarios to be tested

- Housing
  - Affordable Housing
  - Overall requirement (up to 30%)
  - Tenure Mix, Social Rent / Affordable Rent / Affordable Home Ownership / First Homes
  - Accessible and Adaptable Standards
- Biodiversity net gain, over national requirements
- Water Standards
- Climate Change
  - Towards zero carbon (different steps), district heating
- Developer Contributions s106, Open Space Contributions.
- Relationship between developer contributions and affordable housing
- Custom and self build



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## Moving Forward

- Circulate presentation
- Circulate rough and ready first draft of report

Comments to [localplan@stoke.gov.uk](mailto:localplan@stoke.gov.uk)  
By Midday Monday 18<sup>th</sup> December 2023



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## Appendix 4 – Consultation Questionnaire

*The pages in this appendix are not numbered.*



Name	
Firm / Developer	
On behalf of	
Site	
Date	

## **Local Plan Viability Consultation**

**20<sup>th</sup> November 2023 to 18<sup>th</sup> December 2023**

1. Stoke-on-Trent City Council is in the process of preparing a new Local Plan. This will replace the current adopted *Newcastle-Under-Lyme and Stoke-on-Trent Joint Core Spatial Strategy, 2009* and the saved policies from the *Stoke-on-Trent City Plan 2001*. HDH Planning & Development Ltd has been appointed to update the Council's viability evidence and produce this Whole Plan Viability Assessment as required by the National Planning Policy Framework (NPPF) and the Planning Practice Guidance (PPG).
2. A pre-consultation draft report has been prepared for comment. It is an early working draft setting out the proposed methodology, modelling and assumptions. It is inevitable that some of these will change as a result of the consultation. This early draft report does not include results or recommendations, these will be included following feedback on the base assumptions – and thus ensure that the analysis is firmly based and robust.
3. This questionnaire is being circulated, with the pre-consultation draft report, to landowners, site promoters, developers, housing associations, agents and others involved in the local development markets. Consultees are invited to comment on any aspect of this draft report. This questionnaire has been prepared to facilitate comments, however there is no specific need to use the questionnaire form, or to limit the responses to the particular questions or topics.
4. The pre-consultation draft report sets out the evidence as collated by HDH. It draws on a wide range of sources. It is important that responses submitted through this consultation are supported by evidence. Comments that simply observe a particular assumption is too low or too high are not helpful in establishing the correct assumption. Responses need to be supported by evidence, or alternatively point to sources of evidence that HDH can draw on and use to evidence the changes made in the next iteration of this viability assessment.
5. Please do not feel that you need to comment to all aspects of the report – please comment of those areas where you have expertise. Where there are areas of agreement it is useful for these to be acknowledged.
6. Please return to the following email by midday on Monday 18<sup>th</sup> December 2023:

[localplan@stoke.gov.uk](mailto:localplan@stoke.gov.uk)

7. The pre-consultation report is set out in Chapters as follows:

**Chapter 1**

8. This chapter sets out the context to this report.
9. It is important to note that the HDH is a firm of Chartered Surveyors and is therefore regulated by the RICS. The report is prepared in line with the requirements of *Financial viability in planning: conduct and reporting. 1st edition, May 2019*. It is mandatory for Chartered Surveyors to follow this guidance, including surveyors responding to this consultation.
10. Please provide any comments on the context and scope of the project.

<b>Context</b>
Response.

**Chapter 2**

11. This chapter sets out the approach to viability testing, including a review of the requirements of the 2021 NPPF and the updated PPG.
12. Please provide any comments on the overall approach taken.

<b>Regulation and Framework.</b>
Response.

### Chapter 3

13. This chapter sets out the methodology used.
14. Please provide any comments with regard to the methodology used, including the use of the 'Existing Use Value Plus' approach.

<b>Methodology</b>
Response.

### Chapter 4

15. This chapter sets out an assessment of the housing market, including market and affordable housing, with the purpose of establishing the worth of different types of housing in different geographical areas. Please provide any comments on the assumptions proposed, providing evidence to support the comments made:
16. The market housing assumptions are set out in Table 4.9.

<b>Market Housing Values - Typologies</b>
Response.

17. The value assumptions for the Build to Rent sector are set out in paragraph 4.50.

<b>Build to Rent Housing Values</b>
Response.

18. The affordable housing assumptions are set out in paragraphs 4.57, 4.64, 4.65 and 4.68.

<b>Affordable Housing Values</b>
Response.

19. The assumptions for specialist older peoples housing are set out in Paragraph 4.75.

<b>Older Peoples Housing Values</b>
Response.

## **Chapter 5**

20. This chapter includes an assessment of the non-residential market. The assumptions for non-residential uses are set out in Table 5.1. Are these in line with your understanding of the market?

<b>Non-Residential Values</b>
Response.

## **Chapter 6**

21. This chapter includes an assessment of the approach to Existing Use Value and to establishing Benchmark Land Value.
22. The EUV assumptions are set out in Table 6.4. Are these in line with the current market?

<b>EUV Assumptions</b>
Response.

23. The BLV assumptions are set out in Paragraph 6.28. Does the BLV provide an adequate landowner's premium? If not, why not, and what assumption should be used – and why?

<b>BLV Assumptions</b>
------------------------

Response.
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### **Chapter 7**

24. The cost and general development assumptions to be used in the development appraisals are set out through this chapter. Do the assumptions used reflect current development costs in the Borough?

<b>Construction and Development Costs</b>
---

Response.
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### **Chapter 8**

25. This chapter includes a summary of a range of policy requirements that the Council is considering, together with our understanding of how they are implemented and whether they add to the costs of development. In addition, details of the emerging policy areas are set out.
26. Does this correspond to the working of the policies on the ground?

<b>Current local policy requirements</b>
--

Response.
-----------

27. Are there other emerging areas of national policy that should be taken into account?

<b>Emerging national policy requirements</b>
Response.

## Chapter 9

28. The modelling will be based on the expected development to come forward under the Local Plan Review.
29. Do the typologies reflect the expected range of residential development?

<b>Typologies</b>
Response.

30. Do the assumptions (such as gross/net and density) reflect local practice?

<b>Modelling Assumptions</b>
Response.

31. Several non-residential uses have been modelled, do others need to be included?

<b>Non-residential development modelling assumptions</b>
Response.

## Chapter 10

32. In due course this chapter will set the results of the appraisals and consideration of residential development.

## **Chapter 11**

33. In due course this chapter will set the results of the appraisals and consideration of residential development.

## **Chapter 12**

34. In due course this chapter will set out the findings and recommendations.
35. It is planned to test the following scenarios:
- a. Housing
    - Affordable Housing
    - Overall requirement
    - Tenure Mix, Social Rent / Affordable Rent / Affordable Home Ownership / First Homes
    - Commuted Sums
    - Accessible and Adaptable Standards
  - b. Biodiversity net gain, over national requirements
  - c. Water Standards
  - d. Climate Change
    - Towards zero carbon (different steps)
  - e. Developer Contributions s106, Open Space Contributions.
    - i. Scope for CIL.
  - f. Relationship between developer contributions and affordable housing
  - g. Custom and self build

36. Should further sensitivity testing be carried out?

<b>Development Scenarios and Sensitivity Testing</b>
--

Response.
-----------

**Thank you for your assistance with this consultation. Please return this questionnaire (or other response as per the instructions on Page 1.**

## Appendix 5 – Consultation Notes

### Questions/ comments made during the workshop – 20<sup>th</sup> November 2023

Name	Comment/ Question
Mark Connell (City Council) Regeneration	All sites in the City have abnormals/ problems. Does the document apply an average across the City or will a site by site approach be applied in the report?
Mark Connell	Does the report consider later life accommodation i.e. the McCarthy and Stone style of development?
Grant Dinsdale – DLDC Ltd	Question re developer profit. Background in the development industry with a large house builder (persimmon) Doesn't consider 17.5% is reflective of what a majority of housebuilders accept and that 20 – 25% profit is more in keeping with a majority of house builders. Are the assumptions therefore realistic?
Mark Connell	Why are we using PPG guidance and not market evidence for developer profit?
Grant Dinsdale	Appreciate the backdrop of the NPPF however having a lower developer return could cause problems and be a restraint to delivery.
Mark Connell	Zero Carbon – increasing expectation in terms of how it contributes. Is there anything we can do to future proof this in the report?
Grant Dinsdale	The assumptions regarding densities seems very high of greenfield sites. Suggest that 30 dwellings per hectare are a more realistic assumption on sites of this nature.
Alistair Stewart – Persimmon Homes	If biodiversity net gain is going above 10%, how are you going to explore this?



# Appendix 6 – Consolidated Viability Assumptions

Source: Review of appraisals submitted through Development Management.

*The pages in this appendix are not numbered.*



Date		Apr-19	Oct-19	Jun-20	Jun-20	Sep-20	Aug-21	Oct-21	Nov-21	Nov-22
		Burslem	Stoke-on-Trent	Middleport	Weston Coyney	Hartshill	Tunstall	Stoke-on-Trent	Sturgess Street	Hanley
		Stoke-on-Trent	Stoke-on-Trent	Stoke-on-Trent	Stoke-on-Trent	Stoke-on-Trent	Stoke-on-Trent	Stoke-on-Trent	Stoke-on-Trent	Stoke-on-Trent
Area	ha	4.65	4.34	2.53		0.26	8.37	0.60		
	Use	Brownfield	Greenfield	Brownfield				Brownfield	Conversion	Conversion
	GIA m2	15,663		11,178		1,404		10,380m2 BtR	5,542	864.94m2 BtR
Dwellings	Houses	17	164	59	16	22	265			
	Flats	193		93	15			174 BtR	87	
		210	164	152	31	22	265	174	174	
Other Uses								3,743m2 Commercial		
Value	Houses	£2,307	£1,991	£2,045		£2,350 to £2,400	£2,209			
	Flats	£2,307		£2,152				25% costs, 4.8% yield - £2,303/m2	£2,045	
	Affordable							25% costs, 4.8% yield - £2,195/m2		
	Commercial							£161/m2/year @ 7.5%		Yield 9.5%
Other income		£9,000/unit HIF		£5,921/unit HIF			£14,445/unit HIF			
Acquisition		1.80%	1.80%			0.35%	0.50%			
		SDLT					SDLT			
Construction		BCIS Median	BCIS median less 20%	Cost plan. BCIS mean		BCIS mean	BCIS	Cost plan.	BCIS Rehab / New	BCIS Rehab
Site Costs		12.50%	15%	8%						
Plot connection	per unit		3000%							
Contingency		3% on construction	3%	5%	0.50%		3%	5%	5%	5%
Abnormals	per unit	£14,071	£12,094	£2,992			£14,344			
				2%						
Professional Fees		8%	5%	8%	0.06%	3.51%	8%		6%	
Marketing		2%	3%	1%		1%	2%		1%	
Disposal		1.35%	0.50%	1.50%		£675			0.60%	
Finance		6.50%	6%	6.50%			6%	5%		
Developer Return		20%	20% / 6%	15%	17.60%	18%	20% / 6%	12%	15%	15%
EUV	per ha	£853,000		£550,000			£556,000			
		Industrial		Industrial			Industrial		Price paid	
BLV	per ha		£617,750 per net ha					£0		
			EUV x20							



# Appendix 7 – Landmark Price Paid Data

2020 – 2022

Non Newbuild

	Detached		Flat		Semi-detached		Terraced		Total Count of Sale Value	Total Average of Sale Value
Row Labels	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value		
Abbey Hulton and Townsend	37	£209,399	1	£55,000	117	£130,425	42	£105,730	197	£139,610
Baddeley, Milton and Norton	165	£251,193	6	£117,500	357	£155,012	156	£117,794	684	£169,396
Bentilee and Ubberley	2	£225,000			117	£108,260	32	£111,313	151	£110,453
Birches Head and Central Forest Park	58	£192,173	14	£72,214	111	£135,753	235	£87,904	418	£114,553
Blurton East	28	£226,604	17	£71,318	110	£152,923	18	£95,783	173	£150,884
Blurton West and Newstead	46	£354,533	15	£88,167	94	£134,785	42	£167,950	197	£189,618
Boothen and Oak Hill	15	£242,367	3	£90,833	67	£167,771	127	£93,922	212	£127,720
Bradeley and Chell Heath	4	£154,750			79	£132,208	17	£112,056	100	£129,684
Broadway and Longton East	27	£176,944	4	£63,625	131	£140,482	75	£107,942	237	£133,041
Burslem Central	9	£237,772	19	£60,618	37	£136,193	119	£91,157	184	£104,231
Burslem Park	35	£168,299	2	£109,500	59	£140,734	126	£85,472	222	£113,433
Dresden and Florence	38	£252,158	8	£95,188	76	£153,337	59	£99,469	181	£153,955
Eaton Park	34	£181,931			75	£136,326	49	£103,393	158	£135,926
Etruria and Hanley	7	£222,000	6	£71,667	30	£122,765	153	£83,278	196	£93,921
Fenton East	10	£139,250	6	£70,457	59	£124,530	140	£79,634	215	£94,471
Fenton West and Mount Pleasant	5	£197,600	6	£72,958	45	£128,194	153	£86,099	209	£97,453
Ford Green and Smallthorne	51	£258,275	34	£87,201	56	£148,999	123	£110,479	264	£144,204
Goldenhill and Sandyford	52	£227,682			86	£142,870	94	£98,333	232	£143,834
Great Chell and Packmoor	110	£215,031	2	£64,500	154	£135,900	91	£113,037	357	£154,054
Hanford and Trentham	235	£293,017	11	£120,364	262	£190,579	39	£176,190	547	£232,150
Hanley Park and Shelton			20	£78,798	21	£174,000	63	£104,637	104	£113,674
Hartshill and Basford	21	£256,679	9	£90,350	114	£172,580	131	£119,320	275	£150,940
Hollybush and Longton West	15	£193,750	4	£49,625	118	£142,570	21	£113,321	158	£141,188
Joiner's Square	2	£212,500	74	£75,089	36	£138,111	125	£107,826	237	£103,087
Lightwood North and Normacot	79	£234,331	1	£335,000	40	£157,630	59	£95,262	179	£171,915
Little Chell and Stanfield	25	£197,472	1	£50,000	92	£130,515	49	£77,865	167	£124,608
Meir Hay	39	£204,347	6	£72,250	127	£146,377	21	£132,402	193	£154,266
Meir North	18	£187,944	6	£58,500	91	£134,135	61	£100,503	176	£125,403
Meir Park	131	£254,420			44	£177,556	31	£142,653	206	£221,183
Meir South	34	£324,324			66	£143,201	15	£135,300	115	£195,720
Moorcroft	12	£168,913	5	£62,850	70	£132,140	69	£75,268	156	£107,593
Penkhull and Stoke	20	£301,303	30	£92,312	79	£189,054	109	£121,656	238	£155,425
Sandford Hill	24	£150,500			112	£130,709	50	£97,257	186	£124,270
Sneyd Green	23	£193,478			135	£146,471	25	£104,740	183	£146,678
Springfields and Trent Vale	5	£239,600	9	£98,611	63	£151,213	70	£113,001	147	£132,803
Tunstall	4	£166,625	3	£51,333	49	£110,045	96	£80,569	152	£91,759
Weston Coyney	40	£221,023			145	£155,405	18	£150,478	203	£167,898
<b>Grand Total</b>	<b>1460</b>	<b>£241,392</b>	<b>322</b>	<b>£81,094</b>	<b>3524</b>	<b>£147,267</b>	<b>2903</b>	<b>£101,453</b>	<b>8209</b>	<b>£145,210</b>

	Detached		Flat		Semi-detached		Terraced		Total Count of Price per	Total Average of Price per
Row Labels	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m		
Abbey Hulton and Townsend	37	£2,178	1	£1,196	108	£1,711	40	£1,410	186	£1,736
Baddeley, Milton and Norton	153	£2,606	4	£1,526	327	£1,967	138	£1,484	622	£2,014
Bentilee and Ubberey	2	£2,417			112	£1,329	32	£1,402	146	£1,360
Birches Head and Central Forest Park	48	£2,383	12	£1,373	103	£1,925	218	£1,140	381	£1,516
Blurton East	25	£2,685	17	£1,181	99	£2,013	17	£1,225	158	£1,945
Blurton West and Newstead	43	£2,567	13	£1,480	91	£1,645	37	£1,746	184	£1,869
Boothan and Oak Hill	13	£1,980	3	£1,658	63	£1,849	120	£1,241	199	£1,488
Bradeley and Chell Heath	3	£2,033			73	£1,804	16	£1,624	92	£1,780
Broadway and Longton East	26	£2,320	4	£1,287	121	£2,084	72	£1,519	223	£1,915
Burslem Central	8	£2,620	19	£1,109	35	£1,620	112	£1,239	174	£1,365
Burslem Park	31	£2,302	2	£1,830	57	£1,789	121	£1,082	211	£1,459
Dresden and Florence	36	£2,314	8	£1,534	71	£1,814	58	£1,254	173	£1,717
Eaton Park	32	£2,303			73	£1,922	48	£1,491	153	£1,866
Etruria and Hanley	5	£2,436	6	£1,210	30	£1,653	143	£1,143	184	£1,264
Fenton East	10	£2,447	6	£1,572	54	£1,900	131	£1,152	201	£1,430
Fenton West and Mount Pleasant	4	£1,642	6	£1,372	42	£1,805	147	£1,132	199	£1,292
Ford Green and Smallthorne	48	£2,302	28	£1,593	50	£1,802	112	£1,365	238	£1,673
Goldenhill and Sandyford	49	£2,283			82	£1,927	88	£1,306	219	£1,757
Great Chell and Packmoor	101	£2,328	2	£967	146	£1,818	85	£1,422	334	£1,866
Hanford and Trentham	218	£2,806	10	£1,874	237	£2,426	36	£2,232	501	£2,566
Hanley Park and Shelton			17	£1,553	20	£1,212	59	£1,297	96	£1,324
Hartshill and Basford	18	£2,340	9	£2,021	103	£2,022	120	£1,463	250	£1,776
Hollybush and Longton West	14	£2,358	4	£851	110	£1,762	19	£1,413	147	£1,749
Joiner's Square	2	£2,024	64	£1,641	36	£1,734	117	£1,347	219	£1,503
Lightwood North and Normacot	67	£2,351	1	£1,893	38	£1,794	54	£1,215	160	£1,833
Little Chell and Stanfield	24	£2,318	1	£893	88	£1,503	47	£961	160	£1,462
Meir Hay	37	£2,677	5	£1,651	110	£2,255	21	£2,073	173	£2,306
Meir North	17	£2,384	6	£997	86	£1,736	60	£1,357	169	£1,640
Meir Park	120	£2,685			40	£2,455	24	£2,189	184	£2,570
Meir South	29	£2,522			62	£1,786	14	£1,652	105	£1,971
Moorcroft	11	£1,895	5	£1,432	65	£1,774	62	£1,065	143	£1,464
Penkhull and Stoke	19	£2,447	28	£1,714	76	£2,049	96	£1,479	219	£1,791
Sandford Hill	23	£2,115			109	£1,968	49	£1,188	181	£1,775
Sneyd Green	23	£2,336			127	£1,711	22	£1,319	172	£1,744
Springfields and Trent Vale	5	£1,899	7	£1,883	58	£1,842	61	£1,454	131	£1,665
Tunstall	3	£1,973	3	£1,048	45	£1,463	92	£1,080	143	£1,219
Weston Coyney	38	£2,650			133	£2,089	15	£2,029	186	£2,199
<b>Grand Total</b>	<b>1342</b>	<b>£2,491</b>	<b>291</b>	<b>£1,519</b>	<b>3280</b>	<b>£1,896</b>	<b>2703</b>	<b>£1,313</b>	<b>7616</b>	<b>£1,779</b>

**Newbuild**

	Detached		Flat		Semi-detached		Terraced		Total Count of Sale Value	Total Average of Sale Value
Row Labels	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value		
Abbey Hulton and Townsend	24	£217,203			24	£181,662	5	£154,245	53	£195,170
Blurton West and Newstead	38	£397,393			23	£257,465	16	£255,191	77	£326,048
Boothan and Oak Hill	1	£178,995			3	£173,328	24	£167,620	28	£168,638
Eaton Park					2	£171,500			2	£171,500
Etruria and Hanley	10	£229,025			11	£182,955	23	£171,780	44	£187,584
Fenton West and Mount Pleasant					1	£176,000			1	£176,000
Hanford and Trentham	9	£598,611					5	£179,300	14	£448,857
Hanley Park and Shelton					2	£200,000			2	£200,000
Hartshill and Basford	7	£252,243			2	£195,000			9	£239,522
Hollybush and Longton West	13	£302,765			22	£248,224			35	£268,482
Joiner's Square	7	£175,352			11	£166,995			18	£170,245
Meir North	4	£258,250			3	£212,283	1	£169,950	8	£229,975
Meir South	1	£390,000							1	£390,000
Penkhull and Stoke			9	£63,283					9	£63,283
<b>Grand Total</b>	<b>114</b>	<b>£320,374</b>	<b>9</b>	<b>£63,283</b>	<b>104</b>	<b>£212,094</b>	<b>74</b>	<b>£187,764</b>	<b>301</b>	<b>£242,673</b>

	Detached		Flat		Semi-detached		Terraced		Total Count of Price per	Total Average of Price per
Row Labels	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m		
Abbey Hulton and Townsend	24	£2,288			24	£2,479	5	£2,614	53	£2,405
Blurton West and Newstead	38	£2,688			23	£2,554	16	£2,850	77	£2,681
Boothon and Oak Hill	1	£2,452			3	£2,548	24	£2,419	28	£2,434
Eaton Park					2	£2,540			2	£2,540
Etruria and Hanley	10	£2,292			11	£2,217	23	£2,257	44	£2,255
Fenton West and Mount Pleasant					1	£2,316			1	£2,316
Hanford and Trentham	9	£2,312					5	£2,159	14	£2,257
Hanley Park and Shelton					2	£889			2	£889
Hartshill and Basford	7	£2,539			2	£2,468			9	£2,523
Hollybush and Longton West	13	£2,658			22	£2,591			35	£2,616
Joiner's Square	7	£2,447			11	£2,082			18	£2,224
Meir North	4	£2,730			3	£2,715	1	£2,930	8	£2,749
Meir South	1	£2,131							1	£2,131
Penkhill and Stoke			9	£2,434					9	£2,434
<b>Grand Total</b>	<b>114</b>	<b>£2,506</b>	<b>9</b>	<b>£2,434</b>	<b>104</b>	<b>£2,427</b>	<b>74</b>	<b>£2,464</b>	<b>301</b>	<b>£2,466</b>

## 2020

### Non Newbuild

	Detached		Flat		Semi-detached		Terraced		Total Count of Sale Value	Total Average of Sale Value
Row Labels	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value		
Abbey Hulton and Townsend	10	£221,480	1	£55,000	43	£120,558	11	£90,500	65	£129,989
Baddeley, Milton and Norton	46	£226,901	2	£79,750	112	£140,750	51	£112,781	211	£152,194
Bentilee and Ubblerley					34	£97,713	9	£106,889	43	£99,634
Birches Head and Central Forest Park	21	£174,762	2	£75,750	31	£125,044	74	£71,936	128	£101,728
Blurton East	9	£212,544	1	£60,000	34	£127,879	3	£61,167	47	£138,389
Blurton West and Newstead	16	£354,031	2	£73,250	24	£121,290	15	£154,667	57	£193,718
Boothon and Oak Hill	5	£203,600			25	£155,760	27	£88,496	57	£128,095
Bradeley and Chell Heath	2	£131,000			25	£122,860	2	£117,975	29	£123,084
Broadway and Longton East	9	£140,667	2	£59,750	42	£131,701	20	£102,180	73	£122,747
Burslem Central	4	£244,500	8	£52,250	16	£134,640	29	£81,438	57	£103,718
Burslem Park	11	£153,500			20	£130,043	42	£80,139	73	£104,866
Dresden and Florence	17	£240,676	2	£57,750	28	£152,938	16	£88,109	63	£157,127
Eaton Park	7	£149,357			18	£117,333	14	£84,246	39	£111,204
Etruria and Hanley			3	£70,167	7	£97,921	38	£76,522	48	£79,246
Fenton East	4	£133,125	1	£63,000	25	£107,380	34	£67,287	64	£86,996
Fenton West and Mount Pleasant	1	£262,000	2	£70,000	12	£108,988	45	£76,453	60	£85,838
Ford Green and Smallthorne	14	£240,143	7	£83,129	10	£139,545	41	£99,090	72	£130,584
Goldenhill and Sandyford	16	£218,184			28	£138,898	32	£83,826	76	£132,402
Great Chell and Packmoor	30	£199,598	1	£53,000	54	£119,245	23	£101,411	108	£137,154
Hanford and Trentham	70	£268,191	5	£122,800	97	£181,625	14	£157,964	186	£210,841
Hanley Park and Shelton			8	£75,625	8	£156,500	16	£91,413	32	£103,738
Hartshill and Basford	7	£204,321	1	£104,950	29	£167,518	38	£107,361	75	£139,639
Hollybush and Longton West	7	£191,143	1	£53,500	42	£132,180	9	£94,578	59	£132,106
Joiner's Square			21	£71,259	12	£116,958	31	£87,927	64	£87,901
Lightwood North and Normacot	30	£221,665	1	£335,000	15	£157,183	24	£84,602	70	£162,474
Little Chell and Stanfield	8	£171,931			31	£119,037	16	£71,094	55	£112,784
Meir Hay	14	£195,504	2	£69,500	46	£139,628	8	£121,313	70	£146,706
Meir North	7	£165,143	1	£36,500	24	£122,271	18	£84,983	50	£113,134
Meir Park	35	£237,891			14	£172,675	12	£132,833	61	£202,257
Meir South	11	£250,136			18	£116,277	3	£102,333	32	£160,984
Moorcroft	5	£152,400	2	£58,000	17	£125,618	26	£70,315	50	£96,834
Penkhill and Stoke	10	£276,055	8	£85,963	18	£184,944	32	£115,170	68	£153,863
Sandford Hill	9	£131,222			37	£119,508	14	£81,675	60	£112,438
Sneyd Green	4	£200,125			44	£137,231	8	£89,000	56	£134,833
Springfields and Trent Vale	3	£225,000	3	£111,500	18	£124,542	26	£101,485	50	£117,797
Tunstall	1	£192,500			15	£99,583	29	£77,121	45	£87,172
Weston Coyney	10	£194,595			49	£144,905	5	£137,200	64	£152,067
<b>Grand Total</b>	<b>453</b>	<b>£222,384</b>	<b>87</b>	<b>£78,121</b>	<b>1122</b>	<b>£136,196</b>	<b>855</b>	<b>£91,305</b>	<b>2517</b>	<b>£134,451</b>

