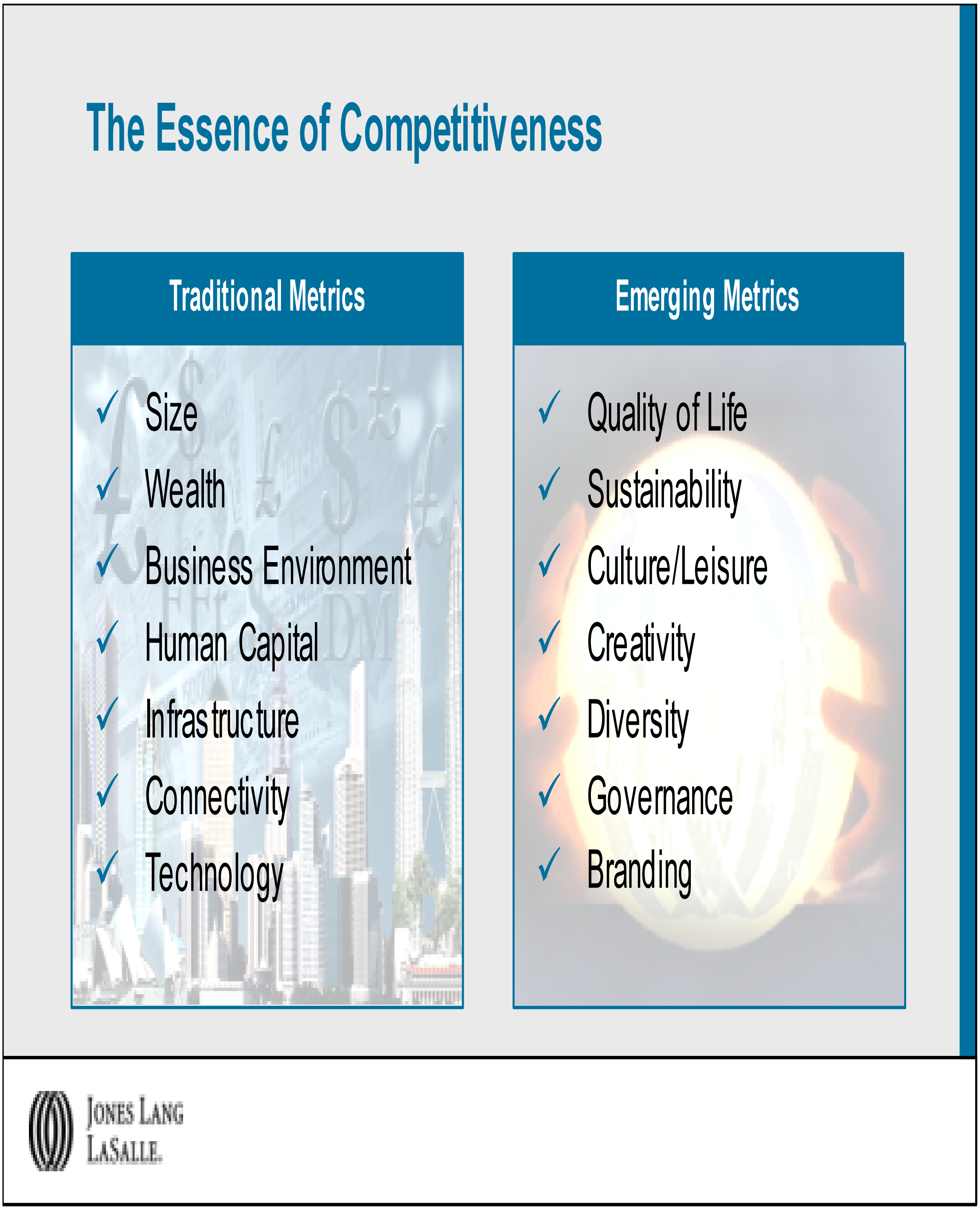
Appendices

Appendix A

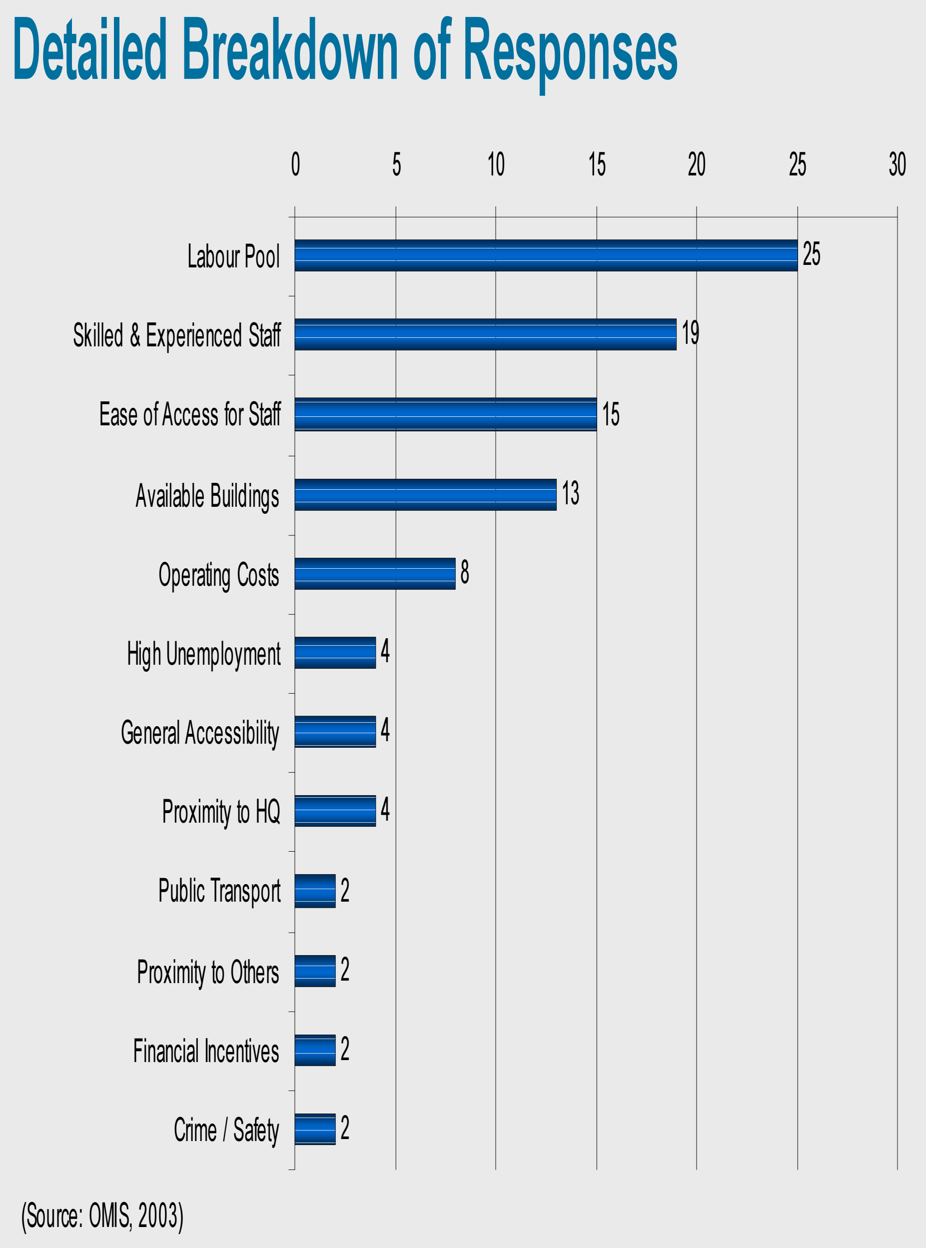
Location Factors related to major UK cities

