

## Golders Green - 872 Finchley Rd

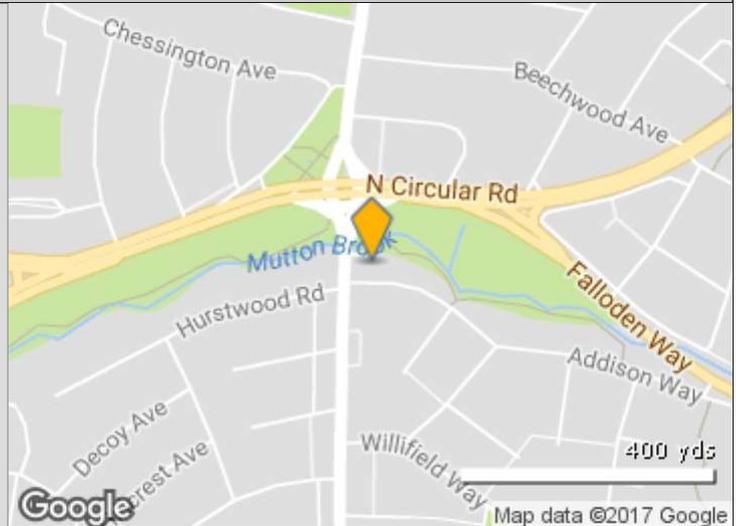
**SOLD**

2

London, NW11 6AH

Sale on 17/10/2017 for £3,300,000 (£4,558.01/SF) - Public Record

724 SF Retail Supermarket Building



### Buyer & Seller Contact Info

Buyer Type:

Seller Type:

Listing Agent:

**Allsop**

**Mark Gower**

020 7543 6727

**Doug Guild**

020 7543 6890

### Transaction Details

ID: 4038104

Sale Date: **17/10/2017 (18 days on market)**  
Escrow Length: -  
Sale Price: **£3,300,000-Confirmed**  
Asking Price: **£2,200,000**  
Price/SF: **£4,558.01**  
Price/AC Land Gross: **£8,250,000.00**  
Tenure: **Long Leasehold**  
Percent Leased: **100.0%**  
Net Initial Yield: **3.07%**  
Sale Conditions: **Auction Sale**

Sale Type: **Investment**  
Bldg Type: **Retail - Supermarket**  
Year Built/Age: -  
NIA: **724 SF**  
Land Area: **0.40 AC (17,424 SF)**  
Star Rating: **★★★☆☆**

No. of Tenants: **2**  
Tenants at time of sale: **Texaco; The Co-operative Food**  
Sale History: **Sold for £3,300,000 (£4,558.01/SF) on 17/10/2017**  
**Sold for £1,400,000 (£1,933.70/SF) on 01/07/2008**

### Transaction Notes

An undisclosed buyer has purchased the long leasehold interest in 724 sq ft (67.2 sq m) of space as an investment at auction for £3,300,000 reflecting a net initial yield of 3.07%. Allsop auction results.



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29/11/2017

**Golders Green - 872 Finchley Rd****SOLD**

724 SF Retail Supermarket Building (con't)

**Current Retail Information**

ID: 8507747

Property Type:	<b>Retail - Supermarket</b>	NIA:	<b>724 SF</b>
Centre:	<b>Golders Green</b>	Total Avail:	<b>0 SF</b>
Bldg Status:	<b>Existing</b>	% Leased:	<b>100.0%</b>
Owner Type:	-	Bldg Vacant:	<b>0 SF</b>
Owner Occupied:	<b>No</b>	Land Area:	<b>0.40 AC</b>
		Lot Dimensions:	-
		Plot Ratio:	<b>0.04</b>
		No. of Stores:	-
Service Charge:	-		
Property Mix:	<b>General Retail</b>	<b>724 SF</b>	<b>(100.0%)</b>

**Location Information**

Park Name: **Golders Green**  
Market: **London**  
Submarket: **London M25 Corridor NW Ret/Barnet Ret**  
County: **London**



## 174-178 George Ln

**SOLD**

3

London, E18 1AY

Sale on 01/09/2015 for £3,775,000 (£342.96/SF) - Research Complete  
11,007 SF Retail Supermarket Building



### Buyer & Seller Contact Info

Buyer Type:

Seller Type:

Listing Agent: **Colliers International**  
020 7935 4499

### Transaction Details

ID: 3429216

Sale Date: **01/09/2015**  
Escrow Length: -  
Sale Price: **£3,775,000-Confirmed**  
Asking Price: -  
Price/SF: **£342.96**  
Tenure: **Freehold**  
Percent Leased: **100.0%**  
Tenancy: **Single**  
Net Initial Yield: **4.38%**

Sale Type: **Investment**  
Bldg Type: **Retail - Supermarket**  
Year Built/Age: -  
NIA: **11,007 SF**  
Star Rating: ★★☆☆

No. of Tenants: **1**  
Tenants at time of sale: **Marks & Spencer Plc**  
Sale History: **Sold for £3,775,000 (£342.96/SF) on 01/09/2015**  
**Sold for £935,000 (£84.95/SF) on 14/10/1999**

### Transaction Notes

A new buyer has purchased the freehold interest in 11,007 sq ft (1,022.58 sq m) of retail space for £3,775,000 as an investment, reflecting a net initial yield of 4.38%.

The property is let to Marks & Spencer Plc. The current annual rent is £175,000 pa. Colliers International acted on behalf of the vendor.



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29/11/2017

**174-178 George Ln****SOLD**

11,007 SF Retail Supermarket Building (con't)

**Current Retail Information**

ID: 8537822

Property Type:	<b>Retail - Supermarket</b>	NIA:	<b>11,007 SF</b>
Centre:	-	Total Avail:	<b>0 SF</b>
Bldg Status:	<b>Existing</b>	% Leased:	<b>100.0%</b>
Owner Type:	-	Bldg Vacant:	<b>0 SF</b>
		Land Area:	<b>0 AC</b>
Owner Occupied:	<b>No</b>	Lot Dimensions:	-
		No. of Stores:	-
Service Charge:	-		
Property Mix:	<b>General Retail</b>	<b>11,007 SF</b>	<b>(100.0%)</b>
Features:	<b>Roller Shutters, Security System</b>		

**Location Information**

Market: **London**  
Submarket: **London M25 Corridor NE Ret/Redbridge Ret**  
County: **London**



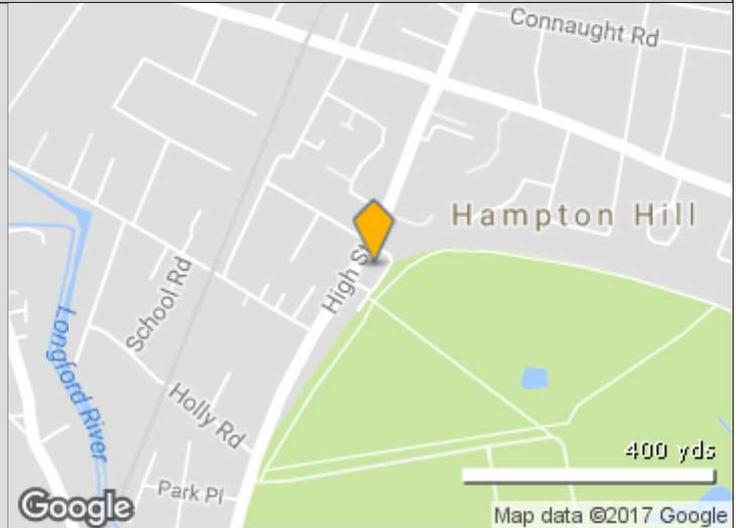
## Sainsburys - 68-78 High St

**SOLD**

4

Hampton, TW12 1NY

Sale on 01/09/2015 for £3,060,000 (£457.60/SF) - Research Complete  
6,687 SF Retail Supermarket Building Built in Jun 2009



### Buyer & Seller Contact Info

True Buyer: -

True Seller: **RBC Royal Bank**  
71A Queen Victoria St  
London, EC4V 4AB

Listing Agent: **Colliers International**  
020 7935 4499

### Transaction Details

ID: 3429027

Sale Date: **01/09/2015**  
Escrow Length: -  
Sale Price: **£3,060,000-Confirmed**  
Asking Price: -  
Price/SF: **£457.60**  
Tenure: **Freehold**  
Percent Leased: **100.0%**  
Net Initial Yield: **5.00%**

Sale Type: **Investment**  
Bldg Type: **Retail - Supermarket**  
Year Built/Age: **Built in Jun 2009 Age: 6**  
NIA: **6,687 SF**  
Star Rating: **★★★★☆**

No. of Tenants: **3**  
Tenants at time of sale: **Hampton Hill Branch Library; J Sainsbury Plc; Tala & Maya Ltd**

Sale History: **Sold for £3,060,000 (£457.60/SF) on 01/09/2015**  
**Sold for £2,500,000 (£373.86/SF) on 22/01/2010**

### Transaction Notes

An undisclosed buyer has purchased the freehold interest in 6,687 sq ft (621 sq m) of retail space for £3,060,000 as an investment, reflecting a net initial yield of 5.0 %.

Colliers International acted on behalf of the vendor.



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29/11/2017

## Sainsburys - 68-78 High St

**SOLD**

6,687 SF Retail Supermarket Building Built in Jun 2009 (con't)

### Current Retail Information

ID: 8643600

Property Type:	<b>Retail - Supermarket</b>	NIA:	<b>6,687 SF</b>
Centre:	<b>Sainsburys</b>	Total Avail:	<b>0 SF</b>
Bldg Status:	<b>Built in Jun 2009</b>	% Leased:	<b>100.0%</b>
Owner Type:	-	Bldg Vacant:	<b>0 SF</b>
		Land Area:	<b>0 AC</b>
Owner Occupied:	-	Lot Dimensions:	-
		No. of Stores:	-
Service Charge:	-		
Property Mix:	<b>General Retail</b>	<b>6,687 SF</b>	<b>(100.0%)</b>

### Location Information

Second Address: **68-78 High St**  
Market: **London**  
Submarket: **London M25 Corridor SW Ret/Richmond upon Thames Ret**  
County: **Middlesex**



**205-217 Kingston Rd****SOLD****New Malden, KT3 3SY**

Sale on 20/12/2015 for £14,250,000 (£271.77/SF) - Research Complete  
 52,434 SF Retail Supermarket Building Built in Jun 1992

**Buyer & Seller Contact Info**

True Buyer: **Aviva Investors Global Services Ltd**  
 1 Undershaft  
 London, EC3P 3DQ  
 020 7809 6000

True Seller: -

Buyer Type: **Investment Manager**  
 Buyer Agent: **Edgerley Simpson Howe & Partners**  
 020 7758 0400

Listing Agent: **Savills**  
**Jonothan Holmes**  
 020 7409 8826  
**Savills**  
**Mike Tench**  
 020 7951 2000  
**Philippa Goodall**  
 020 3124 2000

**Transaction Details**

ID: 3502178

Sale Date:	<b>20/12/2015 (110 days on market)</b>	Sale Type:	<b>Investment</b>
Escrow Length:	-	Bldg Type:	<b>Retail - Supermarket</b>
Sale Price:	<b>£14,250,000-Confirmed</b>	Year Built/Age:	<b>Built in Jun 1992 Age: 23</b>
Asking Price:	<b>£14,000,000</b>	NIA:	<b>52,434 SF</b>
Price/SF:	<b>£271.77</b>	Star Rating:	<b>★★★★☆</b>
Tenure:	<b>Freehold</b>		
Percent Leased:	<b>100.0%</b>		
Tenancy:	<b>Multi</b>		
Reversionary Yield:	<b>5.37%</b>		
Net Initial Yield:	<b>5.16%</b>		
No. of Tenants:	<b>2</b>		
Tenants at time of sale:	<b>Aldi; Matalan</b>		



**205-217 Kingston Rd****SOLD**

52,434 SF Retail Supermarket Building Built in Jun 1992 (con't)

**Transaction Notes**

Aviva Investors Global Services Ltd has purchased the freehold interest in a retail warehouse totalling 52,434 sq ft (4,870 sq m) from a private investor for £14.25m as an investment, reflecting a net initial yield of 5.16%. The asking price was £14m.