	Detached		Flat		Semi-detached		Terraced		Total Count of Price per	Total Average of Price per
Row Labels	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m		
Abbey Hulton and Townsend	10	£1,825	1	£1,196	38	£1,490	10	£1,190	59	£1,491
Baddeley, Milton and Norton	41	£2,360	2	£1,479	98	£1,742	47	£1,341	188	£1,774
Bentilee and Ubblerley					32	£1,192	9	£1,377	41	£1,233
Birches Head and Central Forest Par	17	£2,162	2	£1,475	26	£1,835	69	£968	114	£1,353
Blurton East	7	£2,407	1	£1,071	30	£1,743	3	£835	41	£1,774
Blurton West and Newstead	16	£2,337	1	£1,576	23	£1,453	12	£1,516	52	£1,742
Boothens and Oak Hill	3	£1,769			22	£1,740	25	£1,158	50	£1,450
Bradeley and Chell Heath	1	£2,042			21	£1,627	2	£1,591	24	£1,641
Broadway and Longton East	8	£2,308	2	£1,344	39	£1,918	19	£1,429	68	£1,810
Burslem Central	3	£2,296	8	£965	14	£1,580	28	£1,144	53	£1,297
Burslem Park	9	£2,130			19	£1,549	41	£983	69	£1,288
Dresden and Florence	15	£2,309	2	£1,281	24	£1,766	15	£1,139	56	£1,726
Eaton Park	7	£1,910			17	£1,665	13	£1,248	37	£1,565
Etruria and Hanley			3	£1,195	7	£1,381	31	£955	41	£1,045
Fenton East	4	£2,266	1	£1,432	23	£1,556	31	£955	59	£1,286
Fenton West and Mount Pleasant	1	£1,418	2	£1,842	12	£1,677	43	£1,025	58	£1,195
Ford Green and Smallthorne	12	£2,240	7	£1,486	9	£1,561	36	£1,242	64	£1,501
Goldenhill and Sandyford	15	£2,198			26	£1,857	30	£1,163	71	£1,636
Great Chell and Packmoor	27	£2,085	1	£946	52	£1,549	23	£1,188	103	£1,603
Hanford and Trentham	63	£2,598	5	£1,829	86	£2,189	13	£1,974	167	£2,316
Hanley Park and Shelton			6	£1,539	7	£1,190	15	£1,152	28	£1,245
Hartshill and Basford	4	£1,940	1	£1,908	24	£1,800	35	£1,351	64	£1,565
Hollybush and Longton West	7	£2,279	1	£907	39	£1,605	7	£1,067	54	£1,609
Joiner's Square			20	£1,515	12	£1,496	31	£1,121	63	£1,317
Lightwood North and Normacot	26	£2,115	1	£1,893	14	£1,762	20	£1,144	61	£1,712
Little Chell and Stanfield	8	£2,268			29	£1,345	14	£891	51	£1,365
Meir Hay	12	£2,405	1	£1,643	38	£2,124	8	£1,815	59	£2,131
Meir North	7	£1,879	1	£640	22	£1,533	18	£1,149	48	£1,421
Meir Park	33	£2,570			11	£2,233	9	£1,894	53	£2,385
Meir South	9	£2,147			17	£1,543	3	£1,294	29	£1,705
Moorcroft	5	£1,707	2	£1,386	16	£1,696	21	£991	44	£1,347
Penkhull and Stoke	9	£2,474	7	£1,737	18	£1,845	23	£1,358	57	£1,734
Sandford Hill	9	£1,945			36	£1,772	13	£1,033	58	£1,634
Sneyd Green	4	£2,145			41	£1,659	7	£1,162	52	£1,629
Springfields and Trent Vale	3	£2,032	2	£2,098	16	£1,683	22	£1,352	43	£1,557
Tunstall					14	£1,373	26	£1,071	40	£1,177
Weston Coyney	9	£2,313			47	£1,855	5	£1,843	61	£1,922
<b>Grand Total</b>	<b>404</b>	<b>£2,285</b>	<b>80</b>	<b>£1,470</b>	<b>1019</b>	<b>£1,719</b>	<b>777</b>	<b>£1,177</b>	<b>2280</b>	<b>£1,626</b>

### Newbuild

	Detached		Semi-detached		Terraced		Total Count of Sale Value	Total Average of Sale Value
Row Labels	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value		
Abbey Hulton and Townsend	9	£201,662	4	£183,495			13	£196,072
Blurton West and Newstead	31	£400,788	21	£258,795	4	£249,806	56	£336,756
Boothens and Oak Hill	1	£178,995	2	£179,995	24	£167,620	27	£168,958
Etruria and Hanley	10	£229,025	11	£182,955	18	£168,306	39	£188,006
Hanford and Trentham	1	£350,000					1	£350,000
Hanley Park and Shelton			2	£200,000			2	£200,000
Hartshill and Basford	7	£252,243	2	£195,000			9	£239,522
Hollybush and Longton West	6	£277,913	10	£235,246			16	£251,246
Joiner's Square	1	£168,995	9	£166,773			10	£166,995
<b>Grand Total</b>	<b>66</b>	<b>£313,042</b>	<b>61</b>	<b>£216,141</b>	<b>46</b>	<b>£175,035</b>	<b>173</b>	<b>£242,179</b>

	Detached		Semi-detached		Terraced		Total Count of Price per	Total Average of Price per
Row Labels	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m		
Abbey Hulton and Townsend	9	£2,148	4	£2,227			13	£2,172
Blurton West and Newstead	31	£2,668	21	£2,532	4	£2,650	56	£2,616
Boothens and Oak Hill	1	£2,452	2	£2,466	24	£2,419	27	£2,423
Etruria and Hanley	10	£2,292	11	£2,217	18	£2,217	39	£2,236
Hanford and Trentham	1	£1,977					1	£1,977
Hanley Park and Shelton			2	£889			2	£889
Hartshill and Basford	7	£2,539	2	£2,468			9	£2,523
Hollybush and Longton West	6	£2,637	10	£2,602			16	£2,615
Joiner's Square	1	£2,414	9	£2,011			10	£2,052
<b>Grand Total</b>	<b>66</b>	<b>£2,506</b>	<b>61</b>	<b>£2,332</b>	<b>46</b>	<b>£2,360</b>	<b>173</b>	<b>£2,406</b>

## 2021

### Non Newbuild

	Detached		Flat		Semi-detached		Terraced		Total Count of Sale Value	Total Average of Sale Value
Row Labels	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value		
Abbey Hulton and Townsend	17	£199,556			42	£127,460	16	£103,656	75	£138,723
Baddeley, Milton and Norton	83	£261,648	2	£95,250	154	£153,682	71	£119,707	310	£174,431
Bentilee and Ubberley	1	£235,000			52	£107,259	13	£104,962	66	£108,742
Birches Head and Central Forest Par	23	£196,587	6	£75,500	47	£128,213	94	£91,948	170	£115,551
Blurton East	13	£224,308	11	£66,241	46	£154,868	9	£95,456	79	£147,186
Blurton West and Newstead	19	£357,026	6	£76,500	38	£127,815	15	£163,467	78	£186,557
Boothens and Oak Hill	8	£252,813	1	£89,000	29	£173,941	55	£91,503	93	£131,059
Bradeley and Chell Heath	1	£172,000			35	£129,738	8	£103,375	44	£125,906
Broadway and Longton East	14	£189,214	1	£95,000	54	£137,643	33	£108,570	102	£134,897
Burslem Central	3	£218,983	8	£66,593	14	£130,671	50	£91,820	75	£101,468
Burslem Park	14	£172,282	1	£111,000	19	£145,655	48	£87,107	82	£115,507
Dresden and Florence	15	£244,633	4	£102,250	25	£149,164	29	£101,860	73	£147,418
Eaton Park	16	£178,778			33	£134,258	22	£101,491	71	£134,137
Etruria and Hanley	6	£222,667	1	£80,000	10	£110,700	68	£81,307	85	£94,728
Fenton East	4	£140,000	3	£75,080	20	£135,750	60	£79,887	87	£95,327
Fenton West and Mount Pleasant	2	£150,500	4	£74,438	15	£134,993	69	£86,998	90	£95,850
Ford Green and Smallthorne	23	£261,157	15	£84,697	34	£149,265	48	£112,213	120	£147,819
Goldenhill and Sandford	19	£217,079			38	£138,435	36	£99,497	93	£139,430
Great Chell and Packmoor	53	£209,376			51	£143,292	36	£111,243	140	£160,069
Hanford and Trentham	110	£294,755	4	£114,750	118	£189,862	16	£190,525	248	£235,218
Hanley Park and Shelton			7	£76,850	7	£163,143	20	£109,900	34	£114,057
Hartshill and Basford	9	£256,000	3	£97,567	49	£162,011	55	£120,347	116	£147,882
Hollybush and Longton West	6	£188,292	1	£50,000	49	£143,481	8	£121,069	64	£143,420
Joiner's Square			28	£73,982	14	£143,214	46	£111,478	88	£104,597
Lightwood North and Normacot	32	£243,678			14	£150,250	21	£98,595	67	£178,682
Little Chell and Stanfield	9	£193,211	1	£50,000	38	£132,387	15	£82,480	63	£127,886
Meir Hay	14	£186,250	4	£73,625	44	£144,739	10	£139,795	72	£148,173
Meir North	8	£187,125	2	£77,500	41	£136,824	26	£100,884	77	£128,374
Meir Park	72	£255,283			16	£168,250	13	£143,481	101	£227,105
Meir South	8	£328,813			31	£146,466	5	£128,900	44	£177,624
Moorcroft	5	£162,800	1	£63,000	37	£127,961	22	£75,276	65	£111,810
Penkhull and Stoke	8	£320,063	6	£98,083	39	£173,597	43	£119,383	96	£156,799
Sandford Hill	11	£164,545			48	£130,064	23	£87,322	82	£122,701
Sneyd Green	11	£172,409			51	£146,069	11	£98,955	73	£142,938
Springfields and Trent Vale	1	£333,000	3	£92,000	30	£155,207	30	£121,048	64	£139,010
Tunstall	2	£142,000	1	£45,000	23	£109,802	27	£71,137	53	£90,097
Weston Coyney	17	£212,703			61	£151,498	7	£145,871	85	£163,276
<b>Grand Total</b>	<b>657</b>	<b>£242,398</b>	<b>124</b>	<b>£79,230</b>	<b>1466</b>	<b>£146,217</b>	<b>1178</b>	<b>£102,237</b>	<b>3425</b>	<b>£147,115</b>

	Detached		Flat		Semi-detached		Terraced		Total Count of Price per	Total Average of Price per
Row Labels	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m		
Abbey Hulton and Townsend	17	£2,282			38	£1,665	16	£1,411	71	£1,756
Baddeley, Milton and Norton	77	£2,665	1	£1,773	141	£1,952	60	£1,553	279	£2,063
Bentilee and Ubberey	1	£2,640			51	£1,333	13	£1,354	65	£1,357
Birches Head and Central Forest Park	17	£2,390	4	£1,550	45	£1,799	86	£1,152	152	£1,492
Blurton East	13	£2,691	11	£1,058	40	£2,016	8	£1,191	72	£1,900
Blurton West and Newstead	17	£2,574	6	£1,316	37	£1,560	15	£1,824	75	£1,823
Boothen and Oak Hill	8	£2,026	1	£1,679	28	£1,856	52	£1,244	89	£1,512
Bradeley and Chell Heath	1	£1,686			34	£1,792	8	£1,447	43	£1,726
Broadway and Longton East	14	£2,145	1	£1,484	50	£2,085	32	£1,553	97	£1,912
Burslem Central	3	£2,658	8	£1,202	14	£1,563	46	£1,242	71	£1,361
Burslem Park	12	£2,267	1	£1,500	18	£1,783	46	£1,119	77	£1,458
Dresden and Florence	15	£2,145	4	£1,661	24	£1,778	29	£1,242	72	£1,632
Eaton Park	16	£2,321			32	£1,848	22	£1,436	70	£1,827
Etruria and Hanley	4	£2,278	1	£1,818	10	£1,563	67	£1,165	82	£1,276
Fenton East	4	£2,328	3	£1,547	18	£2,116	55	£1,176	80	£1,459
Fenton West and Mount Pleasant	2	£1,978	4	£1,137	14	£1,893	66	£1,138	86	£1,280
Ford Green and Smallthorne	22	£2,227	12	£1,557	32	£1,851	47	£1,387	113	£1,700
Goldenhill and Sandyford	17	£2,072			37	£1,893	33	£1,319	87	£1,710
Great Chell and Packmoor	49	£2,254			50	£1,933	34	£1,437	133	£1,925
Hanford and Trentham	103	£2,750	3	£1,804	107	£2,521	15	£2,225	228	£2,596
Hanley Park and Shelton			7	£1,525	7	£1,127	19	£1,240	33	£1,276
Hartshill and Basford	9	£2,280	3	£2,201	46	£1,990	52	£1,443	110	£1,761
Hollybush and Longton West	5	£2,378	1	£769	45	£1,815	8	£1,591	59	£1,815
Joiner's Square			23	£1,639	14	£1,734	42	£1,381	79	£1,519
Lightwood North and Normacot	26	£2,412			14	£1,753	20	£1,345	60	£1,903
Little Chell and Stanfield	8	£2,394	1	£893	36	£1,539	15	£970	60	£1,500
Meir Hay	14	£2,594	4	£1,654	38	£2,196	10	£2,102	66	£2,233
Meir North	7	£2,526	2	£1,346	39	£1,741	25	£1,303	73	£1,655
Meir Park	65	£2,628			15	£2,365	10	£2,192	90	£2,536
Meir South	7	£2,439			28	£1,804	4	£1,519	39	£1,889
Moorcroft	4	£1,906	1	£1,500	34	£1,754	20	£1,056	59	£1,523
Penkhull and Stoke	8	£2,304	6	£1,588	36	£2,023	40	£1,466	90	£1,771
Sandford Hill	10	£2,229			47	£1,957	23	£1,082	80	£1,739
Sneyd Green	11	£2,230			48	£1,689	11	£1,305	70	£1,714
Springfields and Trent Vale	1	£1,500	2	£1,572	28	£1,863	26	£1,482	57	£1,672
Tunstall	2	£1,981	1	£1,216	21	£1,462	27	£1,029	51	£1,249
Weston Coyney	16	£2,663			54	£2,070	4	£2,057	74	£2,198
<b>Grand Total</b>	<b>605</b>	<b>£2,472</b>	<b>111</b>	<b>£1,485</b>	<b>1370</b>	<b>£1,896</b>	<b>1106</b>	<b>£1,326</b>	<b>3192</b>	<b>£1,793</b>

**Newbuild**

	Detached		Flat		Semi-detached		Terraced		Total Count of Sale Value	Total Average of Sale Value
Row Labels	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value		
Abbey Hulton and Townsend	8	£216,120			14	£183,709	5	£154,245	27	£187,856
Blurton West and Newstead	6	£381,417			1	£233,995	12	£256,986	19	£295,070
Boothen and Oak Hill					1	£159,995			1	£159,995
Eaton Park					2	£171,500			2	£171,500
Etruria and Hanley							5	£184,290	5	£184,290
Fenton West and Mount Pleasant					1	£176,000			1	£176,000
Hanford and Trentham	8	£629,688					4	£181,000	12	£480,125
Hollybush and Longton West	6	£313,746			12	£259,040			18	£277,275
Joiner's Square	6	£176,412			2	£167,995			8	£174,308
Meir North	3	£259,350			1	£211,950			4	£247,500
Meir South	1	£390,000							1	£390,000
Penkhull and Stoke			2	£58,450					2	£58,450
<b>Grand Total</b>	<b>38</b>	<b>£346,420</b>	<b>2</b>	<b>£58,450</b>	<b>34</b>	<b>£210,039</b>	<b>26</b>	<b>£211,558</b>	<b>100</b>	<b>£259,227</b>

	Detached		Flat		Semi-detached		Terraced		Total Count of Price per	Total Average of Price per
Row Labels	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m		
Abbey Hulton and Townsend	8	£2,281			14	£2,445	5	£2,614	27	£2,428
Blurton West and Newstead	6	£2,820			1	£2,690	12	£2,917	19	£2,874
Boothon and Oak Hill					1	£2,712			1	£2,712
Eaton Park					2	£2,540			2	£2,540
Etruria and Hanley							5	£2,400	5	£2,400
Fenton West and Mount Pleasant					1	£2,316			1	£2,316
Hanford and Trentham	8	£2,353					4	£2,173	12	£2,293
Hollybush and Longton West	6	£2,706			12	£2,583			18	£2,624
Joiner's Square	6	£2,453			2	£2,400			8	£2,439
Meir North	3	£2,685			1	£2,864			4	£2,730
Meir South	1	£2,131							1	£2,131
Penkhull and Stoke			2	£2,248					2	£2,248
<b>Grand Total</b>	<b>38</b>	<b>£2,503</b>	<b>2</b>	<b>£2,248</b>	<b>34</b>	<b>£2,520</b>	<b>26</b>	<b>£2,645</b>	<b>100</b>	<b>£2,541</b>

**2022**

*Non Newbuild*

	Detached		Flat		Semi-detached		Terraced		Total Count of Sale Value	Total Average of Sale Value
Row Labels	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value		
Abbey Hulton and Townsend	10	£214,050			32	£147,575	15	£119,110	57	£151,746
Baddeley, Milton and Norton	36	£258,128	2	£177,500	91	£174,818	34	£121,316	163	£182,091
Bentilee and Ubbertley	1	£215,000			31	£121,508	10	£123,550	42	£124,220
Birches Head and Central Forest Park	14	£211,039	6	£67,750	33	£156,553	67	£99,867	120	£126,820
Blurton East	6	£252,667	5	£84,750	30	£178,322	6	£113,583	47	£169,594
Blurton West and Newstead	11	£350,955	7	£102,429	32	£153,183	12	£190,158	62	£189,698
Boothon and Oak Hill	2	£297,500	2	£91,750	13	£177,107	45	£100,133	62	£122,369
Bradeley and Chell Heath	1	£185,000			19	£149,058	7	£120,286	27	£142,929
Broadway and Longton East	4	£215,625	1	£40,000	35	£155,400	22	£112,238	62	£142,109
Burslem Central	2	£252,500	3	£67,000	7	£150,786	40	£97,373	52	£108,778
Burslem Park	10	£179,000	1	£108,000	20	£146,750	36	£89,513	67	£120,231
Dresden and Florence	6	£303,500	2	£118,500	23	£158,361	14	£107,500	45	£160,118
Eaton Park	11	£207,244			24	£153,415	13	£127,231	48	£158,659
Etruria and Hanley	1	£218,000	2	£69,750	13	£145,423	47	£91,591	63	£104,012
Fenton East	2	£150,000	2	£67,250	14	£139,125	46	£88,429	64	£100,781
Fenton West and Mount Pleasant	2	£212,500			18	£135,333	39	£95,640	59	£111,711
Ford Green and Smallthorne	14	£271,671	12	£92,708	12	£156,125	34	£121,766	72	£151,798
Goldenhill and Sandyford	17	£248,471			20	£156,855	26	£114,577	63	£164,128
Great Chell and Packmoor	27	£243,278	1	£76,000	49	£146,560	32	£123,413	109	£163,075
Hanford and Trentham	55	£321,137	2	£125,500	47	£210,856	9	£179,056	113	£260,489
Hanley Park and Shelton			5	£86,600	6	£210,000	27	£108,575	38	£121,698
Hartshill and Basford	5	£331,200	5	£83,100	36	£191,043	38	£129,793	84	£165,252
Hollybush and Longton West	2	£219,250	2	£47,500	27	£157,077	4	£140,000	35	£152,416
Joiner's Square	2	£212,500	25	£79,544	10	£156,350	48	£117,176	85	£112,959
Lightwood North and Normacot	17	£239,088			11	£167,632	14	£108,538	42	£176,857
Little Chell and Stanfield	8	£227,806			23	£142,891	18	£80,039	49	£133,666
Meir Hay	11	£238,636			37	£156,716	3	£137,333	51	£173,245
Meir North	3	£243,333	3	£53,167	26	£140,846	17	£116,351	49	£133,255
Meir Park	24	£275,935			14	£193,071	6	£160,500	44	£233,828
Meir South	15	£376,333			17	£165,756	7	£154,000	39	£244,637
Moorcroft	2	£225,475	2	£67,625	16	£148,734	21	£81,393	41	£114,029
Penkhull and Stoke	2	£352,500	16	£93,322	22	£219,816	34	£130,635	74	£155,077
Sandford Hill	4	£155,250			27	£147,206	13	£131,615	44	£143,331
Sneyd Green	8	£219,125			40	£157,150	6	£136,333	54	£164,019
Springfields and Trent Vale	1	£190,000	3	£92,333	15	£175,233	14	£117,143	33	£143,500
Tunstall	1	£190,000	2	£54,500	11	£124,818	40	£89,436	54	£97,212
Weston Coyney	13	£252,231			35	£176,913	6	£166,917	54	£193,934
<b>Grand Total</b>	<b>350</b>	<b>£264,105</b>	<b>111</b>	<b>£85,507</b>	<b>936</b>	<b>£162,183</b>	<b>870</b>	<b>£110,363</b>	<b>2267</b>	<b>£154,277</b>

	Detached		Flat		Semi-detached		Terraced		Total Count of Price per	Total Average of Price per
Row Labels	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m		
Abbey Hulton and Townsend	10	£2,355			32	£2,028	14	£1,565	56	£1,970
Baddeley, Milton and Norton	35	£2,763	1	£1,376	88	£2,242	31	£1,567	155	£2,219
Bentilee and Ubblerley	1	£2,194			29	£1,472	10	£1,488	40	£1,494
Birches Head and Central Forest Par	14	£2,643	6	£1,220	32	£2,176	63	£1,311	115	£1,709
Blurton East	5	£3,060	5	£1,471	29	£2,288	6	£1,464	45	£2,173
Blurton West and Newstead	10	£2,924	6	£1,628	31	£1,889	10	£1,906	57	£2,046
Boothen and Oak Hill	2	£2,111	2	£1,647	13	£2,022	43	£1,285	60	£1,484
Bradeley and Chell Heath	1	£2,372			18	£2,032	6	£1,870	25	£2,007
Broadway and Longton East	4	£2,955	1	£976	32	£2,287	21	£1,550	58	£2,044
Burslem Central	2	£3,048	3	£1,244	7	£1,813	38	£1,305	50	£1,442
Burslem Park	10	£2,497	1	£2,160	20	£2,024	34	£1,150	65	£1,642
Dresden and Florence	6	£2,751	2	£1,533	23	£1,901	14	£1,400	45	£1,842
Eaton Park	9	£2,577			24	£2,201	13	£1,828	46	£2,169
Etruria and Hanley	1	£3,070	2	£928	13	£1,868	45	£1,240	61	£1,394
Fenton East	2	£3,048	2	£1,681	13	£2,210	45	£1,257	62	£1,528
Fenton West and Mount Pleasant	1	£1,196			16	£1,825	38	£1,245	55	£1,412
Ford Green and Smallthorne	14	£2,474	9	£1,725	9	£1,871	29	£1,483	61	£1,803
Goldenhill and Sandyford	17	£2,570			19	£2,088	25	£1,461	61	£1,965
Great Chell and Packmoor	25	£2,734	1	£987	44	£2,006	28	£1,597	98	£2,064
Hanford and Trentham	52	£3,168	2	£2,093	44	£2,660	8	£2,663	106	£2,898
Hanley Park and Shelton			4	£1,621	6	£1,337	25	£1,427	35	£1,433
Hartshill and Basford	5	£2,767	5	£1,936	33	£2,226	33	£1,615	76	£1,977
Hollybush and Longton West	2	£2,587	2	£863	26	£1,907	4	£1,662	34	£1,857
Joiner's Square	2	£2,024	21	£1,763	10	£2,018	44	£1,474	77	£1,638
Lightwood North and Normacot	15	£2,656			10	£1,895	14	£1,129	39	£1,913
Little Chell and Stanfield	8	£2,291			23	£1,647	18	£1,009	49	£1,518
Meir Hay	11	£3,078			34	£2,466	3	£2,664	48	£2,619
Meir North	3	£3,229	3	£882	25	£1,907	17	£1,656	48	£1,837
Meir Park	22	£3,025			14	£2,726	5	£2,712	41	£2,885
Meir South	13	£2,826			17	£1,998	7	£1,881	37	£2,267
Moorcroft	2	£2,344	2	£1,445	15	£1,903	21	£1,149	40	£1,506
Penkhull and Stoke	2	£2,902	15	£1,754	22	£2,260	33	£1,581	72	£1,861
Sandford Hill	4	£2,213			26	£2,259	13	£1,529	43	£2,034
Sneyd Green	8	£2,576			38	£1,795	4	£1,634	50	£1,907
Springfields and Trent Vale	1	£1,900	3	£1,946	14	£1,981	13	£1,570	31	£1,803
Tunstall	1	£1,959	2	£964	10	£1,592	39	£1,121	52	£1,222
Weston Coyney	13	£2,867			32	£2,464	6	£2,165	51	£2,532
<b>Grand Total</b>	<b>333</b>	<b>£2,775</b>	<b>100</b>	<b>£1,595</b>	<b>891</b>	<b>£2,097</b>	<b>820</b>	<b>£1,426</b>	<b>2144</b>	<b>£1,922</b>

### Newbuild

	Detached		Flat		Semi-detached		Terraced		Total Count of Sale Value	Total Average of Sale Value
Row Labels	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value	Count of Sale Value (2)	Average of Sale Value		
Abbey Hulton and Townsend	7	£238,424			6	£175,662			13	£209,457
Blurton West and Newstead	1	£387,995			1	£252,995			2	£320,495
Hanford and Trentham							1	£172,500	1	£172,500
Hollybush and Longton West	1	£385,995							1	£385,995
Meir North	1	£254,950			2	£212,450	1	£169,950	4	£212,450
Penkhull and Stoke			7	£64,664					7	£64,664
<b>Grand Total</b>	<b>10</b>	<b>£269,791</b>	<b>7</b>	<b>£64,664</b>	<b>9</b>	<b>£192,429</b>	<b>2</b>	<b>£171,225</b>	<b>28</b>	<b>£186,603</b>

	Detached		Flat		Semi-detached		Terraced		Total Count of Price per	Total Average of Price per
Row Labels	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m	Count of Price per sq/m (2)	Average of Price per sq/m		
Abbey Hulton and Townsend	7	£2,475			6	£2,725			13	£2,590
Blurton West and Newstead	1	£2,503			1	£2,875			2	£2,689
Hanford and Trentham							1	£2,104	1	£2,104
Hollybush and Longton West	1	£2,490							1	£2,490
Meir North	1	£2,865			2	£2,640	1	£2,930	4	£2,769
Penkhull and Stoke			7	£2,487					7	£2,487
<b>Grand Total</b>	<b>10</b>	<b>£2,518</b>	<b>7</b>	<b>£2,487</b>	<b>9</b>	<b>£2,722</b>	<b>2</b>	<b>£2,517</b>	<b>28</b>	<b>£2,576</b>



## Appendix 8 – Newbuild Asking Prices

February 2023

Developer / Agent	Development	Address	Address	Postcode	Name	Bedrooms	Type	GIA	Asking Price	£ per sqm
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Ash	3	D	96	£314,950	£3,281
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Alder	3	D	96	£314,950	£3,281
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Birch	4	D	124	£379,950	£3,064
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Cedar	4	D	137	£399,950	£2,919
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Clematis	2	S	61	£229,950	£3,770
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Laurel	3	S	105	£299,950	£2,857
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Lime	3	S	85	£274,950	£3,235
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Maple	4	D	115	£359,950	£3,130
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Willow	4	S	115	£309,950	£2,695
Barratt	Waterside	Trentham	Stoke	ST4 8DP	Maidstone x2	3	S	75	£267,995	£3,573
Barratt	Waterside	Trentham	Stoke	ST4 8DP	Buchanan	3	D	83	£286,995	£3,458
Barratt	Waterside	Trentham	Stoke	ST4 8DP	Norbury x2	3	T	100	£317,995	£3,180
Barratt	Waterside	Trentham	Stoke	ST4 8DP	Stambourne x2	3	S	106	£332,500	£3,137
Barratt	Waterside	Trentham	Stoke	ST4 8DP	Lutterworth x3	3	D		£336,495	
Barratt	Waterside	Trentham	Stoke	ST4 8DP	Kingsley x2	4	D	110	£366,495	£3,332
Cerris Housing Assoc	Bellerton Lane	Norton	Stoke		x6	3	T		£450,000	
Cerris Housing Assoc	Bellerton Lane	Norton	Stoke		x2	2	T		£375,000	
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Alnmouth x20	2	S	58	£124,280	£2,143
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Danbury x7	3	S	73	£150,150	£2,057
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Sutton x2	3	T	71	£151,550	£2,135
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Souter x3	3	T	83	£153,965	£1,855
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Rufford x3	3	S	84	£242,500	£2,887
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Hatfield x2	3	D	84	£274,950	£3,273
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Clayton x2	3	D	90	£284,950	£3,166
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Lumley x3	4	D	115	£299,950	£2,608
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Roseberry	4	D	126	£299,950	£2,381
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Kendal x2	4	D	122	£309,950	£2,541
St Modwen	Kiln Gate		Burslem	ST6 2AF	Mirin x2	3	S	77	£185,000	£2,403
St Modwen	Kiln Gate		Burslem	ST6 2AF	Kemble	2	S	65	£170,000	£2,615
St Modwen	Kiln Gate		Burslem	ST6 2AF	Mirin x2	3	S	77	£194,995	£2,532
St Modwen	Kiln Gate		Burslem	ST6 2AF	Houghton	3	S	71	£218,000	£3,070
St Modwen	Kiln Gate		Burslem	ST6 2AF	Becket	4	S	84	£275,000	£3,274
Gleeson Homes	Hawthorns	Adderley Green	Stoke	ST3 5BL	Glin	3	S	84	£186,995	£2,226