Appendix A - Location Factors related to major UK cities

1 - Factors of Location Competitiveness



2 - Drivers of occupier location decision making



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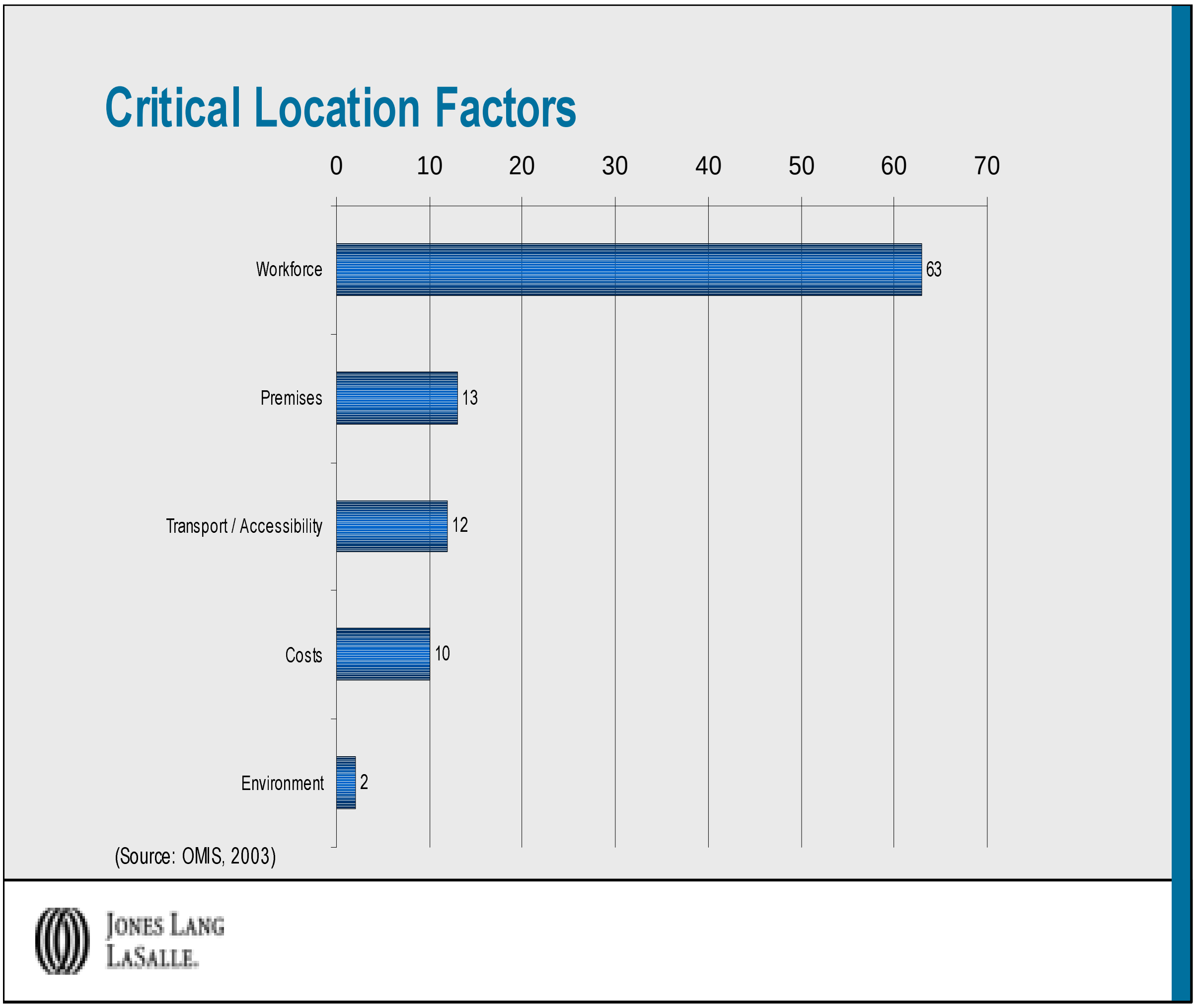
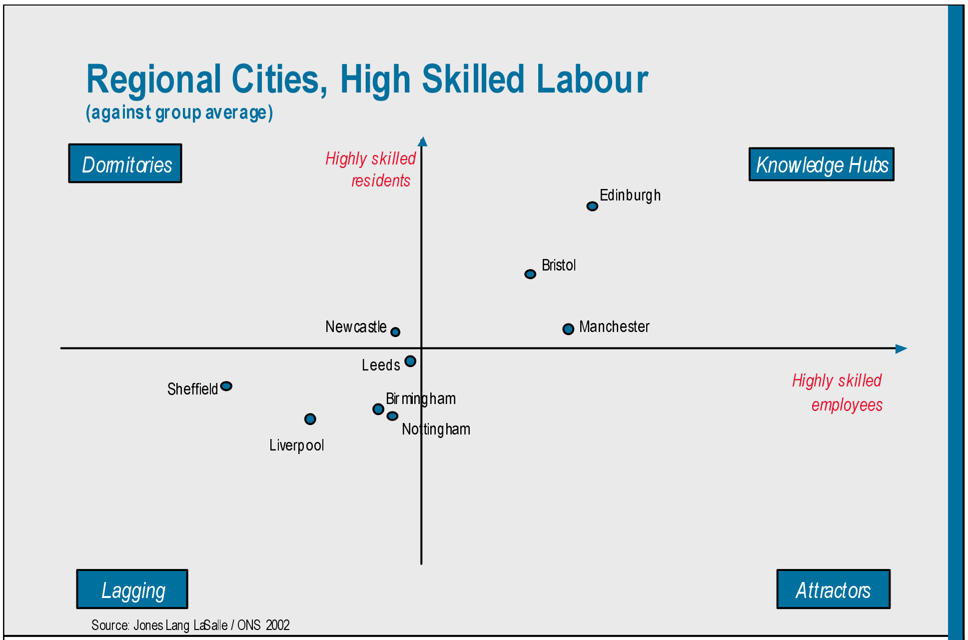
3 - Drivers of occupier location decision-making



4 - University Output

University Output 2003/4 - total subjects, total biotech, ICT media & coms			
	Total Subjects	Total Biotech, ICT, Medi & Comms	Growth Disciplines as a % of total
Bristol	7378	2857	38.7
Edinburgh	7529	3436	45.6
Leeds	9703	4261	43.9
Leicester	2039	664	32.6
Liverpool	8492	3259	38.4
Newcastle	6478	2778	42.9
Nottingham	7875	3359	42.7
Sheffield	8258	3384	41.0
Manchester	12454	5053	40.6
Birmingham	9395	4094	43.6
Source: UCAS 2003			

5 - Labour Market Quality



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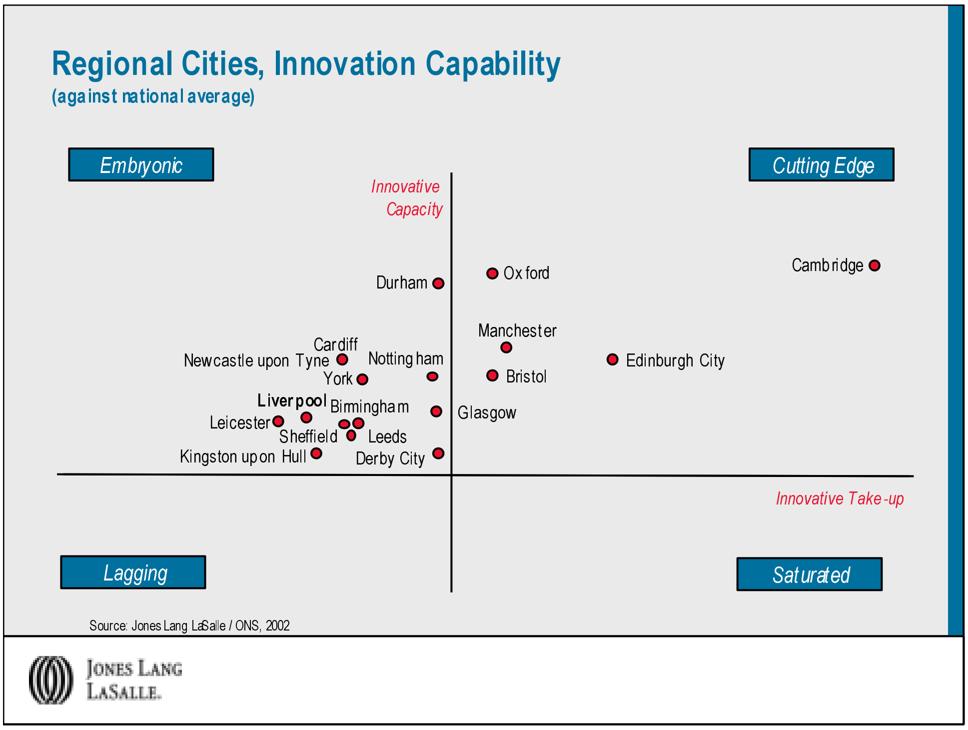
6 - Regional Cities, Innovation Capability winter 2002



Appendix B

Office Market Statistics

Appendix B Office Market Statistics

1 – Occupational Groups

Number of people employed in Sheffield Office Sector		
By Occupational Group	% Employed in Sector	Total
Managers	13.60%	72,565
Professions	9.10%	48,555
Clerical	14.60%	77,901
	TOTAL	199021
Source: ONS, Oct 2002		

2 – Total Stock

Estimated total stock (compare with Birmingham, Manchester, Leeds)
With an estimated total stock of circa 6 million sq ft, this is somewhat dwarfed in the regional context by Leeds with an office stock of nearer 12 million sq ft, Manchester with 11 million (Central CBD) and Birmingham with 11 million (Central CBD)

3 – Office supply

Existing supply offices	
Current Supply as of Q1 2004	370,000
Grade A	57,500
Grade B	170,000
Grade C	142,500
Average Supply over last three years	317,000
Vacancy Rate	Circa 6.1%
Source: Jones Lang LaSalle	

4 - Supply

Supply pipeline
Taken from *Promis data, applications granted by Sheffield Local Authority for either outline or full planning permission subject to conditions total some 2.4 million sq ft. Sheffield Airport Business Park for 21,200 sqm has been taken in to account in this figure. Within this figure, Sheaf Valley E-Campus, Castlegate, Broadfields, The Crescent, Carver Street and Heart of the City, together total 102,360 sq m Heart of the City - 200,000 sq ft E Campus - 500,000 sq ft Midland Station - 250,000 sq ft The Crescent 7,959 s qm Riverside Exchange 200,000 Num and Carver Street - 60,000
Source: Jones Lang LaSalle

5 - Take-up offices

	1996	1997	1998	1999	2000	2001	2002	2003
Sheffield	191,824	99,850	88,332	173,281	125,393	423,663	320000	273,000
Source: Jones Lang LaSalle								

6 - Sheffield Office Demand over 1,500 sq.m

Applicant	Size (Sq.m)
Client of Colliers CRE - Leeds – Leeds	12,000/16,000
Client of GVA Grimley on Behalf of DLA Solicitors	45000
Client of ISG Occupancy	12,000/15,000
Client of King Sturge - Leeds	20,000/30,000
Client of Matthews & Goodman - London	10,000/15,000
Client of Nelson Bakewell - London	60,000/100,000
Client of Renaissance South Yorkshire	15,000/20,000
Client of Weatherall Green & Smith - Leeds	45000
Department of the Deputy PM	27000
Land Securities Trillium	11,840/16,146
Client of GVA Grimley on Behalf of unknown call centre operator	75000
Source: Jones Lang LaSalle	