The ground floor area comprises 37,538 sq ft with additional existing and consented mezzanine floor area of 30,359 sq ft.

The property is let to Aldi and Matalan at a total passing rent of £773,375 per annum, equating to an overall rent of £20.70 per sq ft on the ground floor only. The average weighted unexpired lease term is 9.24 years.

Savills acted on behalf of the vendor, while Edgerley Simpson Howe & Partners represented the purchaser.

**Current Retail Information**

ID: 7443403

Property Type:	<b>Retail - Supermarket</b>	NIA:	<b>52,434 SF</b>
Centre:	-	Total Avail:	<b>0 SF</b>
Bldg Status:	<b>Built in Jun 1992</b>	% Leased:	<b>100.0%</b>
Owner Type:	<b>Investment Manager</b>	Bldg Vacant:	<b>0 SF</b>
		Land Area:	<b>0 AC</b>
Owner Occupied:	-	Lot Dimensions:	-
		No. of Stores:	-
Service Charge:	-		
Street Frontage:	<b>147 feet on Kingston Road</b>		
Property Mix:	<b>General Retail</b>	<b>52,434 SF</b>	<b>(100.0%)</b>

**Location Information**

Second Address: **205-207 Kingston Rd**  
 Market: **London**  
 Submarket: **London M25 Corridor SW Ret/Outer Kingston upon Thame**  
 County: **London**



6

**The Ambassador Building - 1 New Union Sq****SOLD**

London, SW8 5DN

Sale on 01/03/2016 for £22,000,000 (£578.95/SF) - Research Complete  
38,000 SF Retail Supermarket Building**Buyer & Seller Contact Info**

True Buyer: -

True Seller: **Ballymore Properties Ltd**161 Marsh Wall  
London, E14 9SQ  
020 7510 9100Buyer Agent: **JLL**  
**Megan Hutchinson**  
020 7493 4933Seller Type: **Developer/Owner-NTL**  
Listing Agent: **Coady Supple**  
020 7629 5251**Transaction Details**

ID: 3883725

Sale Date: **01/03/2016**  
Escrow Length: -  
Sale Price: **£22,000,000-Confirmed**  
Asking Price: -  
Price/SF: **£578.95**  
Tenure: **Long Leasehold**  
Percent Leased: **100.0%**  
Net Initial Yield: **3.50%**Sale Type: **Investment**  
Bldg Type: **Retail - Supermarket**  
Year Built/Age: -  
NIA: **38,000 SF**  
Star Rating: ★★★★★No. of Tenants: **1**  
Tenants at time of sale: **Waitrose****Transaction Notes**

A private UK investor has acquired the Waitrose unit at 1 New Union Square in Battersea, SW8, from Ballymore Properties for £22 million as an investment. A price at this level reflects a net initial yield of 3.5%.

The unit is let in its entirety to Waitrose on a 25-year lease at a current passing rent of £820,000 per annum.

Coady Supple acted on behalf of Ballymore Properties, while JLL represented the purchaser.

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**29/11/2017**

## The Ambassador Building - 1 New Union Sq

**SOLD**

38,000 SF Retail Supermarket Building (con't)

### Current Retail Information

ID: 10273386

Property Type:	<b>Retail - Supermarket</b>	NIA:	<b>38,000 SF</b>
Centre:	<b>The Ambassador Building</b>	Total Avail:	<b>0 SF</b>
Bldg Status:	<b>Existing</b>	% Leased:	<b>100.0%</b>
Owner Type:	-	Bldg Vacant:	<b>0 SF</b>
		Land Area:	<b>0 AC</b>
Owner Occupied:	-	Lot Dimensions:	-
		No. of Stores:	-
Service Charge:	-		

### Location Information

Park Name: **Embassy Garden**  
Market: **London**  
Submarket: **London Fringe Ret/London Southern Fringe Re**  
County: **London**



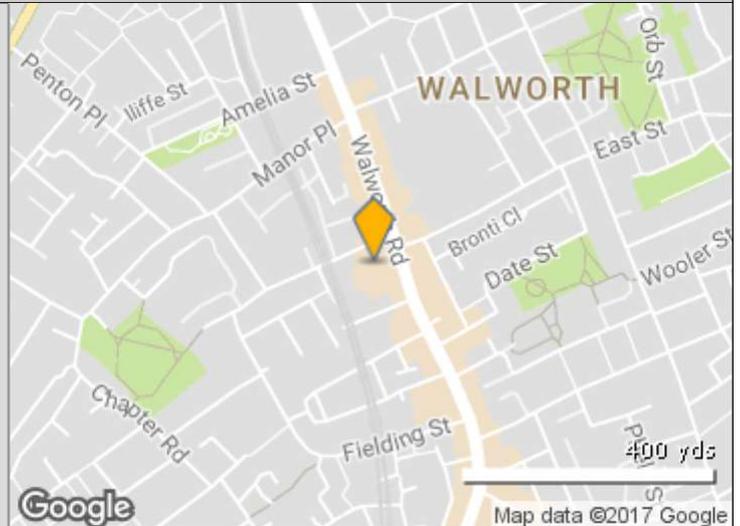
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**29/11/2017**

**264-276 Walworth Rd****SOLD****London, SE17 2TE**

Sale on 18/12/2015 for £13,250,000 (£480.11/SF) - Research Complete  
 27,598 SF Retail Supermarket Building Built in 1980

**Buyer & Seller Contact Info**

True Buyer: **TH Real Estate**  
 201 Bishopsgate  
 London, EC2M 3AE  
 020 3727 8000

Buyer Type: **Investment Manager**  
 Buyer Agent: **CWM Retail Property Advisors**  
 020 7494 6900

True Seller: **Ropemaker Properties Ltd**  
 Chertsey Rd  
 Sunbury On Thames, TW16 7BP  
 0845 602 1063

Seller Type: **Developer/Owner-NTL**  
 Listing Agent: **TPF Retail LLP**  
**Gerard Finn**  
 020 7462 5764

**Transaction Details**

ID: 3481422

Sale Date:	<b>18/12/2015</b>	Sale Type:	<b>Investment</b>
Escrow Length:	-	Bldg Type:	<b>Retail - Supermarket</b>
Sale Price:	<b>£13,250,000-Confirmed</b>	Year Built/Age:	<b>Built in 1980 Age: 35</b>
Asking Price:	-	NIA:	<b>27,598 SF</b>
Price/SF:	<b>£480.11</b>	Star Rating:	★★★★☆
Tenure:	<b>Long Leasehold</b>		
Percent Leased:	<b>100.0%</b>		
Tenancy:	<b>Single</b>		
Net Initial Yield:	<b>4.00%</b>		
No. of Tenants:	<b>1</b>		
Tenants at time of sale:	<b>Morrisons</b>		
Sale History:	<b>Sold for £13,250,000 (£480.11/SF) on 18/12/2015</b> <b>Sold for £7,150,000 (£259.08/SF) on 01/06/2005</b> <b>Sold for £2,626,000 (£95.15/SF) on 02/03/1998</b> <b>Sold for £2,000,000 (£72.47/SF) on 04/02/1993</b> <b>Sold on 18/06/1992</b> <b>Sold on 21/02/1991</b>		



**264-276 Walworth Rd****SOLD**

27,598 SF Retail Supermarket Building Built in 1980 (con't)

**Transaction Notes**

TH Real Estate have acquired the leasehold interest 264-276 Walworth Road, London SE17, from Ropemaker Properties Ltd, the property owning arm of BP Pension Fund, for £13.25m, reflecting a net initial yield of 4%.

The whole property is let to Morrisons on a 25-year lease that expires in September 2019 at a rental of £625,000 pa with the head lease geared to 10% of rent payable.

The 27,598 sq ft food store includes 94 car parking spaces on a 1.2 acre site.

Ropemaker was represented by TPF Retail & TH Real Estate by CWM.

**Current Retail Information**

ID: 8594626

Property Type:	<b>Retail - Supermarket</b>	NIA:	<b>27,598 SF</b>
Centre:	-	Total Avail:	<b>0 SF</b>
Bldg Status:	<b>Built in 1980</b>	% Leased:	<b>100.0%</b>
Owner Type:	<b>Investment Manager</b>	Bldg Vacant:	<b>0 SF</b>
		Land Area:	<b>0 AC</b>
Owner Occupied:	<b>No</b>	Lot Dimensions:	-
		No. of Stores:	-
Service Charge:	-		
Property Mix:	<b>General Retail</b>	<b>27,598 SF</b>	<b>(100.0%)</b>
Parking:	<b>94 Surface Spaces are available</b>		
Features:	<b>Security System, Storage Space</b>		

**Location Information**

Market:	<b>London</b>
Submarket:	<b>London Fringe Ret/London Southern Fringe Re</b>
County:	<b>London</b>





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**Appendix 5e – Leisure Revenue Evidence (NB some leisure evidence included in Appendix 5c)**

# CONFIDENTIAL LONG LEASEHOLD SALE

## BAD APPLE, 3-7 PARK STREET, CROYDON, CRO 1YD

### FOR SALE: FULLY FITTED LATE NIGHT BAR / PUB WITH 4AM LICENCE



- Prominent corner location
- Regeneration projects including redevelopment of the Whitgift Centre
- Close to High Street, Boxpark Croydon and East Croydon Station and a number of independent operators and local businesses
- A4 premises arranged over ground and first floor
- One bedroom flat located on the second floor
- Fully fitted late night bar / pub
- Premises licence allowing the sale of alcohol until 4am
- Total approximate floor area 5,687 sq ft (528 sq m)

- **LONG LEASEHOLD SALE:** Offers in the region of £1,750,000 subject to contract for the long leasehold interest, premises licence and F&F in situ
- **COMMERCIAL LEASE:** Rental offers in the region of £150,000 pa exclusive and offers in excess of £150,000 by way of a premium will be considered



For further information please contact:

**Jonathan Moradoff**

**Davis Coffey Lyons**

020 7299 0753

[jmoradoff@dcl.co.uk](mailto:jmoradoff@dcl.co.uk)

**Louie Gazdar**

**Davis Coffey Lyons**

020 7299 0745

[lgazdar@dcl.co.uk](mailto:lgazdar@dcl.co.uk)

**DAVIS  
COFFER  
LYONS**

# CONFIDENTIAL LONG LEASEHOLD SALE

## BAD APPLE, 3-7 PARK STREET, CROYDON, CRO 1YD

### PROPERTY

#### Location

The building occupies a prominent corner unit on Park Street, which runs parallel to George Street and is close to the junction with the High Street. East Croydon Station and Boxpark Croydon are also situated close by. There are a number of redevelopment projects earmarked, which includes the redevelopment of the Whitgift centre and various other development opportunities in the immediate vicinity. Local operators include Five Guys, Nando's, Turtle Bay, Pizza Express, the Slug and Lettuce and a number of late night operators, such as The Milan Bar, Dice Bar and Luna.