Gleeson Homes	Hawthorns	Adderley Green	Stoke	ST3 5BL	Lanesborough	4	D	130	£289,995	£2,231
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Turner	3	S	83	£245,500	£2,958
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Fletcher	3	S	94	£254,500	£2,707
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Mason	3	D	104	£282,995	£2,721
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Reedmaker	4	D	115	£344,995	£3,000
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Bowyer	4	D	118	£349,500	£2,962
St Modwen	Blythe Fields	Levison St	Blythe	ST11 9FE	Edwen x2	4	D	96	£272,995	£2,844
St Modwen	Blythe Fields	Levison St	Blythe	ST11 9FE	Draycott x3	3	T	89	£259,995	£2,921
St Modwen	Blythe Fields	Levison St	Blythe	ST11 9FE	Paris x2	4	D	118	£344,995	£2,924
St Modwen	Victoria Park	Boothen Old Road	Stoke	ST4 4ED	Mirin	3	S	77	£206,500	£2,682
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Knightsbridge	3	S	76		
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Danbury	3	S	75	£217,995	£2,907
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Shipley	3	S	76	£240,995	£3,171
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Raven	3	S	88	£227,995	£2,591
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Bamburgh	3	S	96	£239,995	£2,500
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Stratton	3	S	101	£239,995	£2,376
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Neston	4	D	99	£269,995	£2,727
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Hadley	3	D	94	£259,995	£2,766
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Foxhill	3	D	94		
Addison Mead	Foxley Close	Redhills Road	Milton	ST2 7FA		4	D	102	£350,000	£3,431
Addison Mead	Foxley Close	Redhills Road	Milton	ST2 7FA		4	D	112	£350,000	£3,125
Oak-NGate	New Inn Lane	Trentham	Stoke	ST4 8BE	Rowan	4	D		£439,995	
Oak-NGate	New Inn Lane	Trentham	Stoke	ST4 8BE	Birch	4	D		£464,995	
Oak-NGate	New Inn Lane	Trentham	Stoke	ST4 8BE	Hornbeam	5	D		£489,995	
Oak-NGate	New Inn Lane	Trentham	Stoke	ST4 8BE	Ash	5	D		£514,995	
Oak-NGate	New Inn Lane	Trentham	Stoke	ST4 8BE	Ash	5	D		£539,995	

### October 2023

Developer Agent	Development	Address	Address	Postcode	Name	Units 10/23	Bedrooms	Type	Sqm	£	£/Sqm
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Ash	1	3	D	96	£315,000	£3,281
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Birch	1	4	D	124	£385,000	£3,105
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Laurel	1	3	S	105	£299,950	£2,857
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Maple	1	4	D	115	£360,000	£3,130
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Willow	1	4	S	115	£309,950	£2,695
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Mulberry		5	D	154	£435,000	£2,825
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Poplar		2	S	71	£215,000	£3,028
Barratt	Waterside	Trentham	Stoke	ST4 8DP	Buchanan	1	3	D	83	£310,000	£3,735



Barratt	Waterside	Trentham	Stoke	ST4 8DP	Lutterworth x3	3	3	D		£332,000	
Barratt	Waterside	Trentham	Stoke	ST4 8DP	Kingsley x2	2	4	D	110	£367,000	£3,336
Barratt	Waterside	Trentham	Stoke	ST4 8DP	Windermere		4	D	108	£346,000	£3,204
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Hatfield x2	2	3	D	84	£284,950	£3,392
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Lumley x3	3	4	D	115	£304,950	£2,652
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Chedworth		4	D	107	£329,950	£3,084
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Hatfield		3	D	84	£264,950	£3,154
St Modwen	Kiln Gate		Burslem	ST6 2AF	Kemble	1	2	S	65	£175,000	£2,692
St Modwen	Kiln Gate		Burslem	ST6 2AF	Paris		4	D	90	£275,950	£3,066
St Modwen	Kiln Gate		Burslem	ST6 2AF	Kea		3	D	80	£239,950	£2,999
St Modwen	Kiln Gate		Burslem	ST6 2AF	Webster		3	S	82	£235,000	£2,866
St Modwen	Kiln Gate		Burslem	ST6 2AF	Kemble	1	2	S	65	£169,950	£2,615
St Modwen	Kiln Gate		Burslem	ST6 2AF	Alban		2	S	58	£169,950	£2,930
Gleeson Homes	Hawthorns	Adderley Green	Stoke	ST3 5BL	Lanesborough	1	4	D	130	£307,995	£2,369
Gleeson Homes	Hawthorns	Adderley Green	Stoke	ST3 5BL	Grange		4	D	100	£299,995	£3,000
Gleeson Homes	Hawthorns	Adderley Green	Stoke	ST3 5BL	Dalkey	2	4	D	105	£299,995	£2,857
Gleeson Homes	Hawthorns	Adderley Green	Stoke	ST3 5BL	Clifden		3	D	87	£249,995	£2,874
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Turner	4	3	S	83	£229,500	£2,765
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Fletcher	1	3	S	94	£239,999	£2,553
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Mason	1	3	D	104	£269,995	£2,596
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Reedmaker	1	4	D	115	£344,995	£3,000
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Bowyer	1	4	D	118	£353,500	£2,996
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Lymner		3	D	87	£260,000	£2,989
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Tailor	2	3	T	73	£209,995	£2,877
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Potter		2	T	70	£194,500	£2,779
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Joiner		2	T	64	£176,500	£2,758
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Raven	1	3	S	88	£232,995	£2,648
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Bamburgh	1	3	S	96	£239,995	£2,500
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Stratton	4	3	S	101	£239,995	£2,376
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Neston	1	4	D	99	£274,995	£2,778
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Hadley	2	3	D	94	£264,995	£2,819
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Foxhill	1	3	D	94	£249,995	£2,660
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Bamburgh	2	3	S	96	£237,995	£2,479
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Bamburgh	2	3	S	96	£234,995	£2,448
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Raven	1	3	S	88	£229,995	£2,614
Oak-NGate	New Inn Lane	Trentham	Stoke	ST4 8BE	Birch	1	4	D		£484,995	
Oak-NGate	New Inn Lane	Trentham	Stoke	ST4 8BE	Hornbeam	1	5	D		£504,995	
Oak-NGate	New Inn Lane	Trentham	Stoke	ST4 8BE	Ash	1	5	D		£564,995	
Oak-NGate	New Inn Lane	Trentham	Stoke	ST4 8BE	Larch	2	5	D	204	£674,995	£3,309
Oak-NGate	New Inn Lane	Trentham	Stoke	ST4 8BE	Cedar	1	4	D		£439,995	



James du Pavey	Palmers Green	Hartshill	Newcastle-under-Lyme		2	3		128	£395,000	£3,086
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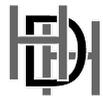
## January 2024

Developer / Agent	Development	Address	Address	Postcode	Name	Bedrooms	Type	Sqm	£ Jan 2024	Jan 24 £/M2
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Ash	3	D	96	£314,900	£3,280
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Birch	4	D	124	£385,000	£3,105
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Laurel	3	S	105	£305,000	£2,905
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Maple	4	D	115	£375,000	£3,261
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Maple	4	D	115	£362,500	£3,152
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Willow	4	S	115		
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Mulberry	5	D	154		
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Poplar	2	S	71	£219,995	£3,099
Lioncourt	Queen's Gate	Penkhull	Stoke	ST4 7LQ	Lime	3	T	85	£279,950	£3,294
Barratt	Waterside	Trentham	Stoke	ST4 8DP	Buchanan	3	D	83		
Barratt	Waterside	Trentham	Stoke	ST4 8DP	Lutterworth x3	3	D		£329,000	
Barratt	Waterside	Trentham	Stoke	ST4 8DP	Kingsley x2	4	D	110		
Barratt	Waterside	Trentham	Stoke	ST4 8DP	Windermere	4	D	108	£346,000	£3,204
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Hatfield x2	3	D	84	£279,950	£3,333
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Lumley x3	4	D	115	£304,950	£2,652
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Chedworth	4	D	107	£329,950	£3,084
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Hatfield	3	D	84	£284,950	£3,392
Persimmon	Foxfields	The Wood	Stoke	ST3 6HR	Danbury	3	S	73	£224,950	£3,082
St Modwen	Kiln Gate		Burslem	ST6 2AF	Kemble	2	S	65	£164,950	£2,538
St Modwen	Kiln Gate		Burslem	ST6 2AF	Kemble	2	S	65	£172,500	£2,654
St Modwen	Kiln Gate		Burslem	ST6 2AF	Paris	4	D	90		
St Modwen	Kiln Gate		Burslem	ST6 2AF	Kea	3	D	80		
St Modwen	Kiln Gate		Burslem	ST6 2AF	Webster	3	S	82	£229,950	£2,804
St Modwen	Kiln Gate		Burslem	ST6 2AF	Kemble	2	S	65		
St Modwen	Kiln Gate		Burslem	ST6 2AF	Alban	2	S	58	£164,950	£2,844
St Modwen	Kiln Gate		Burslem	ST6 2AF	Doulton House	1	F		£99,950	
Gleeson Homes	Hawthorns	Adderley Green	Stoke	ST3 5BL	Lanesborough	4	D	130	£315,995	£2,431
Gleeson Homes	Hawthorns	Adderley Green	Stoke	ST3 5BL	Grange	4	D	100	£307,995	£3,080
Gleeson Homes	Hawthorns	Adderley Green	Stoke	ST3 5BL	Dalkey	4	D	105	£307,995	£2,933
Gleeson Homes	Hawthorns	Adderley Green	Stoke	ST3 5BL	Clifden	3	D	87		
Gleeson Homes	Hawthorns	Adderley Green	Stoke	ST3 5BL	Limerick	3	D	84	£239,995	£2,857
Gleeson Homes	Watermills	Apdale Road	Newcastle-under-Lyme	ST5 6BH						
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Turner	3	S	83	£229,500	£2,765



Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Fletcher	3	S	94	£239,995	£2,553
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Mason	3	D	104	£269,995	£2,596
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Mason	3	D	104	£279,500	£2,688
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Reedmaker	4	D	115		
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Bowyer	4	D	118		
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Lymner	3	D	87		
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Tailor	3	T	73	£209,995	£2,877
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Potter	2	T	70	£194,500	£2,779
Bellway	The Crescent	The Wood	Stoke	ST3 6HR	Joiner	2	T	64	£177,500	£2,773
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Raven	3	S	88		
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Bamburgh	3	S	96	£230,000	£2,396
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Bamburgh	3	S	96	£230,000	£2,277
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Stratton	3	S	101	£274,995	£2,778
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Neston	4	D	99	£264,995	£2,819
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Hadley	3	D	94		
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Foxhill	3	D	94		
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Bamburgh	3	S	96		
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Bamburgh	3	S	96	£232,995	£2,648
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Raven	3	S	88	£212,995	£2,803
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Knightsbridge	3	S	76	£239,995	£2,727
Keepmoat	Hollington Grange	Biddulph Road	Stoke	ST6 6TP	Shipley	3	S	88		
Oak-NGate	New Inn Lane	Trentham	Stoke	ST4 8BE	Birch	4	D			
Oak-NGate	New Inn Lane	Trentham	Stoke	ST4 8BE	Hornbeam	5	D			
Oak-NGate	New Inn Lane	Trentham	Stoke	ST4 8BE	Ash	5	D			
Oak-NGate	New Inn Lane	Trentham	Stoke	ST4 8BE	Larch	5	D	204	£674,995	£3,309
Oak-NGate	New Inn Lane	Trentham	Stoke	ST4 8BE	Cedar	4	D			
James du Pavay	Palmer's Green	Hartshill	Newcastle-under-Lyme			3	D	128	£350,000	£2,734
Tinsley Garner	Chivelstone Grove	Trentham	Stoke	ST4 8XR		4	D		£695,000	
Cerris Homes Housing Assoc	Hollington Grange			ST6 6TP	Stratton	3	S	101	£245,000	£2,426

Austerberry							£199,950
Agents	Finstock Avenue	Blurton	Stoke	ST3 3JU	4	T	
Butters John Bee	Pleasant Street	Burslem	Stoke	ST6 3DL	3	T	£190,000
Knight Knox	Axiom	Bethesda Street	Stoke	ST1	0	F	£87,500
Knight Knox	Axiom	Bethesda Street	Stoke	ST1	0	F	£86,999
Knight Knox	Axiom	Bethesda Street	Stoke	ST1	0	F	£84,999
Knight Knox	Axiom	Bethesda Street	Stoke	ST1	0	F	£83,500
Knight Knox	Axiom	Bethesda Street	Stoke	ST1	0	F	£81,999
Knight Knox	Axiom	Bethesda Street	Stoke	ST1	0	F	£79,999
Knight Knox	Axiom	Bethesda Street	Stoke	ST1	0	F	



## Appendix 9 - CoStar Non-Residential Data

*The pages in this appendix are not numbered.*



Deals

**66**

Asking Rent Per SF

**£10.70**

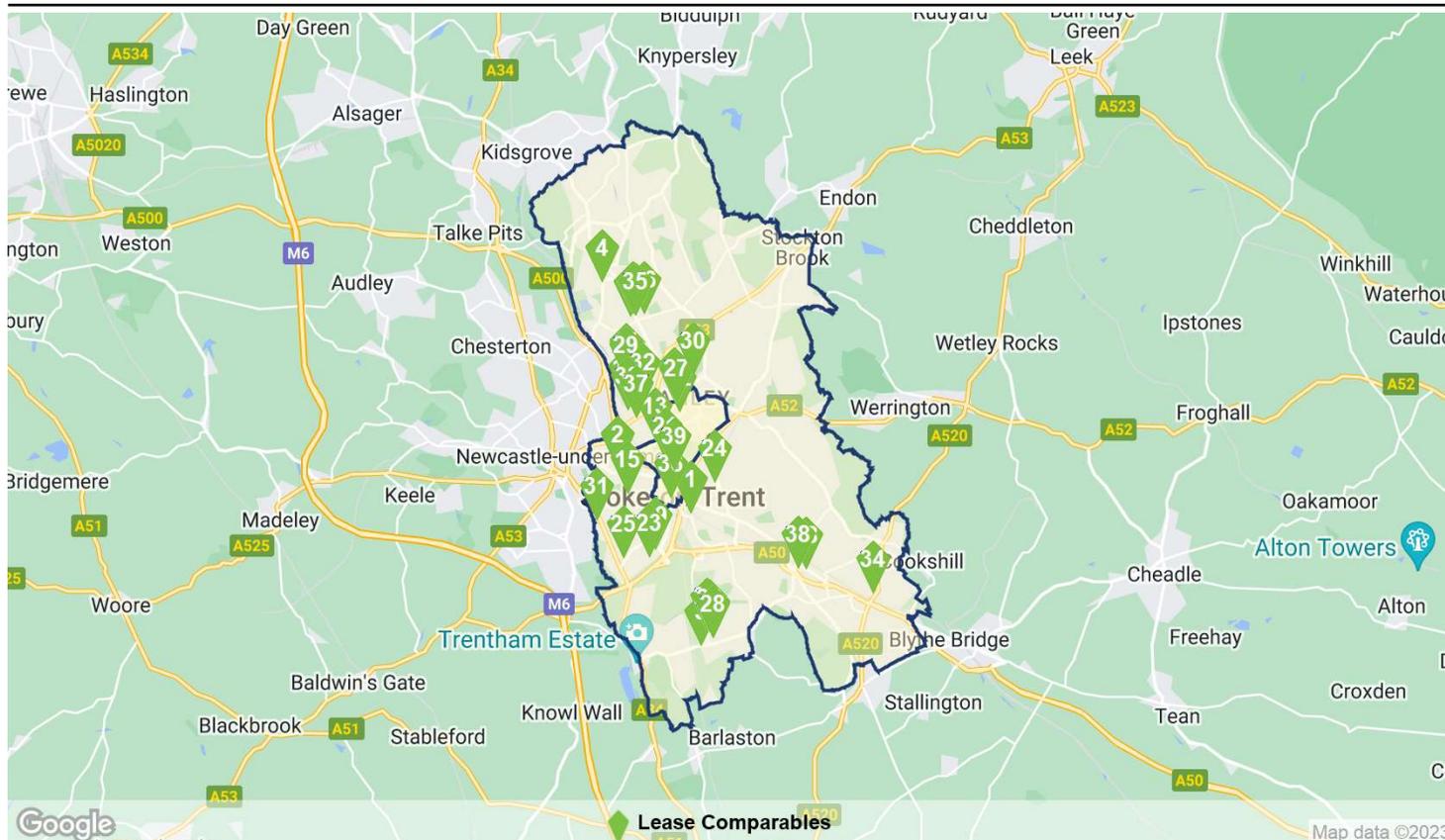
Achieved Rent Per SF

**£11.40**

Avg. Months On Market

**23**

### TOP 50 LEASE COMPARABLES



### SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	40	£2.12	£10.70	£8.35	£20.00
Achieved Rent Per SF	22	£5.54	£11.40	£10.68	£40.00
Net Effective Rent Per SF	7	£9.82	£14.68	£12.27	£1,189.96
Asking Rent Discount	10	-20.0%	1.0%	0.0%	7.4%
TI Allowance	-	-	-	-	-
Rent Free Months	2	0	12	12	24

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	48	1	23	14	190
Deal Size	66	87	4,044	1,520	38,350
Lease Deal in Months	40	12.0	48.0	27.0	312.0
Floor Number	66	LL	GRND	GRND	3

# Lease Comps Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 Whieldon Rd Streets	★★★★★	951	GRND	18/09/2023	New Lease	£7.36	Achieved
2 336 Hartshill Rd	★★★★★	1,118	GRND,1	01/09/2023	New Lease	£8.50/fri	Achieved
3 Alderflats Dr	★★★★★	2,787	1st	27/06/2023	New Lease	£4.49	Asking
4 140 Brownhills Rd	★★★★★	3,674	GRND	05/05/2023	New Lease	£7.49/fri	Achieved
5 Festival Way	★★★★★	1,520	GRND,1	26/04/2023	New Lease	-	-
6 Wood House Etruria Rd	★★★★★	3,912	1,3	08/03/2023	New Lease	£7.50	Asking
7 24 Market Pl	★★★★★	383	GRND	01/03/2023	New Lease	£15.67	Asking
8 The Roebuck Wedgewoo...	★★★★★	642	GRND	23/02/2023	New Lease	£19.30	Asking
9 Building 3 Forge Ln	★★★★★	5,063	GRND	19/12/2022	New Lease	£12.69/fri	Effective
10 Canal Arm Festival Park	★★★★★	4,995	GRND,1	01/12/2022	New Lease	-	-
11 3 Lakeside	★★★★★	1,006	GRND	01/12/2022	New Lease	£12.92	Asking
12 Smithfield Two Marsh St S	★★★★★	38,350	1-2	03/11/2022	New Lease	£17.00	Asking
13 Elgin Chambers 24 Cemetery Rd	★★★★★	1,800	GRND	21/09/2022	New Lease	-	-
14 Sigma House Lakeside	★★★★★	9,050	GRND,1	07/09/2022	New Lease	£12.71	Asking
15 167 Queens Rd	★★★★★	25,022	GRND,1	05/09/2022	New Lease	-	-
16 72A Moorland Rd	★★★★★	860	GRND	02/08/2022	New Lease	£9.77	Asking
17 Albion House 2 Forge Ln	★★★★★	3,116	GRND	20/07/2022	New Lease	-	-
17 Albion House 2 Forge	★★★★★	2,212	1st	20/07/2022	New Lease	-	-
18 Core Chelson St	★★★★★	6,886	GRND,1-2	05/07/2022	New Lease	£5.00	Asking
19 Campbell Rd	★★★★★	2,188	GRND	04/07/2022	New Lease	£9.11	Asking
20 Trentham Business Quar... Bellringer Rd	★★★★★	975	1st	24/06/2022	New Lease	£12.27/iri	Effective

# Lease Comps Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
21 Winton House Newland St	★★★★★	800	3rd	01/06/2022	New Lease	£7.50	Asking
22 Trentham Lakes S	★★★★★	1,000	GRND	01/05/2022	New Lease	£15.00	Achieved
23 Alexander House Campbell Rd	★★★★★	1,666	GRND	21/04/2022	New Lease	£12.50	Asking
21 Winton House Stoke St	★★★★★	208	1st	11/04/2022	New Lease	£7.70	Asking
21 Winton House Newland St	★★★★★	1,300	3rd	11/04/2022	New Lease	£6.92	Asking
24 Trent House 234 Victoria	★★★★★	246	GRND	20/03/2022	New Lease	-	-
24 Trent House 234 Victoria	★★★★★	87	1st	10/03/2022	New Lease	£40.00	Achieved
24 Trent House 234 Victoria	★★★★★	122	1st	10/03/2022	New Lease	-	-
24 Trent House 234 Victoria	★★★★★	693	1st	05/03/2022	New Lease	-	-
25 882 London Rd	★★★★★	769	1st	23/02/2022	New Lease	£6.76	Asking
26 Bellringer Rd	★★★★★	1,404	GRND	26/01/2022	New Lease	£6.41	Asking
17 Albion House 2 Forge Ln	★★★★★	2,212	1st	01/11/2021	New Lease	£12.43	Asking
27 Telecom House Trinity St	★★★★★	8,860	LL	01/11/2021	New Lease	£5.00	Asking
27 Telecom House Trinity St	★★★★★	10,250	GRND,2	01/11/2021	New Lease	£5.00	Asking
21 Winton House Newland St	★★★★★	145	3rd	25/10/2021	New Lease	£1,189.96/iro	Effective
28 Bellringer Rd	★★★★★	1,000	GRND	16/10/2021	New Lease	£11.50	Achieved
29 Island Reach, Festival Park	★★★★★	1,376	GRND	01/09/2021	New Lease	£16.35	Asking
30 Mitchell House Town	★★★★★	9,968	GRND,1-2	29/08/2021	New Lease	-	-
31 Newcastle Rd	★★★★★	2,033	1st	20/08/2021	New Lease	£9.82/fri	Effective
32 Ridge House Ridgehouse Dr	★★★★★	1,520	GRND,1	18/08/2021	New Lease	£13.15	Asking
33 Sir Henry Doulton House Forge Ln	★★★★★	29,268	GRND,1	09/08/2021	Renewal	£10.87/fri	Effective

# Lease Comps Summary

## Lease Comps Report

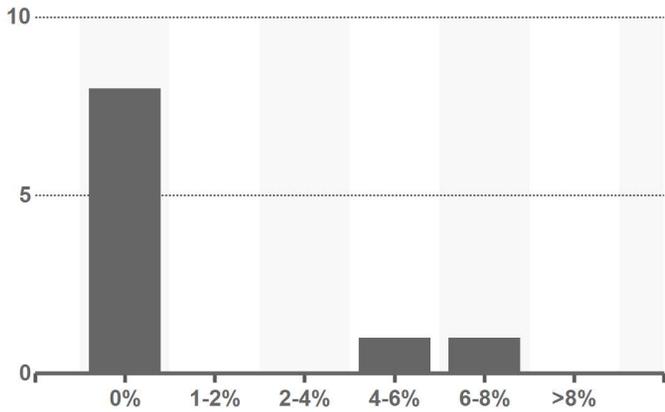
Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
31 Newcastle Rd	★★★★★	1,643	GRND	02/08/2021	New Lease	£10.04	Achieved
34 81 Weston Rd	★★★★★	1,805	GRND,1-2	19/07/2021	New Lease	£5.54/fri	Achieved
17 Albion House 2 Forge	★★★★★	3,116	1st	16/07/2021	New Lease	£11.50	Achieved
35 1 Moorland Rd	★★★★★	1,313	GRND	06/07/2021	New Lease	-	-
36 Knight House 2-4 Woodhouse St	★★★★★	4,700	GRND,1	21/06/2021	New Lease	£9.36/fri	Achieved
37 Charter House 54 Salem St	★★★★★	863	GRND,1	15/06/2021	New Lease	£9.83	Effective
38 Sylvan Centre Normacot Rd	★★★★★	6,450	GRND,1	01/06/2021	New Lease	£5.21	Asking
39 Federation House Station Rd	★★★★★	200	GRND	18/05/2021	New Lease	£20.00	Asking

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
<b>£10.70</b>	<b>£11.40</b>	<b>£14.68</b>	<b>12.0</b>

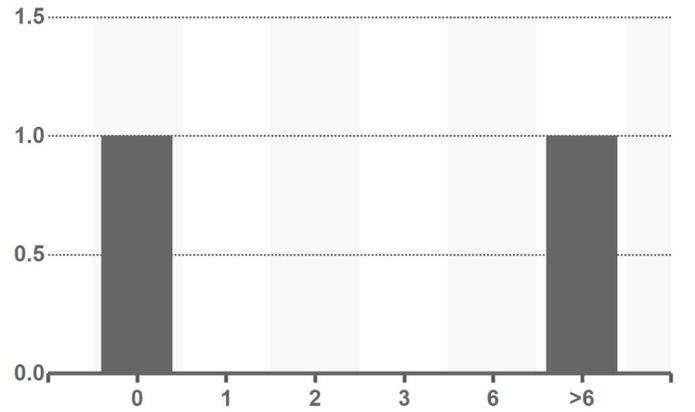
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT

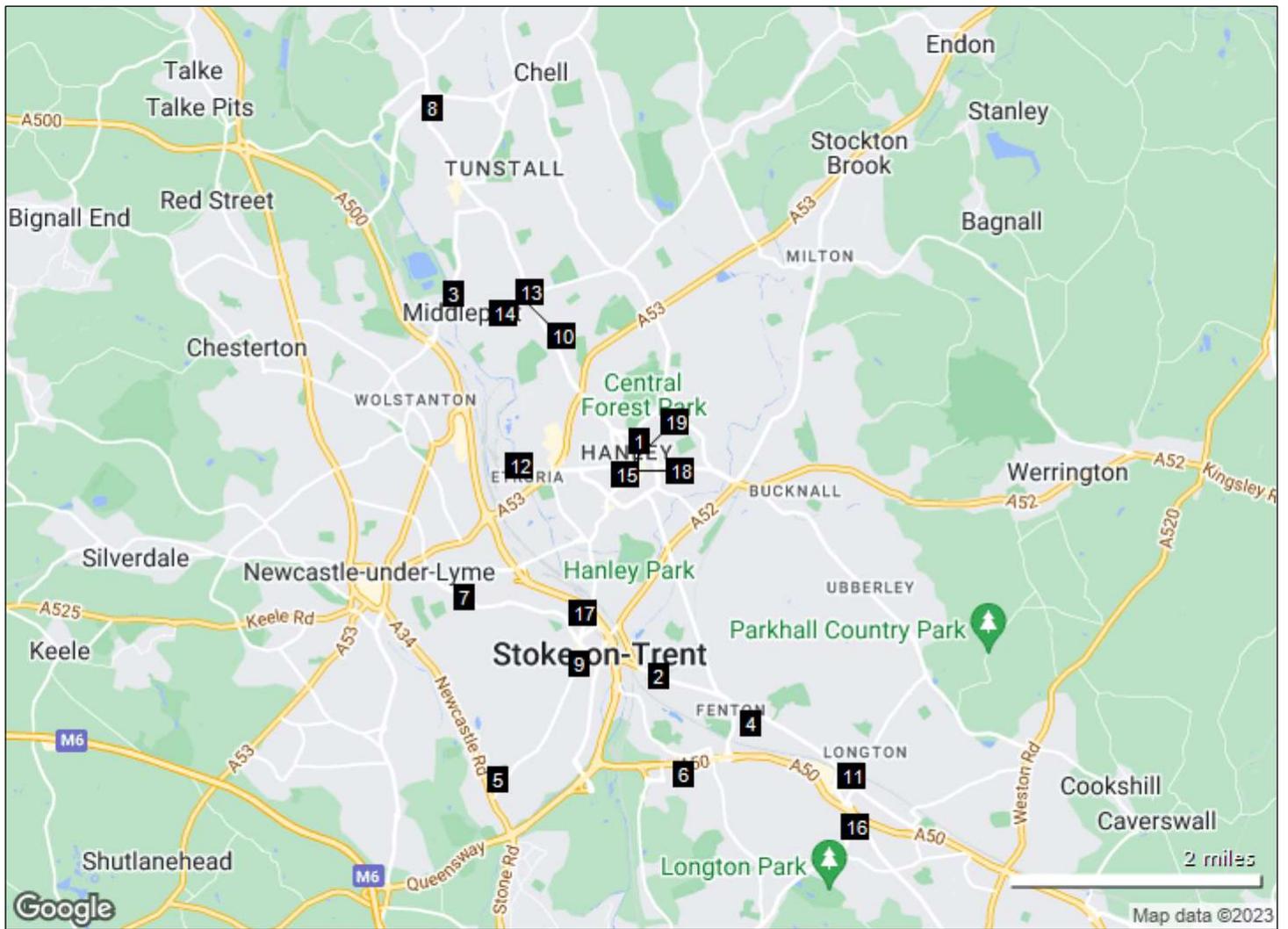


DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS





	Address	City	Property Info	Sale Info
1	Hanley Town Hall, Albion St	Stoke-On-Trent	44,490 SF Office	Pending: w/Asking Price of £500,000 (£11.24/SF)
2	Graphic House, 124 City Rd	Stoke-On-Trent	3,946 SF Office	Sold: £400,000 (£101.37/SF)
3	Office Premises, Davenport St (Part of Multi-Property Sale)	Stoke On Trent	1,873 SF Office	Sold: -
4	Oldfield Centre, Duke St	Stoke On Trent	9,859 SF Office	Pending: w/Asking Price of £850,000 (£86.22/SF)
5	Flash Ln	Stoke On Trent	2,912 SF Office	Sold: £2,087,324 (£716.80/SF)
6	Prospect House, Gordon Banks Dr	Stoke On Trent	36,760 SF Office	Sold: £4,770,000 (£129.76/SF)
7	475-477 Hartshill Rd	Stoke On Trent	635 SF General Retail/Storefront Retail/Residential	Pending: w/Asking Price of £85,000 (£133.86/SF)
8	Newfield House, High St (Part of Multi-Property Sale)	Stoke On Trent	7,614 SF Office	Sold: £392,022 (£51.49/SF)
9	Former Library, London Rd	Stoke On Trent	3,095 SF Office	Sold: £185,000 (£59.77/SF)
10	24 Market Pl	Stoke On Trent	3,335 SF Office	Sold: £131,000 (£39.28/SF)
11	27-29 Market St	Stoke On Trent	2,475 SF General Retail/Department Store	Sold: £61,000 (£24.65/SF)
12	Media Way	Stoke on Trent	45,649 SF Office	Sold: £3,600,000 (£78.86/SF)