7 - Top twenty major employers in Sheffield

Business Name	Business Description	Estimated Employees
Sheffield City Council	Local Authority	20,000
Sheffield Teaching Hospitals NHS Trust	Healthcare	6,000
University of Sheffield	Education and research	5,500
Sheffield Hallam University	Education and research	4,000
South Yorkshire Police Force	Police	2,600
Royal Mail	Mail Services	2,500
First Mainline	Public Transport	2,400
Firth Rixson Plc	Steel manufacturers	2,350

Department for Education & skills, Department for Work and Pensions	Government	2,000
HSBC Bank Plc (Head Office)	Banking and finance	2,000
Avesta Polarit Holdings Ltd	Manufacture stainless steel for the engineering industry	1,750
Henry Boot Plc	Construction and property	1,600
Hepworth Building Products	Clay, plastic and concrete products	1,590
Norwich Union (Call Centre)	Insurance	1,580
Dixons Stores Group (Call Centre)		1,500
Stanley UK Holding Ltd	Tool manufacture	1,350
Corus UK		1,100
Freemans Mail Order (Call Centre)	Retail	1,000
Cadbury Trebor Bassett Ltd	Manufacture/wholesale & retail confectionery	1,000
Aon Risk Services	Insurance brokers	950
Source: Sheffield LSC, Sheffield Newspapers		

8 - Rental levels

Year	Property	Size	Tenant	Rent
1996	Portergate	26,000	Hartshead Solway Ltd	£12.50
1996	South Quay	43,726	Nabarro Nathanson	£11.54
1996	Edgar Allen House	21,057	Wansbroughs	£13.00
1996	No.1 St Marys Square	61,700	Inland Revenue	£10.00
1997	1 Furnival Court	51,053	Halifax Plc	£12.00
1997	The Straddle	20,700	Parexel Ltd	£9.75
1998	Pennine Centre	55,000	HSBC	£10.00
1999	Block A	27,095	University for Industry	£12.75
1999	Hallamshire Business Park	65,000	EDS	£11.75
2000	Navigation House	33,972	Parexel Ltd	£13.75
2000	New Bank House	29,963	Sheffield City Council	£10.22
2001	Milton House	22,002	Midland Mainline	£12.50
2001	Milton House	20,000	E.C.C.	£12.50
2001	Riverside Exchange	39,202	Irwin Mitchell	£14.00
2001	Howden House	85,000	Sheffield City Council	PFI
2001	Derwent House	40,000	CSL	£13.50
2001	Derwent House	25,000	Sheffield City Council	£13.00
2001	Benefits Agency	76,500	Trillium	£13.75
2001	Milton House	28,804	William Hill	£12.75
2002	Riverside Exchange	26,800	The Home Office	£14.00
2002	Aspect Court	56,000	SDL/The Home Office	£13.90
2002	Edgar Allen House	20,000	Health & Safety Exec	£13.00
2003	* St Paul's Place	57,000	DLA Solicitors	£18.00
Source: Jones Lang LaSalle				

* Pre-let to DLA Solicitors. The letting is for a building of 5,700 sq.m, on an 18-year lease at £18.00 per sq.ft together with 56 car spaces at £1,750 per annum each. The deal includes provision for a 1-year rent-free period together with a capital contribution to the tenant, equivalent to 2 years rental payments.

9 - Investment Overview

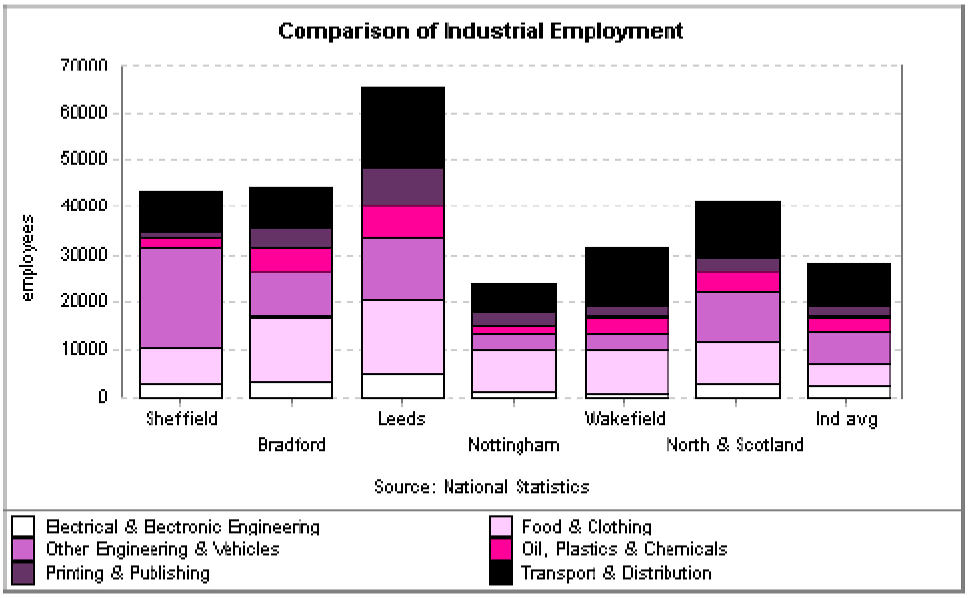
Recent Deals				
Unit 2, Riverside Exchange	A newly built office extending to 28,000 sq ft.	Let during the construction period to the Home Office for 15 year at a rent of £14.00 per sq ft. The property was purchased by	The property was purchased by Hamilton Portfolio (a Scottish investment syndicate) in September 2002	£4.75 million, reflecting a net initial yield of 7.2%.
Unit 1, Riverside Exchange	A new building extending to circa 39,000 sq ft.	Let to Irwin Mitchell for a term of 15 years at a rent equating to £14 per sq ft.	The property was purchased by BC Asset Management (private investors) in December 2001	£6.1 million, reflecting a net initial yield of 7.85%.
Navigation House, Victoria Quays	A building extending to 34,252 sq ft.	Let to Par Exel International Limited on a 15-year lease at a rent of £13.75 per sq ft.	Bilsdale Properties (a private property company) acquired it in 2001.	£5.25 million, reflecting a net initial yield of around 7.6%.

Appendix C

Industrial Market Statistics

Appendix C - Industrial Market Statistics

1 - Industrial Employment Sector



2 - Employment Changes

Manufacturing employment change - expansion			
Name	Sector	Number	Comments
Omar Woodbury	Manuf	100	Expansion. New log cabins factory
Avesta Sheffield Holdings	Manuf	100	Expansion. Planned relocation of staff from Oldbury site
Metalysis	Manuf	100	In-mover. Metals production plant relocated from Cambridge

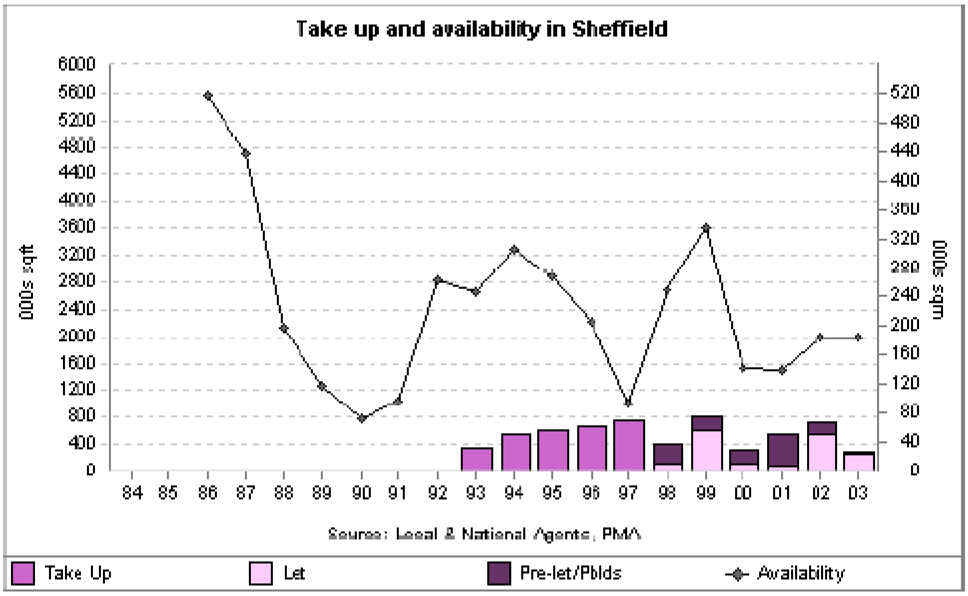
Source: PMA *Last update: 30/04/2004*

Manufacturing employment change - contraction			
Name	Sector	Number	Comments
Dormer Tools	Manuf	300	Closure. Relocated staff to Worksop
Stanley Tools	Manuf	200	Contraction. Tools factory closure
Paramo Tools	Manuf	50	Contraction. Job losses following company going into administration