#### Description

The premises occupies the whole building as a late night bar/pub on the ground floor and first floor with residential uppers. Internally the ground floor comprises a large bar, dance floor, cloakroom and various private booths. The first floor consists of ladies and gents WC's, staff room and managers office. The second floor is arranged as a one bedroom flat that could be used as staff accommodation.

We understand the gross approximate areas to be as follows:

Ground Floor	345 sq m	3,715 sq ft
First Floor	146 sq m	1,572 sq ft
Second Floor (Residential)	<u>37 sq m</u>	<u>400 sq ft</u>
Total	528 sq m	5,687 sq ft

#### Planning

The premises benefits from A4 planning.

#### Licensing

There is a late night premises licence in place allowing the sale of alcohol. Details as follows;

Monday to Sunday 10.00am to 04.00am

We are verbally informed the premises benefits from a capacity of 400

#### Long Leasehold Sale

There is approximately 102 years remaining on the long leasehold interest.

Offers in the region of £1,750,000, subject to contract are invited for the benefit of the long leasehold interest, premises licence and fixtures and fittings in situ.

#### Commercial Lease

Offers for a new FRI lease with terms to be agreed will also be considered, subject to contract:

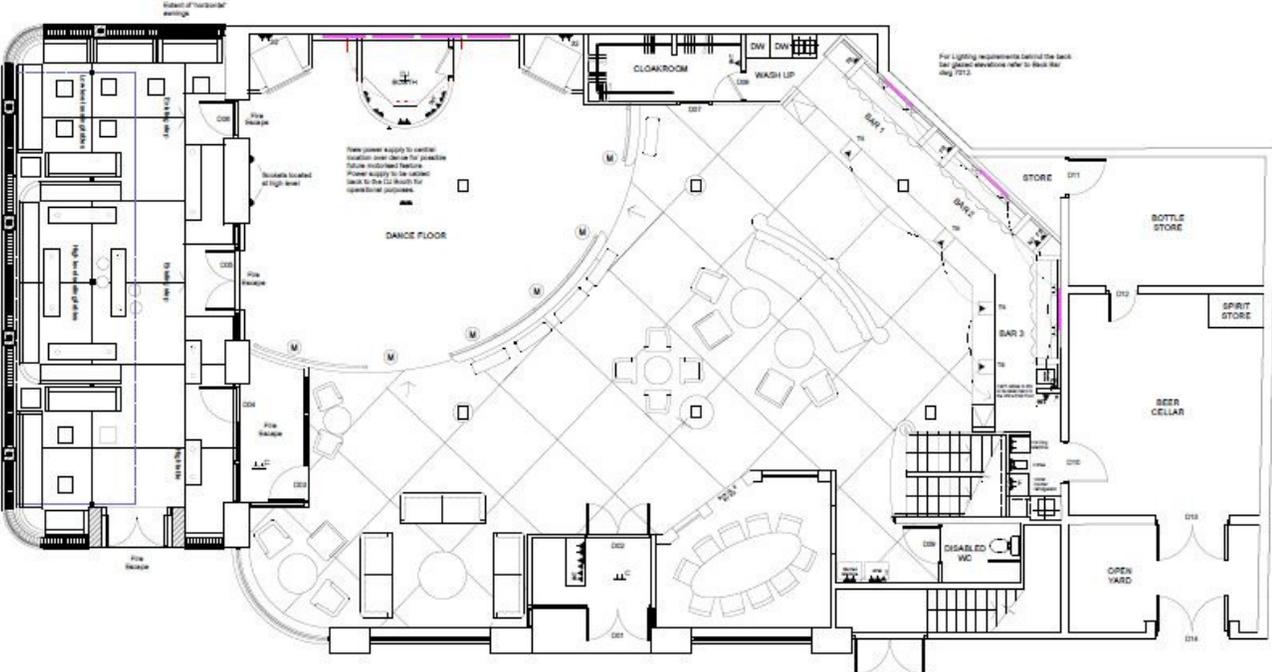
**Rent:** Offers in the region of £150,000 pax

**Premium:** Offers in excess of £150,000

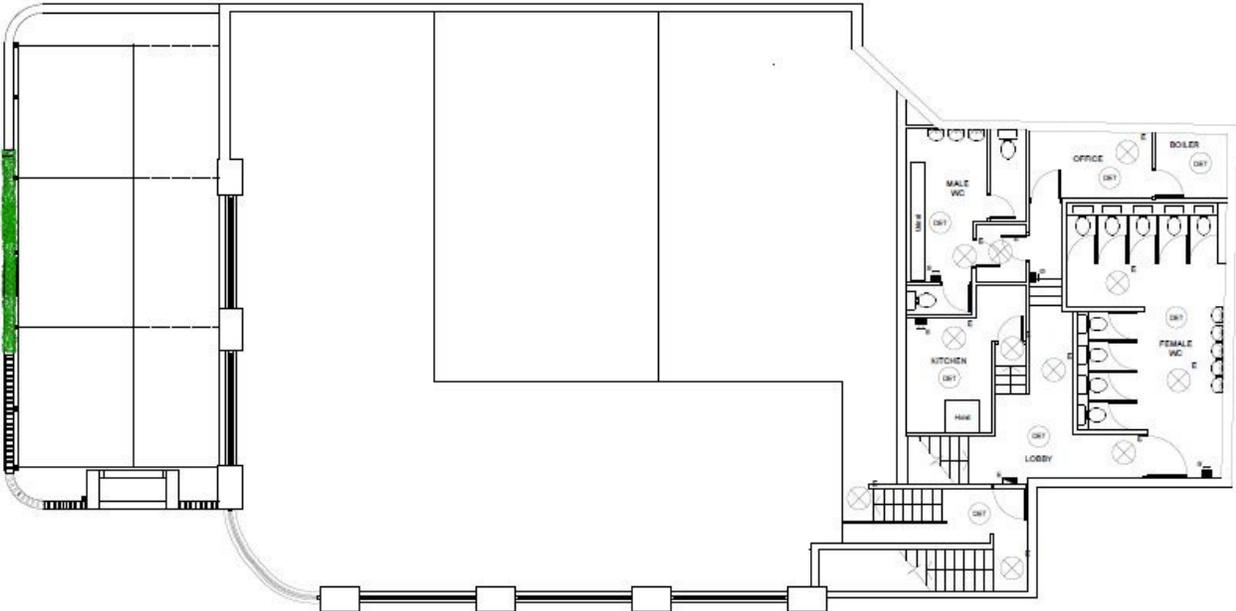
# CONFIDENTIAL LONG LEASEHOLD SALE

## BAD APPLE, 3-7 PARK STREET, CROYDON, CRO 1YD

### FLOOR PLANS



Ground Floor



First Floor

# CONFIDENTIAL LONG LEASEHOLD SALE

## BAD APPLE, 3-7 PARK STREET, CROYDON, CRO 1YD

### MAPS



Davis Coffer Lyons provide these particulars as a general guide to the property, which is offered subject to contract and to being available. These particulars do not constitute an offer or a contract or any part of an offer or contract. We (or anyone in our employ) do not imply, make or give any representation, guarantee or warranty whatsoever relating to the terms and neither does our client (the vendor or lessor). Any intending purchaser must by inspection or otherwise, satisfy himself as to the correctness of any of the statements contained in the particulars. All negotiations must be conducted through Davis Coffer Lyons Limited.

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## Appendix 5f – Hotel Revenue Evidence

## Croydon

### Comparable Hotel Sales

<u>Date</u>	<u>Hotel / City</u>	<u>Rating</u>	<u>Room Count</u>	<u>Price</u>	<u>Price per Room</u>
2018	Croydon Park Hotel	Four Star	212	£29,800,000	£140,566
2015	Holiday Inn Express Croydon	Budget	156	£13,000,000	£83,333

**Appendix 5g – E(e-f), F.1 Revenue Evidence**

## Outer London Boroughs

### E(e-f) and F.1 Use Class Sales Transactions

Address	Description	Size (sq ft)	Sale Price	£/sq ft (GIA)	Date
Pioneer Place, Featherbed Lane, Addington, Croydon CR0 9AW	A significant D1 site currently used as a place of worship comprising 22,000 sq ft of accommodation of which, 6,500 sq ft is in poor/derelict condition. There are also 2 self contained 2 bed flats on the site which extends to 4.8 acres in total. There is also a large car park for 60 cars and a former school playing field. The use is restricted to religious use only by a title covenant with the Council.	22000	£3.5 (guide)	On market	
United Reformed Church, Bridle Road, Eastcote, HA5	Former church building extending to circa 9,000 sq ft, was marketed last summer. The agent reported an enormous amount of interest with 50 parties interested, and 15/16 offers at or above asking price (which was £2 million) and 6 of these offers above £3 million. Sold to a Hindu faith group.	9000	£4,270,000	£474.00	Aug-18
Austen Building, Lowlands Road, London, Harrow HA1 3AQ	Locally Listed building in D1 education use, extending to c 38,850 sq ft (GIA) on a site of 1.93 acres, is has been acquired for school use for £8,750,000.	38850	£8,750,000	£225.00	Dec-17
12-14 Station Road, Harrow	D1 college building next to Harrow & Wealdstone station. The property was originally constructed as an office, and most recently used as a D1 college building. It was sold in receivership to a faith group/charity for religious worship, although the agent reported the purchaser intends to develop the premises in due course. The agent also reported one offer for a Free School.	10645	£2,800,000	£263.00	Mar-16
51 Sheepcote Road, Harrow	Former faith school sold to a nursery operator. It was marketed in early 2015. The agent reported 40 viewings, and 20 offers, the majority from residential developers subject planning, and were clustered at £1.6 million. The offer from the nursery was also subject to planning. The agent reported an offer from an educational user at £1.4 million, and an offer from a Hindu temple for £1.575 million. This property is far smaller than the subject.	4278	£1,600,000	£374.00	Q1 2016
100 Amhurst Park, Stamford Hill, London N16	Victorian building formerly used as a church. Reconstructed in 1961 after war damage. Has a total GIA of 13,220 sq ft with car parking. Asking price was £3 million. Significant interest from Jewish community and mainly for use for Hasidic schools. Sold for £4.35 million (£329 psf).	13220	£4,350,000	£329.00	Apr-19
Chancel House, Neasdon Lane NW10 2UF	Former office building extending to 76,359 sq ft. Various attempts had been made for permitted development rights to convert it to residential but failed. Bought by the ESFA for education use.	76359	£18,700,000	£245.00	Oct-16
Former Penn School, Church Road, High Wycombe	Freehold development opportunity. Built in 1947, it has been a residential school since 1921 and has potential for a range of alternative uses. It was bought by the ESFA in March 2016 for £11,495,000 equating to £205 psf, for continued school use.	55988	£11,495,000	£205.00	Mar-16
Former Beis Shammai School, Chigwell	2 storey former sports centre converted to a school with D1 use extending to 17,566 sq ft set over 5.14 acres. Marketed as suitable for alternative uses STP. Purchased by Nilkanth Estates, a Hindu charity. The group have secured planning permission to adapt and refurbish the building into a Hindu Temple.	17566	£5,700,000	£324.00	Oct-16

College of North West London, Priory Park Road, Kilburn	College building in very good condition, constructed in 2007. The guide price was £8 million and it sold for £7 million for education use for a new free school.	30,193	£7,000,000	£232.00	Feb-14
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## Appendix 6

## Appendix 6 - Qualitative Overview of Commercial Assumptions

This appendix provides a brief overview of each commercial market for which we have made assumptions that feed into our assessment. This should be read in conjunction with Appendix 5. We state where we have liaised with our internal specialist teams and where we have relied on external market reports.