13	1 Moorland Rd	Stoke On Trent	3,755 SF Office	Sold: £258,000 (£68.71/SF)
14	Portland House, Newcastle St	Stoke On Trent	4,400 SF Office	Sold: £395,000 (£89.77/SF)
15	23 Pall Mall (Part of Multi-Property Sale)	Stoke On Trent	1,772 SF Office	Sold: -
16	16 Rosslyn Rd	Stoke On Trent	1,500 SF Office/Medical	Sold: £140,000 (£93.33/SF)
17	Minton Hollins Building, Shelton Old Rd	Stoke On Trent	29,659 SF Office/Office Building	Sold: £1,450,000 (£48.89/SF)
18	24-30 Stafford St	Stoke On Trent	3,432 SF Office	Sold: -
19	15 Trinity St	Stoke On Trent	18,629 SF Office	Sold: £295,000 (£15.84/SF)

# Sale Comps Map & List Report

Sale Comparables

19

Avg. NI Yield

8.3%

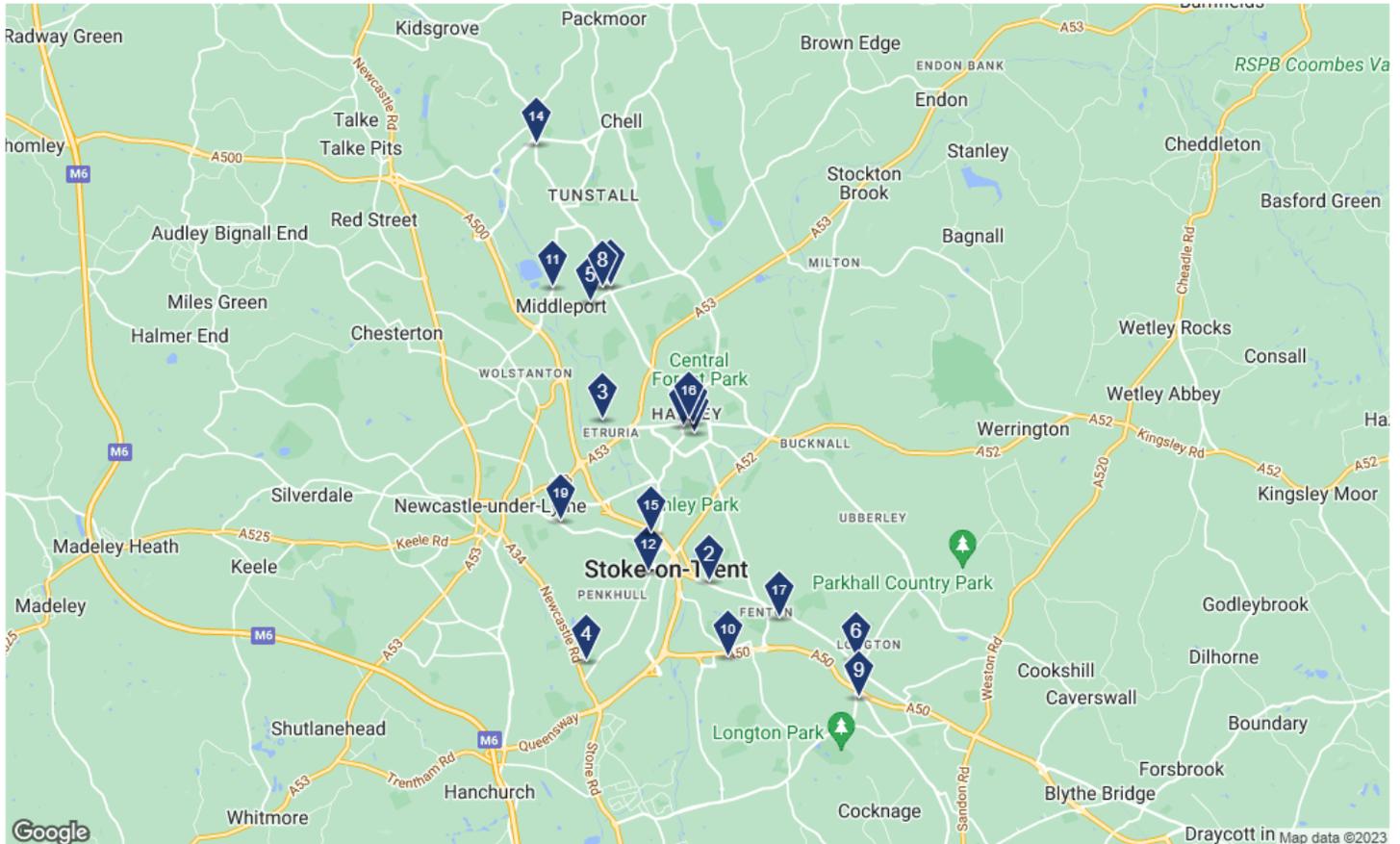
Avg. Price/Sq ft

£109

Avg. Vacancy At Sale

-

## SALE COMPARABLES LOCATIONS



## SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	£61,000	£974,959	£393,511	£4,770,000
Price Per Sq ft	£11	£109	£74	£717
NI Yield	7.9%	8.3%	8.3%	8.8%
Time Since Sale in Months	4.0	24.5	27.0	34.0
Property Attributes	Low	Average	Median	High
Building Sq ft	635 SF	11,884 SF	3,755 SF	45,649 SF
Floors	1	3	2	5
Typical Floor	318 SF	6,211 SF	1,973 SF	34,656 SF
Vacancy Rate at Sale	-	-	-	-
Year Built	1832	1925	1936	2005
Star Rating	★★★★★	★★★☆☆ 2.5	★★★★☆ 2.0	★★★★★

# Sale Comps Map & List Report

Property Name - Address	Property				Sale			
	Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Sq ft	NI Yield
1 <a href="#">Multi-Property Sale</a>  23 Pall Mall Stoke On Trent, ST1...	Office 	-	1,772 SF	-	26/05/2023	Price Not Disclosed Part of Portfolio	-	-
2 <a href="#">Graphic House</a>  124 City Rd Stoke On Trent, ST4...	Office 	2000	3,946 SF	-	09/11/2022	£400,000	£101/Sq ft	-
3 <a href="#">Media Way</a>  Stoke On Trent, ST1...	Office 	1950	45,649 SF	-	02/08/2022	£3,600,000	£79/Sq ft	-
4 <a href="#">Flash Ln</a>  Stoke On Trent, ST4...	Office 	1970	2,912 SF	-	23/12/2021	£2,087,324	£717/Sq ft	-
5 <a href="#">Portland House</a>  Newcastle St Stoke On Trent, ST6...	Office 	1832	4,400 SF	-	22/10/2021	£395,000	£90/Sq ft	-
6 <a href="#">Retail Unit</a>  27-29 Market St Stoke On Trent, ST3 1BJ	Office 	1940	2,475 SF	-	21/09/2021	£61,000 Unit Sale	£25/Sq ft	-
7 <a href="#">1 Moorland Rd</a>  Stoke On Trent, ST6...	Office 	1850	3,755 SF	-	06/07/2021	£258,000	£69/Sq ft	-
8 <a href="#">24 Market Pl</a>  Stoke On Trent, ST6...	Office 	1880	3,335 SF	-	05/07/2021	£131,000	£39/Sq ft	-
9 <a href="#">16 Rosslyn Rd</a>  Stoke On Trent, ST3...	Medical 	1950	1,500 SF	-	29/06/2021	£140,000	£93/Sq ft	-
10 <a href="#">Prospect House</a>  Gordon Banks Dr Stoke On Trent, ST4...	Office 	2005	36,760 SF	-	24/05/2021	£4,770,000	£130/Sq ft	8.8%
11 <a href="#">Office Premises</a>  Davenport St Stoke On Trent, ST6...	Office 	-	1,873 SF	-	27/04/2021	Price Not Disclosed Part of Portfolio	-	-
12 <a href="#">Former Library</a>  London Rd Stoke On Trent, ST4...	Office 	1878	3,095 SF	-	08/04/2021	£185,000	£60/Sq ft	-

# Sale Comps Map & List Report

Property Name - Address	Property				Sale			
	Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Sq ft	NI Yield
 <a href="#">24-30 Stafford St</a> Stoke On Trent, ST1...	Office ★★★★★	1970	3,432 SF	-	05/04/2021	Price Not Disclosed	-	-
 <a href="#">Newfield House</a> High St Stoke On Trent, ST6...	Office ★★★★★	1936	7,614 SF	-	31/03/2021	£392,022 Part of Portfolio	£51/Sq ft	7.9%
 <a href="#">Minton Hollins Build...</a> Shelton Old Rd Stoke On Trent, ST4...	Office Building ★★★★★	1869	29,659 SF	-	25/03/2021	£1,450,000	£49/Sq ft	-
 <a href="#">15 Trinity St</a> Stoke On Trent, ST1...	Office ★★★★★	1905	18,629 SF	-	04/12/2020	£295,000	£16/Sq ft	-
 <a href="#">Oldfield Centre</a> Duke St Stoke On Trent, ST4...	Office ★★★★★	1987	9,859 SF	-	-	£850,000	£86/Sq ft	-
 <a href="#">Hanley Town Hall</a> Albion St Stoke On Trent, ST1...	Office ★★★★★	1910	44,490 SF	-	-	£500,000	£11/Sq ft	-
 <a href="#">Retail Unit</a> 475-477 Hartshill Rd Stoke On Trent, ST4...	Office/Retail ★★★★★	1900	635 SF	-	-	£85,000 Unit Sale	£134/Sq ft	-

## Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
<b>Office</b>					
Price					
For Sale & UC/Pending	£500,000	£675,000	£675,000	£850,000	2
Sold Transactions	£131,000	£1,175,279	£393,511	£4,770,000	12
NIA					
For Sale & UC/Pending	9,859 SF	27,174 SF	27,174 SF	44,490 SF	2
Sold Transactions	1,500 SF	11,222 SF	3,755 SF	45,649 SF	15
Price per SF					
For Sale & UC/Pending	£11.24	£24.84	£48.73	£86.22	2
Sold Transactions	£15.84	£87.46	£73.79	£716.80	12
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	8.80%	8.80%	8.80%	8.80%	1
Days on Market					
For Sale & UC/Pending	10	242	242	473	2
Sold Transactions	16	309	175	811	9
Sale Price to Asking Price Ratio					
Sold Transactions	84.21%	98.85%	100.64%	107.92%	6
<b>General Retail</b>					
Price					
For Sale & UC/Pending	£85,000	£85,000	£85,000	£85,000	1
Sold Transactions	£61,000	£61,000	£61,000	£61,000	1
Centre Size					
For Sale & UC/Pending	635 SF	635 SF	635 SF	635 SF	1
Sold Transactions	2,475 SF	2,475 SF	2,475 SF	2,475 SF	1
Price per SF					
For Sale & UC/Pending	£133.86	£133.86	£133.86	£133.86	1
Sold Transactions	£24.65	£24.65	£24.65	£24.65	1
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	32	32	32	32	1
Sold Transactions	-	-	-	-	-
Sale Price to Asking Price Ratio					
Sold Transactions	-	-	-	-	-

## Quick Stats Report

	Low	Average	Median	High	Count
<b>Totals</b>					
For Sale & UC/Pending		Asking Price Total: £1,435,000		Total For Sale Transactions:	3
Sold Transactions		Total Sales Volume: £14,164,346		Total Sales Transactions:	16
		<hr/> Total Included in Analysis: £15,599,346		<hr/> Total Included in Analysis:	19
<b>Survey Criteria</b>					
<p>basic criteria: Type of Property - Office; Sale Date - from 23/10/2020; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes</p> <p>geography criteria: Submarket - Stoke-on-Trent Central (Shropshire &amp; Staffordshire), Stoke-on-Trent Fringe (Shropshire &amp; Staffordshire)</p>					

Deals

Asking Rent Per SF

Achieved Rent Per SF

Avg. Months On Market

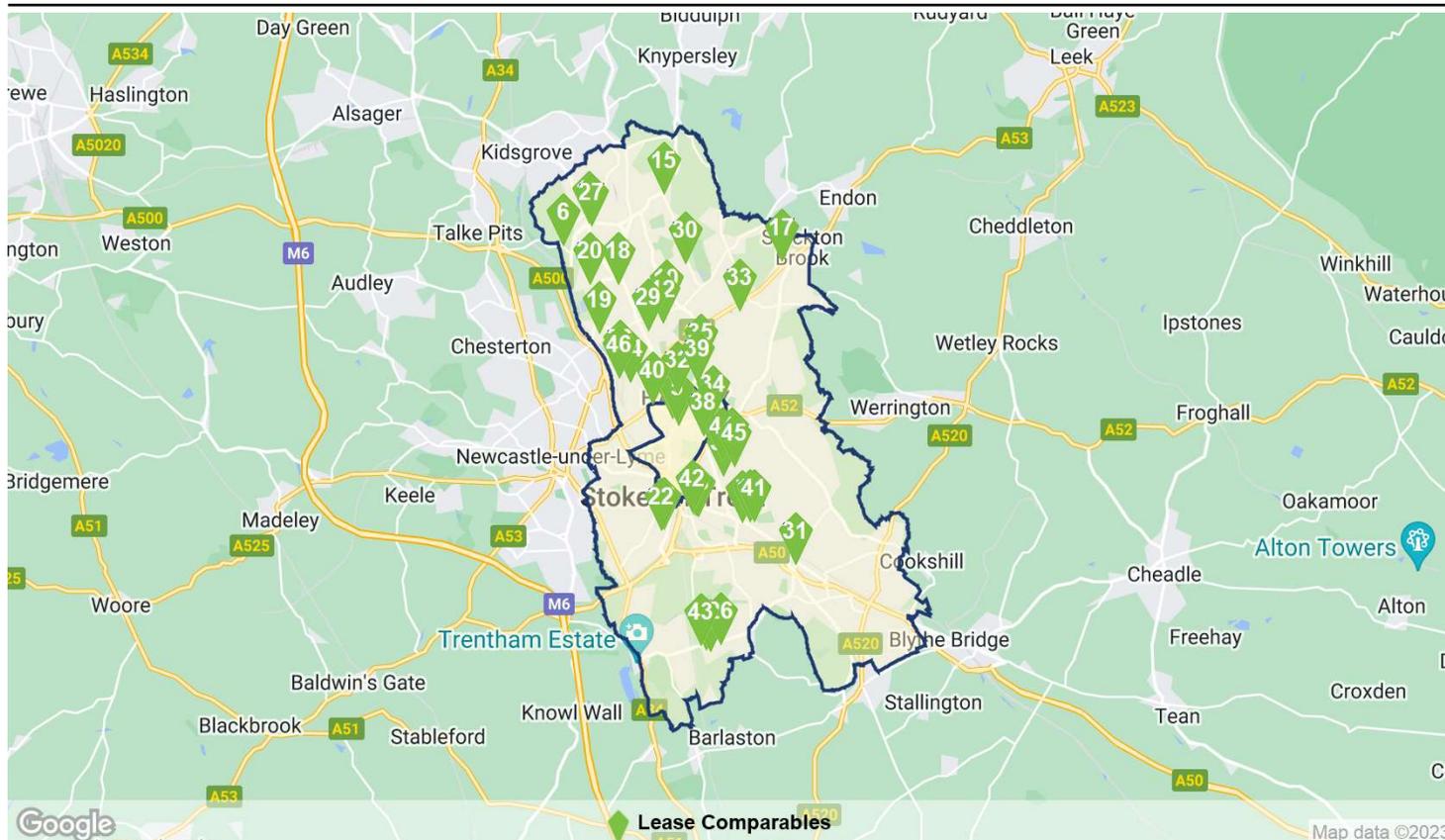
# 73

# £5.02

# £6.26

# 10

### TOP 50 LEASE COMPARABLES



### SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	45	£1.70	£5.02	£5.47	£11.27
Achieved Rent Per SF	28	£3.57	£6.26	£5.97	£27.52
Net Effective Rent Per SF	12	£3.56	£5.89	£5.88	£12.45
Asking Rent Discount	11	-6.3%	2.7%	0.0%	20.2%
TI Allowance	-	-	-	-	-
Rent Free Months	4	3	14	16	19

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	61	1	10	9	31
Deal Size	73	301	16,195	3,850	184,910
Lease Deal in Months	43	3.0	50.0	36.0	180.0
Floor Number	73	LL	GRND	GRND	4

# Lease Comps Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 Newstead Industrial Trad...	★★★★★	3,652	GRND	23/10/2023	New Lease	£4.93	Asking
2 Slippery Ln	★★★★★	5,277	GRND	21/09/2023	New Lease	£9.00	Asking
3 Cooper St	★★★★★	1,184	GRND	05/09/2023	New Lease	£4.65/fri	Asking
4 Whieldon Rd	★★★★★	33,518	GRND,1	25/08/2023	New Lease	£4.48/fri	Asking
5 Cooper St	★★★★★	17,500	LL,GRND	24/07/2023	New Lease	£2.40	Asking
6 Innovation Way	★★★★★	3,391	GRND	24/07/2023	New Lease	£8.50	Asking
7 Units at Fenton China St	★★★★★	11,325	LL,GRND	20/07/2023	New Lease	£3.62	Asking
8 Dewsbury Rd	★★★★★	1,255	GRND,1	20/07/2023	New Lease	£11.27	Asking
9 Whieldon Rd	★★★★★	3,012	GRND	20/07/2023	New Lease	£5.48	Asking
10 Unit 2-4 Mirage Business... Moorland Rd	★★★★★	4,241	GRND	03/07/2023	New Lease	£12.45/fri	Effective
11 Dewsbury Rd	★★★★★	4,586	GRND	08/06/2023	New Lease	-	-
12 Hot Lane Industrial Estate Florida Close	★★★★★	1,800	GRND	18/05/2023	New Lease	£7.22	Asking
13 Campbell Rd	★★★★★	3,850	GRND	11/05/2023	New Lease	£4.03	Asking
14 153-163 King St	★★★★★	3,700	GRND	28/04/2023	New Lease	£5.41	Effective
15 The Old Mill 81 Oxford Rd	★★★★★	15,000	GRND,1	10/04/2023	New Lease	£5.33/fri	Achieved
16 Newfield Industrial Estate High St	★★★★★	3,511	GRND	01/04/2023	New Lease	£4.50	Achieved
17 907 Leek New Rd	★★★★★	3,872	GRND	01/04/2023	New Lease	£4.39	Effective
18 Scotia Rd	★★★★★	16,230	GRND	28/03/2023	New Lease	£5.55/fri	Asking
19 Scott Lidgett Rd	★★★★★	7,500	GRND	28/03/2023	New Lease	£5.60	Asking
20 Canal Ln	★★★★★	175,000	GRND,1-4	24/03/2023	New Lease	-	-
21 4 Alderflat Dr	★★★★★	19,630	GRND	13/03/2023	New Lease	-	-

# Lease Comps Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
22 Boothen Green	★★★★★	11,167	GRND	13/03/2023	New Lease	-	-
23 Dewsbury Rd	★★★★★	3,991	GRND,...	06/03/2023	New Lease	£5.92	Effective
24 Former Wood Mitchell Pr... Festival Way	★★★★★	31,361	GRND	06/03/2023	New Lease	£5.58	Asking
25 Whieldon Rd	★★★★★	9,310	GRND	21/02/2023	New Lease	£5.37	Asking
26 Crowcrofts Rd	★★★★★	7,975	GRND	03/02/2023	New Lease	£6.90	Asking
27 Newfield Industrial Estate High St	★★★★★	1,944	GRND	02/02/2023	New Lease	£7.46	Asking
28 Whieldon Rd	★★★★★	12,862	GRND	06/01/2023	New Lease	£5.02	Asking
29 6 Adelaide St	★★★★★	1,372	GRND	11/11/2022	New Lease	£8.75	Asking
30 Warehouse Moorland Vw	★★★★★	3,751	GRND,1	07/11/2022	New Lease	£3.73	Asking
31 Chadwick St	★★★★★	4,439	GRND,1	02/11/2022	New Lease	£4.28	Asking
32 151-153 Marsh St N	★★★★★	3,322	GRND	24/10/2022	New Lease	£3.01	Asking
13 Campbell Rd	★★★★★	4,600	GRND	04/10/2022	New Lease	£3.59	Asking
33 Milton Rd	★★★★★	13,950	GRND	21/09/2022	New Lease	£4.16/fri	Asking
34 Botteslow St	★★★★★	3,949	GRND	05/09/2022	New Lease	£5.00	Asking
35 Chell St	★★★★★	1,508	1st	03/08/2022	New Lease	£3.98	Asking
36 Unit C73 Festival Way	★★★★★	73,712	GRND	01/08/2022	New Lease	-	-
37 Dewsbury Rd	★★★★★	1,177	GRND	04/07/2022	New Lease	£7.01	Asking
38 6 Westmill St	★★★★★	1,600	GRND	04/07/2022	New Lease	£4.69	Asking
39 Hallfield Works Festing St	★★★★★	3,173	GRND,1	01/07/2022	New Lease	£3.78	Achieved
40 Senate House Etruria Rd	★★★★★	15,425	GRND	26/05/2022	New Lease	-	-
37 Dewsbury Rd	★★★★★	618	GRND	24/05/2022	New Lease	£8.88	Effective

# Lease Comps Summary

## Lease Comps Report

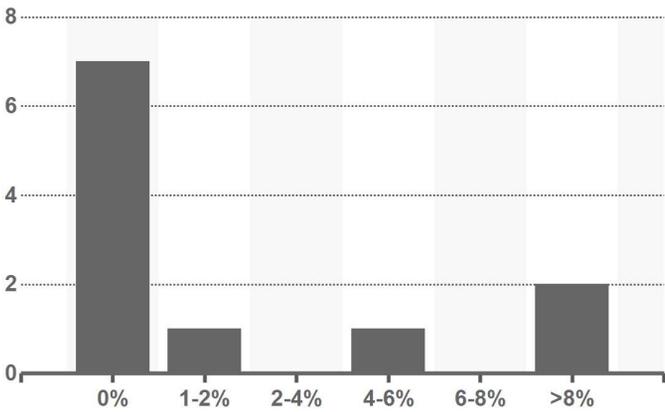
Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
33 Milton Rd	★★★★★	6,300	GRND	23/05/2022	New Lease	£3.56	Effective
41 Park Ln	★★★★★	3,957	GRND	18/05/2022	New Lease	£4.54	Effective
42 Whieldon Road Industria... Whieldon Rd	★★★★★	615	GRND	12/05/2022	New Lease	£7.32	Achieved
43 Alderflats Dr	★★★★★	818	GRND	20/04/2022	New Lease	£8.56	Achieved
44 Fenton Trade Park Dewsbury Rd	★★★★★	13,933	GRND	20/04/2022	New Lease	£3.91	Achieved
45 Reads Rd	★★★★★	1,277	GRND	19/04/2022	New Lease	£27.52	Achieved
45 Reads Rd	★★★★★	1,034	GRND	19/04/2022	New Lease	£9.53	Achieved
46 Unit C99 Festival Way	★★★★★	100,689	GRND	14/04/2022	New Lease	-	-

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
<b>£5.02</b>	<b>£6.26</b>	<b>£5.89</b>	<b>13.8</b>

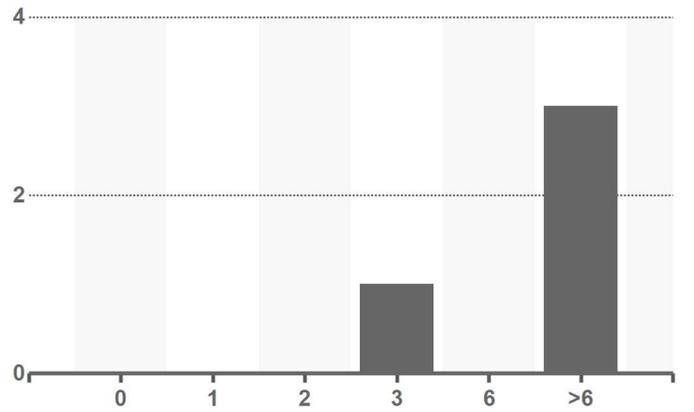
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS