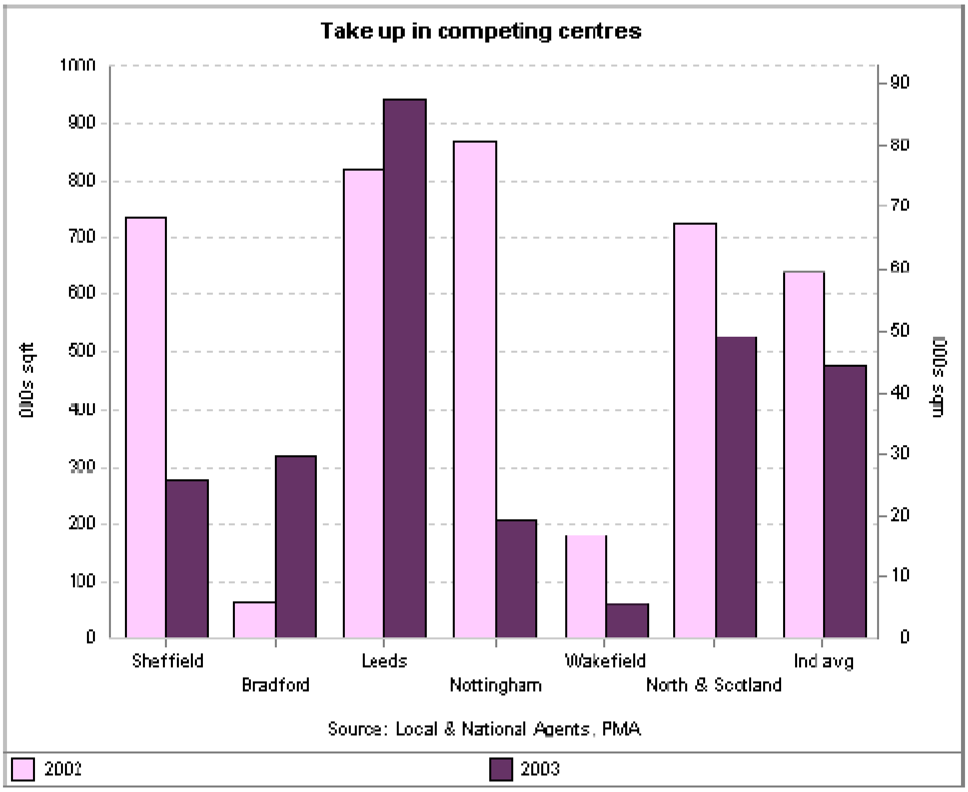
Source: PMA *Last update: 30/04/2004*

nb – these figures relate to premises throughout Sheffield – not just those located in the LDV

3 - Industrial Take-up



4 - Take up comparisons



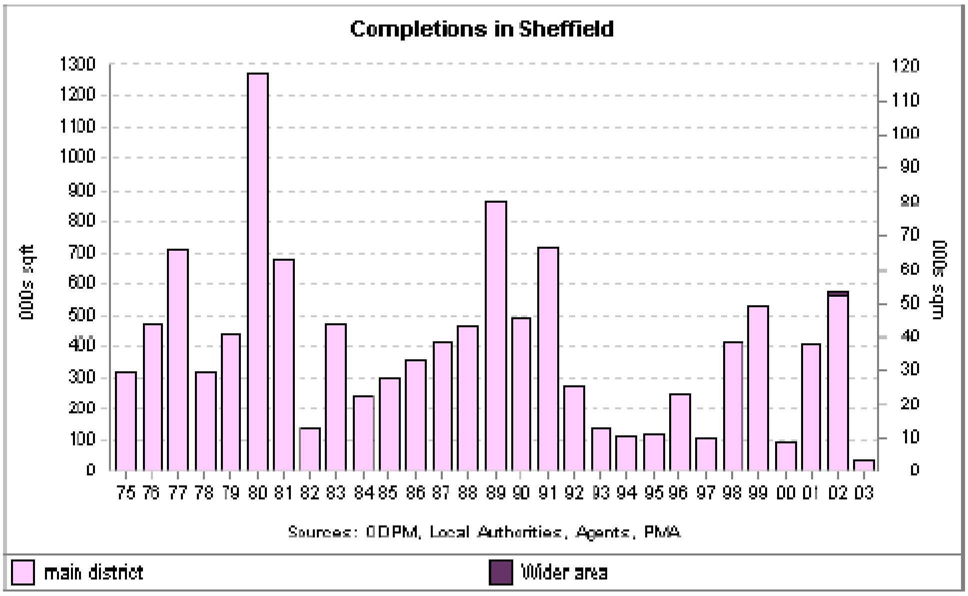
5 - Planned Schemes

Key planned schemes		
Scheme	**Developer**	**GrossSqft**
Sheffield Intl Rail Freight Terminal (SIRFT), Sheffield Rd	Helios Props/Slough Estates/English, Welsh & Scottish Railway	1,035,000
Parkway Markets, Kettlebridge Rd	JF Finnegan	450,000
Shepcote Ln	Avesta Sheffield	352,400
Shepcote BPk, Shepcote Ln	St Modwen Devts	217,900
Holbrook Works, Eckington Way	Holbrook Precision Castings/Benchmark Props	174,300
Oxclose Pk, Rotherham Rd	Hallam Land Mangt	111,100
Mansfield Rd	Langtree Grp	107,600
The Quadrant, Parkway Bus Ctre, Parkway Ave	Manor & Castle Devt Trust	105,700
Mansfield Rd	Langtree Grp	100,000
*Prospect BPk, Petre St	Hague Plant Excavations	100,000
Thorncliffe BPk, Thorncliffe Ln	Ronseal	88,300
Frmr SYPTE Bus Depot, Herries Rd	Hillfoot Steel Grp	80,000
Drakehouse BPk, Drakehouse Crescent	Sheffield CityC	5 acres
Thorncliffe Rd	Axis	75,100
Ph2, Sheffield 35A, Thorncliffe Rd	St Pauls Devts	75,000
Thorncliffe BPk, Thorncliffe Ln	Ronseal	69,200
Atlas North IE, Atlas Way	English Partnerships	63,000
Broadfields, Little London Rd	Broadfield Park (jv JF Finnegan & Vulcan Estates)	57,600
Carlisle St East/Petre St	Primesite (UK) Land & Prop	52,000
Parkway Markets, Parkway Dr	JF Finnegan (Parkway)	50,000
Longacre Way/Owlthorpe Greenway	Fullflow Grp	46,500
Parkway One Bus Ctre, Parkway Markets, Parkway Dr	JF Finnegan (Parkway)	40,000
Carley Dr	School Trends	40,000
Bramall Ln/Cherry St	Arnold Laver & Co	32,600
Frmr Sterling Works, Arundel St	MJ Gleeson	31,200
Newhall IE, Brightside Ln	English Partnerships	2 acres
Station Rd/Manchester Rd	TGL	2 acres
Shepcote Ln	Avesta Sheffield	27,800
Fmr Hydra Works, Nether Ln	RW Simpson Transpory	27,300
Newhall Rd	Dorman Long Construction	26,200
Carlisle St East/Petre St	Hague Plant Excavations	25,000
Livesey St	Trebor Bassetts (Sheffield)	24,200
Prince of Wales Rd	Kvaerner Metals Davy	23,200
Lowther Rd/Beulah Rd	B I Thornton	22,400
Plot 9D, Holbrook IE, Rother Valley Way	Jarvale Construction	20,000
Acres Hill Ln	Sheffield Galleries & Museum Trust	20,000
Wardsend Rd	Duke of Norfolk's Estate	20,000
Parkway Dr	Inman & Co	18,300
Penistone Rd	Hydra Tools Intl	18,200
Frmr Salmon Pastures School, Warren St	Broad Leigh Associates	17,500
Stevenson Way	D J Farmery	16,100
Site 9C, Holbrook IE, Longacre Way	Jarvale	15,800
Livesey St	Cadbury Trebor Bassett	14,500
East Coast Rd	European Metal Recycling	14,000
Arundel St/Eyre Ln	Granton Ragg	13,600

Rockingham St/Newcastle St	I Grunwerg	12,800
Plot 9B, Holbrook IE, Longacre Way	Mr E McCoy	12,000
2 Brightside Way	Maher	11,500
Plots R/S/T, Sheffield BPk, Europa Link	Sheffield BPk	11,000
Thorncliffe IE, Cart Rd	Eljay Engineering	10,600
Leigh St/Liverpool St	T Ardern	10,100
Station Rd	Demplant	10,100
Fmr Bus Depot & Keetons Works, Greenland Rd	B&Q/St Paul's Devts	10,000
Shepcote Ln	Gazeley	48 acres
Blackburn Meadows Sewage Treatment Works, Alsing Rd	Powergen UK	31 acres
Fmr Asda Site, Orgreave Pl	Ackroyd & Abbott	78,700
Carbrook St	DJ Farmery	25,000
5 Brompton Rd	AAJ Props	16,000
Plot 33b, Holbrook IE, Holbrook Ave	TW Partnership	15,300
Newhall Rd/Attercliffe Rd	River Don Props	15,000
Fmr Works Depot Site, Rutland St	M Merali	12,100
Thorncliffe BPk, Brookdale Rd	Embassy Devts	40 acres
Parkway Markets, Parkway Dr	JF Finnegan/Sheffield CityC	374,400