This allows us to form a view on our assumptions where there is limited quantitative data.

### Croydon Office Market

Liaising with our internal capital markets team and reviewing the Croydon office market Spotlight written by Savills in 2019<sup>1</sup> we have been informed that uptake in the centre of the borough is very high and prime rents are increasing as it grows as a popular location for office occupiers and investors. The majority of the office space in Croydon is Grade B, and supply has been decreasing of all grades further demonstrating the demand for office space.

Outside of the CMC, Croydon offices are not generally of high quality or in as high demand and as such there are few typologies like this outside of the centre.

### Croydon Industrial Market

The industrial/logistics market in general across key locations in the UK is growing as demand also grows. Our industrial team inform us that Croydon as an industrial location has seen strong rental growth and developer interest over the last 12-18 months. Several articles, including ones by Property Week and Develop Croydon<sup>2</sup> have been written about how Croydon is a growing industrial location and that vacancies are as low as they have ever been, attracting investors and occupiers as high profile as Amazon.

The key area for the borough's industrial and logistics growth is in the Purley Way, albeit many areas in the borough are close to key transport nodes that make them attractive to occupiers and developers.

### Croydon Retail Market

Croydon's retail market, particularly in the centre, has been awaiting the future Westfield development to start and kickstart a market in the borough that is suffering<sup>3</sup>. This is the case across the country with the decline of the high street. However, with a large amount of residential development in the pipeline for Croydon it should still be considered as a good location given the number of people it is likely to serve.

Outside of the CMC, the retail offering is largely independent stores of varying quality and success.

### Croydon Supermarket Market

The Croydon supermarket market is similar to other outer London boroughs and is being helped by the development of new homes. There are few largescale supermarkets in the centre, but as the population of Croydon grows there may be further need for them. This

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<sup>1</sup> [https://www.savills.com/research\\_articles/255800/290270-0](https://www.savills.com/research_articles/255800/290270-0)

<sup>2</sup> <https://developcroydon.com/croydon-industrial-in-demand/>

<sup>3</sup> <https://www.retail-week.com/stores/analysis-is-westfield-delay-making-croydon-a-retail-graveyard-7031847.article?authent=1>



potentially explains the improvement in the supermarket market as shown in Colliers Supermarket Property Overview in 2019.<sup>4</sup>

### **Croydon Leisure Market**

In general, the leisure typology we have tested, being a night club and cinema complex, are in decline in Croydon. Our Leisure Team inform us that 5 night clubs in Croydon have closed in the last 7 years.

Other leisure markets such as gyms and sports clubs remain popular but there is limited development of this in Croydon recently.

### **Croydon Hotel Market**

Croydon is not a sought-after hotel location and as such can be considered a regional location with few tourism offerings. Similarly, to the retail market, this could change with the addition of Westfield. The types of hotel found in Croydon are not luxury and the comparables given in Appendix 5 represent the price level that will be achieved per room.

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<sup>4</sup> <https://www2.colliers.com/en-gb/news/05-02-20-improved-uk-supermarket-performance-sparks-property-investment-surge>



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## Appendix 7

£/m<sup>2</sup> study

**Description:** Rate per m<sup>2</sup> gross internal floor area for the building Cost including prelims.

**Last updated:** 04-Jul-2020 00:47

› Rebased to 1Q 2020 (332; sample 45) and London Borough of Croydon ( 122; sample 38 )

**Maximum age of results:** Default period

Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
<b>New build</b>							
<b>284.2 Purpose built warehouses/stores</b>							
Generally (15)	1,240	450	749	940	1,443	5,234	37
Up to 500m <sup>2</sup> GFA (15)	2,401	749	1,397	1,876	3,045	5,234	6
500 to 2000m <sup>2</sup> GFA (15)	1,092	535	782	928	1,327	1,963	14
Over 2000m <sup>2</sup> GFA (15)	953	450	668	791	1,120	1,801	17
<b>320. Offices</b>							
Generally (15)	2,293	1,186	1,687	2,179	2,747	5,811	107
<b>Air-conditioned</b>							
Generally (15)	2,374	1,418	1,863	2,264	2,747	4,083	31
1-2 storey (15)	2,208	1,418	1,828	2,080	2,363	4,083	12
3-5 storey (15)	2,239	1,608	1,762	2,258	2,747	3,206	11
6 storey or above (15)	2,731	2,062	2,440	2,633	2,833	3,879	7
<b>Not air-conditioned</b>							
Generally (15)	2,276	1,186	1,661	2,203	2,800	4,015	52
1-2 storey (15)	2,240	1,263	1,616	2,189	2,719	3,796	26
3-5 storey (15)	2,262	1,186	1,663	2,182	2,703	4,015	23
6 storey or above (20)	2,807	2,179	-	2,900	-	3,250	4
<b>344. Hypermarkets, supermarkets</b>							
Generally (30)	1,923	793	1,342	1,708	2,567	3,308	32
Up to 1000m <sup>2</sup> (30)	1,997	1,342	-	1,733	-	3,179	4
1000 to 7000m <sup>2</sup> GFA (30)	1,915	793	1,245	1,701	2,579	3,308	26
7000 to 15000m <sup>2</sup> (30)	1,619	-	-	-	-	-	1
Over 15000m <sup>2</sup> GFA (30)	2,116	-	-	-	-	-	1
<b>345. Shops</b>							
Generally (30)	1,794	712	1,031	1,303	2,363	5,001	23
1-2 storey (30)	1,804	712	1,029	1,252	2,407	5,001	22
3-5 storey (30)	1,567	-	-	-	-	-	1
512. Restaurants (25)	3,789	2,326	-	-	-	5,252	2
<b>517. Public houses, licensed premises</b>							
Generally (25)	2,653	1,675	2,447	2,682	2,815	3,425	13

Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
Up to 500m <sup>2</sup> GFA (25)	2,830	2,447	-	-	-	3,212	2
500 to 2000m <sup>2</sup> GFA (25)	2,620	1,675	2,440	2,682	2,768	3,425	11
525. Cinemas (30)	2,051	-	-	-	-	-	1
<b>532. Community Centres</b>							
Generally (25)	2,542	1,061	1,963	2,407	2,945	7,894	130
<b>Up to 500m<sup>2</sup> GFA</b>							
Generally (25)	2,649	1,061	1,790	2,252	3,241	7,894	57
Steel framed (25)	3,080	1,491	1,963	2,599	3,603	7,894	22
Concrete framed (50)	1,654	-	-	-	-	-	1
Brick construction (25)	2,012	1,061	1,590	1,926	2,250	3,649	26
Timber framed (25)	3,447	2,489	3,046	3,331	3,873	4,478	8
<b>500 to 2000m<sup>2</sup> GFA</b>							
Generally (25)	2,462	1,073	2,140	2,416	2,799	4,066	69
Steel framed (25)	2,450	1,295	2,112	2,380	2,824	4,046	41
Concrete framed (30)	2,534	-	-	-	-	-	1
Brick construction (25)	2,344	1,073	2,126	2,303	2,728	4,066	20
Timber framed (25)	2,858	2,172	2,625	2,663	3,181	3,560	7
<b>Over 2000m<sup>2</sup> GFA</b>							
Generally (25)	2,392	1,971	-	2,491	-	2,615	4
Steel framed (30)	2,351	1,722	-	2,491	-	2,698	4
Concrete framed (50)	1,759	-	-	-	-	-	1
Brick construction (50)	1,298	-	-	-	-	-	1
Timber framed (10)	2,615	-	-	-	-	-	1
<b>562.1 Sports centres/recreational centres</b>							
Generally (15)	2,188	1,088	1,848	2,074	2,416	3,986	23
Up to 500m <sup>2</sup> GFA (15)	2,619	1,790	-	2,351	-	3,986	4
500 to 2000m <sup>2</sup> GFA (15)	2,346	1,847	1,989	2,258	2,581	3,477	12
Over 2000m <sup>2</sup> GFA (15)	1,671	1,088	1,396	1,742	1,993	2,088	7
<b>710. Schools</b>							
Generally (15)	2,775	1,034	2,322	2,713	3,172	6,251	639
Public (15)	2,795	1,079	2,332	2,735	3,187	6,251	580
Private (15)	2,564	1,034	2,131	2,559	2,896	4,326	58
<b>711. Nursery schools/creches</b>							
Generally (15)	2,982	1,034	2,422	2,945	3,426	5,594	110
Up to 500m <sup>2</sup> GFA (15)	3,033	1,399	2,480	2,980	3,534	5,594	88
500 to 2000m <sup>2</sup> GFA (15)	2,726	1,034	2,293	2,671	3,244	3,958	21
Over 2000m <sup>2</sup> GFA (25)	3,330	2,779	-	-	-	3,881	2
<b>712. Primary schools</b>							
Generally (15)	2,864	1,717	2,388	2,842	3,246	5,021	228

Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
Up to 500m <sup>2</sup> GFA (15)	3,130	1,751	2,758	3,058	3,679	4,277	35
500 to 2000m <sup>2</sup> GFA (15)	2,859	1,717	2,388	2,834	3,222	4,428	96
Over 2000m <sup>2</sup> GFA (15)	2,774	1,734	2,277	2,698	3,167	5,021	97
712.1 Middle schools (20)	2,434	1,947	2,083	2,364	2,490	3,410	6
712.12 Primary/middle schools - specialised teaching blocks (15)	1,552	1,094	-	1,587	-	1,941	4
712.8 Primary Schools - mixed facilities (15)	2,585	1,243	2,172	2,586	3,014	3,822	64
713. Secondary schools (high schools) (15)	2,574	1,327	2,219	2,573	2,917	6,251	65
713.1 Secondary schools - specialised teaching blocks (15)	2,705	1,079	2,229	2,574	3,073	5,210	51
713.8 Secondary Schools - mixed facilities (15)	2,396	1,516	2,027	2,496	2,795	3,195	33
715.8 All Through Schools - mixed facilities (5)	2,803	2,367	-	-	-	3,238	2
717. Special schools (15)	2,881	1,985	2,441	2,796	3,107	5,263	36
717.2 Schools for those with learning disabilities (15)	2,813	1,985	2,493	2,774	3,067	4,314	27
717.3 Schools for the physically disabled (20)	2,446	2,192	-	2,512	-	2,565	4
717.8 Boarding schools - mixed teaching/residential buildings only (30)	2,652	-	-	-	-	-	1
719.1 Playcare centres, out of school clubs (15)	2,699	2,674	-	-	-	2,723	2
<b>810.1 Estate housing</b>							
Generally (15)	1,562	763	1,337	1,508	1,709	5,414	1591
Single storey (15)	1,750	998	1,483	1,687	1,971	5,414	260
2-storey (15)	1,512	763	1,316	1,472	1,649	3,292	1223
3-storey (15)	1,592	978	1,307	1,516	1,786	3,193	103
4-storey or above (15)	3,303	1,604	2,654	2,963	4,411	4,882	5
810.11 Estate housing detached (15)	1,967	1,163	1,506	1,718	2,013	5,414	20
<b>810.12 Estate housing semi detached</b>							
Generally (15)	1,555	924	1,341	1,530	1,711	2,882	376
Single storey (15)	1,723	1,110	1,471	1,705	1,916	2,882	74
2-storey (15)	1,516	924	1,339	1,489	1,664	2,633	288
3-storey (15)	1,482	1,108	1,202	1,451	1,582	2,263	14
<b>810.13 Estate housing terraced</b>							
Generally (15)	1,606	978	1,320	1,523	1,775	4,882	313

Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
Single storey (15)	1,814	1,196	1,523	1,705	2,153	2,561	33
2-storey (15)	1,551	982	1,310	1,493	1,711	3,292	230
3-storey (15)	1,600	978	1,296	1,510	1,760	3,193	48
4-storey or above (10)	4,647	4,411	-	-	-	4,882	2
<b>816. Flats (apartments)</b>							
Generally (15)	1,836	910	1,530	1,745	2,063	6,345	888
1-2 storey (15)	1,748	1,064	1,490	1,669	1,929	3,148	209
3-5 storey (15)	1,805	910	1,521	1,737	2,036	3,826	583
6 storey or above (15)	2,225	1,330	1,807	2,068	2,391	6,345	93
<b>820.1 'One-off' housing detached (3 units or less)</b>							
Generally (15)	2,721	1,092	1,893	2,372	3,289	7,509	133
Single storey (15)	2,058	1,092	1,702	1,990	2,351	3,684	35
2-storey (15)	2,619	1,160	1,924	2,361	3,177	4,976	64
3-storey (15)	3,314	1,560	2,483	3,238	3,751	6,098	27
4-storey or above (15)	5,466	2,918	3,761	6,467	6,673	7,509	5
<b>820.2 'One-off' housing semi-detached (3 units or less) (15)</b>	1,926	1,150	1,627	1,789	2,159	6,341	75
<b>820.3 'One-off' housing terraced (3 units or less) (15)</b>	1,796	1,446	1,484	1,600	1,789	3,772	14
<b>852. Hotels (15)</b>	2,513	1,454	2,074	2,429	2,964	3,754	20

£/m2 study

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

**Last updated:** 04-Jul-2020 00:47

› Rebased to 1Q 2020 (332; sample 45) and London Borough of Croydon ( 122; sample 38 )

**Maximum age of results:** Default period

Building function (Maximum age of projects)	£/m <sup>2</sup> gross internal floor area						Sample
	Mean	Lowest	Lower quartiles	Median	Upper quartiles	Highest	
<b>Rehabilitation/Conversion</b>							
<b>320. Offices</b>							
Generally (15)	1,454	194	646	1,205	1,864	5,860	103
<b>Air-conditioned</b>							
Generally (15)	1,626	326	960	1,286	1,993	5,860	43
1-2 storey (15)	1,537	326	605	1,061	1,845	5,860	14
3-5 storey (15)	1,834	395	983	1,425	2,257	4,754	16
6 storey or above (15)	1,556	627	1,123	1,369	2,001	2,730	10
<b>Not air-conditioned</b>							
Generally (15)	1,568	309	930	1,354	2,181	3,982	34
1-2 storey (15)	1,461	309	886	1,178	2,038	3,374	17
3-5 storey (15)	1,614	486	1,190	1,369	1,960	3,982	13
6 storey or above (25)	986	363	500	561	1,393	2,282	6
345. Shops (15)	1,512	324	513	644	2,053	4,027	5
<b>816. Flats (apartments)</b>							
Generally (15)	1,924	560	1,168	1,512	2,000	6,636	83
1-2 storey (15)	2,352	645	1,234	1,564	2,664	6,636	20
3-5 storey (15)	1,636	560	1,188	1,477	1,759	6,143	47
6 storey or above (15)	2,318	640	1,268	1,783	3,090	5,562	15



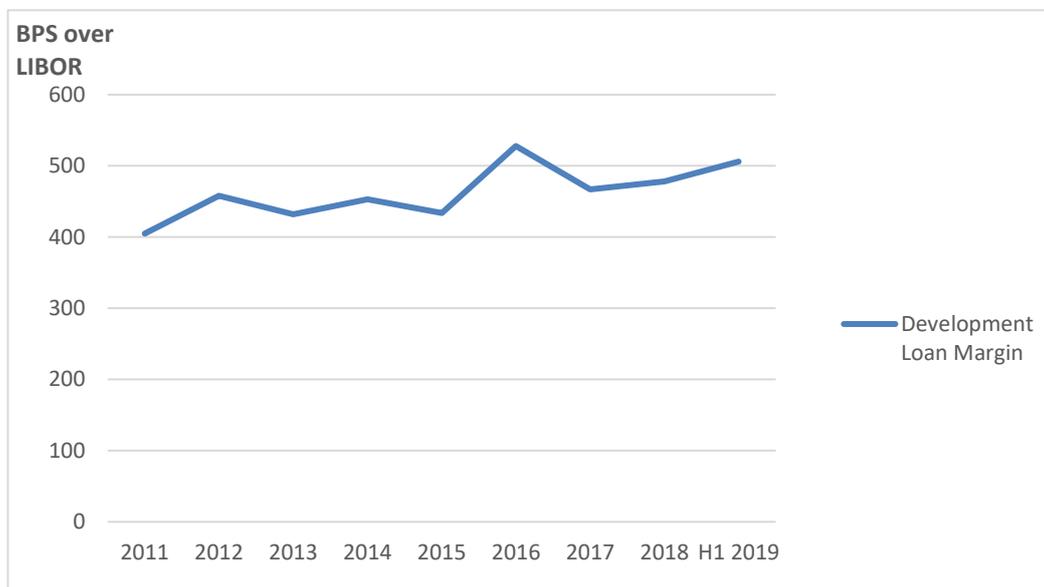
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## Appendix 8

## Appendix 8 – Finance Rate Justification

- 1.1 The interest rate applied in the appraisals represents a total cost of capital in financing the typologies. This reflects both debt and equity financing with the banks requiring a larger element of the latter relative to the former following the economic crisis. The debt element reflects both a margin and risk premium above 5 year swap rates. The equity element should in theory reflect an equity return which may be calculated by reference to the weighted average cost of capital (WACC). However, this would also need to have regard to the level of development return, which is reflected in the amount of profit a scheme is producing. It follows that to avoid double-counting, the equity element should broadly follow the level of debt interest plus a margin to reflect the more costly equity.
- 1.2 Cass Commercial Real Estate Lending Survey Mid-Year 2019 (formerly conducted by De Montfort) collates a sample of the conditions under which lenders offer development finance.
- 1.3 The survey which has been running for twenty years comments on the changes in the commercial real estate lending cycle over the period since 1999 as follows:
  - Throughout the 20 years that the survey has been operating loan origination has had a general link with and values and trading in the real estate market with the observed norm being that for every £1 in real estate transactions 50p is generated in loan origination.
  - The exception to this norm is seen in the years leading up to and even through the start of the market crisis during which loan origination significantly exceeded the level that could be expected from market activity and continued even whilst capital values fell.
  - The result of the extreme lending market was a wave of loan defaults which peaked in 2012 and only returned to normal levels by 2016 approximately ten years after capital values reached their highest levels.
  - The Mid-year 2019 survey reports that a downturn in transactions has caused this balance to shift once more.
- 1.4 The survey highlighted that development loans terms by all surveyed lenders entailed (including UK lenders and building societies, German lenders, North American lenders, other international lenders and non-bank lenders) comprised of the following:

- **Residential for sale:** Loan to cost ratios of up to 95%; average interest rate margins of 506 bps; average arrangement fees of 121 bps.
- **Pre-let office:** Average loan to cost ratios of 40% to 85%; average interest rate margins of 400 bps; average arrangement fees of 121 bps.
- **Speculative commercial:** Loan to cost ratios of up to 85%; average interest rate margins of 541 bps; average arrangement fees of 125 bps.
- **50% speculative / 50% pre-let commercial:** Average loan to cost ratios of up to 90%; average interest rate margins of 517 bps; average arrangement fees of 126 bps.



**Chart 1: All Lenders Residential Development Lending Margin**

- 1.5 Only a minority of lenders in the Cass study are active in or targeting development lending, even fewer in speculative schemes, and fewer again in residential development so the sample size was limited to 10 to 30 responses.
- 1.6 At mid-2019, only a minority of lenders are active in or targeting development lending, even fewer in speculative schemes. Target margins remain high not only against the 150-225 bps margins prevailing before 2008, but also stand at or above the elevated levels reached in the years from 2010 to 2015.
- 1.7 It is tempting to ascribe the market step-up in 2016, most marked for speculative office schemes, to a Brexit effect. This is not proven, although margins for commercial development have fallen slightly through the first half of 2019.

- 1.8 According to Cass, pre-let development margins can start from 225 bps for LTC levels of 60 – 70% and from 275 bps for speculative schemes. For residential schemes margins can start from 225 bps, but lenders require high amounts of pre-sales ranging from 20 – 40%.
- 1.9 The UK CRE lending market has seen a rising number and range of lenders. These include new small debt funds launched by asset management firms and less conventional lending channels such as peer-to-peer lending by pension funds and to a limited extent crowdfunding platforms for both investment and development loans.
- 1.10 Given that senior debt is generally offered at 50% to 80% of cost of development projects, the remainder of project financing will, in most cases, comprised of equity and in some cases varying levels of junior debt, mezzanine debt.
- 1.11 Junior debt and particularly mezzanine debt are typically provided by specialist platforms, and a lack of available research exists as to average lending criteria. The IPF, for example, states that “mezzanine finance is not a product that many banks provide” and “this type of finance is typically associated with projects funded on a profit share basis”.
- 1.12 Given the lack of available research and idiosyncratic nature of subordinate debt arrangements for real estate development funding, we have omitted this from our assessment of the market rate for development finance. The remaining project cost not provided by senior debt is therefore assumed to be equity financed.
- 1.13 Despite the Bank of England raising interest rates in 2017 and 2018 from the historic low of 0.25% to the current rate of 0.75%, the market sentiment is that any further rises will be small and gradual.
- 1.14 Recent uncertainty driven by the outbreak of Coronavirus has seen the US Federal Reserve cut interest rates by 0.5%. Markets have priced in a quarter-point reduction to 0.5% at the next Bank of England policy meeting on March 26 and there is even the possibility of a further rate cut to 0.25% which would equal the all -time low.
- 1.15 That said at present finance remains largely available, and total borrowing costs continue to be tempered by relatively low UK government bond yields and a base interest rate of 0.75%, both of which partially underpin development finance margins and loan availability.

- 1.16 As far as financing is concerned, we have adopted a total cost of capital for financing the typologies of 7.00%. The total cost also takes into account arrangement, monitoring and related fees.
- 1.17 Due to the ongoing negotiations following Brexit and continued uncertainty around the impact on bank lending rates, we reserve the right to review this input.

**Table 2: Finance rate adopted**

Description	Allowance
Finance Rate	7.00%

Source: Gerald Eve

**Appendix 9**

## Appendix 9 – Greenfield and Brownfield Land Value Evidence

This appendix provides the evidence and sources for where we obtained our land values for Greenfield and Brownfield sites for the purposes of calculating Existing Use Value (“EUUV”) in our Benchmark Land Value (“BLV”) assessment.

We have had sight of the Ministry of Housing, Communities and Local Government (“MCLG”) guidance *Land Value Estimates for Policy Appraisal 2019: Guidelines for Use* (the “Land Value Guidance”) published on 18 August 2020, and where possible supplemented this with transactional evidence or previous viability studies, which is in line with paragraph 016 of the NPG. The Land Value Guidance is based on values provided by the Valuation Office Agency (“VOA”).

### Residential Land

The Land Value Guidance provides evidence for “Residential” land for Croydon.

Croydon Residential Land - £12,315,000 per hectare, (Land Value Guidance VOA Land Values spreadsheet “Residential” tab).

This value however is based on valuing the proposed developments of the land with the assumption that there are 120 units, ignoring planning obligations (i.e. 100% private housing) in this hypothetical development. As such, this equates to £102,625 per (private) unit.