# Sale Comps Map & List Report

Sale Comparables

**59**

Avg. NI Yield

**6.9%**

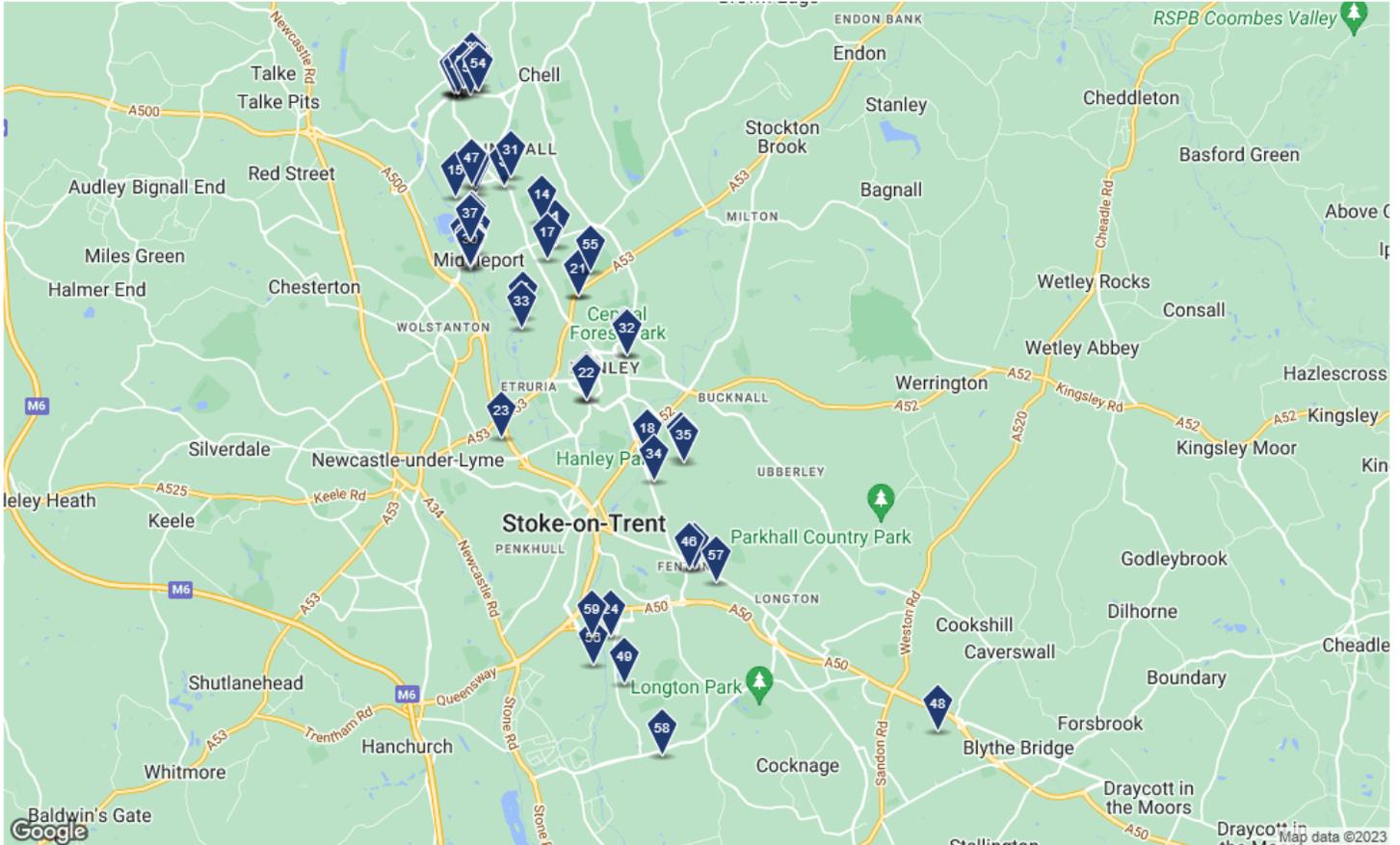
Avg. Price/Sq ft

**£71**

Avg. Vacancy At Sale

-

## SALE COMPARABLES LOCATIONS



## SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	£26,641	£2,954,115	£970,797	£22,300,000
Price Per Unit	£14	£71	£56	£225
NI Yield	4.8%	6.9%	7.3%	10.4%
Time Since Sale in Months	1.0	23.0	23.0	35.0
Property Attributes	Low	Average	Median	High
Building Sq ft	805 SF	38,383 SF	17,399 SF	473,675 SF
Ceiling Height	14'	24'10"	25'8"	36'
Docks	0	1	0	20
Vacancy Rate at Sale	-	-	-	-
Year Built	1907	1984	1987	2023
Star Rating	★☆☆☆☆	★★★★★ 2.7	★★★★★ 3.0	★★★★★

# Sale Comps Map & List Report

Property Name - Address		Property				Sale			
		Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Sq ft	NI Yield
	<a href="#">1 Hobson St</a> Stoke On Trent, ST6...	Service ★★★★★	1950	5,557 SF	-	05/09/2023	Price Not Disclosed	-	-
	<a href="#">Milburn Rd</a> Stoke On Trent, ST6...	Light Manufacturing ★★★★★	1988	1,290 SF	-	04/07/2023	£215,000	£167/Sq ft	-
	<a href="#">Tunstall Trade Park</a> Brownhills Rd Stoke On Trent, ST6...	Warehouse ★★★★★	2018	36,000 SF	-	21/06/2023	£2,778,653 Part of Portfolio	£77/Sq ft	-
	<a href="#">Tunstall Trade Park</a> Brownhills Rd Stoke On Trent, ST6...	Industrial ★★★★★	2018	22,000 SF	-	21/06/2023	£1,031,590 Part of Portfolio	£47/Sq ft	-
	<a href="#">UPS Building</a> Scotia Rd Stoke On Trent, ST6...	Warehouse ★★★★★	2001	23,214 SF	-	31/05/2023	£1,950,000	£84/Sq ft	5.5%
	<a href="#">Speed Electrical...</a> Hillchurch St Stoke On Trent, ST1...	Warehouse ★★★★★	1980	3,537 SF	-	30/03/2023	Price Not Disclosed	-	-
	<a href="#">The Glades</a> Festival Way Stoke On Trent, ST1...	Warehouse ★★★★★	2005	14,007 SF	-	22/09/2022	£1,022,000	£73/Sq ft	6.0%
	<a href="#">Fenton Industrial Es...</a> Dewsbury Rd Stoke On Trent, ST4...	Warehouse ★★★★★	1980	9,485 SF	-	19/09/2022	£802,000	£85/Sq ft	-
	<a href="#">Tunstall Arrow</a> James Brindley Close Stoke On Trent, ST6...	Warehouse ★★★★★	2023	39,639 SF	-	25/06/2022	£5,557,837 Part of Portfolio	£140/Sq ft	-
	<a href="#">Tunstall Arrow</a> James Brindley Close Stoke On Trent, ST6...	Warehouse ★★★★★	2023	31,054 SF	-	25/06/2022	£4,328,751 Part of Portfolio	£139/Sq ft	-
	<a href="#">Phase 2</a> James Brindley Way Stoke On Trent, ST6...	Warehouse ★★★★★	2022	20,798 SF	-	25/06/2022	£3,499,342 Part of Portfolio	£168/Sq ft	-
	<a href="#">Tunstall Arrow</a> James Brindley Close Stoke On Trent, ST6...	Warehouse ★★★★★	2023	19,408 SF	-	25/06/2022	£2,705,476 Part of Portfolio	£139/Sq ft	-

# Sale Comps Map & List Report

		Property				Sale			
Property Name - Address	Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Sq ft	NI Yield	
 <a href="#">Tunstall Arrow</a> James Brindley Way Stoke On Trent, ST6...	Warehouse ★★★★★	-	13,000 SF	-	25/06/2022	£1,908,576 Part of Portfolio	£147/Sq ft	-	
 <a href="#">23 Hamil Rd</a> Stoke On Trent, ST6 1AJ	Showroom ★★★★★	2000	15,590 SF	-	31/05/2022	£525,000	£34/Sq ft	10.4%	
 <a href="#">Canal Ln</a> Stoke On Trent, ST6...	Service ★★★★★	1986	9,702 SF	-	31/05/2022	£296,200	£31/Sq ft	-	
 <a href="#">China St</a> Stoke On Trent, ST4...	Service ★★★★★	1976	1,460 SF	-	13/04/2022	£125,000	£86/Sq ft	-	
 <a href="#">Adelaide House</a> Adelaide St Stoke On Trent, ST6...	Light Distrib- ution ★★★★★	1908	13,200 SF	-	11/03/2022	Price Not Dis- closed	-	-	
 <a href="#">Berry Hill Rd</a> Stoke On Trent, ST4 2LL	Warehouse ★★★★★	1980	13,809 SF	-	14/01/2022	Price Not Dis- closed	-	-	
 <a href="#">Johnstones Trading...</a> Slippery Ln Stoke On Trent, ST1 4JA	Warehouse ★★★★★	1990	13,284 SF	-	21/12/2021	£654,308 Part of Portfolio	£49/Sq ft	-	
 <a href="#">Johnstones Trading...</a> Slippery Ln Stoke On Trent, ST1 4JA	Warehouse ★★★★★	1980	12,760 SF	-	21/12/2021	£239,196 Part of Portfolio	£19/Sq ft	-	
 <a href="#">Milburn Rd</a> Stoke On Trent, ST6...	Light Manu- facturing ★★★★★	1988	1,290 SF	-	21/12/2021	£200,000	£155/Sq ft	-	
 <a href="#">Johnstone's Trading...</a> Slippery Ln Stoke On Trent, ST1 4JA	Warehouse ★★★★★	1920	5,277 SF	-	21/12/2021	£146,496 Part of Portfolio	£28/Sq ft	-	
 <a href="#">The Brickworks</a> Brick Kiln Ln Stoke On Trent, ST4...	Industrial ★★★★★	1970	17,399 SF	-	17/12/2021	Price Not Disclosed Part of Portfolio	-	-	
 <a href="#">MKM</a> Stanley Matthews Way Stoke On Trent, ST4...	Distribution ★★★★★	2019	20,000 SF	-	03/12/2021	£4,500,000	£225/Sq ft	-	

# Sale Comps Map & List Report

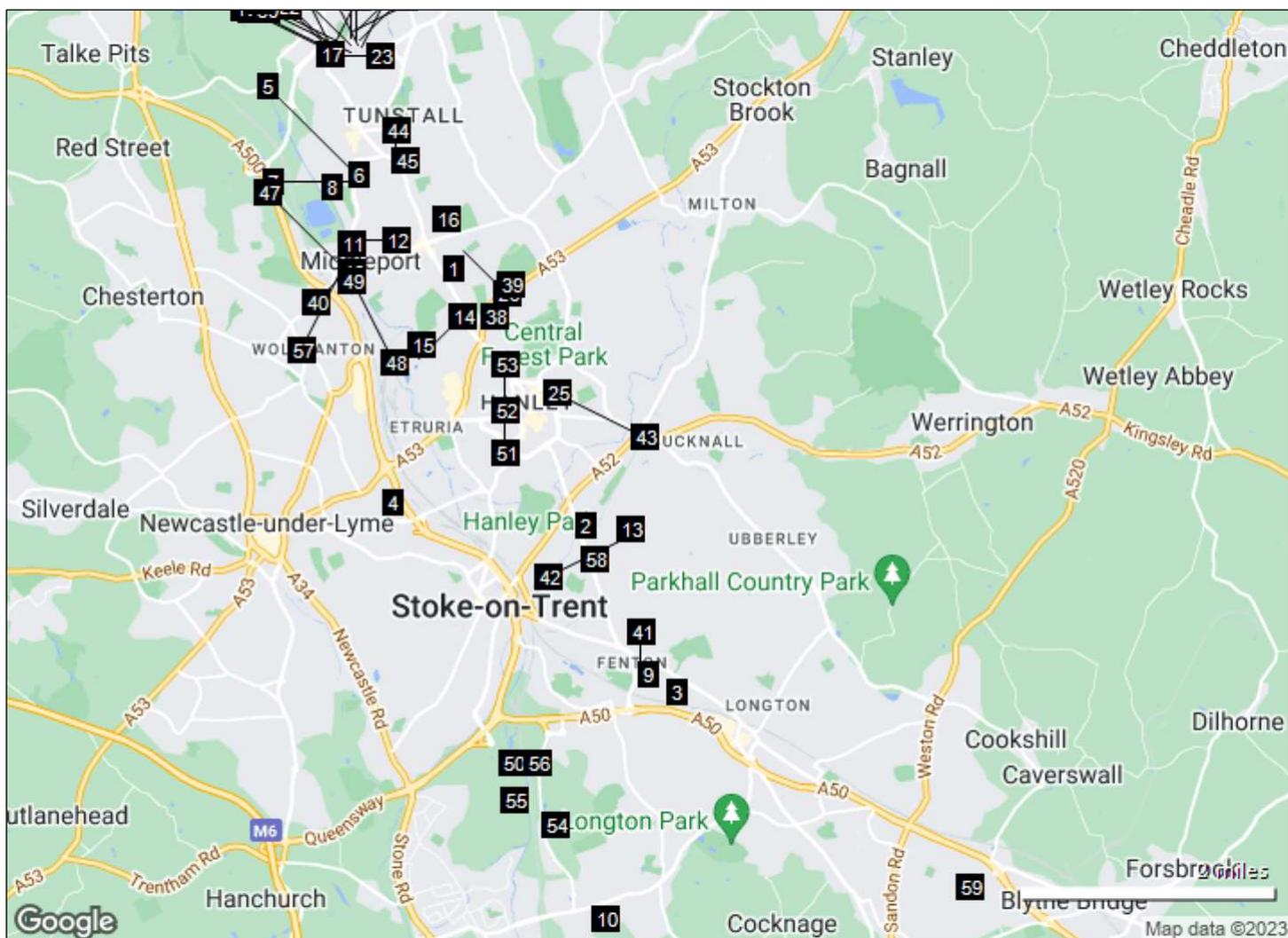
		Property				Sale			
Property Name - Address	Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Sq ft	NI Yield	
<a href="#">Steelite International...</a> Orme St Stoke On Trent, ST6...	Manufacturing ★★★★☆	1999	473,675 SF	-	01/12/2021	£20,721,956 Part of Portfolio	£44/Sq ft	6.0%	
<a href="#">Station St</a> Stoke On Trent, ST6...	Industrial ★★★★☆	-	66,628 SF	-	01/12/2021	£1,550,126 Part of Portfolio	£23/Sq ft	6.0%	
<a href="#">Longport Enterprise...</a> Scott Lidgett Rd Stoke On Trent, ST6...	Light Manufacturing ★★★★☆	1989	26,580 SF	-	15/11/2021	£970,797 Part of Portfolio	£37/Sq ft	-	
<a href="#">Longport Enterprise...</a> Scott Lidgett Rd Stoke On Trent, ST6...	Warehouse ★★★★☆	1982	14,925 SF	-	15/11/2021	£636,728 Part of Portfolio	£43/Sq ft	-	
<a href="#">Longport Enterprise...</a> 12A-12C Scott Lidgett... Stoke On Trent, ST6...	Light Manufacturing ★★★★☆	1982	8,258 SF	-	15/11/2021	£361,028 Part of Portfolio	£44/Sq ft	-	
<a href="#">Scott Lidgett Industrial...</a> Scott Lidgett Rd Stoke On Trent, ST6...	Light Manufacturing ★★★★☆	1982	2,413 SF	-	15/11/2021	£73,184 Part of Portfolio	£30/Sq ft	-	
<a href="#">Industrial Complex</a> 200 Scotia Rd Stoke On Trent, ST6...	Manufacturing ★★★★☆	1920	252,000 SF	-	25/10/2021	£10,500,000	£42/Sq ft	-	
<a href="#">Warehouse Premises</a> Ratton St Stoke On Trent, ST1...	Warehouse ★★★★☆	1960	24,198 SF	-	20/10/2021	£380,000	£16/Sq ft	-	
<a href="#">Innovation House</a> Festival Way Stoke On Trent, ST1...	Warehouse ★★★★☆	1990	41,327 SF	-	01/10/2021	£2,050,000	£50/Sq ft	-	
<a href="#">Industrial Unit</a> Victoria Rd Stoke On Trent, ST4...	Industrial ★★★★☆	1936	16,000 SF	-	15/09/2021	£420,000 Unit Sale	£26/Sq ft	-	
<a href="#">Fenton Industrial Es...</a> Peacock Vw Stoke On Trent, ST4 2XJ	Manufacturing ★★★★☆	1972	10,835 SF	-	15/06/2021	£700,000	£65/Sq ft	6.8%	
<a href="#">Multi-Property Sale</a> Davenport St Stoke On Trent, ST6...	Industrial ★★★★☆	-	8,497 SF	-	27/04/2021	Price Not Disclosed Part of Portfolio	-	-	

# Sale Comps Map & List Report

		Property				Sale			
Property Name - Address	Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Sq ft	NI Yield	
 <a href="#">Multi-Property Sale</a>  Davenport St Stoke On Trent, ST6...	Industrial 	-	17,425 SF	-	27/04/2021	Price Not Disclosed Part of Portfolio	-	-	
 <a href="#">Newfield Industrial...</a>  High St Stoke On Trent, ST6...	Warehouse 	1968	23,211 SF	-	31/03/2021	£4,586,432 Part of Portfolio	£198/Sq ft	7.9%	
 <a href="#">Newfield Industrial...</a>  High St Stoke On Trent, ST6...	Warehouse 	1907	34,291 SF	-	31/03/2021	£769,087 Part of Portfolio	£22/Sq ft	7.9%	
 <a href="#">Newfield Industrial...</a>  High St Stoke On Trent, ST6...	Warehouse 	1951	29,200 SF	-	31/03/2021	£407,464 Part of Portfolio	£14/Sq ft	7.9%	
 <a href="#">Newfield Industrial...</a>  High St Stoke On Trent, ST6...	Warehouse 	1955	13,039 SF	-	31/03/2021	£226,942 Part of Portfolio	£17/Sq ft	7.9%	
 <a href="#">Newfield Industrial...</a>  High St Stoke On Trent, ST6...	Service 	-	6,646 SF	-	31/03/2021	£124,816 Part of Portfolio	£19/Sq ft	7.9%	
 <a href="#">Newfield Industrial...</a>  High St Stoke On Trent, ST6...	Service 	1959	5,534 SF	-	31/03/2021	£106,596 Part of Portfolio	£19/Sq ft	7.9%	
 <a href="#">Newfield Industrial...</a>  High St Stoke On Trent, ST6...	Warehouse 	1980	3,031 SF	-	31/03/2021	£60,001 Part of Portfolio	£20/Sq ft	7.9%	
 <a href="#">Newfield Industrial...</a>  High St Stoke On Trent, ST6...	Service 	1959	1,792 SF	-	31/03/2021	£26,641 Part of Portfolio	£15/Sq ft	7.9%	
 <a href="#">Imex Business Park</a>  Ormonde St Stoke On Trent, ST4...	Distribution 	2003	46,727 SF	-	26/03/2021	£2,000,000	£43/Sq ft	-	
 <a href="#">Highgate 3</a>  Brownhills Rd Stoke On Trent, ST6...	Warehouse 	2021	19,300 SF	-	07/03/2021	Price Not Disclosed	-	-	
 <a href="#">Meir Point</a>  50 Whittle Rd Stoke On Trent, ST3...	Distribution 	1981	69,296 SF	-	05/03/2021	£5,798,282	£84/Sq ft	5.4%	

# Sale Comps Map & List Report

Property Name - Address		Property				Sale			
		Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Sq ft	NI Yield
49	<a href="#">Amazon</a> Stanley Matthews Way Stoke On Trent, ST4...	Distribution ★★★★★	1998	219,686 SF	-	01/02/2021	£22,300,000	£102/Sq ft	4.8%
50	<a href="#">Tunstall Arrow</a> James Brindley Way Stoke On Trent, ST6...	Industrial ★★★★★	2018	40,709 SF	-	01/02/2021	£5,638,749 Part of Portfolio	£139/Sq ft	-
51	<a href="#">Tunstall Arrow</a> James Brindley Way Stoke On Trent, ST6...	Warehouse ★★★★★	2018	20,425 SF	-	01/02/2021	£1,702,001 Part of Portfolio	£83/Sq ft	-
52	<a href="#">Tunstall Arrow</a> James Brindley Way Stoke On Trent, ST6...	Warehouse ★★★★★	2018	35,315 SF	-	01/02/2021	£1,652,525 Part of Portfolio	£47/Sq ft	-
53	<a href="#">Tunstall Arrow</a> James Brindley Way Stoke On Trent, ST6...	Warehouse ★★★★★	2018	20,458 SF	-	01/02/2021	£1,152,461 Part of Portfolio	£56/Sq ft	-
54	<a href="#">Tunstall Arrow</a> James Brindley Way Stoke On Trent, ST6...	Warehouse ★★★★★	2018	19,000 SF	-	01/02/2021	£1,056,642 Part of Portfolio	£56/Sq ft	-
55	<a href="#">Britannia Park Indus...</a> North Rd Stoke On Trent, ST6...	Warehouse ★★★★★	1980	805 SF	-	28/01/2021	£57,000	£71/Sq ft	-
56	<a href="#">DSV Solutions</a> Stanley Matthews Way Stoke On Trent, ST4...	Distribution ★★★★★	2015	210,015 SF	-	01/01/2021	£21,100,000	£100/Sq ft	4.8%
57	<a href="#">Galveston Grove</a> Birrell St Stoke On Trent, ST4...	Warehouse ★★★★★	1995	3,666 SF	-	11/11/2020	£260,000	£71/Sq ft	-
58	<a href="#">Newstead Industrial...</a> Crowcrofts Rd Stoke On Trent, ST4...	Warehouse ★★★★★	1920	8,271 SF	-	06/11/2020	£495,000	£60/Sq ft	-
59	<a href="#">Unit DC2</a> 2 Sideway Way Stoke On Trent, ST4...	Warehouse ★★★★★	2018	108,680 SF	-	02/11/2020	£10,290,000	£95/Sq ft	5.1%



	Address	City	Property Info	Sale Info
1	Adelaide House, Adelaide St	Stoke-On-Trent	13,200 SF Flex/Light Distribution	Sold: -
2	Berry Hill Rd	Stoke On Trent	13,809 SF Industrial/Warehouse	Sold: -
3	Galveston Grove, Birrell St	Stoke On Trent	3,666 SF Industrial/Warehouse	Sold: £260,000 (£70.92/SF)
4	The Brickworks, Brick Kiln Ln (Part of Multi-Property Sale)	Stoke on Trent	17,399 SF Industrial	Sold: -
5	Brownhills Rd	Stoke On Trent	19,300 SF Industrial/Warehouse	Sold: -
6	Brownhills Rd (Part of Multi-Property Sale)	Stoke On Trent	22,000 SF Industrial	Sold: £1,031,590 (£46.89/SF)
7	Brownhills Rd (Part of Multi-Property Sale)	Stoke On Trent	36,000 SF Industrial/Warehouse	Sold: £2,778,653 (£77.18/SF)
8	Canal Ln	Stoke-On-Trent	9,702 SF Industrial/Service	Sold: £296,200 (£30.53/SF)
9	China St	Stoke On Trent	1,460 SF Industrial/Service	Sold: £125,000 (£85.62/SF)
10	Crowcrofts Rd	Stoke On Trent	8,271 SF Industrial/Warehouse	Sold: £495,000 (£59.85/SF)
11	Davenport St (Part of Multi-Property Sale)	Stoke On Trent	17,425 SF Industrial	Sold: -
12	Davenport St (Part of Multi-Property Sale)	Stoke On Trent	8,497 SF Industrial	Sold: -

13	Dewsbury Rd	Stoke on Trent	9,485 SF Industrial/Warehouse	Sold: £802,000 (£84.55/SF)
14	Innovation House, Festival Way	Stoke-On-Trent	41,327 SF Industrial/Warehouse	Sold: £2,050,000 (£49.60/SF)
15	Festival Way	Stoke On Trent	14,007 SF Industrial/Warehouse	Sold: £1,022,000 (£72.96/SF)
16	23 Hamil Rd	Stoke-On-Trent	15,590 SF Flex/Showroom	Sold: £525,000 (£33.68/SF)
17	High St (Part of Multi-Property Sale)	Stoke On Trent	29,200 SF Industrial/Warehouse	Sold: £407,464 (£13.95/SF)
18	High St (Part of Multi-Property Sale)	Stoke On Trent	23,211 SF Industrial/Warehouse	Sold: £4,586,432 (£197.60/SF)
19	High St (Part of Multi-Property Sale)	Stoke On Trent	3,031 SF Industrial/Warehouse	Sold: £60,001 (£19.80/SF)
20	High St (Part of Multi-Property Sale)	Stoke On Trent	5,534 SF Industrial/Service	Sold: £106,596 (£19.26/SF)
21	High St (Part of Multi-Property Sale)	Stoke On Trent	1,792 SF Industrial/Service	Sold: £26,641 (£14.87/SF)
22	High St (Part of Multi-Property Sale)	Stoke On Trent	6,646 SF Industrial/Service	Sold: £124,816 (£18.78/SF)
23	Newfield Industrial Estate, High St (Part of Multi-Property Sale)	Stoke On Trent	34,291 SF Industrial/Warehouse	Sold: £769,087 (£22.43/SF)
24	Newfield Industrial Estate, High St (Part of Multi-Property Sale)	Stoke On Trent	13,039 SF Industrial/Warehouse	Sold: £226,942 (£17.40/SF)
25	Speed Electrical Building, Hillchurch St	Stoke-On-Trent	3,537 SF Industrial/Warehouse	Sold: -
26	1 Hobson St	Stoke On Trent	5,557 SF Industrial/Service	Sold: -
27	James Brindley (Part of Multi-Property Sale)	Stoke On Trent	31,054 SF Industrial/Warehouse	Sold: £4,328,751 (£139.39/SF)
28	James Brindley (Part of Multi-Property Sale)	Stoke On Trent	19,408 SF Industrial/Warehouse	Sold: £2,705,476 (£139.40/SF)
29	James Brindley (Part of Multi-Property Sale)	Stoke On Trent	39,639 SF Industrial/Warehouse	Sold: £5,557,837 (£140.21/SF)
30	James Brindley Way (Part of Portfolio)	Stoke On Trent	20,458 SF Industrial/Warehouse	Sold: £1,152,461 (£56.33/SF)
31	James Brindley Way (Part of Portfolio)	Stoke On Trent	19,000 SF Industrial/Warehouse	Sold: £1,056,642 (£55.61/SF)
32	James Brindley Way (Part of Portfolio)	Stoke On Trent	35,315 SF Industrial/Warehouse	Sold: £1,652,525 (£46.79/SF)
33	James Brindley Way (Part of Portfolio)	Stoke On Trent	40,709 SF Industrial	Sold: £5,638,749 (£138.51/SF)
34	James Brindley Way (Part of Portfolio)	Stoke On Trent	20,425 SF Industrial/Warehouse	Sold: £1,702,001 (£83.33/SF)
35	James Brindley Way (Part of Multi-Property Sale)	Stoke On Trent	13,000 SF Industrial/Warehouse	Sold: £1,908,576 (£146.81/SF)
36	Phase 2, James Brindley Way (Part of Multi-Property Sale)	Stoke On Trent	20,798 SF Industrial/Warehouse	Sold: £3,499,342 (£168.25/SF)
37	Milburn Rd	Stoke On Trent	1,290 SF Flex/Light Manufacturing	Sold: £200,000 (£155.04/SF)
38	Milburn Rd	Stoke On Trent	1,290 SF Flex/Light Manufacturing	Sold: £215,000 (£166.67/SF)
39	North Rd	Stoke On Trent	805 SF Industrial/Warehouse	Sold: £57,000 (£70.81/SF)
40	Steelite International Limited, Orme St (Part of Portfolio)	Stoke-On-Trent	473,675 SF Industrial/Manufacturing	Sold: £20,721,956 (£43.75/SF)
41	Imex Business Park, Ormonde St	Stoke On Trent	46,727 SF Industrial/Distribution	Sold: £2,000,000 (£42.80/SF)
42	Peacock Vw	Stoke On Trent	10,835 SF Industrial/Manufacturing	Sold: £700,000 (£64.61/SF)
43	Warehouse Premises, Ratton St	Stoke On Trent	24,198 SF Industrial/Warehouse	Sold: £380,000 (£15.70/SF)