Source: PMA supply database *Last update: 17/05/2004*

6 - Completions



7 - Recent Completions

Key recent completions					
Scheme	Developer	Comp date	Size note	Gross Sqft	Notes
Oxclose Pk, Rotherham Rd	Arnold Laver	Aug 02	A	280,000	PBuild; timber prod/dist operation
Shepcote BPk, Shepcote Ln	St Modwen Devts	Sep 02	C	97,000	Pre-let; to Mastercare (Dixons)
Ph2, Parkway Markets, Kettlebridge Rd	JF Finnegan/Sheffield CityC	Mar 02	B	64,100	Spec; 4 ind units
Jessop Riverside, Brightside Ln	Redrow Commercial Devts/JF Finnegan	Jul 02	B	30,000	Spec; Small business units from 3K
Johnson Ln	Firth Rixson Special Steels	Oct 02	C	29,000	PBuild; Whse for steel storage/dist
Thorncliffe Pk, Newton Chambers Rd	Mountcity Investments	Nov 03	A	25,000	Spec; 8 ind/whse units (2-6K)
Station Rd/Rother Valley Way	Massey Truck Engineering	Oct 02	B	21,400	PBuild; Xtn to paint shop bldg
Ph2, Sheffield 35A, Thorncliffe Rd	St Pauls Devts	Apr 04	B	21,000	PBuild; workshop for South Yorkshire Police
President Pk, President Way	Wortley Devts/Jaguar Estates	Oct 02	A	20,000	Spec; 3 ind/whse units; all taken
2/4 Orgreave Pl	Inman & Co (Electrical)	Oct 02	C	14,900	PBuild; Xtn to whse
Atlas BPk, Starnhill Cl	Atlas Refurbishment (Northern)	Jul 03	B	14,000	Spec; self contained unit
Poplars IE, Poplar Way	Foers Contracts	Jul 02	C	10,000	PBuild; Whse

Source: PMA supply database *Lat update: 17/05/2004*

Size note: A = Mixed Industrial/Warehousing, B = General/Light Industrial, C = Distribution, D = Industrial component of larger mixed scheme, E = Industrial component to be determined

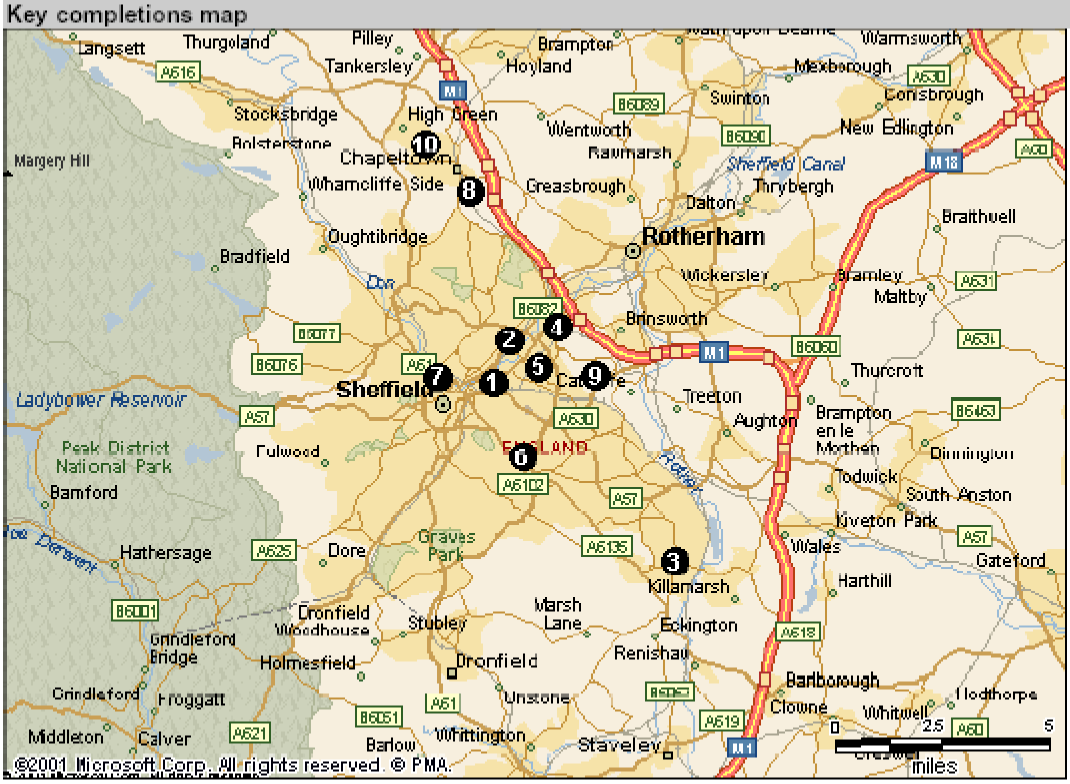
8 - Key Industrial Locations

Key locations

Mapref	Location
1	Atlas North IA, Sheffield
2	Downgate Dr, Sheffield
3	Drakehouse BPk, Sheffield
3	Holbrook IA, Sheffield
4	M1 Dist Ctre, Sheffield
4	Meadow Hall Rd IA, Sheffield
3	Meadowbrook Ind Pk, Sheffield
5	Newhall IA, Sheffield
6	Parkway IE, Sheffield
7	Parkwood IE, Sheffield
1	President Pk, Sheffield
8	Provincial Pk, Sheffield
9	Sheffield BPk, Sheffield
5	Shepcote BPk, Sheffield
10	Thorncliffe Dist Ctre, Sheffield
4	Tinsley IA, Sheffield

Last update: 19/03/2004

Key completions map



Source: PMA, © 2001 Microsoft Corp. All rights reserved.

9 - Top Rental Levels

Top Rents £ psf (end-year)	Centre	Market Area average	Industrial PROMIS average
	Sheffield	North & Scotland	53 centres
1998	4.75	4.65	5.90
1999	4.75	4.73	6.16
2000	5.25	4.98	6.38
2001	5.25	5.02	6.46
2002	5.25	5.03	6.51
2003	5.25	4.98	6.47
Previous peak	4.75	4.28	6.16
Year	1990	1990	1990
2003 as % of peak	111	116	105

Source: PMA, Local Agents *Last update: 23/03/2004*

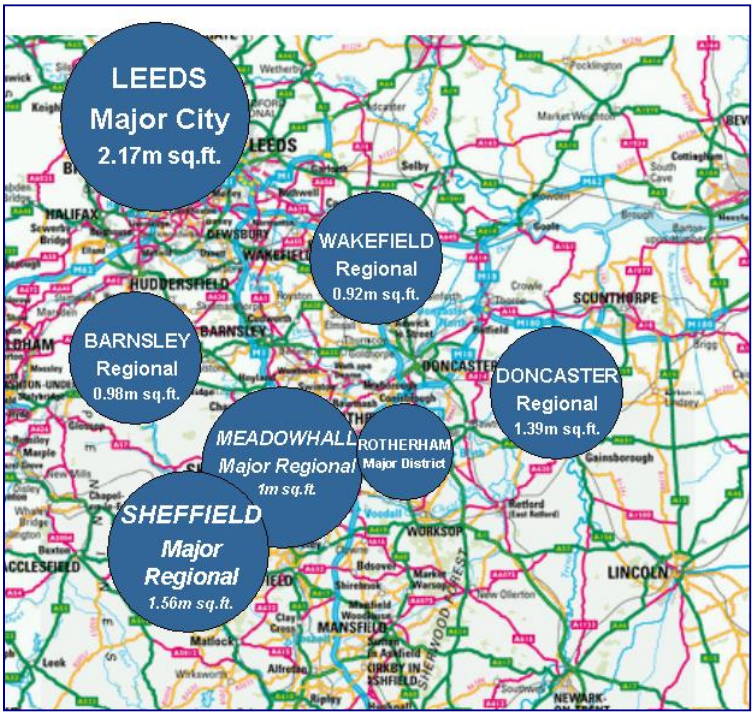
Appendix D

Retail Market Statistics

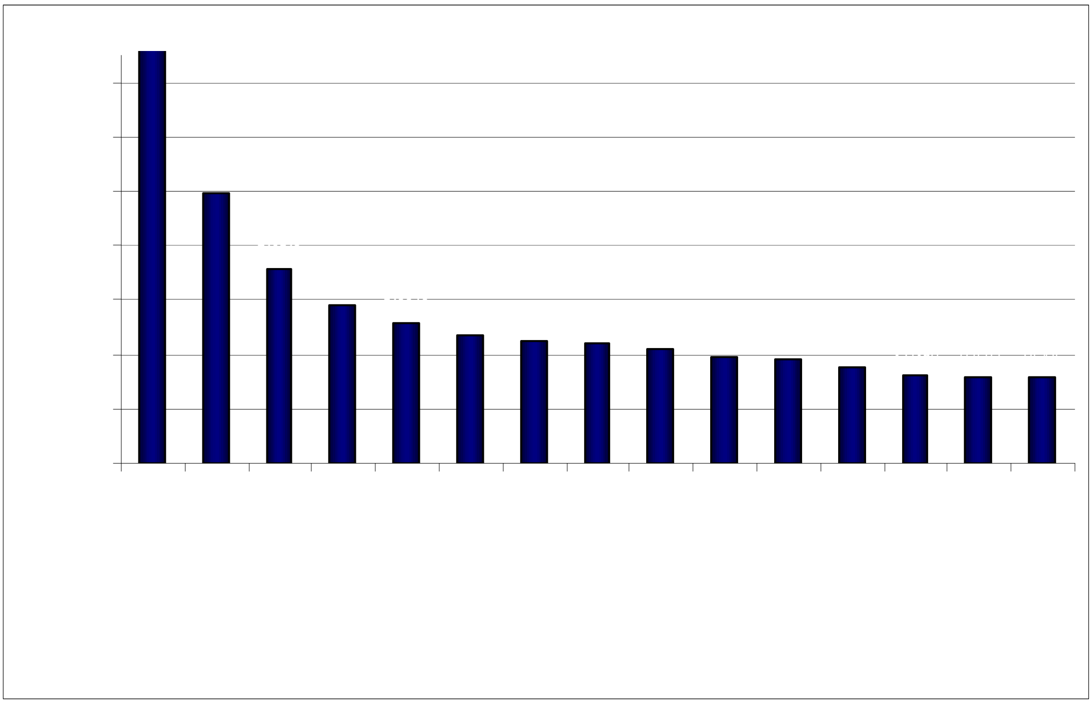
Appendix D - Retail Market Statistics

1 - Regional Retail Hierarchy

The map below shows Sheffield in the context of the surrounding retail centres.