This does not specifically refer to Greenfield and Brownfield Sites this is a useful cross-check for land values. We refer to this further in **Appendix 10** where we consider the premium applied to the land values.

The MCLG outline that where the schemes do not produce a positive land value, they have adopted a “floor value” of £370,000 per hectare. They state that this has been taken on a national basis but will clearly differ in different localities.

### Greenfield Land

The Land Value Guidance provides evidence for “Agricultural” land for London.

London Agricultural Land - £25,000 per hectare, (Land Value Guidance VOA Land Values spreadsheet “Agricultural” tab).

The MCLG assume that this is a typical location within the region and figures exclude any hope value.

We assume that Greenfield Land would be higher than this and closer to the value provided above for Croydon Residential Land.

We have also considered transactional evidence from outer London boroughs and surrounding counties that refer to “green” land, which is used as parkland or sports pitches, as this is a close comparable for London Greenfield Land. This is shown in Table 1 below.

**Table 1: “Green” land Transactional Evidence**

Site	Area (Ha)	Price	Date	Price per Hectare
Former Barclays Sports Ground and premises, Ealing (planning applied)	2.19	£6.75m	2017	£3.08m
Powerleague, Catford	6.05	£1.00m	2012	£165,289
Former Empire Sports Ground, Dartford	3.44	£475,000	2011	£138,081
Croysdale Avenue, Sunbury on Thames	2.23	£200,000	2008	£89,686
Shelton Close Sports Ground, Warlingham	3.14	£625,000	2006	£199,045
Woodside Park Football Pitch, Chelmsford	3.02	£2.04m	2017	£676,675
Oxford University Rugby Club, Oxford	2.57	£2.00m	2017	£778,210
Motspur Park, New Malden	8.09	£5.35m	2017	£661,310

By analysing the information and data provided in the Land Value Evidence by the MCLG and the transactional evidence for “Green” land in Croydon and around London, we believe that the value of Greenfield land of **£350,000 per hectare** used by BNPPRE in their CIL assessment in 2015 is still appropriate and we have adopted this in our assessment for the area wide study.

### Brownfield Land

In the Land Value Guidance the MCLG provide “Industrial” land values and information surrounding how these have been approached. They specify that the land values within their assessment are:

- A typical urban, brownfield location, with nearby uses likely to include later, modern residential developments;
- All services are assumed available to the edge of the site;
- Use is restricted to industrial/warehouse and full planning consent is in place;
- We have assumed that there are no abnormal site constraints or contamination and/or remediation issues.



Croydon Industrial Land - £4,250,000 per hectare (Land Value Guidance VOA Land Values spreadsheet “Residential” tab).

This, as per the assumptions assumes that this is development land with planning consent in place and as such this has an impact on the value upward.

We also note the surrounding areas Industrial land values:

Tandridge - £2,000,000 per hectare

Surrey Heath - £1,900,000 per hectare

Reigate and Banstead - £2,200,000 per hectare

Epsom and Ewell - £2,350,000 per hectare

Bromley - £4,250,000 per hectare

Merton - £4,000,000 per hectare

We have considered some transactions for open storage / brownfield sites as outlined in Table 2 below:

**Table 2: Open Storage / Brownfield Sites Evidence**

Site	Date	Area (Hectares)	Price	Price per Hectare
Godstone Road, Tandridge	2016	0.09	£400,000	£4.39m
Beddington Lane, Croydon	2018	2.18	£4.20m	£1.93m
Eastways, Chelmsford	2016	0.73	£1.26m	£1.72m
Stanhope Ind. Estate, East London	2016	0.73	£1.12m	£1.53m

There is limited evidence of brownfield sites being sold for their existing use, as the majority of them are sold for development. We have therefore considered the Land Value Guidance by the MCLG and the land values for industrial land in Croydon and the surrounding area, and where possible found transactions for brownfield sites in their existing use.

In conclusion, we believe that a Brownfield site land value of **£2,000,000 per hectare** as appropriate to apply in our assessment for the area wide study.



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## Appendix 10

## Appendix 10 – Benchmark Land Value Premium Analysis Results

This appendix provides the results from our analysis which was undertaken to help inform the premium to apply to the Existing Use Values (“EUJ”) calculated for each typology / site.

An explanation of how these results are applied to arrive at the appropriate Benchmark Land Value (“BLV”) for each typology is set out in the methodology at section 10 of the report.

### Residential Typologies

Table 1 below shows the number of residential land transaction evidence found in each residential zone and the average and median price per unit (based on the number of units in the scheme built or proposed on these sites) of these transactions.

**Table 1: Average and Median Price per Unit of Land Transactions in the Residential Zones**

Zone	Sample Size	Price per unit
COA Average Price per Unit	18	£97,785
COA Median Price per Unit		£90,459
Central Average Price per Unit	10	£77,777
Central Median Price per Unit		£62,381
North Average Price per Unit	8	£60,114
North Median Price per Unit		£50,024
South Average Price per Unit	7	£61,543
South Median Price per Unit		£45,970

We have also had sight of the Ministry of Housing, Communities and Local Government (“MCLG”) guidance *Land Value Estimates for Policy Appraisal 2019: Guidelines for Use* (the “Land Value Guidance”) published on 18 August 2020.

This outlines that in Croydon the value of residential land is £102,625 per unit. This is however based on the assumption that the schemes tested are 100% private and as such will reflect a higher figure.

To be able to compare to the MCLG figure, we undertook an analysis of the same land transactions but show the results on a price per private unit basis. This is shown in Table 2.

**Table 2: Average and Median Price per Private Unit of Land Transactions in the Residential Zones**

Zone	Sample Size	Price per Private Unit
COA Average Price per Private Unit	18	£126,738
COA Median Price per Private Unit		£125,870
Central Average Price per Private Unit	10	£98,372
Central Median Price per Private Unit		£83,154
North Average Price per Private Unit	8	£74,652
North Median Price per Private Unit		£52,810
South Average Price per Private Unit	7	£87,988
South Median Price per Private Unit		£54,600

As outlined in section 5 of the report, we calculated the Indicative Premiums by applying the above price per unit and price per private units to the typologies. We removed outliers in line with paragraph 004 of the NPG. An explanation of how these results are applied to arrive at the appropriate Benchmark Land Value (“BLV”) for each typology is also set out in the methodology at section 10 of the report.

**Table 3: Indicative Premiums for the COA**

	Lowest % Premium	Highest % Premium	Median % Premium	Mean % Premium
Mean £ per unit	-57%	268%	146%	129%
Median £ per unit	-61%	240%	128%	112%
Mean £ per private unit	-64%	210%	107%	93%
Median £ per private unit	-64%	208%	106%	<b>91%</b>

**Table 4: Indicative Premiums for the Central Zone**

	Lowest % Premium	Highest % Premium	Median % Premium	Mean % Premium
Mean £ per unit	-90%	439%	8%	147%
Median £ per unit	-92%	332%	-13%	98%
Mean £ per private unit	-91%	343%	-11%	103%
Median £ per private unit	-93%	274%	-25%	<b>71%</b>

**Table 5: Indicative Premiums for the North Zone**

	Lowest % Premium	Highest % Premium	Median % Premium	Mean % Premium
Mean £ per unit	-71%	261%	20%	59%
Median £ per unit	-76%	200%	0%	33%
Mean £ per private unit	-74%	325%	-3%	62%
Median £ per private unit	-82%	201%	-31%	<b>15%</b>

**Table 6: Indicative Premiums for the South Zone**

	Lowest % Premium	Highest % Premium	Median % Premium	Mean % Premium
Mean £ per unit	-60%	506%	43%	134%
Median £ per unit	-70%	353%	7%	75%
Mean £ per private unit	-56%	594%	62%	161%
Median £ per private unit	-73%	330%	1%	<b>62%</b>

### Commercial Typologies

A similar exercise was undertaken for the sites that just included commercial uses. Table 7 below shows the average prices per acre for the different commercial land transactions that were found.

It is important to note that the sample size of commercial development land transactions is much smaller than that of residential development land. As such, the premiums were assessed over the borough as a whole rather than separating for each zone. Some uses also did not have any development land transactions.

**Table 7: Commercial Development Land Transactions Average and Median Price per Acre**

	Average £ per acre	Median £ per acre	Comparables
Industrial	£3,045,749	£3,416,769	8
Office	£1,919,541	£1,806,570	3
Supermarket	£3,903,086	£3,903,086	2
Alternative (F1)	£281,793	£206,573	3

The above average and median prices per acre from commercial development land transactions was used to inform the indicative premiums as shown in Table 8.

An explanation of how these results are applied to arrive at the appropriate Benchmark Land Value (“BLV”) for each typology is also set out in the methodology at section 10 of the report.

**Table 8: Commercial Indicative Premiums**

	Lowest % Premium	Highest Premium	Median % Premium	Mean % Premium
<b>Industrial mean £ per acre</b>	23%	73%	73%	61%
<b>Offices mean £ per acre</b>	-234%	-4%	-97%	-112%
<b>D1 £ mean per acre</b>	-1660%	-76%	-107%	-614%
<b>Industrial median £ per acre</b>	32%	76%	76%	65%
<b>Offices median £ per acre</b>	-255%	-11%	-109%	-125%
<b>D1 £ median per acre</b>	-2301%	-139%	-183%	-874%

**Appendix 11**

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
1	South West	South	242	3	6	10	1	£0.02m	£0.02m	£0.2m	20.0%
<b>Single residential dwelling (greenfield)</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	1 units		Units		NSA	NSA	Value	Capital Value
Affordable	242	£4,682	£1,131,243	-		-		m <sup>2</sup>	ft <sup>2</sup>	£ psf	£
Commercial	-	£0	-	-		-		242	2,601	435	1,131,243
				100%		1					
				0%		-					
				0%		-					
				-		-					
				-		-					
<b>GDV</b>	242		<b>£1,131,243</b>								
<b>Land</b>	25%	£922	<b>£222,797</b>								
Construction		£2,330	£562,970								
Fees etc			£43,222								
Planning obligations			£40,891								
Disposal costs			-								
Finance			£25,114								
<b>Total Costs</b>			<b>£894,994</b>								
<b>PROFIT</b>			<b>£236,249</b>								
<b>Profit on Cost</b>			<b>25.0%</b>								
<b>Profit on Value</b>			<b>20.0%</b>								
<b>Land costs</b>				<b>Development Proceeds</b>				<b>Total</b>			
Rate				Sales value				Start month			
Site value				1,131,243				10			
Acquisition costs	6.80%			-				10			
<b>Residential Development Costs</b>				<b>Commercial Development Costs</b>				<b>Total</b>			
Residential Construction Cost				Commercial Construction Cost				Duration month			
Residential Contingency				Commercial Contingency				Private			
Residential Professional Fees				Commercial Professional Fees				Intermediate			
Residential External Works				Commercial External Works				Affordable Rent			
Residential Environmental Costs				Commercial Environmental Costs				Commercial			
Residential Site Preparation				Commercial Site Preparation				Total			
Residential Commuted Sum Payment				Commercial Sales Agents and Legal				Private			
				Borough CIL				10			
				MCIL2				1			
				S106				1			
<b>Disposal Costs</b>				<b>Marketing and disposal cost</b>				<b>Total cost (exc finance)</b>			
Marketing and disposal cost								657,083			
								<b>Overall net cashflow</b>			
								Opening Balance			
								Development Costs for Period			
								Interest			
								Total Costs			
								Closing Balance			
<b>PROFIT</b>								226,249			