44	UPS Building, Scotia Rd	Stoke On Trent	23,214 SF Industrial/Warehouse	Sold: £1,950,000 (£84/SF)
45	Industrial Complex, 200 Scotia Rd	Stoke On Trent	252,000 SF Industrial/Manufacturing	Sold: £10,500,000 (£41.67/SF)
46	Scott Lidgett Rd (Part of Portfolio)	Stoke On Trent	26,580 SF Light industrial/Light Manufacturing	Sold: £970,797 (£36.52/SF)
47	Scott Lidgett Rd (Part of Portfolio)	Stoke On Trent	14,925 SF Industrial/Warehouse	Sold: £636,728 (£42.66/SF)
48	Scott Lidgett Rd (Part of Portfolio)	Stoke On Trent	2,413 SF Light industrial/Light Manufacturing	Sold: £73,184 (£30.33/SF)
49	12A-12C Scott Lidgett Rd (Part of Portfolio)	Stoke On Trent	8,258 SF Light industrial/Light Manufacturing	Sold: £361,028 (£43.72/SF)
50	Unit DC2, 2 Sideway Way	Stoke On Trent	108,680 SF Industrial/Warehouse	Sold: £10,290,000 (£94.68/SF)
51	Slippery Ln (Part of Multi-Property Sale)	Stoke On Trent	5,277 SF Industrial/Warehouse	Sold: £146,496 (£27.76/SF)
52	Slippery Ln (Part of Multi-Property Sale)	Stoke On Trent	13,284 SF Industrial/Warehouse	Sold: £654,308 (£49.26/SF)
53	Slippery Ln (Part of Multi-Property Sale)	Stoke On Trent	12,760 SF Industrial/Warehouse	Sold: £239,196 (£18.75/SF)
54	Amazon, Stanley Matthews Way	Stoke On Trent	219,686 SF Industrial/Distribution	Sold: £22,300,000 (£101.51/SF)
55	DSV Solutions, Stanley Matthews Way	Stoke On Trent	210,015 SF Industrial/Distribution	Sold: £21,100,000 (£100.47/SF)
56	MKM, Stanley Matthews Way	Stoke-On-Trent	20,000 SF Industrial/Distribution	Sold: £4,500,000 (£225/SF)
57	Station St (Part of Portfolio)	Stoke on Trent	66,628 SF Industrial	Sold: £1,550,126 (£23.27/SF)
58	Victoria Rd	Stoke On Trent	16,000 SF Industrial/Service	Sold: £420,000 (£26.25/SF)
59	Meir Point, 50 Whittle Rd	Stoke On Trent	69,296 SF Industrial/Distribution	Sold: £5,798,282 (£83.67/SF)

## Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
<b>Light Industrial</b>					
Sale Price	£73,184	£390,835	£288,014	£970,797	6
NIA	1,290 SF	9,803 SF	8,258 SF	26,580 SF	7
Price per SF	£30.33	£42.31	£40.12	£166.67	6
Net Initial Yield	-	-	-	-	-
Days on Market	119	317	242	664	4
Sale Price to Asking Price Ratio	95.56%	104.07%	100.00%	116.67%	3
<b>Industrial</b>					
Sale Price	£26,641	£3,295,886	£1,056,642	£22,300,000	45
NIA	805 SF	42,231 SF	19,150 SF	473,675 SF	52
Price per SF	£13.95	£70.28	£56.33	£225.00	45
Net Initial Yield	4.79%	5.48%	5.41%	6.76%	7
Days on Market	5	380	389	987	16
Sale Price to Asking Price Ratio	87.23%	99.90%	92.50%	127.27%	8
<b>Totals</b>					
Sold Transactions	Total Sales Volume:	£150,659,883	Total Sales Transactions:	59	
<b>Survey Criteria</b>					
<p>basic criteria: Type of Property - Industrial, Light industrial; Sale Date - from 23/10/2020; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes</p> <p>geography criteria: Submarket - Stoke-on-Trent Central (Shropshire &amp; Staffordshire), Stoke-on-Trent Fringe (Shropshire &amp; Staffordshire)</p>					

# Lease Comps Summary

Lease Comps Report

Deals

Asking Rent Per SF

Achieved Rent Per SF

Avg. Months On Market

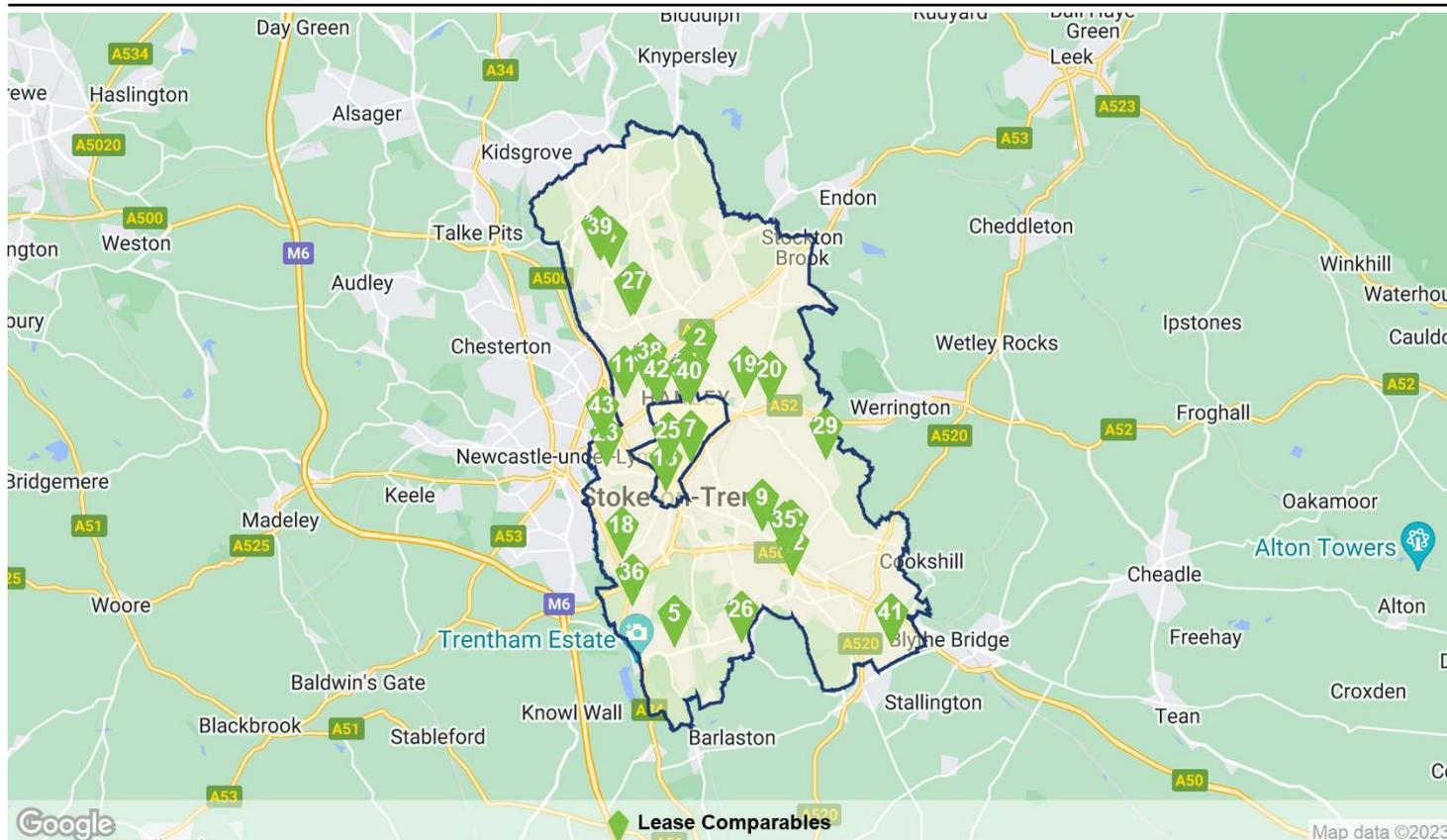
70

£10.40

£11.43

14

## TOP 50 LEASE COMPARABLES



## SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	52	£2.48	£10.40	£11.94	£43.72
Achieved Rent Per SF	35	£1.69	£11.43	£11.29	£252.81
Net Effective Rent Per SF	18	£2.77	£11.58	£10.31	£252.81
Asking Rent Discount	22	-75.0%	-8.6%	0.0%	21.1%
TI Allowance	-	-	-	-	-
Rent Free Months	4	0	2	0	6

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	57	1	14	9	66
Deal Size	70	178	2,848	1,004	42,128
Lease Deal in Months	39	12.0	73.0	60.0	240.0
Floor Number	70	BSMT	GRND	GRND	3

# Lease Comps Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 4 Market Sq	★★★★★	1,276	GRND	29/08/2023	New Lease	£23.51	Asking
2 41 Hulton St	★★★★★	577	GRND	22/08/2023	New Lease	£14.73	Asking
3 10 Trinity St	★★★★★	1,956	GRND,1	12/07/2023	New Lease	£6.90/fri	Asking
4 Scotia Rd	★★★★★	178	GRND	03/07/2023	New Lease	£252.81/fri	Effective
5 1A-3 Brough Ln	★★★★★	585	1st	30/05/2023	New Lease	£10.23/fri	Effective
6 29 Stafford St	★★★★★	864	GRND	30/05/2023	New Lease	£10.39/fri	Effective
7 217 Leek Rd	★★★★★	1,052	GRND	22/05/2023	New Lease	£8.56/fri	Achieved
8 12 Piccadilly Parade	★★★★★	760	GRND	04/05/2023	New Lease	£16.45/fri	Effective
9 324 King St	★★★★★	496	1st	13/04/2023	New Lease	£16.03	Asking
10 519 Etruria Rd	★★★★★	183	GRND	03/04/2023	New Lease	£43.72	Asking
11 Former Wedgwood & Ro... Forge Ln	★★★★★	10,210	GRND	28/03/2023	New Lease	£7.84	Achieved
12 Metro 20-24 Fountain Sq	★★★★★	231	GRND	13/03/2023	New Lease	£32.47/fri	Asking
13 67 Church St	★★★★★	427	GRND	03/03/2023	New Lease	£12.18	Asking
14 24 Market Pl	★★★★★	383	GRND	01/03/2023	New Lease	£15.67	Asking
15 The Roebuck Wedgewoo...	★★★★★	642	GRND	23/02/2023	New Lease	£19.30	Asking
16 28-44 Bennett Precinct	★★★★★	3,737	GRND	15/02/2023	New Lease	£6.02	Asking
17 61-63 Stafford St	★★★★★	2,166	1-3	02/02/2023	New Lease	£3.45	Effective
18 835-837 London Rd	★★★★★	822	GRND	30/01/2023	New Lease	£10.95	Achieved
19 938A Leek Rd	★★★★★	1,207	GRND	19/01/2023	New Lease	£4.31	Asking
20 162 Werrington Rd	★★★★★	313	GRND	28/12/2022	New Lease	£23.96/fri	Achieved
16 36 Bennett Precinct	★★★★★	1,191	GRND	30/11/2022	New Lease	£9.19	Asking

# Lease Comps Summary

## Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
16 41 The Strand	★★★★★	1,149	GRND	29/11/2022	New Lease	£10.01	Asking
16 28-44 Bennett Precinct	★★★★★	984	GRND	29/11/2022	New Lease	£11.69	Asking
21 68 Bennett Precinct	★★★★★	1,091	GRND	29/11/2022	New Lease	£12.76	Asking
21 64-66 Bennett Precinct	★★★★★	1,764	GRND	01/11/2022	New Lease	£10.54	Asking
21 67 The Strand	★★★★★	1,100	GRND	20/10/2022	New Lease	£10.45	Asking
22 35A Trentham Rd	★★★★★	2,017	GRND	14/10/2022	New Lease	£7.42	Effective
23 453 Hartshill Rd	★★★★★	487	GRND	19/08/2022	New Lease	£16.02/fri	Achieved
24 19 Parliament Row	★★★★★	747	GRND	18/08/2022	New Lease	£46.85	Achieved
25 83 Stoke Rd	★★★★★	2,776	GRND	01/08/2022	New Lease	£6.84	Asking
26 45 Wimborne Av	★★★★★	551	GRND	01/08/2022	New Lease	£10.89	Asking
27 121 Wedgwood St	★★★★★	8,073	GRND	28/07/2022	New Lease	£2.77	Effective
28 4-6 Market St	★★★★★	5,340	GRND,1-2	06/07/2022	Renewal	£1.69/fri	Achieved
29 451 Beverley Dr	★★★★★	750	GRND	05/07/2022	New Lease	£12.53	Asking
30 21 Market St	★★★★★	1,693	GRND	04/07/2022	New Lease	£5.32	Effective
31 Lamb St	★★★★★	1,780	BSMT,G...	01/07/2022	New Lease	£10.11/fri	Achieved
31 Lamb St	★★★★★	1,790	BSMT,G...	01/07/2022	New Lease	£12.29/fri	Achieved
31 Lamb St	★★★★★	2,434	BSMT,G...	01/07/2022	New Lease	£9.04/fri	Achieved
32 17 Market St	★★★★★	1,545	GRND	23/06/2022	New Lease	£5.81	Effective
33 101 Roundwell St	★★★★★	487	GRND	22/06/2022	New Lease	£14.17	Asking
34 Pizza Hut Ridgehouse Dr	★★★★★	3,533	GRND	15/06/2022	Renewal	£23.82/fri	Effective
35 4 Strand Passage	★★★★★	884	GRND	06/06/2022	New Lease	£20.64	Asking

# Lease Comps Summary

## Lease Comps Report

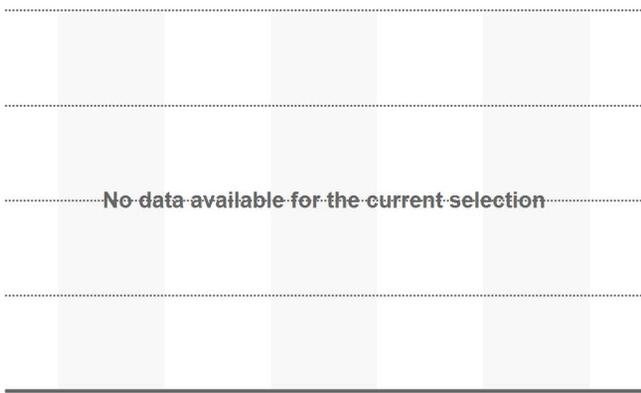
Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
36 187 Mayne St	★★★★★	694	GRND	03/06/2022	New Lease	£14.61	Effective
37 24-26 Piccadilly	★★★★★	690	GRND	01/06/2022	New Lease	£15.94/fri	Achieved
38 Ridge House Dr	★★★★★	30,000	GRND	01/06/2022	New Lease	-	-
39 165-169 High St	★★★★★	2,273	GRND	31/05/2022	New Lease	£3.51/fri	Effective
40 12 Stafford St	★★★★★	1,076	GRND,1	31/05/2022	New Lease	£27.88/fri	Achieved
41 Unit 3 Lysander Rd	★★★★★	629	GRND	17/05/2022	New Lease	£21.89/fri	Effective
42 Etruria Rd	★★★★★	4,022	GRND	04/05/2022	New Lease	-	-
43 517 Etruria Rd	★★★★★	377	1st	29/04/2022	New Lease	£26.46	Effective

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£10.40	£11.43	£11.58	1.5

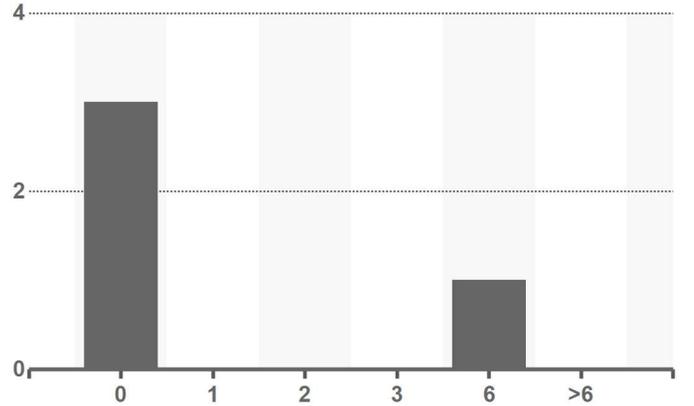
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS



# Sale Comps Map & List Report

Sale Comparables

**80**

Avg. NI Yield

**6.9%**

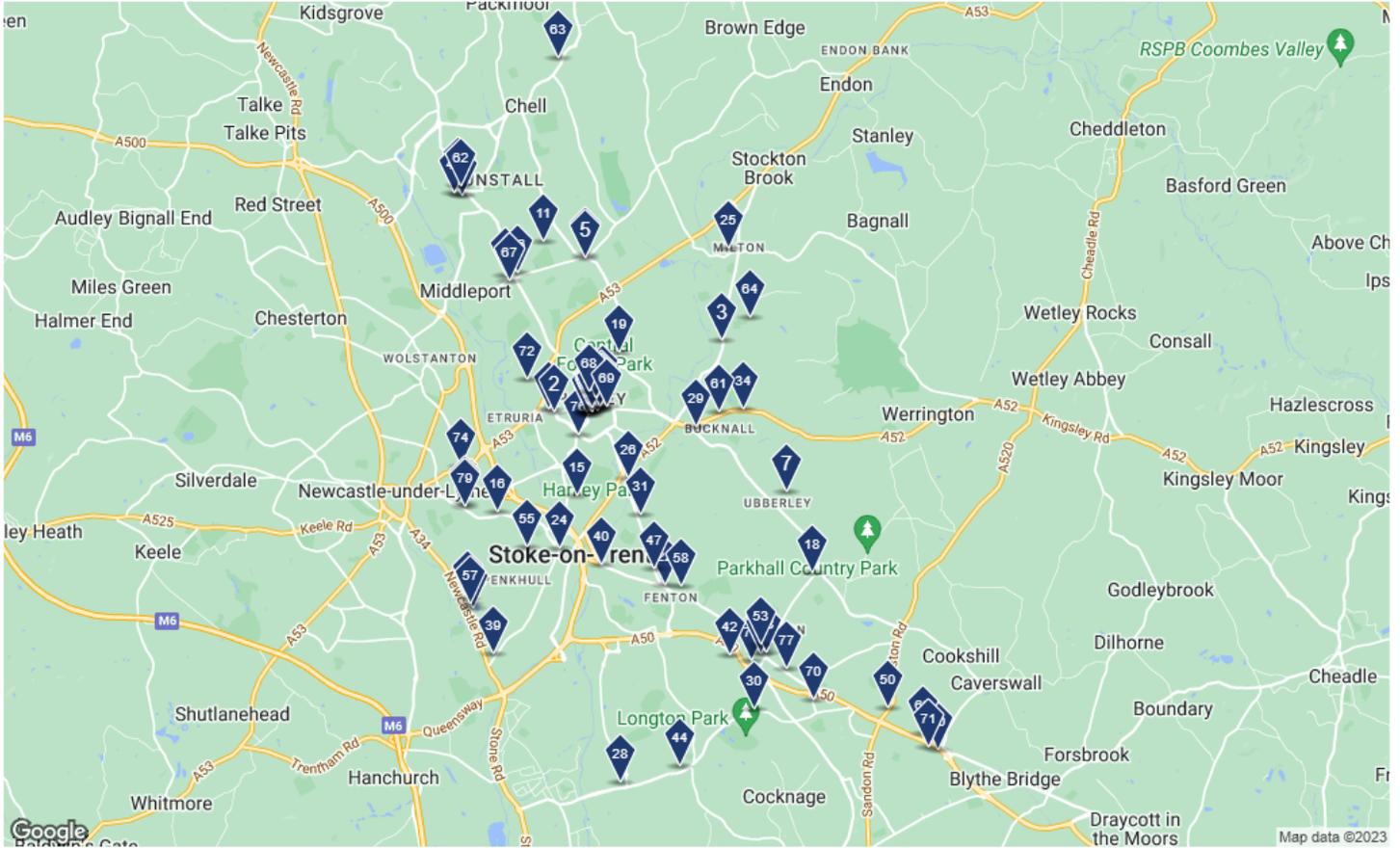
Avg. Price/Sq ft

**£114**

Avg. Vacancy At Sale

-

## SALE COMPARABLES LOCATIONS



## SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	£40,800	£1,157,511	£172,500	£22,250,000
Price Per Sq ft	£24	£114	£82	£786
NI Yield	3.3%	6.9%	7.5%	9.9%
Time Since Sale in Months	1.0	19.2	18.0	35.0
Property Attributes	Low	Average	Median	High
Building Sq ft	391 SF	10,724 SF	2,216 SF	132,256 SF
Floors	1	2	2	5
Typical Floor	318 SF	8,862 SF	1,364 SF	132,256 SF
Vacancy Rate at Sale	-	-	-	-
Year Built	1800	1954	1960	2023
Star Rating	★☆☆☆☆	★★★★☆ 2.6	★★★★★ 3.0	★★★★★

# Sale Comps Map & List Report

Property Name - Address		Property				Sale			
		Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Sq ft	NI Yield
1	<a href="#">Junction Leisure Park</a> Etruria Rd Stoke On Trent, ST1...	Storefront ★★★★★	2016	4,150 SF	-	01/09/2023	Price Not Disclosed Part of Portfolio	-	7.9%
2	<a href="#">Retail Unit</a> Etruria Rd Stoke On Trent, ST1...	Freestanding ★★★★★	2015	5,600 SF	-	01/09/2023	Price Not Disclosed Part of Portfolio	-	7.9%
3	<a href="#">1411-1413 Leek Rd</a> Stoke On Trent, ST2...	Storefront Retail/Residential ★★★★★	1900	837 SF	-	18/08/2023	Price Not Disclosed	-	-
4	<a href="#">Moorland Rd</a> Stoke On Trent, ST6 1JP	Storefront ★★★★★	1990	9,745 SF	-	10/07/2023	Price Not Disclosed Part of Portfolio	-	-
5	<a href="#">Sneyd HI</a> Stoke On Trent, ST6...	Storefront ★★★★★	1980	11,885 SF	-	10/07/2023	Price Not Disclosed Part of Portfolio	-	-
6	<a href="#">2-4 Marsh St S</a> Stoke On Trent, ST1 1JA	Retail ★★★★★	1972	1,754 SF	-	16/06/2023	£130,000	£74/Sq ft	-
7	<a href="#">257A Dawlish Dr</a> Stoke On Trent, ST2...	Restaurant ★★★★★	1970	4,230 SF	-	30/05/2023	£277,300	£66/Sq ft	-
8	<a href="#">Multi-Property Sale</a> 25 Pall Mall Stoke On Trent, ST1...	Restaurant ★★★★★	1960	2,012 SF	-	26/05/2023	Price Not Disclosed Part of Portfolio	-	-
9	<a href="#">Multi-Property Sale</a> 19-21 Pall Mall Stoke On Trent, ST1...	Storefront ★★★★★	1960	935 SF	-	26/05/2023	Price Not Disclosed Part of Portfolio	-	-
10	<a href="#">Multi-Property Sale</a> 27 Pall Mall Stoke On Trent, ST1...	Bar/Nightclub ★★★★★	2000	3,332 SF	-	26/05/2023	Price Not Disclosed Part of Portfolio	-	-
11	<a href="#">157 Hamil Rd</a> Stoke On Trent, ST6...	Retail ★★★★★	1960	669 SF	-	03/05/2023	£90,000	£135/Sq ft	-
12	<a href="#">115 High St</a> Stoke On Trent, ST6 5TA	Storefront ★★★★★	1904	1,919 SF	-	23/04/2023	Price Not Disclosed	-	-

# Sale Comps Map & List Report

		Property				Sale			
Property Name - Address	Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Sq ft	NI Yield	
 <a href="#">54 Piccadilly</a> Stoke On Trent, ST1...	Storefront ★★★★★	1854	1,742 SF	-	23/04/2023	Price Not Disclosed	-	-	
 <a href="#">38-40 Tontine St</a> Stoke On Trent, ST1 1LY	Storefront ★★★★★	1937	1,614 SF	-	12/04/2023	£100,000	£62/Sq ft	-	
 <a href="#">100 College Rd</a> Stoke On Trent, ST4 2BJ	Retail ★★★★★	1975	1,982 SF	-	08/03/2023	Price Not Disclosed	-	6.4%	
 <a href="#">295-295A Hartshill Rd</a> Stoke On Trent, ST4...	Storefront Retail/Residential ★★★★★	1960	636 SF	-	08/03/2023	Price Not Disclosed	-	-	
 <a href="#">20-22 Stafford St</a> Stoke On Trent, ST1...	Storefront ★★★★★	1950	2,212 SF	-	21/02/2023	£135,000	£61/Sq ft	-	
 <a href="#">358 Anchor Rd</a> Stoke On Trent, ST3...	Auto Repair ★★★★★	1970	6,573 SF	-	20/01/2023	Price Not Disclosed	-	-	
 <a href="#">Chell St</a> Stoke On Trent, ST1...	Storefront ★★★★★	2023	4,300 SF	-	09/01/2023	Price Not Disclosed	-	-	
 <a href="#">3 Crown Bank</a> Stoke On Trent, ST1...	Storefront Retail/Office ★★★★★	1960	1,415 SF	-	20/12/2022	Price Not Disclosed	-	-	
 <a href="#">12-16 Town Rd</a> Stoke On Trent, ST1...	Storefront ★★★★★	1972	12,595 SF	-	17/11/2022	£300,000	£24/Sq ft	-	
 <a href="#">King St</a> Stoke On Trent, ST4	Fast Food ★★★★★	2020	1,844 SF	-	01/11/2022	£1,450,000	£786/Sq ft	5.2%	
 <a href="#">Lamb St</a> Stoke On Trent, ST7...	Storefront ★★★★★	1984	58,984 SF	-	19/10/2022	Price Not Disclosed	-	-	
 <a href="#">10 Campbell Pl</a> Stoke On Trent, ST4...	Storefront ★★★★★	1970	1,295 SF	-	21/09/2022	Price Not Disclosed	-	-	

# Sale Comps Map & List Report

		Property				Sale			
Property Name - Address	Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Sq ft	NI Yield	
 50 Millrise Rd Stoke On Trent, ST2...	Convenience Store ★★★★★	1930	644 SF	-	06/09/2022	Price Not Disclosed	-	-	
 406-416 Victoria Rd Stoke On Trent, ST1 3JE	Auto Dealership ★★★★★	1970	14,211 SF	-	31/07/2022	£1,250,000	£88/Sq ft	-	
 100-104 High St Stoke On Trent, ST6 5TJ	Storefront ★★★★★	1960	908 SF	-	21/07/2022	£165,000	£182/Sq ft	-	
 Trentham District... Stanley Matthews Way Stoke On Trent, ST4...	Storefront ★★★★★	2009	5,250 SF	-	24/06/2022	£995,000	£190/Sq ft	-	
 25 Dividy Rd Stoke On Trent, ST2...	Storefront Retail/Residential ★★★★★	1980	836 SF	-	23/06/2022	£250,000	£299/Sq ft	-	
 8-10 Carlisle St Stoke On Trent, ST3...	Restaurant ★★★★★	1980	1,567 SF	-	20/06/2022	£126,000	£80/Sq ft	-	
 Industrial Unit Victoria Rd Stoke On Trent, ST4...	Retail ★★★★★	1936	6,328 SF	-	16/06/2022	£400,000 Unit Sale	£63/Sq ft	-	
 19-23 Stafford St Stoke On Trent, ST1...	Storefront Retail/Office ★★★★★	1950	4,081 SF	-	23/05/2022	£220,000	£54/Sq ft	9.9%	
 46 Market St Stoke On Trent, ST3...	Storefront Retail/Office ★★★★★	1910	2,216 SF	-	19/05/2022	£118,000	£53/Sq ft	-	
 20 Guy St Stoke On Trent, ST2...	Storefront Retail/Residential ★★★★★	1920	471 SF	-	19/05/2022	£63,500	£135/Sq ft	-	
 12-16 Town Rd Stoke On Trent, ST1...	Storefront ★★★★★	1972	12,595 SF	-	19/05/2022	Price Not Disclosed	-	-	
 36 Market Pl Stoke On Trent, ST6...	Storefront	-	-	-	12/05/2022	£145,000	-	-	