2 - 15 Top UK Populations

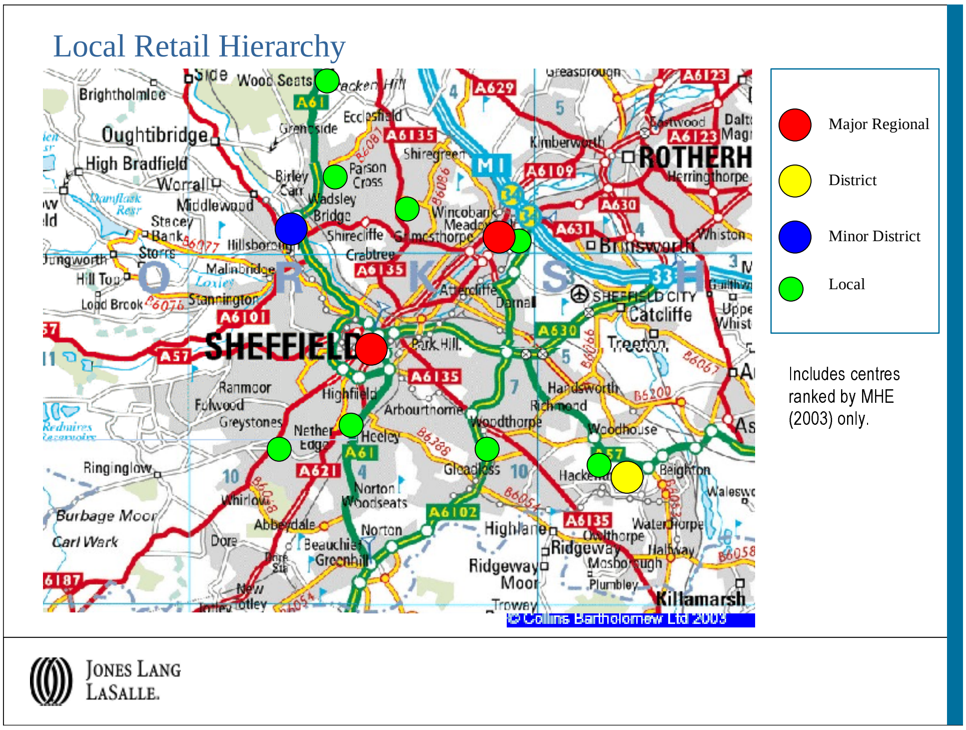


Centre	Rank *2003	Centre classification	Floorspace sq ft	Shopper Population	Floorspace per capita sq ft	2003 prime rent £psf ZA
Leeds	4	Major City	1,377,000	628,083	2.2	£270
Sheffield	25	Major Regional	1,055,100	388,766	2.7	£210
Sheffield Meadowhall	31	Major Regional	1,175,600	435,709	2.7	£450
Doncaster	47	Regional	812,100	224,062	3.6	£105
Huddersfield	73	Regional	911,400	179,080	5.1	£105
Wakefield	118	Regional	551,800	121,112	4.6	£85
Chesterfield	122	Regional	450,200	135,278	3.3	£80
Barnsley	135	Regional	596,900	128,936	4.6	£125
Rotherham	231	Major District	383,800	89,984	4.3	£65

Source: Management Horizons Shopping Index provides ranking and centre classification. Floorspace figures from Experian GOAD. Shopper population from CACI Insite GIS System. Rental data from Jones Lang LaSalle.

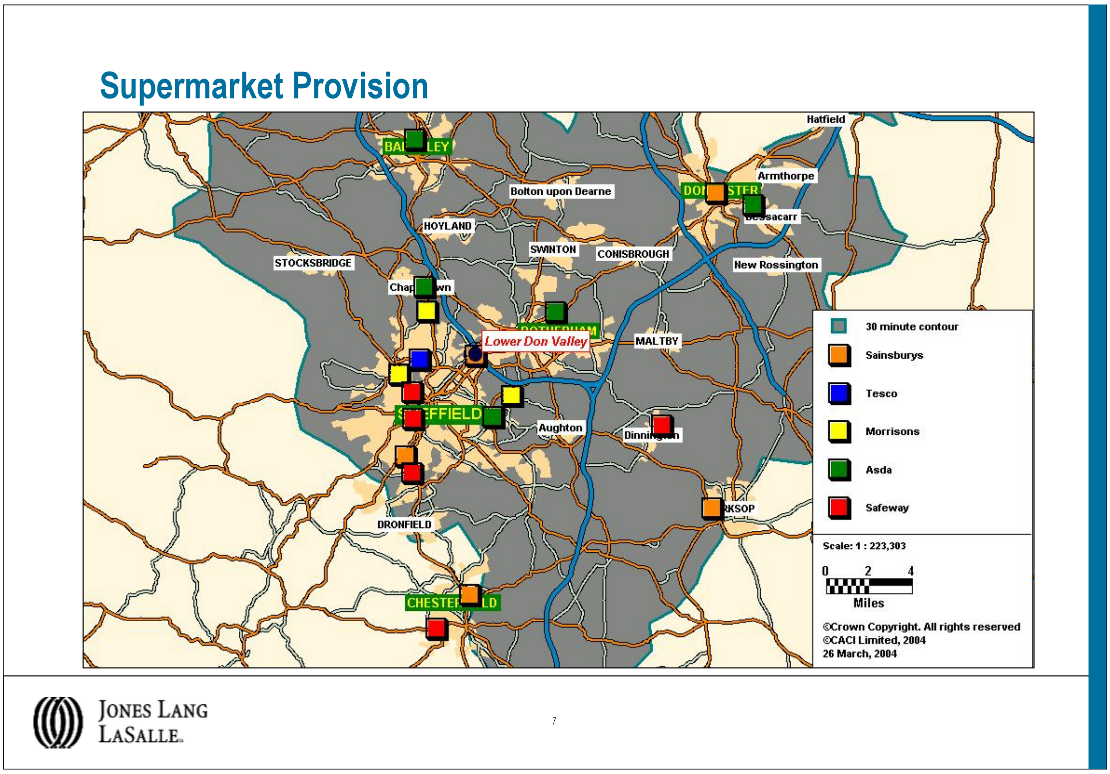
3 - Local Retail Hierarchy

We have shown the relative position of the various centres within the region, as ranked by Management Horizons, in the table below.

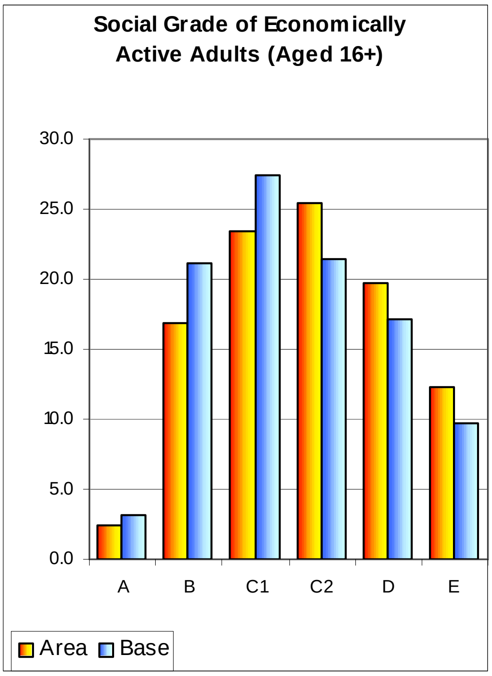


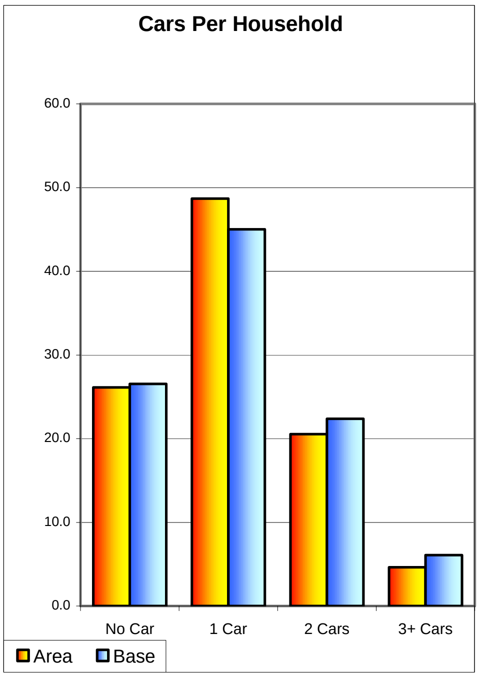
Location	Location Grade	Venue Type	MHE Index Score 2003-04	2003-04 Ranking
Sheffield	Major Regional	Centre	221	25
Sheffield, Meadowhall	Major Regional	Mall	203	31
Sheffield, Crystal Peaks	District	Centre	46	421
Sheffield, Hillsborough	Minor District	Centre	31	602
Sheffield, Woodseats	Local	Centre	18	1008
Sheffield, Drakehouse Ret Pk	Local	Retail Park	17	1063
Sheffield, Wadsley Bridge	Local	Centre	17	1063
Sheffield, Eccleshall	Local	Centre	16	1120
Sheffield, Firth Park	Local	Centre	14	1268
Sheffield, Dinnington	Local	Centre	13	1348
Sheffield, Heeley	Local	Centre	12	1449
Sheffield, Broomhill	Local	Centre	11	1545
Sheffield, Gleadless	Local	Centre	11	1545
Sheffield, Meadowhall Ret Park	Local	Retail Park	11	1545