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
2	North	North	264	3	6	10	1	£0.80m	£0.92m	£0.3m	20.0%
<b>Conversion and extension of existing dwelling to provide 5 flats</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	5 units		Units		NSA	NSA	Value	Capital Value
Affordable	264	£4,844	£1,278,751	-		-		m <sup>2</sup>	ft <sup>2</sup>	£ psf	£
Commercial	-	£0	-	-		-		264	2,842	450	1,278,751
				100%		5					
				0%		-					
				0%		-					
				-		-					
				-		-					
<b>GDV</b>	264		<b>£1,278,751</b>								
<b>Land</b>	36%	£1,312	<b>£346,454</b>								
Construction		£2,037	£537,797								
Fees etc			£41,290								
Planning obligations			£17,264								
Disposal costs			-								
Finance			£30,197								
<b>Total Costs</b>			<b>£973,001</b>								
<b>PROFIT</b>			<b>£305,750</b>								
<b>Profit on Cost</b>			<b>25.0%</b>								
<b>Profit on Value</b>			<b>20.0%</b>								
<b>Land costs</b>				<b>Development Proceeds</b>				<b>Total</b>			
Rate				Sales value				Start month			
Site value				1,278,751				10			
Acquisition costs	6.80%			-				10			
<b>Residential Development Costs</b>				<b>Commercial Development Costs</b>				<b>Total</b>			
Residential Construction Cost				Commercial Construction Cost				Duration month			
Residential Contingency				Commercial Contingency				Private			
Residential Professional Fees				Commercial Professional Fees				Intermediate			
Residential External Works				Commercial External Works				Affordable Rent			
Residential Environmental Costs				Commercial Environmental Costs				Commercial			
Residential Site Preparation				Commercial Site Preparation				Total			
Residential Commuted Sum Payment				Commercial Sales Agents and Legal				Private			
				Borough CIL				10			
				MCIL2				1			
				S106				1			
<b>Disposal Costs</b>				<b>Marketing and disposal cost</b>				<b>Total cost (exc finance)</b>			
Marketing and disposal cost								646,350			
								<b>Overall net cashflow</b>			
								Opening Balance			
								Development Costs for Period			
								Interest			
								Total Costs			
								Closing Balance			
<b>PROFIT</b>								255,750			

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value	
3	North	North	550	3	12	16	1	£0.64m	£0.74m	£0.9m	20.0%	
<b>Demolition of existing dwelling to create 7 flats</b>												
<b>Development Value Summary</b>				<b>INPUTS</b>								
	NIA	£/m <sup>2</sup>	Capital Value	7 units		Units		NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £	
Private	550	£5,651	£3,108,076	Private		100%		7	550	5,920	525	3,108,076
Affordable	-	£0	-	Intermediate		0%		-	-	-	-	-
Commercial	-	-	-	Affordable Rent		0%		-	-	-	-	-
Commercial	-	-	-	Commercial		-		-	-	-	-	-
<b>GDV</b>	<b>550</b>		<b>£3,108,076</b>	<b>Total</b>		<b>7</b>		<b>550</b>				<b>3,108,076</b>
<b>Land</b>	<b>38%</b>	<b>£1,657</b>	<b>£911,327</b>	<b>Development Proceeds</b>		<b>Start month</b>		<b>Duration month</b>	<b>Total</b>			
Construction		£2,193	£1,206,376	Private		3,108,076		16	1	60%	3,108,076	
Fees etc			£92,620	Intermediate		-		16	1	-	-	
Planning obligations			£71,931	Affordable Rent		-		16	1	-	-	
				Commercial		-		16	1	-	-	
Disposal costs			-	<b>Total</b>								
Finance			£134,207	<b>7</b>								
<b>Total Costs</b>			<b>£2,416,461</b>	<b>550</b>								
				<b>3,108,076</b>								
<b>PROFIT</b>			<b>£691,615</b>	<b>Development Proceeds</b>								
<b>Profit on Cost</b>			<b>25.0%</b>	Private		Sales value		Start month	Duration month	Total		
<b>Profit on Value</b>			<b>20.0%</b>	Intermediate		-		16	1	60%	3,108,076	
				Affordable Rent		-		16	1	-	-	
				Commercial		-		16	1	-	-	
				<b>Total</b>								
				<b>3,108,076</b>								
<b>Land costs</b>	<b>Rate</b>			Site value		(853,303)		1	1	(853,303)		
Site value				Acquisition costs		(58,025)		1	1	(58,025)		
Acquisition costs	6.80%			Residential Development Costs				Start	Duration			
Residential Construction Cost				Residential Contingency		(926,200)		4	12	(926,200)		
Residential Contingency	5.0%			Residential Professional Fees		(46,310)		4	12	(46,310)		
Residential Professional Fees	10.0%	of costs		Residential External Works		(92,620)		4	12	(92,620)		
Residential External Works				Residential Environmental Costs		(97,251)		4	12	(97,251)		
Residential Environmental Costs				Residential Site Preparation		(18,524)		4	12	(18,524)		
Residential Site Preparation				Residential Commuted Sum Payment		(24,313)		4	12	(118,091)		
Residential Commuted Sum Payment				Commercial Development Costs		(70,000)		16	1	(70,000)		
Commercial Development Costs				Commercial Construction Cost		-		4	12	-		
Commercial Construction Cost				Commercial Contingency		-		4	12	-		
Commercial Contingency				Commercial Professional Fees		-		4	12	-		
Commercial Professional Fees				Commercial External Works		-		4	12	-		
Commercial External Works				Commercial Environmental Costs		-		4	12	-		
Commercial Environmental Costs				Commercial Site Preparation		-		4	12	-		
Commercial Site Preparation				Commercial Sales Agents and Legal		-		4	12	-		
Commercial Sales Agents and Legal				Planning obligations		-		4	12	-		
Planning obligations				Borough CIL		-		4	1	-		
Borough CIL				MCIL2		-		4	1	-		
MCIL2				S106		(71,931)		4	1	(71,931)		
S106				Disposal Costs		-		16	1	-		
Disposal Costs				Marketing and disposal cost		-		16	1	-		
Marketing and disposal cost				<b>Total cost (exc finance)</b>								
				<b>(1,440,927)</b>								
<b>Overall net cashflow</b>												
Opening Balance												
Development Costs for Period												
Interest 7.0% debit												
Total Costs												
Closing Balance												
<b>PROFIT</b>												
<b>621,615</b>												

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value	
4	North	North	85	3	9	13	1	£0.02m	£0.02m	£0.1m	20.0%	
<b>Infill development of single dwelling (brownfield)</b>												
<b>Development Value Summary</b>				<b>INPUTS</b>								
	NIA	£/m <sup>2</sup>	Capital Value	1 units		Units		NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £	
Private	85	£4,844	£411,719	Private		100%		1	85	915	450	411,719
Affordable	-	£0	-	Intermediate		0%		-	-	-	-	-
Commercial	-	-	-	Affordable Rent		0%		-	-	-	-	-
Commercial	-	-	-	Commercial		-		-	-	-	-	-
<b>GDV</b>	<b>85</b>		<b>£411,719</b>	<b>Total</b>		<b>1</b>		<b>85</b>				<b>411,719</b>
<b>Land</b>	<b>25%</b>	<b>£933</b>	<b>£79,297</b>	<b>Development Proceeds</b>		<b>Start month</b>		<b>Duration month</b>	<b>Total</b>			
Construction		£2,330	£198,065	Private		411,719		13	1	60%	411,719	
Fees etc			£15,207	Intermediate		-		13	1	-	-	
Planning obligations			£14,386	Affordable Rent		-		13	1	-	-	
				Commercial		-		13	1	-	-	
Disposal costs			-	<b>Total</b>								
Finance			£12,421	<b>1</b>								
<b>Total Costs</b>			<b>£319,375</b>	<b>85</b>								
				<b>411,719</b>								
<b>PROFIT</b>			<b>£92,344</b>	<b>Development Proceeds</b>								
<b>Profit on Cost</b>			<b>25.0%</b>	Private		Sales value		Start month	Duration month	Total		
<b>Profit on Value</b>			<b>20.0%</b>	Intermediate		-		13	1	60%	411,719	
				Affordable Rent		-		13	1	-	-	
				Commercial		-		13	1	-	-	
				<b>Total</b>								
				<b>411,719</b>								
<b>Land costs</b>	<b>Rate</b>			Site value		(74,248)		1	1	(74,248)		
Site value				Acquisition costs		(5,049)		1	1	(5,049)		
Acquisition costs	6.80%			Residential Development Costs				Start	Duration			
Residential Construction Cost				Residential Contingency		(152,065)		4	9	(152,065)		
Residential Contingency	5.0%			Residential Professional Fees		(7,603)		4	9	(7,603)		
Residential Professional Fees	10.0%	of costs		Residential External Works		(15,207)		4	9	(15,207)		
Residential External Works				Residential Environmental Costs		(15,967)		4	9	(15,967)		
Residential Environmental Costs				Residential Site Preparation		(3,041)		4	9	(3,041)		
Residential Site Preparation				Residential Commuted Sum Payment		(3,992)		4	9	(19,388)		
Residential Commuted Sum Payment				Commercial Development Costs		(10,000)		13	1	(10,000)		
Commercial Development Costs				Commercial Construction Cost		-		4	9	-		
Commercial Construction Cost				Commercial Contingency		-		4	9	-		
Commercial Contingency				Commercial Professional Fees		-		4	9	-		
Commercial Professional Fees				Commercial External Works		-		4	9	-		
Commercial External Works				Commercial Environmental Costs		-		4	9	-		
Commercial Environmental Costs				Commercial Site Preparation		-		4	9	-		
Commercial Site Preparation				Commercial Sales Agents and Legal		-		4	9	-		
Commercial Sales Agents and Legal				Planning obligations		-		4	1	-		
Planning obligations				Borough CIL		-		4	1	-		
Borough CIL				MCIL2		-		4	1	-		
MCIL2				S106		(14,386)		4	1	(14,386)		
S106				Disposal Costs		-		13	1	-		
Disposal Costs				Marketing and disposal cost		-		13	1	-		
Marketing and disposal cost				<b>Total cost (exc finance)</b>								
				<b>(237,657)</b>								
<b>Overall net cashflow</b>												
Opening Balance												
Development Costs for Period												
Interest 7.0% debit												
Total Costs												
Closing Balance												
<b>PROFIT</b>												
<b>82,344</b>												