# Sale Comps Map & List Report

		Property				Sale			
Property Name - Address	Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Sq ft	NI Yield	
 12 Piccadilly Parade  Stoke On Trent, ST1...	Storefront Retail/Office ★★★★★	1977	2,103 SF	-	17/03/2022	£172,500	£82/Sq ft	-	
 173 High St  Stoke On Trent, ST6...	Storefront Retail/Office ★★★★★	1910	2,173 SF	-	04/02/2022	£93,500	£43/Sq ft	-	
 835-837 London Rd  Stoke On Trent, ST4...	Retail ★★★★★	-	983 SF	-	31/01/2022	£190,500	£194/Sq ft	-	
 104-106 City Rd  Stoke On Trent, ST4...	Freestanding ★★★★★	1972	60,631 SF	-	12/01/2022	£6,961,993 Part of Portfolio	£115/Sq ft	5.5%	
 Chancery Ln  Stoke On Trent, ST3...	Storefront ★★★★★	2008	56,900 SF	-	11/11/2021	£2,500,000	£44/Sq ft	-	
 111 Heathcote Rd  Stoke On Trent, ST3 2LY	Retail ★★★★★	1930	391 SF	-	29/10/2021	£150,000	£384/Sq ft	-	
 77 Market St  Stoke On Trent, ST3...	Storefront ★★★★★	1930	1,260 SF	-	17/10/2021	£55,000	£44/Sq ft	-	
 584 Trentham Rd  Stoke On Trent, ST3...	Retail ★★★★★	1960	1,593 SF	-	23/09/2021	£325,000	£204/Sq ft	7.6%	
 Northumberland...  15-23 Percy St Stoke On Trent, ST1...	Retail ★★★★★	1876	2,784 SF	-	25/08/2021	£275,000 Unit Sale	£99/Sq ft	9.0%	
 45-47 Piccadilly St  Stoke On Trent, ST6...	Convenience Store ★★★★★	1837	1,075 SF	-	10/08/2021	£90,000	£84/Sq ft	-	
 Victoria Road Retail...  Victoria Rd Stoke On Trent, ST4 2LJ	Storefront ★★★★★	1983	50,307 SF	-	03/08/2021	£4,025,000	£80/Sq ft	6.9%	
 39 Piccadilly  Stoke On Trent, ST1...	Day Care Centre ★★★★★	1950	1,234 SF	-	01/08/2021	£101,000	£82/Sq ft	-	

# Sale Comps Map & List Report

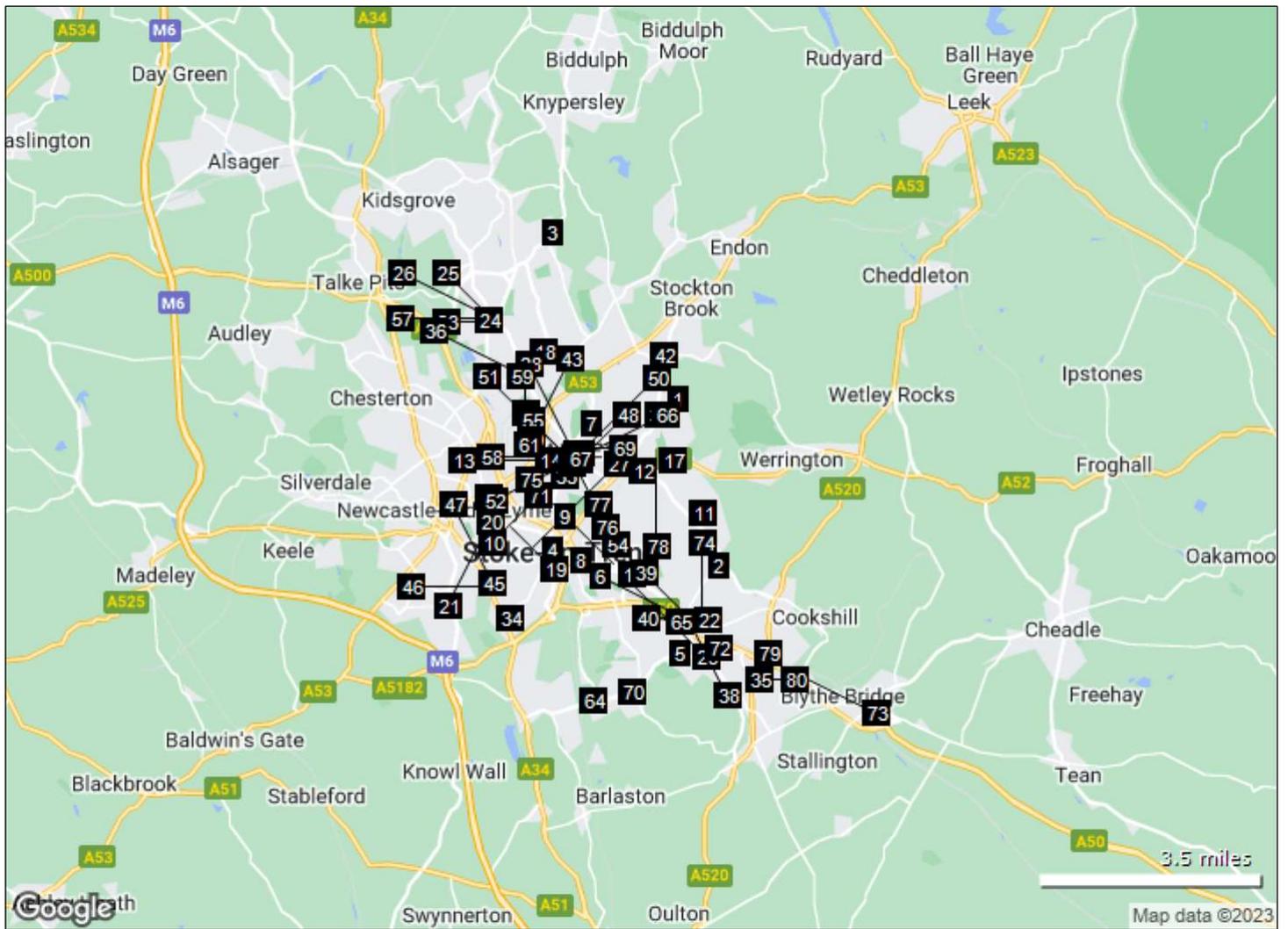
Property Name - Address		Property				Sale			
		Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Sq ft	NI Yield
49	<a href="#">Aldi</a> Newcastle Rd Stoke On Trent, ST4...	Storefront ★★★★★	2006	14,832 SF	-	09/07/2021	Price Not Disclosed	-	-
50	<a href="#">83 Weston Rd</a> Stoke On Trent, ST3 6AJ	Storefront ★★★★★	1967	1,646 SF	-	30/06/2021	Price Not Disclosed	-	-
51	<a href="#">2 Upper Market St</a> Stoke On Trent, ST1...	Convenience Store ★★★★★	-	4,212 SF	-	10/06/2021	£610,000	£145/Sq ft	-
52	<a href="#">10-12 Market Sq</a> Stoke On Trent, ST1...	Storefront ★★★★★	1930	2,071 SF	-	10/06/2021	Price Not Disclosed	-	-
53	<a href="#">27-29 Market St</a> Stoke On Trent, ST3 1BJ	Department Store ★★★★★	1940	6,056 SF	-	27/05/2021	£750,000 Part of Portfolio	£124/Sq ft	-
54	<a href="#">26-28 Tontine St</a> Stoke On Trent, ST1...	Storefront ★★★★★	1920	884 SF	-	29/04/2021	£122,000	£138/Sq ft	-
55	<a href="#">134 Honeywall</a> Stoke On Trent, ST4...	Storefront Retail/Residential ★★★★★	1981	5,700 SF	-	21/04/2021	Price Not Disclosed	-	-
56	<a href="#">Springfields Retail...</a> Newcastle Rd Stoke On Trent, ST4...	Freestanding ★★★★★	1982	70,718 SF	-	25/03/2021	£7,637,839 Part of Portfolio	£108/Sq ft	8.7%
57	<a href="#">McDonalds</a> Newcastle Rd Stoke On Trent, ST4...	Restaurant ★★★★★	1993	2,836 SF	-	25/03/2021	£362,161 Part of Portfolio	£128/Sq ft	8.7%
58	<a href="#">2A Fenpark Rd</a> Stoke On Trent, ST4...	Storefront Retail/Residential ★★★★★	1920	2,297 SF	-	12/03/2021	£112,000	£49/Sq ft	3.3%
59	<a href="#">24-26 Piccadilly</a> Stoke On Trent, ST1...	Storefront ★★★★★	1898	1,551 SF	-	12/03/2021	£100,000	£64/Sq ft	-
60	<a href="#">Airport Service Station</a> Uttoxeter Rd Stoke On Trent, ST3...	Service Station ★★★★★	2000	18,345 SF	-	03/02/2021	£1,250,000 Part of Portfolio	£68/Sq ft	-

# Sale Comps Map & List Report

		Property				Sale			
Property Name - Address	Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Sq ft	NI Yield	
 128-130 Werrington... Stoke On Trent, ST2 9AJ	Storefront Retail/Residential ★★★★★	1952	2,008 SF	-	31/01/2021	£230,000	£115/Sq ft	5.2%	
 160 High St Stoke On Trent, ST6 5TJ	Bank ★★★★★	1800	1,478 SF	-	18/12/2020	£160,000	£108/Sq ft	-	
 The Jester Biddulph Rd Stoke On Trent, ST6...	Restaurant ★★★★★	1831	3,967 SF	-	18/12/2020	Price Not Disclosed	-	-	
 McColls Abbotts Rd Stoke On Trent, ST2...	Convenience Store ★★★★★	1985	2,797 SF	-	10/12/2020	Price Not Disclosed	-	-	
 Lamb St Stoke On Trent, ST7...	Storefront ★★★★★	1984	58,984 SF	-	09/12/2020	£2,550,000	£43/Sq ft	-	
 2-4 Moorland Rd Stoke On Trent, ST6...	Storefront Retail/Residential ★★★★★	1960	3,113 SF	-	26/11/2020	£174,000	£56/Sq ft	-	
 Retail Unit 39-51 Queen St Stoke On Trent, ST6...	Retail ★★★★★	1978	1,626 SF	-	13/11/2020	£60,000 Unit Sale	£37/Sq ft	-	
 22 Hope St Stoke On Trent, ST1...	Fast Food ★★★★★	1950	1,245 SF	-	11/11/2020	£40,800	£33/Sq ft	-	
 55 Old Hall St Stoke On Trent, ST1...	Storefront ★★★★★	1990	8,073 SF	-	09/11/2020	Price Not Disclosed	-	-	
 95-97 Upper Norma... Stoke On Trent, ST3...	Storefront Retail/Office ★★★★★	1971	2,155 SF	-	06/11/2020	£135,000	£63/Sq ft	-	
 B&Q Whittle Rd Stoke On Trent, ST3...	Freestanding ★★★★★	1995	132,256 SF	-	04/11/2020	£22,250,000	£168/Sq ft	7.5%	
 PC World Ridgehouse Dr Stoke On Trent, ST1 5SJ	Freestanding ★★★★★	1999	18,500 SF	-	26/10/2020	£1,920,000	£104/Sq ft	-	

# Sale Comps Map & List Report

		Property				Sale			
Property Name - Address	Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Sq ft	NI Yield	
 <a href="#">70-86 The Strand</a>  Stoke On Trent, ST3...	Retail 	2000	13,240 SF	-	-	£850,000	£64/Sq ft	3.8%	
 <a href="#">523-523A Etruria Rd</a>  Stoke On Trent, ST4...	Storefront Retail/Residential 	1960	2,550 SF	-	-	£235,000	£92/Sq ft	-	
 <a href="#">Retail Unit</a>  502-504 Hartshill Rd Stoke On Trent, ST4...	Retail 	1910	1,141 SF	-	-	£155,000 Unit Sale	£136/Sq ft	-	
 <a href="#">Former Sofa Sofa...</a>  Lindsey St Stoke On Trent, ST1...	Retail 	1890	3,288 SF	-	-	£150,000	£46/Sq ft	-	
 <a href="#">117 Uttoxeter Rd</a>  Stoke On Trent, ST3...	Retail 	1890	1,765 SF	-	-	£130,000	£74/Sq ft	-	
 <a href="#">51-53 Piccadilly</a>  Stoke On Trent, ST1...	Storefront 	1916	3,172 SF	-	-	£125,000	£39/Sq ft	-	
 <a href="#">Retail Unit</a>  475-477 Hartshill Rd Stoke On Trent, ST4...	Office/Retail 	1900	635 SF	-	-	£85,000 Unit Sale	£134/Sq ft	-	
 <a href="#">Tesco Stores Ltd</a>  Lysander Rd Stoke On Trent, ST3...	Supermarket 	1996	81,288 SF	-	-	Price Not Disclosed	-	-	



	Address	City	Property Info	Sale Info
1	McColls, Abbots Rd	Stoke On Trent	2,797 SF General Retail/Convenience Store	Sold: -
2	358 Anchor Rd	Stoke on Trent	6,573 SF General Retail/Auto Repair	Sold: -
3	The Jester, Biddulph Rd	Stoke On Trent	3,967 SF General Retail/Restaurant	Sold: -
4	10 Campbell Pl	Stoke On Trent	1,295 SF General Retail/Storefront	Sold: -
5	8-10 Carlisle St	Stoke-On-Trent	1,567 SF General Retail/Restaurant	Sold: £126,000 (£80.41/SF)
6	Chancery Ln	Stoke-On-Trent	56,900 SF General Retail/Storefront	Sold: £2,500,000 (£43.94/SF)
7	Chell St	Stoke on Trent	4,300 SF General Retail/Storefront	Sold: -
8	104-106 City Rd (Part of Portfolio)	Stoke On Trent	60,631 SF Retail/Freestanding	Sold: £6,961,993 (£114.83/SF)
9	100 College Rd	Stoke-On-Trent	1,982 SF General Retail	Sold: -
10	3 Crown Bank	Stoke On Trent	1,415 SF General Retail/Storefront Retail/Office	Sold: -
11	257A Dawlish Dr	Stoke-On-Trent	4,230 SF General Retail/Restaurant	Sold: £277,300 (£65.56/SF)
12	25 Dividy Rd	Stoke-On-Trent	836 SF General Retail/Storefront Retail/Residential	Sold: £250,000 (£299.04/SF)

13	Etruria Rd (Part of Multi-Property Sale)	Stoke On Trent	4,150 SF Retail/Storefront	Sold: -
14	Retail Unit, Etruria Rd (Part of Multi-Property Sale)	Stoke On Trent	5,600 SF Retail/Freestanding	Sold: -
15	523-523A Etruria Rd	Stoke-On-Trent	2,550 SF General Retail/Storefront Retail/Residential	Pending: w/Asking Price of £235,000 (£92.16/SF)
16	2A Fenpark Rd	Stoke On Trent	2,297 SF General Retail/Storefront Retail/Residential	Sold: £112,000 (£48.76/SF)
17	20 Guy St	Stoke-On-Trent	471 SF General Retail/Storefront Retail/Residential	Sold: £63,500 (£134.82/SF)
18	157 Hamil Rd	Stoke-On-Trent	669 SF General Retail	Sold: £90,000 (£134.53/SF)
19	295-295A Hartshill Rd	Stoke-On-Trent	636 SF General Retail/Storefront Retail/Residential	Sold: -
20	475-477 Hartshill Rd	Stoke On Trent	635 SF General Retail/Storefront Retail/Residential	Pending: w/Asking Price of £85,000 (£133.86/SF)
21	502-504 Hartshill Rd	Stoke On Trent	1,141 SF General Retail/Storefront	Pending: w/Asking Price of £155,000 (£135.85/SF)
22	111 Heathcote Road	Stoke-On-Trent	391 SF General Retail	Sold: £150,000 (£383.63/SF)
23	100-104 High St	Stoke On Trent	908 SF General Retail/Storefront	Sold: £165,000 (£181.72/SF)
24	115 High St	Stoke On Trent	1,919 SF General Retail/Storefront	Sold: -
25	160 High St	Stoke On Trent	1,478 SF General Retail/Bank	Sold: £160,000 (£108.25/SF)
26	173 High St	Stoke-On-Trent	2,173 SF General Retail/Storefront Retail/Office	Sold: £93,500 (£43.03/SF)
27	134 Honeywall	Stoke On Trent	5,700 SF General Retail/Storefront Retail/Residential	Sold: -
28	22 Hope St	Stoke On Trent	1,245 SF General Retail/Fast Food	Sold: £40,800 (£32.77/SF)
29	King St	Stoke-On-Trent	1,844 SF General Retail/Fast Food	Sold: £1,450,000 (£786.33/SF)
30	Lamb St	Stoke-On-Trent	58,984 SF General Retail/Storefront	Sold: £2,550,000 (£43.23/SF)
31	Lamb St	Stoke-On-Trent	58,984 SF General Retail/Storefront	Sold: -
32	1411-1413 Leek Rd	Stoke-On-Trent	837 SF General Retail/Storefront Retail/Residential	Sold: -
33	Former Sofa Sofa Premises, Lindsey St	Stoke On Trent	3,288 SF General Retail	Pending: w/Asking Price of £150,000 (£45.62/SF)
34	835-837 London Rd	Stoke On Trent	983 SF General Retail	Sold: £190,500 (£193.79/SF)
35	Tesco Stores Ltd, Lysander Rd	Stoke On Trent	81,288 SF General Retail/Supermarket	Pending: w/Asking Price of -
36	36 Market Pl	Stoke On Trent	General Retail/Storefront	Sold: £145,000
37	10-12 Market Sq	Stoke On Trent	2,071 SF General Retail/Storefront	Sold: -
38	27-29 Market St (Part of Portfolio)	Stoke On Trent	6,056 SF Retail/Department Store	Sold: £750,000 (£123.84/SF)
39	46 Market St	Stoke-On-Trent	2,216 SF General Retail/Storefront Retail/Office	Sold: £118,000 (£53.25/SF)
40	77 Market St	Stoke-On-Trent	1,260 SF General Retail/Storefront	Sold: £55,000 (£43.65/SF)
41	2-4 Marsh St S	Stoke-On-Trent	1,754 SF General Retail	Sold: £130,000 (£74.12/SF)
42	50 Millrise Rd	Stoke-On-Trent	644 SF General Retail/Convenience Store	Sold: -
43	Moorland Rd (Part of Portfolio)	Stoke-On-Trent	9,745 SF Retail/Storefront	Sold: -

44	2-4 Moorland Rd	Stoke On Trent	3,113 SF General Retail/Storefront Retail/Residential	Sold: £174,000 (£55.89/SF)
45	Newcastle Rd (Part of Multi-Property Sale)	Stoke On Trent	70,718 SF Retail/Freestanding	Sold: £7,637,839 (£108/SF)
46	McDonalds, Newcastle Rd (Part of Multi-Property Sale)	Stoke On Trent	2,836 SF Retail/Restaurant	Sold: £362,161 (£127.70/SF)
47	Aldi, Newcastle Rd	Stoke On Trent	14,832 SF General Retail/Storefront	Sold: -
48	55 Old Hall St	Stoke On Trent	8,073 SF General Retail/Storefront	Sold: -
49	19-21 Pall Mall (Part of Multi-Property Sale)	Stoke-On-Trent	935 SF Retail/Storefront	Sold: -
50	25 Pall Mall (Part of Multi-Property Sale)	Stoke-On-Trent	2,012 SF Retail/Restaurant	Sold: -
51	27 Pall Mall (Part of Multi-Property Sale)	Stoke On Trent	3,332 SF Retail/Bar/Nightclub	Sold: -
52	Northumberland House, 15-23 Percy St	Stoke On Trent	2,784 SF Office	Sold: £275,000 (£98.78/SF)
53	24-26 Piccadilly	Stoke On Trent	1,551 SF General Retail/Storefront	Sold: £100,000 (£64.47/SF)
54	39 Piccadilly	Stoke On Trent	1,234 SF General Retail/Day Care Center	Sold: £101,000 (£81.85/SF)
55	51-53 Piccadilly	Stoke On Trent	3,172 SF General Retail/Storefront	Pending: w/Asking Price of £125,000 (£39.41/SF)
56	54 Piccadilly	Stoke On Trent	1,742 SF General Retail/Storefront	Sold: -
57	45-47 Piccadilly St	Stoke On Trent	1,075 SF General Retail/Convenience Store	Sold: £90,000 (£83.72/SF)
58	12 Piccadilly Parade	Stoke-On-Trent	2,103 SF General Retail/Storefront Retail/Office	Sold: £172,500 (£82.03/SF)
59	39-51 Queen St	Stoke On Trent	1,626 SF General Retail/Storefront	Sold: £60,000 (£36.90/SF)
60	PC World, Ridgehouse Dr	Stoke On Trent	18,500 SF General Retail/Freestanding	Sold: £1,920,000 (£103.78/SF)
61	Sneyd HI (Part of Portfolio)	Stoke-On-Trent	11,885 SF Retail/Storefront	Sold: -
62	19-23 Stafford St	Stoke On Trent	4,081 SF General Retail/Storefront Retail/Office	Sold: £220,000 (£53.91/SF)
63	20-22 Stafford St	Stoke-On-Trent	2,212 SF General Retail/Storefront	Sold: £135,000 (£61.03/SF)
64	Trentham District Centre, Stanley Matthews Way	Stoke On Trent	5,250 SF General Retail/Storefront	Sold: £995,000 (£189.52/SF)
65	70-86 The	Stoke-On-Trent	13,240 SF General Retail	Pending: w/Asking Price of £850,000 (£64.20/SF)
66	26-28 Tontine St	Stoke On Trent	884 SF General Retail/Storefront	Sold: £122,000 (£138.01/SF)
67	38-40 Tontine St	Stoke On Trent	1,614 SF General Retail/Storefront	Sold: £100,000 (£61.96/SF)
68	12-16 Town Rd	Stoke-On-Trent	12,595 SF General Retail/Storefront	Sold: -
69	12-16 Town Rd	Stoke-On-Trent	12,595 SF General Retail/Storefront	Sold: £300,000 (£23.82/SF)
70	584 Trentham Rd	Stoke On Trent	1,593 SF General Retail	Sold: £325,000 (£204.02/SF)
71	2 Upper Market St	Stoke On Trent	4,212 SF General Retail/Convenience Store	Sold: £610,000 (£144.82/SF)
72	95-97 Upper Normacot Rd	Stoke On Trent	2,155 SF General Retail/Storefront Retail/Office	Sold: £135,000 (£62.65/SF)
73	Airport Service Station, Uttoxeter Rd (Part of Portfolio)	Stoke On Trent	18,345 SF Retail/Service Station	Sold: £1,250,000 (£68.14/SF)
74	117 Uttoxeter Rd	Stoke On Trent	1,765 SF General Retail	Pending: w/Asking Price of £130,000 (£73.65/SF)

75	Victoria Rd	Stoke-On-Trent	50,307 SF General Retail/Storefront	Sold: £4,025,000 (£80.01/SF)
76	Victoria Rd	Stoke On Trent	6,328 SF Industrial/Service	Sold: £400,000 (£63.21/SF)
77	406-416 Victoria Rd	Stoke On Trent	14,211 SF General Retail/Auto Dealership	Sold: £1,250,000 (£87.96/SF)
78	128-130 Werrington Rd	Stoke On Trent	2,008 SF General Retail/Storefront Retail/Residential	Sold: £230,000 (£114.54/SF)
79	83 Weston Rd	Stoke On Trent	1,646 SF General Retail/Storefront	Sold: -
80	B&Q, Whittle Rd	Stoke On Trent	132,256 SF General Retail/Freestanding	Sold: £22,250,000 (£168.23/SF)

## Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
<b>Office</b>					
Price					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£275,000	£275,000	£275,000	£275,000	1
NIA					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	2,784 SF	2,784 SF	2,784 SF	2,784 SF	1
Price per SF					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£98.78	£98.78	£98.78	£98.78	1
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	9.00%	9.00%	9.00%	9.00%	1
Days on Market					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	1	1	1	1	1
Sale Price to Asking Price Ratio					
Sold Transactions	110.00%	110.00%	110.00%	110.00%	1
<b>Industrial</b>					
Price					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£400,000	£400,000	£400,000	£400,000	1
NIA					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	6,328 SF	6,328 SF	6,328 SF	6,328 SF	1
Price per SF					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£63.21	£63.21	£63.21	£63.21	1
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	120	120	120	120	1
Sale Price to Asking Price Ratio					
Sold Transactions	114.29%	114.29%	114.29%	114.29%	1

## Quick Stats Report

	Low	Average	Median	High	Count
<b>General Retail</b>					
<b>Price</b>					
For Sale & UC/Pending	£85,000	£247,143	£150,000	£850,000	7
Sold Transactions	£40,800	£1,339,616	£173,250	£22,250,000	44
<b>Centre Size</b>					
For Sale & UC/Pending	635 SF	13,385 SF	2,861 SF	81,288 SF	8
Sold Transactions	391 SF	10,595 SF	2,173 SF	132,256 SF	69
<b>Price per SF</b>					
For Sale & UC/Pending	£39.41	£67.08	£73.65	£135.85	7
Sold Transactions	£23.82	£104.74	£82.03	£786.33	43
<b>Net Initial Yield</b>					
For Sale & UC/Pending	3.82%	3.82%	3.82%	3.82%	1
Sold Transactions	5.22%	6.48%	6.65%	7.62%	6
<b>Days on Market</b>					
For Sale & UC/Pending	32	281	168	636	8
Sold Transactions	2	428	268	3,988	40
<b>Sale Price to Asking Price Ratio</b>					
Sold Transactions	78.17%	96.53%	95.03%	122.64%	22

### Totals

For Sale & UC/Pending	Asking Price Total:	£1,730,000	Total For Sale Transactions:	8
Sold Transactions	Total Sales Volume:	£59,618,093	Total Sales Transactions:	72
	Total Included in Analysis:	£61,348,093	Total Included in Analysis:	80

### Survey Criteria

basic criteria: Type of Property - Retail; Sale Date - from 23/10/2020; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes

geography criteria: Submarket - Stoke-on-Trent Central (Shropshire & Staffordshire), Stoke-on-Trent Fringe (Shropshire & Staffordshire)

## Appendix 10 – Land Registry Development Land Data

Plan Number	Planning Ref	Site	Approved	Brief Description	ha	All Units	Aff	Aff %	S.106 Details	s106 contribution (£)	Commenced	Compliant	LR Title	Date Sold	Price Paid	Notes	£/ha	£/unit
1	60696	Land to the west of Caverswall Lane, Meir, Stoke-on-Trent	04/09/2018	Development of up to 350 dwellings and associated infrastructure (Outline - All Matters Reserved Except Access)	13.7	350	None on site	0	£2,583,000 towards affordable housing, £2,500,000 towards education, £100,000 towards a MUGA, £5,000 towards parking controls	£5,185,000.00	Under Construction		SF676948 SF664377	12/10/2021 18/01/2021	£12,865,000	Bellway & Persimmon	£939,051	£36,757
2	62889	Land at New Inn Lane, Hanford, Stoke-on-Trent ST4 8EX	05/09/2018	Hybrid application (part full / part outline): Full application for the erection of 29 dwellings including landscaping, open space and access (including alterations) from New Inn Lane. Outline application for residential development of up to 471 dwellings, primary school, a health centre and associated infrastructure, vehicular access from New Inn Lane and Kings Road, associated landscaping, open space and biodiversity enhancements (including woodland, parkland and wetland), associated infrastructure works including off-site highway improvements at New Inn Lane, Kings Road, and the junctions of Mayne Street, Stone Road and the A500 Hanford Roundabout (Amended Description)	68.3755	500	15 & financial contribution		£6.7 million towards affordable, land for a school and £2,000,000, £205,685 towards indoor sports centre, £35,369 towards pitch improvements, £90,000 towards highways, £247,185 towards ecology, £67,000 towards footpaths, £10,000 towards monitoring and 0.1 hectare of land for potential health care centre.	£9,375,839.00	Under Construction		SF381379 SF378375	04/02/2020	£2,000,000	Oak-Ngate	£29,250	£4,000
3	55286	Wedgwood Estate, Wedgwood Drive, Trentham, Stoke-on-Trent, ST12 9ER	08/10/2013	Redevelopment of the existing factory complex, comprising partial demolition and new build to form revised manufacturing facilities, office space and visitor attractions; and residential development and associated infrastructure	16.2	209	0	0	£209,000 towards education, £1,000 towards monitoring, £150,000 public transport	£360,000.00	Completed	Not policy compliant	SF292350	26/03/2009	796,000 Euros	BDW		
4	65856	Land off, Biddulph Road, Chatterley Whitfield, Stoke-on-Trent	16/02/2021	Residential development comprising the erection of 157 dwellings and provision of play area together with associated infrastructure including improved access off Biddulph Road	4.34	157	39	25%	£95,000 towards BNG, £15,000 towards a footpath, £92,244 towards education, £32,224 towards healthcare and £20,000 towards highways.	£254,468.00	Under Construction		SF393111	01/04/2021	£2,500,000	Keepmoat	£576,037	£15,924
5	58877	Former Bucknall Hospital site, Eaves Lane, Stoke-on-Trent, ST2 8LD	29/02/2016	Demolition of existing hospital buildings except for Rowan Lodge and Verity House which will be refurbished and redeveloped for residential, redevelopment of the site for 201 houses with associated works	8.9	201	Off site contribution	0	£191,000 towards education and £209,000 towards affordable	£400,000.00	Under Construction	Not policy compliant	SF474009	01/04/2016	£3,096,580	Keepmoat	£347,930	£15,406