Source: Management Horizons Europe, 2004

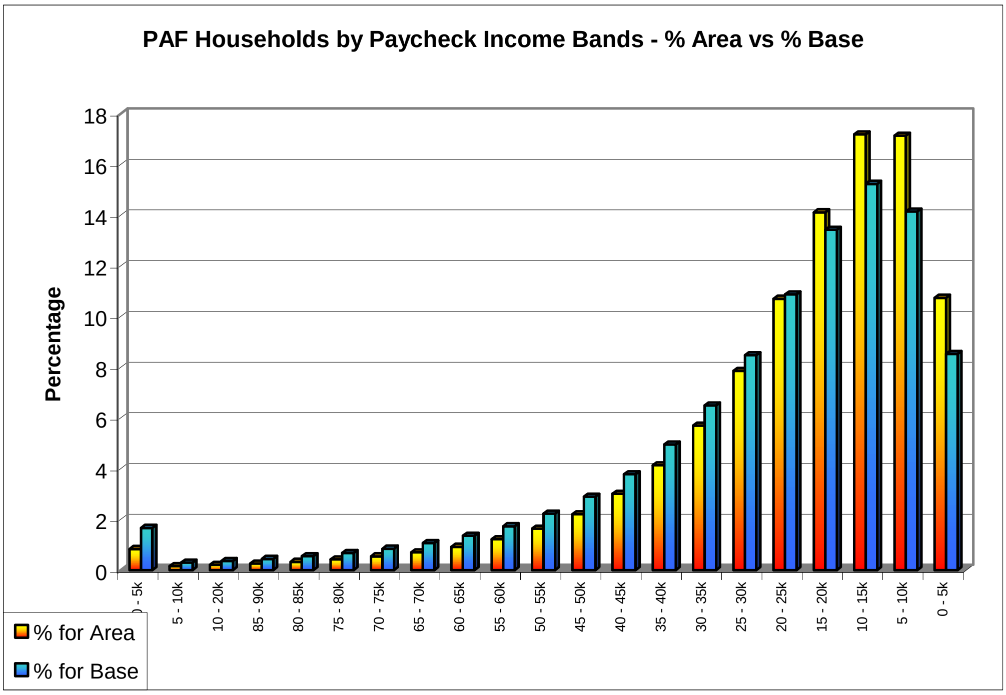


4 - Population Profile

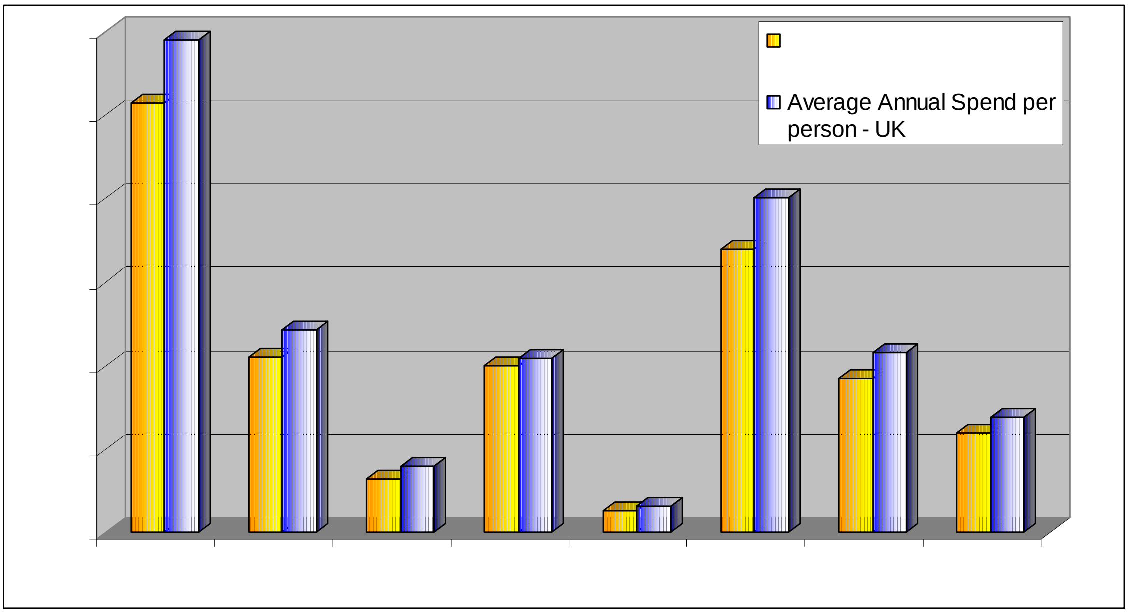




Source: CACI 2004



Source: CACI



Source: CACI

5 - Retail Futures

The retail landscape has seen a significant amount of change in recent years, both in consumer and buying patterns. The sector has been subject to complex socio-cultural change, as well as rapid technological developments. These recent changes allow us to summarise those significant trends going forward that we consider will be key to the retail market.

6 - Forecast Trends 2003-2008

– Consumers will continue to be acutely price conscious – although more affluent than ever before, they have far more choices to make about what to spend their money on, which makes shoppers much more enthusiastic to shop around for the best deal and compare prices.

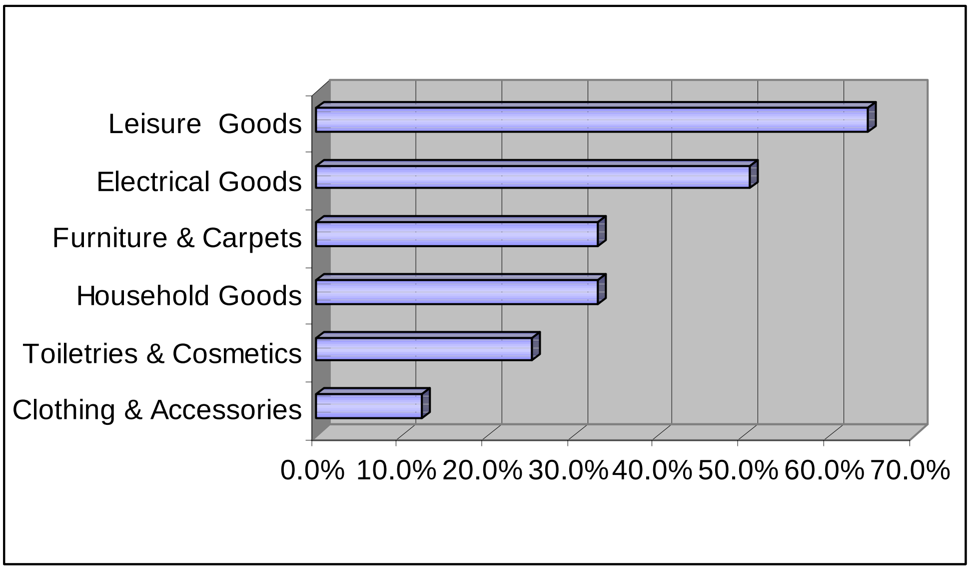
– Consumers will remain very value orientated and therefore much more willing to mix and match brands, meaning “value” is no longer a concept that applies just to the lower end of the market. This puts the middle market retailers under threat as consumers’ purchases swing between high and low status brands.

– An ageing population will be a marked feature of all European countries over the next ten years, which will have profound repercussions as the “”grey agenda” becomes an ever more important one. Retailers now have to plan more effectively for this age group as the numbers and spending power of older consumers increases.

– Retailers’ customer base has changed extensively over the past 30 years. Home ownership has increased substantially and the trend towards single person households in particular has increased. Society and tastes have become more individualised as the mass market has fragmented. Consumers’ focus is changing from basic necessities and treats towards purchases providing social status and evidence of discerning taste. Our involvement in and satisfaction from the products and services we buy will have to increase if they are to be successful in the market.

– A consequence for retailers is that people can no longer be understood and served on the basis of their socio-demographic profile. Much more relevant is the socio-cultural profile, that is the values, aspirations, concerns and priorities in life that motivate people to do what they do. This insight is essential to a proper understanding of the facts and dynamics of shopping behaviour.

– Growth in spend on the traditional retail sectors of clothing and footwear is predicted to slow. The sectors likely to experience the largest growth in expenditure over the period are likely to be leisure, household and electrical goods. A number of retailers have already anticipated this growth and are developing retail formats to exploit the perceived opportunity; witness the much publicised opening of the first Marks & Spencer Lifestore, in Gateshead.