6	61254	Former Victoria Ground, Off Boothen Old Road, Stoke-on-Trent	23/10/2017	Hybrid application (part full, part outline): Full application for the erection of 130 dwellings, vehicular access off Boothen Old Road, landscaping, drainage and associated infrastructure. Outline application for residential development of up to 70 dwellings, river diversion works, sports pitches, public open space and associated works	6.96	200	0	0	The are two options set out in the legal agreement depending on the delivery of the watercourse diversion. Both options include safeguarding land and potential provision of public open space and playing pitches for Stoke Minster Primary school	£100,000.00	Under Construction	Not policy compliant	SF387791	28/02/2018	£1,650,000	St Modwen	£237,069	£8,250
7	63695	Former Royal Doulton Works, Nile Street, Burslem, Stoke-on-Trent	27/04/2020	Demolition of former factory shop and office building, gatehouse building and all other remaining structures and enclosures and the erection of 216 residential dwellings (Use Class C3), access, landscaping, car parking and associated works	4.7	216	0	0	HIF Site - No contributions in place however an overage clause was incorporated into a legal agreement		Under Construction		SF106618	28/02/2019	£1,600,000	St Modwen	£340,426	£7,407
8	60831	Dyson Ceramic Systems, Shelton New Road, Stoke-on-Trent, ST4 6EP	14/06/2017	Demolition of existing structures (retrospective) and erection of 137 residential dwellings	3.7	137	0	0	£9,000 towards a footpath in Basford Park, £137,000 towards additional education facilities at Thomas Aquinas Catholic School, £19,500 towards Harthill Park and £15,000 towards ford street Play Equipment	£180,500.00	Complete	Not policy compliant	SF619661	15/09/2016	£3,000,000	Persimmon	£810,811	£21,898
9	57901	Band off Meadow Lane/Chessington Crescent, Trentham, Stoke-on-Trent	Appeal Allowed 24/06/2019	Erection of two hundred and twenty-seven dwellings with associated landscaping and access	11.68	227	57	25	£600,000 towards a pedestrian Bridge over the Canal, £908,000 towards education	£1,508,000.00	Under Construction		SF230952	27/11/2019	£3,900,000	BDW	£333,904	£17,181
10	53413	Land at Trentham Lakes South, Stanley Matthews Way, Stoke-on-Trent	Appeal Allowed 10/04/2014	Residential development (outline)	13.6	300	0 - Financial contribution equivalent to 5%	5	£1,000,000 towards affordable, £300,000 towards education	£1,300,000.00	Complete	Not policy compliant	SF608698	17/06/2015	£6,150,000	St Modwen	£452,206	£20,500
11	64664	Goldenhill Working Mens Club, Kildgrove Road, Goldenhill, Stoke-on-Trent, ST6 5SH	18/03/2020	Demolition of existing clubhouse to allow residential development comprising 30 affordable housing units consisting of 20 two storey houses, 1 bungalow, and a 3 storey apartment block containing 9 apartments, together with a replacement clubhouse and all associated accesses, car parking, and landscaping	0.59	30	30	100	N/A - Composition of the development means it falls below the requirement for an education/ open space contribution		Under Construction		SF664581 SF664197 SF659593 SF211951	29/06/2020 29/04/2021 09/07/2020	Incomplete	Honeycomb Group		
12	61804	Land between Lichfield Street and Eastwood Road, Hanley, Stoke-on-Trent	30-May-18	Erection of one hundred and twenty eight dwellings including associated access, parking and landscaping	1.8	128	0	0	Build to rent scheme		Complete	Not policy compliant	SF642781	06/12/2018	£750,000	Fortior Homes	£416,667	£5,859

13	61710	Land at Broad Street / Potteries Way, Hanley, Stoke-on-Trent	07-Dec-17	61710/HY8 Full pp for resi development in the form of two hundred and seventy seven Build to Rent units (Use Class C3) with ancillary residential facilities;	0.95	277	0	0			Under Construction		SF570298			Owned by Council no dates no prices		
14	62680	Land at Wilson Road, Hanford, Stoke-on-Trent	15/05/2019	Erection of 13no. detached dwellings and associated vehicular access	1.36	13	Off site contribution	0	£160,000 towards affordable	£160,000.00	Complete		SF634993 SF590447	29/03/2018	£425,000	AGH Ltd	£312,500	£32,692
15	60951	Land at Cemetery Road and Caledonia Road, Shelton, Stoke-on-Trent	21/12/2017	Erection of 23 dwelling houses with associated external works, car parking and landscaping (part retrospective)	0.88	23	0	0	Financial viability submitted		Complete	Not policy compliant				Built out		
16	60432	Former Churchill Pottery, off Waterloo Road, Hanley, Stoke-on-Trent	01/03/2017	Full application for 193 new dwellings, including associated infrastructure	4.41	193	19	10%	Transfer of 19 properties for private and social market rent to the local authority - Viability appraisal submitted		Complete	Not policy compliant	SF161961			No price no date built out, BDW		
17	63095	Former Workshops for the Blind, City Road, Fenton, Stoke-on-Trent ST4 2PL	05-Mar-19	Partial demolition of workshop building and construction of sixty-five apartments with communal facilities, twenty-eight dwellings, ancillary gardens and parking	1.31	93	65	68%	Supported living accommodation is 100% affordable rent		Under Construction		SF545823			Owned by Council no dates no prices		
18	64665	Land and buildings to the north of Glass Street/South of Hillchurch Street, Hanley, Stoke on Trent	17/04/2020	Demolition of existing building and erection of 222 Build to Rent residential units (Use Class C3) with ancillary residential facilities, carparking and landscaping	0.25	222	0	0	City Centre therefore policy compliant re affordable units, £184,488 education contribution	£184,488.00	Extant PP		SF158976 SF32196 SF440867	03/02/2022 03/02/2022 16/04/2021	Incomplete	All owned by Featherfoot Glass St Ltd		
19	65820	122, Broad Street, Hanley, Stoke-On-Trent, ST1 4E	05/05/2022	Mixed use Development Comprising of 2no Ground Floor Retail Units for bulky goods (Class Use E) and 52no 2-bedroom 'Build to Rent' Apartments (Use Class C3) with ancillary residential facilities (outline)	0.25	52	0	0	Evidence of the viability position has been provided by the applicant, on the basis of a development appraisal		Extant PP		SF90424	30/11/2020	£340,000	H&S Developments	£1,360,000	£6,538



## Appendix 11 – CoStar Industrial Land

*The pages in this appendix are not numbered.*



# Sale Comps Map & List Report

Sale Comparables

16

Avg. NI Yield

-

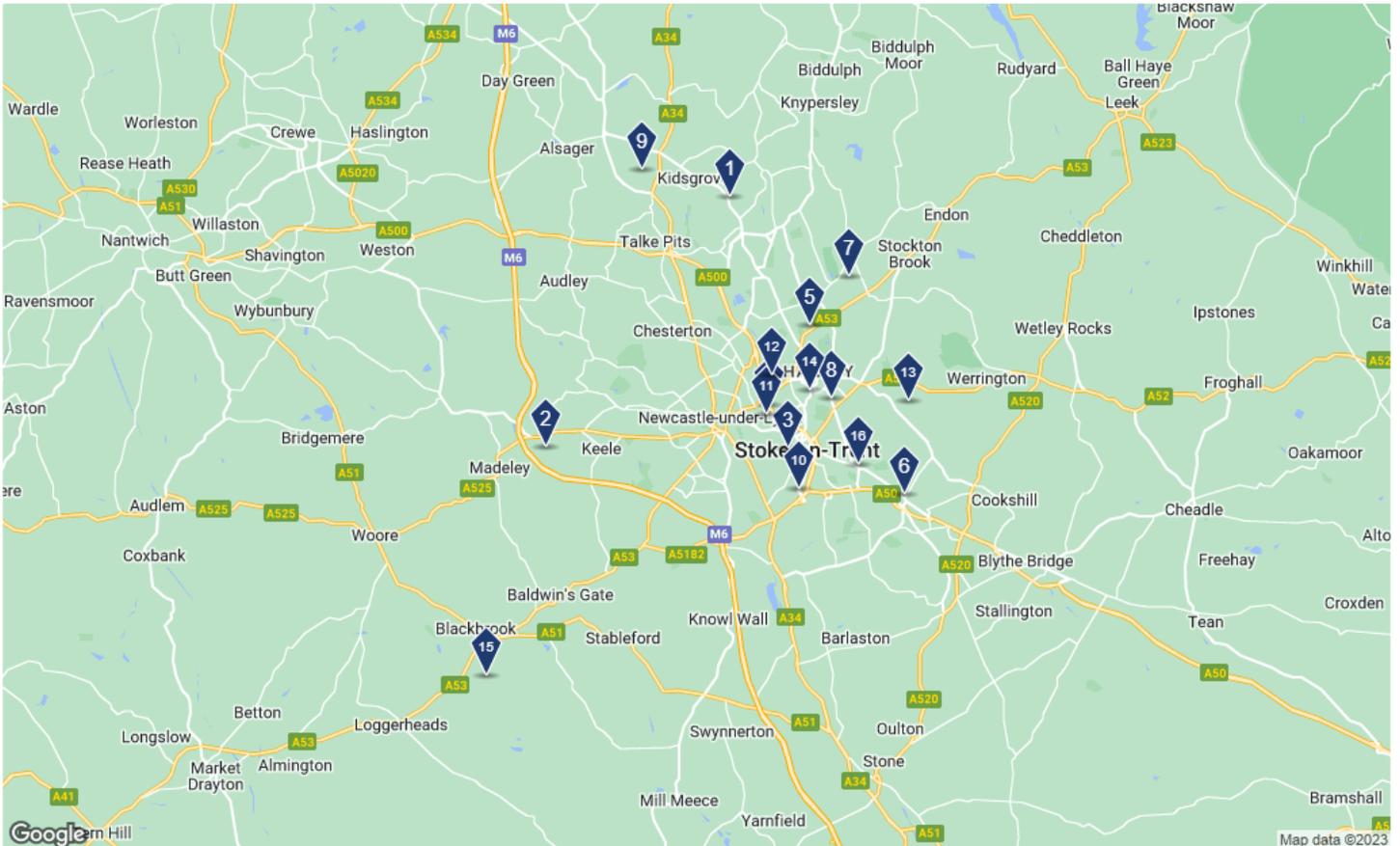
Avg. Price/Sq ft

£12

Avg. Vacancy At Sale

-

## SALE COMPARABLES LOCATIONS



## SALE COMPARABLES SUMMARY STATISTICS

Sales Attributes	Low	Average	Median	High
Sale Price	£25,000	£1,065,714	£750,000	£4,300,000
Price Per Sq ft	£6	£12	£9	£32
NI Yield	-	-	-	-
Time Since Sale in Months	13.0	25.4	27.0	33.0
Property Attributes	Low	Average	Median	High
Building Sq ft	-	-	-	-
Floors	-	-	-	-
Typical Floor	-	-	-	-
Vacancy Rate at Sale	-	-	-	-
Year Built	-	-	-	-
Star Rating	★☆☆☆☆	★★★★☆ 2.5	★★★★☆ 2.5	★★★★★

# Sale Comps Map & List Report

Property Name - Address	Property				Sale			
	Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Area	NI Yield
 <a href="#">Development Site</a>  Kidsgrove Rd Stoke On Trent, ST6...	Land 	-	1.3 AC	-	06/09/2022	Price Not Disclosed	-	-
 <a href="#">Land at Pepper St</a>  Newcastle Under Lyme,...	Land	-	13.0 AC	-	01/05/2022	£4,300,000	£330,769/AC	-
 <a href="#">Sillitoe Pl</a>  Stoke On Trent, ST4...	Land	-	0.59 AC	-	23/02/2022	Price Not Disclosed	-	-
 <a href="#">Multi-Property Sale</a>  Brick Kiln Ln Stoke On Trent, ST4...	Land 	-	0.837 AC	-	17/12/2021	Price Not Disclosed Part of Portfolio	-	-
 <a href="#">Leek New Rd</a>  Stoke On Trent, ST6...	Land 	-	0.85 AC	-	20/10/2021	£350,000	£411,765/AC	-
 <a href="#">40 Market St</a>  Stoke On Trent, ST3...	Land	-	0.018 AC	-	18/10/2021	£25,000	£1,414,286/AC	-
 <a href="#">Bellerton Ln</a>  Stoke On Trent, ST6...	Land 	-	1.37 AC	-	20/07/2021	Price Not Disclosed	-	-
 <a href="#">Lichfield St</a>  Stoke On Trent, ST1 3EJ	Land 	-	1.087 AC	-	13/07/2021	Price Not Disclosed	-	-
 <a href="#">Land</a>  West Ave Stoke On Trent, ST7...	Land 	-	7.0 AC	-	01/07/2021	Price Not Disclosed	-	-
 <a href="#">Roadside Develop...</a>  Campbell Rd Stoke On Trent, ST4...	Land 	-	2.071 AC	-	09/05/2021	£800,000	£386,286/AC	-
 <a href="#">Development Oppor...</a>  Shelton New Rd Stoke On Trent, ST4...	Land 	-	1.96 AC	-	01/04/2021	Price Not Disclosed	-	-
 <a href="#">EV 7</a>  Forge Ln Stoke On Trent, ST1...	Land 	-	3.29 AC	-	01/03/2021	£1,105,000	£335,867/AC	-

# Sale Comps Map & List Report

Property Name - Address		Property				Sale			
		Type	Yr Built	Size	Vacancy	Sale Date	Price	Price/Area	NI Yield
	<a href="#">Former Ubberley...</a> Ubberley Rd Stoke On Trent, ST2...	Land 	-	0.6 AC	-	09/02/2021	Price Not Disclosed	-	-
	<a href="#">Yates St</a> Stoke On Trent, ST1...	Land	-	0.23 AC	-	15/01/2021	£130,000	£565,206/AC	-
	<a href="#">Wharmadine Ln</a> Market Drayton, TF9...	Land 	-	2.67 AC	-	-	£750,000	£280,899/AC	-
	<a href="#">Diamond Park</a> King St Stoke On Trent, ST4 2LT	Land 	-	1.1 AC	-	-	Price Not Disclosed	-	-

## Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
<b>Price</b>					
For Sale & UC/Pending	£750,000	£750,000	£750,000	£750,000	1
Sold Transactions	£25,000	£1,118,333	£575,000	£4,300,000	6
<b>Parcel Size</b>					
For Sale & UC/Pending	1.10 AC	1.89 AC	1.89 AC	2.67 AC	2
Sold Transactions	0.02 AC	2.44 AC	1.20 AC	13 AC	14
<b>Price per Acre</b>					
For Sale & UC/Pending	£280,899	£280,899	£280,899	£280,899	1
Sold Transactions	£330,769	£344,810	£399,025	£1,414,286	6
<b>Days on Market</b>					
For Sale & UC/Pending	488	625	625	762	2
Sold Transactions	70	1,033	867	2,455	12
<b>Sale Price to Asking Price Ratio</b>					
Sold Transactions	100.00%	100.00%	100.00%	100.00%	2
<b>Totals</b>					
For Sale & UC/Pending	Asking Price Total:	£750,000	Total For Sale Transactions:		2
Sold Transactions	Total Sales Volume:	£6,710,000	Total Sales Transactions:		14
	Total Included in Analysis:	£7,460,000	Total Included in Analysis:		16
<b>Survey Criteria</b>					
<p>basic criteria: Type of Property - Land; Sale Date - from 23/10/2020; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes</p> <p>geography criteria: Submarket - Newcastle-under-Lyme (Shropshire &amp; Staffordshire), Stoke-on-Trent Central (Shropshire &amp; Staffordshire), Stoke-on-Trent Fringe (Shropshire &amp; Staffordshire)</p>					

1	Kidsgrove Rd - Development Site	SOLD
<b>Stoke On Trent Staffordshire, ST6 5SH</b> Sale Date <b>6 Sept 2022</b> Sale Price <b>Not Disclosed</b> Comp ID <b>6137405</b> Comp Status <b>Research Complete</b>		<b>Staffordshire</b> Type <b>2 Star Land</b> Land Acres <b>1.30 ac</b>
		
2	Land at Pepper St	SOLD
<b>Newcastle Under Lyme Staffordshire, ST5 6QQ</b> Sale Date <b>1 May 2022</b> Sale Price <b>£4,300,000</b> Price/AC Land <b>£330,769</b> Parcels <b>SF318984</b> Comp ID <b>6059381</b> Comp Status <b>Research Complete</b>		<b>Staffordshire</b> Type <b>Land</b> Land Acres <b>13.00 ac</b>
		
3	Sillitoe Pl	SOLD
<b>Stoke On Trent Staffordshire, ST4 5DQ</b> Sale Date <b>23 Feb 2022</b> Sale Price <b>Not Disclosed</b> Parcels <b>SF553627</b> Comp ID <b>5896360</b> Comp Status <b>Research Complete</b>		<b>Staffordshire</b> Type <b>Land</b> Land Acres <b>0.59 ac</b>
		
4	Brick Kiln Ln	SOLD
<b>Stoke On Trent Staffordshire, ST4 7BS</b> Sale Date <b>17 Dec 2021</b> Sale Price <b>Not Disclosed</b> Parcels <b>SF521295</b> Comp ID <b>6164206</b> Comp Status <b>Research Complete</b>		<b>Staffordshire</b> Type <b>3 Star Land</b> Land Acres <b>0.84 ac</b>
		
5	Leek New Rd	SOLD
<b>Stoke On Trent Staffordshire, ST6 2BS</b> Sale Date <b>20 Oct 2021</b> Sale Price <b>£350,000</b> Price/AC Land <b>£411,765</b> Parcels <b>SF505075</b> Comp ID <b>5728590</b> Comp Status <b>Research Complete - New Info</b>		<b>Staffordshire</b> Type <b>3 Star Land</b> Land Acres <b>0.85 ac</b>
		
6	40 Market St	SOLD
<b>Stoke On Trent Staffordshire, ST3 1BS</b> Sale Date <b>18 Oct 2021</b> Sale Price <b>£25,000</b> Price/AC Land <b>£1,414,286</b> Comp ID <b>5765542</b> Comp Status <b>Research Complete</b>		<b>Staffordshire</b> Type <b>Land</b> Land Acres <b>0.02 ac</b> Sale Condition <b>Redevelopment Project</b>
		

7	Bellerton Ln <span style="float: right;">SOLD</span>
<b>Stoke On Trent Staffordshire, ST6 8ED</b> Sale Date <b>20 Jul 2021</b> Sale Price <b>Not Disclosed</b> Comp ID <b>5600548</b> Comp Status <b>Research Complete - New Info</b>	<b>Staffordshire</b> Type <b>3 Star Land</b> Land Acres <b>1.37 ac</b> Sale Condition <b>Redevelopment Project</b> 
8	Lichfield St <span style="float: right;">SOLD</span>
<b>Stoke On Trent Staffordshire, ST1 3EJ</b> Sale Date <b>13 Jul 2021</b> Sale Price <b>Not Disclosed</b> Comp ID <b>5624765</b> Comp Status <b>Research Complete - New Info</b>	<b>Staffordshire</b> Type <b>2 Star Land</b> Land Acres <b>1.09 ac</b> 
9	West Ave - Land <span style="float: right;">SOLD</span>
<b>Stoke On Trent Staffordshire, ST7 1TW</b> Sale Date <b>1 Jul 2021</b> Sale Price <b>Not Disclosed</b> Parcels <b>SF672525</b> Comp ID <b>5812074</b> Comp Status <b>Research Complete</b>	<b>Staffordshire</b> Type <b>3 Star Land</b> Land Acres <b>7.00 ac</b> 
10	Campbell Rd - Roadside Development Land <span style="float: right;">SOLD</span>
<b>Stoke On Trent Staffordshire, ST4 4RJ</b> Sale Date <b>9 May 2021</b> Sale Price <b>£800,000</b> Price/AC Land <b>£386,286</b> Parcels <b>SF549360</b> Comp ID <b>5529504</b> Comp Status <b>Research Complete</b>	<b>Staffordshire</b> Type <b>3 Star Land</b> Land Acres <b>2.07 ac</b> 
11	Shelton New Rd - Development Opportunity <span style="float: right;">SOLD</span>
<b>Stoke On Trent Staffordshire, ST4 6EP</b> Sale Date <b>1 Apr 2021</b> Sale Price <b>Not Disclosed</b> Parcels <b>SF619661</b> Comp ID <b>5481834</b> Comp Status <b>Research Complete</b>	<b>Staffordshire</b> Type <b>3 Star Land</b> Land Acres <b>1.96 ac</b> 
12	Forge Ln - EV 7 <span style="float: right;">SOLD</span>
<b>Stoke On Trent Staffordshire, ST1 5RQ</b> Sale Date <b>1 Mar 2021</b> Sale Price <b>£1,105,000</b> Price/AC Land <b>£335,867</b> Parcels <b>SF620430</b> Comp ID <b>5461589</b> Comp Status <b>Research Complete</b>	<b>Staffordshire</b> Type <b>2 Star Land</b> Land Acres <b>3.29 ac</b> 

13 Ubberley Rd - Former Ubberley Working Mens Club

SOLD

Stoke On Trent Staffordshire, ST2 0EF

Sale Date **9 Feb 2021**  
 Sale Price **Not Disclosed**  
 Comp ID **5386958**  
 Comp Status **Research Complete**

Staffordshire  
 Type **2 Star Land**  
 Land Acres **0.60 ac**



14 Yates St

SOLD

Stoke On Trent Staffordshire, ST1 4EG

Sale Date **15 Jan 2021**  
 Sale Price **£130,000**  
 Price/AC Land **£565,206**  
 Comp ID **5464525**  
 Comp Status **Research Complete**

Staffordshire  
 Type **Land**  
 Land Acres **0.23 ac**



15 Wharmadine Ln

UNDER OFFER

Market Drayton Shropshire, TF9 4NF

Price **£750,000**  
 On Market **488 Days**  
 Status **Under offer**  
 Parcels **SF243377, SF372116**

Shropshire  
 Sale Type **Investment**  
 Type **2 Star Land**  
 Land Acres **2.67 ac**  
 Conditions **Redevelopment Project**



16 King St - Diamond Park

IN EXCHANGE

Stoke On Trent Staffordshire, ST4 2LT

Price **Not Disclosed**  
 On Market **762 Days**  
 Status **In Exchange**

Staffordshire  
 Sale Type **Investment**  
 Type **2 Star Land**  
 Land Acres **1.10 ac**





## Appendix 12 – BCIS Data

Rebased to Staffordshire (96; sample 152 ) Edit

£/M2 STUDY

Description:

Rate per m2 gross internal floor area for the building Cost including prelims.

Last updated:

13/01/2024 07:26

(Maximum age of projects)	£/m <sup>2</sup> gross internal floor area					
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest
<b>New build</b>						
<b>282. Factories</b>						
Generally (20)	1,221	277	693	1,006	1,445	4,545
Up to 500m2 GFA (20)	1,532	980	1,115	1,298	1,921	2,623
500 to 2000m2 GFA (20)	1,309	277	742	1,168	1,420	4,545
Over 2000m2 GFA (20)	1,021	495	620	827	1,115	2,635
<b>282.1 Advance factories</b>						
Generally (15)	1,043	596	821	1,006	1,276	1,535
Up to 500m2 GFA (15)	1,203	983	1,006	1,194	1,298	1,535
500 to 2000m2 GFA (15)	1,132	753	999	1,210	1,307	1,348
Over 2000m2 GFA (15)	778	596	668	789	831	1,005
<b>284. Warehouses/stores</b>						
Generally (15)	1,072	415	640	842	1,173	4,778
Up to 500m2 GFA (15)	1,922	697	1,064	1,356	2,291	4,778
500 to 2000m2 GFA (15)	937	488	694	854	1,077	1,701
Over 2000m2 GFA (15)	762	415	601	637	866	1,583
284.1 Advance warehouses/stores (15)	851	429	685	973	1,042	1,103
<b>320. Offices</b>						
Generally (15)	2,351	1,089	1,652	2,192	2,783	5,412
<b>Air-conditioned</b>						
Generally (15)	2,163	1,295	1,783	2,060	2,553	3,801
1-2 storey (15)	2,170	1,295	1,878	1,945	2,180	3,801
3-5 storey (15)	2,073	1,483	-	2,107	-	2,595
6 storey or above (20)	2,467	1,886	2,216	2,350	2,540	3,548
<b>Not air-conditioned</b>						
Generally (15)	2,431	1,089	1,706	2,399	3,222	3,575
1-2 storey (15)	2,553	1,473	2,057	2,564	3,168	3,504
3-5 storey (15)	2,203	1,089	1,533	1,870	3,011	3,575
6 storey or above (25)	2,597	2,029	-	2,677	-	3,005
<b>341.1 Retail warehouses</b>						
Generally (25)	1,039	509	779	922	1,105	3,011
Up to 1000m2 (25)	1,139	758	851	966	1,085	3,011
1000 to 7000m2 GFA (25)	1,043	509	783	924	1,201	2,163
<b>344. Hypermarkets, supermarkets</b>						
Generally (35)	1,796	746	1,247	1,579	2,360	3,080
Up to 1000m2 (35)	1,841	1,241	-	1,598	-	2,929
1000 to 7000m2 GFA (35)	1,795	746	1,233	1,579	2,380	3,080
<b>345. Shops</b>						
Generally (30)	1,746	658	953	1,433	2,262	4,611
1-2 storey (30)	1,764	658	950	1,392	2,287	4,611
<b>447. Care homes for the elderly</b>						
Generally (15)	2,035	1,246	1,514	1,922	2,319	4,075
500 to 2000m2 GFA (15)	2,381	1,316	1,347	2,012	3,286	4,075
Over 2000m2 GFA (15)	1,938	1,246	1,637	1,916	2,222	2,903
<b>810.1 Estate housing</b>						
Generally (15)	1,450	703	1,234	1,394	1,583	4,991
Single storey (15)	1,649	984	1,395	1,578	1,820	4,991

2-storey (15)	1,394	703	1,210	1,353	1,530	3,011
3-storey (15)	1,530	895	1,270	1,456	1,738	2,974
4-storey or above (15)	3,030	1,467	2,427	2,710	4,035	4,514
810.11 Estate housing detached (15)	1,888	1,074	1,406	1,618	2,012	4,991
<b>810.12 Estate housing semi detached</b>						
Generally (15)	1,462	853	1,245	1,435	1,590	3,226
Single storey (15)	1,632	1,054	1,395	1,586	1,779	3,226
2-storey (15)	1,411	853	1,235	1,372	1,554	2,476
3-storey (15)	1,433	1,068	1,157	1,373	1,701	2,068
<b>810.13 Estate housing terraced</b>						
Generally (15)	1,477	859	1,211	1,393	1,612	4,514
Single storey (15)	1,693	1,104	1,406	1,667	2,021	2,411
2-storey (15)	1,407	859	1,196	1,349	1,549	3,011
3-storey (15)	1,565	895	1,270	1,436	1,757	2,974
<b>816. Flats (apartments)</b>						
Generally (15)	1,713	847	1,421	1,611	1,936	5,804
1-2 storey (15)	1,616	986	1,358	1,529	1,805	3,349
3-5 storey (15)	1,690	847	1,413	1,605	1,904	3,542
6 storey or above (15)	2,015	1,230	1,633	1,895	2,186	5,804
<b>843. Supported housing</b>						
Generally (15)	1,834	942	1,523	1,725	2,030	3,713
Single storey (15)	2,170	1,320	1,704	2,101	2,258	3,713
2-storey (15)	1,835	951	1,518	1,669	2,098	3,232
3-storey (15)	1,696	942	1,516	1,617	1,871	2,516
4-storey or above (15)	1,881	1,145	1,505	1,738	1,931	3,572
852. Hotels (15)	2,524	1,329	1,995	2,480	3,110	3,460
853. Motels (25)	1,578	1,183	1,453	1,468	1,888	1,899
856.2 Students' residences, halls of residence, etc (15)	2,146	1,234	1,922	2,166	2,387	3,509