Source: Verdict Research 2001

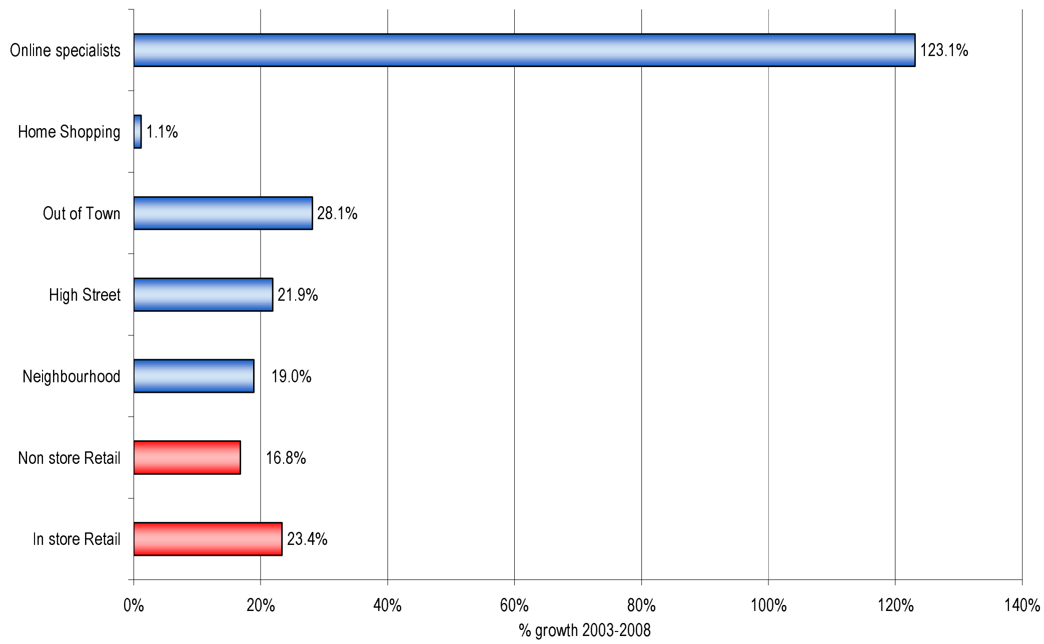
7 - Technology

– The dramatic new capabilities of IT are the main triggers of globalisation, especially the merger of telephone, television and computers. The result is that any type of communication can occur between anyone, anywhere – at very low cost.

– The combinations of new technologies will pervade every business sector. The Internet has provided new benchmarks for the majority of traditional retailing – via price comparisons, new standards of product information, dramatically increased choice and speed. More people are spending more time on-line exploring the e-commerce field, either because it is engaging and fun, or the reasons of saving time, checking out prices and getting best value for money. Existing retailers are feeling the pressure to reconsider what they offer in terms of price, choice, service and convenience.

– We consider that the major effect of the Internet on retail sales growth has been through its effect on retail pricing. The Internet is an additional distribution channel, for retailers to increase their market share in what is a very competitive trading environment and for price conscious consumers to be informed.

– The following chart shows the forecast growth in retail spending by location over the period to 2008. It illustrates that stronger growth is forecast in physical channels overall, growing by 23.4%, slightly ahead of total expenditure growth of 23.1%, primarily due to the very limited growth expected in the home shopping catalogue channel.

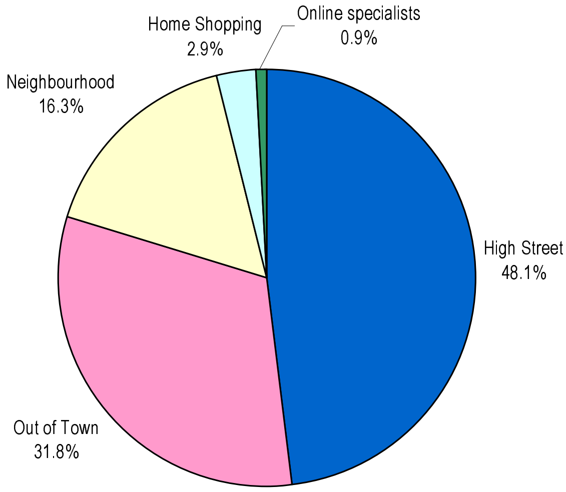


Source: Verdict Analysis, 2003

8 - Growth in Retail Expenditure by Location 2003-2008

– Online specialists in this analysis are Internet-only retailers, and although this channel is forecast to grow by 123% over the period, market share is forecast to remain small, at less than 1%, as illustrated in overleaf.

9 - Retail expenditure by location 2008



Source: Verdict Analysis, 2003

10 - Implications for the Future

- Consumers are walking away from stores and shopping centres that don't offer them service, an enjoyable experience or value for money. On-line retailing is providing price transparency and a real alternative. The consumer can now exercise an effective choice.

- Rather than 'go out to shop', people will increasingly 'shop while they are out'. The choice of alternative shopping locations and range of product available in any given location will increase. Transport nodes and collection points will assume a much greater importance.

- Although some retailers will choose to operate from fewer outlets, many will require better representation in key retail locations in order to maintain brand awareness.

- Successful shopping venues of tomorrow will be anchored on the best of the large fashion and specialist retailers and incorporate leisure as an integral part of people's shopping expectations.

- The polarisation of growth that we have seen throughout the 1990s, has seen the major cities and strong, regional centres winning at the expense of the smaller towns.

Appendix E

Residential Market Statistics

Appendix E – Residential Market Statistics

1 - Property Prices 2003

Property Prices (Oct-Dec 03) Source: Land Registry)										
	Detached		Semi-Detached		Terraced		Flat/ Maisonette		Overall	
	Av Price	Sales	Av Price	Sales	Av Price	Sales	Av Price	Sales	Av Price	Sales
Sheffield	201,477	491	106,206	813	81,619	866	99,250	251	116,011	2421
Newcastle	243,195	97	133,742	314	116,590	314	105,129	413	126,538	1300
Leeds	238,508	594	121,808	1324	87,909	1502	134,733	598	128,311	4018
Nottingham	189,122	1637	102,913	1597	76,751	989	94,551	171	128,816	4394
Manchester	20,226	92	115,566	666	61,794	1125	136,682	715	101,338	2598
Birmingham	271,785	449	132,508	1511	103,065	1793	124,971	904	133,137	4657
Liverpool	192,576	120	109,980	530	56,301	1297	119,604	342	85,332	2289
Source: Land Registry										

2 - Property Price Trends

Key Regional Centres	Q4 1996	Q4 1997	Q4 1998	Q4 1999	Q4 2000	Q4 2001	Q4 2002	Q4 2003 (p)
Prices								
East Riding of Yorks	£61,046	£63,073	£63,112	£65,790	£74,790	£79,846	£103,169	£123,117
Gtr Manchester	£52,456	£55,866	£58,300	£64,907	£67,261	£74,661	£89,391	£106,333
Merseyside	£51,616	£54,078	£55,635	£61,886	£65,737	£73,589	£85,220	£101,673
North Yorkshire	£70,208	£77,552	£76,840	£87,396	£98,468	£105,906	£136,898	£161,012
South Yorkshire	£49,700	£51,024	£53,715	£56,540	£60,398	£67,309	£81,059	£99,275
Tyne & Wear	£51,114	£53,042	£56,996	£60,967	£62,639	£69,512	£85,902	£105,963
West Midlands	£58,224	£60,946	£64,057	£70,193	£77,700	£87,540	£108,239	£128,142
West Yorkshire	£55,257	£56,711	£58,773	£64,420	£69,008	£74,868	£90,326	£110,336
England & Wales	£72,144	£79,703	£84,330	£98,039	£110,219	£119,816	£145,595	£163,584

3 - Volume of Sales

Volume of Sales	Q4 1996	Q4 1997	Q4 1998	Q4 1999	Q4 2000	Q4 2001	Q4 2002	Q4 2003 (p)
East Riding of Yorks	1543	1750	1734	1930	2054	2458	2328	2402
Gtr Manchester	9643	11354	10754	12591	12166	14217	16161	14200
Merseyside	4491	5224	5602	6455	5641	6540	7238	6647
North Yorkshire	2416	2887	2617	3690	3178	3911	3742	3491
South Yorkshire	3793	4873	5169	5942	5860	7089	7194	6347
Tyne & Wear	3539	4336	4451	5016	5006	5670	6146	5576
West Midlands	8703	10028	9694	12070	10660	12587	13019	11331
West Yorkshire	7905	9510	9289	11491	10731	12802	13552	12112
England & Wales	230198	273766	255396	324229	272350	324360	335499	301405

4 - Local House Price Data / Local Market Research

Developer	Scheme	Land Manager	View on Don Valley	Sales Director	Types	Total number of units	Ave £psf	Take up	When scheme commenced
Bloor	Woodside	Alistair Sykes	In principle no problem, but would be very site specific. Its what's around the site that matters - not the site itself. Bigger the better	Amanda Firth (Ashby Office)	1, 3, 4 and 5 bed apartments and houses	c. 350	3/4 bed £160 3 storey £140 apart £195		c. 2000
Wimpey	Brooklands	Craig Hawley	Not keen to be a pioneer. Low capital values - £120ish. Dirty sites may have negative value. Poss problems with planning. Interested if site big enough		2, 3 and 4 bed houses	149	£159	148 sold as at 26/3/04	Mar-01
Barratt	The Copse	Nick Hague		Steve Price	4 bed houses, townhouses, apartments	123	£153	Last unit sold February 2004	Oct-00
Harron	Ferndale Park	Scott Varley	Definitely of interest if the site was right. Will look at sites which are "outside the box" i.e. unusual locations etc	Marie Fletcher		34	£141	31	Apr-03
PJ Livesey	Kingswood Hall				1 and 2 bed apartments	85			
Redrow	Church View	Bob Askam	Would consider it. May also do mixed use	Janine Bellamy		117	£123	67 as at 26/3/04	Aug-01
JJ Developments	Woodview Court				2 bed apartments	12	c. £160	3 as at 26/3/04	
JJ Developments	King James'				2 bed apartments and 2 and 3 bed townhouses	11 apartments; 6 townhouses	c. £165		
Bellway	Parklands			Tony Paylor			c. £118		
Persimmon	Highgrove	Jed Collingwood			1, 2 & 3 bed apartments; 5 & 6 bed detached houses				
Persimmon	Weetwood Gardens				2 bed apartments and 4 bed duplexes	36 two beds; 12 four beds			
Source: Jones Lang LaSalle									