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
5	North	North	296	3	9	13	1	£0.62m	£0.71m	£0.5m	20.0%
<b>Demolition of garage/extension to create 3 flats</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	3 units	Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value	£	
Affordable	296	£5,651	£1,672,710	Private	100%	3	296	3,186	525	1,672,710	
Commercial	-	£0	-	Intermediate	0%	-	-	-	-	-	
				Affordable Rent	0%	-	-	-	-	-	
				Commercial	-	-	-	-	-	-	
<b>GDV</b>	296		<b>£1,672,710</b>	<b>Total</b>	3	296				<b>1,672,710</b>	
Land	44%	£1,924	£569,579	<b>Development Proceeds</b>			<b>Start month</b>		<b>Duration month</b>	<b>Total</b>	
Construction		£2,037	£602,985	<b>Sales value</b>							
Fees etc			£46,294	Private	1,672,710		13		1	60%	1,672,710
Planning obligations			£29,280	Intermediate	-		13		1	-	-
				Affordable Rent	-		13		1	-	-
Disposal costs			-	Commercial	-		13		1	-	-
Finance			£60,030	<b>Total</b>							
<b>Total Costs</b>			<b>£1,308,168</b>	<b>Total</b>							<b>1,672,710</b>
<b>PROFIT</b>			<b>£364,542</b>								
<b>Profit on Cost</b>			<b>25.0%</b>								
<b>Profit on Value</b>			<b>20.0%</b>								
<b>Land costs</b>		<b>Rate</b>									
Site value				(533,314)			1	1			(533,314)
Acquisition costs		6.80%		(36,265)			1	1			(36,265)
<b>Residential Development Costs</b>							<b>Start</b>	<b>Duration</b>			
Residential Construction Cost				(462,944)			4	9			(462,944)
Residential Contingency		5.0%		(23,147)			4	9			(23,147)
Residential Professional Fees		10.0%	of costs	(46,294)			4	9			(46,294)
Residential External Works				(48,609)			4	9			(48,609)
Residential Environmental Costs				(9,259)			4	9			(9,259)
Residential Site Preparation				(12,152)			4	9			(59,025)
Residential Commuted Sum Payment				(30,000)			13	1			(30,000)
<b>Commercial Development Costs</b>											
Commercial Construction Cost				-			4	9			-
Commercial Contingency				-			4	9			-
Commercial Professional Fees				-			4	9			-
Commercial External Works				-			4	9			-
Commercial Environmental Costs				-			4	9			-
Commercial Site Preparation				-			4	9			-
Commercial Sales Agents and Legal				-			4	9			-
<b>Planning obligations</b>											
Borough CIL				-			4	1			-
MCIL2				-			4	1			-
S106				(29,280)			4	1			(29,280)
<b>Disposal Costs</b>											
Marketing and disposal cost				-			13	1			-
<b>Total cost (exc finance)</b>											<b>(708,559)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
<b>Interest</b>				7.0% debit							<b>(60,030)</b>
<b>Total Costs</b>											
Closing Balance											
<b>PROFIT</b>											<b>334,542</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
6	South East	South	250	3	9	13	1	£0.21m	£0.25m	£0.2m	20.0%
<b>Demolition of commercial building to create 2 flats and 2 houses</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	4 units	Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value	£	
Affordable	250	£4,682	£1,170,574	Private	100%	4	250	2,691	435	1,170,574	
Commercial	-	£0	-	Intermediate	0%	-	-	-	-	-	
				Affordable Rent	0%	-	-	-	-	-	
				Commercial	-	-	-	-	-	-	
<b>GDV</b>	250		<b>£1,170,574</b>	<b>Total</b>	4	250				<b>1,170,574</b>	
Land	23%	£821	£205,134	<b>Development Proceeds</b>			<b>Start month</b>		<b>Duration month</b>	<b>Total</b>	
Construction		£2,330	£582,543	<b>Sales value</b>							
Fees etc			£44,725	Private	1,170,574		13		1	60%	1,170,574
Planning obligations			£30,127	Intermediate	-		13		1	-	-
Disposal costs			-	Affordable Rent	-		13		1	-	-
Finance			£33,931	Commercial	-		13		1	-	-
<b>Total Costs</b>			<b>£896,459</b>	<b>Total</b>							
<b>PROFIT</b>			<b>£274,115</b>								
<b>Profit on Cost</b>			<b>25.0%</b>								
<b>Profit on Value</b>			<b>20.0%</b>								
<b>Land costs</b>		<b>Rate</b>									
Site value				(192,073)			1	1			(192,073)
Acquisition costs		6.80%		(13,061)			1	1			(13,061)
<b>Residential Development Costs</b>							<b>Start</b>	<b>Duration</b>			
Residential Construction Cost				(447,250)			4	9			(447,250)
Residential Contingency		5.0%		(22,363)			4	9			(22,363)
Residential Professional Fees		10.0%	of costs	(44,725)			4	9			(44,725)
Residential External Works				(46,961)			4	9			(46,961)
Residential Environmental Costs				(8,945)			4	9			(8,945)
Residential Site Preparation				(11,740)			4	9			(57,024)
Residential Commuted Sum Payment				(40,000)			13	1			(40,000)
<b>Commercial Development Costs</b>											
Commercial Construction Cost				-			4	9			-
Commercial Contingency				-			4	9			-
Commercial Professional Fees				-			4	9			-
Commercial External Works				-			4	9			-
Commercial Environmental Costs				-			4	9			-
Commercial Site Preparation				-			4	9			-
Commercial Sales Agents and Legal				-			4	9			-
<b>Planning obligations</b>											
Borough CIL				-			4	1			-
MCIL2				-			4	1			-
S106				(30,127)			4	1			(30,127)
<b>Disposal Costs</b>											
Marketing and disposal cost				-			13	1			-
<b>Total cost (exc finance)</b>											<b>(697,395)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
<b>Interest</b>				7.0% debit							<b>(33,931)</b>
<b>Total Costs</b>											
Closing Balance											
<b>PROFIT</b>											<b>234,115</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
7	South West	South	426	3	9	13	1	£0.05m	£0.06m	£0.6m	20.0%
<b>Demolition of garage in garden to create 6 flats</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	6 units		Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £	
Affordable	426	£5,274	£2,246,856	Private		6	426	4,585	490	2,246,856	
Commercial	-	£0	-	Intermediate		0%	-	-	-	-	
				Affordable Rent		0%	-	-	-	-	
				Commercial		0%	-	-	-	-	
<b>GDV</b>	<b>426</b>		<b>£2,246,856</b>	<b>Total</b>		<b>6</b>	<b>426</b>			<b>2,246,856</b>	
<b>Land</b>	<b>35%</b>	<b>£1,429</b>	<b>£608,927</b>	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>	<b>Total</b>			
Construction		£2,193	£934,393	Private		13	1	60%	2,246,856		
Fees etc			£71,738	Intermediate		13	1	-	-		
Planning obligations			£48,406	Affordable Rent		-	13	1	-		
				Commercial		-	13	1	-		
Disposal costs			-	<b>Total</b>		<b>6</b>	<b>426</b>			<b>2,246,856</b>	
Finance			£74,022	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>	<b>Total</b>			
<b>Total Costs</b>			<b>£1,737,485</b>	Private		13	1	60%	2,246,856		
				Intermediate		13	1	-	-		
				Affordable Rent		-	13	1	-		
				Commercial		-	13	1	-		
<b>PROFIT</b>			<b>£509,371</b>	<b>Total</b>		<b>6</b>	<b>426</b>			<b>2,246,856</b>	
<b>Profit on Cost</b>			<b>25.0%</b>	<b>Land costs</b>		<b>Rate</b>					
<b>Profit on Value</b>			<b>20.0%</b>	Site value			1	1		(570,156)	
				Acquisition costs		6.80%				(38,771)	
				<b>Residential Development Costs</b>			<b>Start</b>	<b>Duration</b>			
				Residential Construction Cost			4	9		(717,384)	
				Residential Contingency		5.0%	4	9		(35,869)	
				Residential Professional Fees		10.0% of costs	4	9		(71,738)	
				Residential External Works			4	9		(75,325)	
				Residential Environmental Costs			4	9		(14,348)	
				Residential Site Preparation			4	9		(91,466)	
				Residential Commuted Sum Payment			13	1		(60,000)	
				<b>Commercial Development Costs</b>							
				Commercial Construction Cost			4	9		-	
				Commercial Contingency			4	9		-	
				Commercial Professional Fees			4	9		-	
				Commercial External Works			4	9		-	
				Commercial Environmental Costs			4	9		-	
				Commercial Site Preparation			4	9		-	
				Commercial Sales Agents and Legal			4	9		-	
				<b>Planning obligations</b>							
				Borough CIL			4	1		-	
				MCIL2			4	1		-	
				S106			4	1		(48,406)	
				<b>Disposal Costs</b>							
				Marketing and disposal cost			13	1		-	
<b>Total cost (exc finance)</b>											<b>(1,114,537)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
Interest											7.0% debit
Total Costs											(74,022)
Closing Balance											
<b>PROFIT</b>											<b>449,371</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
8	South West	South	674	3	12	16	1	£1.04m	£1.25m	£0.5m	20.0%
<b>Demolition of dwelling to create 6 flats, 3 houses (no land levels)</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	9 units		Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £	
Affordable	674	£4,682	£3,155,868	Private		9	674	7,255	435	3,155,868	
Commercial	-	£0	-	Intermediate		0%	-	-	-	-	
				Affordable Rent		0%	-	-	-	-	
				Commercial		0%	-	-	-	-	
<b>GDV</b>	<b>674</b>		<b>£3,155,868</b>	<b>Total</b>		<b>9</b>	<b>674</b>			<b>3,155,868</b>	
<b>Land</b>	<b>24%</b>	<b>£863</b>	<b>£581,865</b>	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>	<b>Total</b>			
Construction		£2,330	£1,570,536	Private		16	1	60%	3,155,868		
Fees etc			£120,579	Intermediate		16	1	-	-		
Planning obligations			£43,836	Affordable Rent		-	16	1	-		
				Commercial		-	16	1	-		
Disposal costs			-	<b>Total</b>		<b>9</b>	<b>674</b>			<b>3,155,868</b>	
Finance			£117,878	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>	<b>Total</b>			
<b>Total Costs</b>			<b>£2,434,694</b>	Private		16	1	60%	3,155,868		
				Intermediate		16	1	-	-		
				Affordable Rent		-	16	1	-		
				Commercial		-	16	1	-		
<b>PROFIT</b>			<b>£721,174</b>	<b>Total</b>		<b>9</b>	<b>674</b>			<b>3,155,868</b>	
<b>Profit on Cost</b>			<b>25.0%</b>	<b>Land costs</b>		<b>Rate</b>					
<b>Profit on Value</b>			<b>20.0%</b>	Site value			1	1		(544,818)	
				Acquisition costs		6.80%				(37,048)	
				<b>Residential Development Costs</b>			<b>Start</b>	<b>Duration</b>			
				Residential Construction Cost			4	12		(1,205,786)	
				Residential Contingency		5.0%	4	12		(60,289)	
				Residential Professional Fees		10.0% of costs	4	12		(120,579)	
				Residential External Works			4	12		(126,608)	
				Residential Environmental Costs			4	12		(24,116)	
				Residential Site Preparation			4	12		(153,738)	
				Residential Commuted Sum Payment			16	1		(90,000)	
				<b>Commercial Development Costs</b>							
				Commercial Construction Cost			4	12		-	
				Commercial Contingency			4	12		-	
				Commercial Professional Fees			4	12		-	
				Commercial External Works			4	12		-	
				Commercial Environmental Costs			4	12		-	
				Commercial Site Preparation			4	12		-	
				Commercial Sales Agents and Legal			4	12		-	
				<b>Planning obligations</b>							
				Borough CIL			4	1		-	
				MCIL2			4	1		-	
				S106			4	1		(43,836)	
				<b>Disposal Costs</b>							
				Marketing and disposal cost			16	1		-	
<b>Total cost (exc finance)</b>											<b>(1,824,951)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
Interest											7.0% debit
Total Costs											(117,878)
Closing Balance											
<b>PROFIT</b>											<b>631,174</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
9	North	North	620	3	12	16	1	£0.16m	£0.18m	£0.8m	20.0%
Demolition of garages to create 6 town houses											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	6 units	Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value	£	
Affordable	620	£4,844	£3,005,066	Private	100%	6	620	450	3,005,066		
Commercial	-	£0	-	Intermediate	0%	-	-	-	-		
				Affordable Rent	0%	-	-	-	-		
				Commercial				-	-		
<b>GDV</b>	<b>620</b>		<b>£3,005,066</b>	<b>Total</b>	<b>6</b>	<b>620</b>				<b>3,005,066</b>	
Land	36%	£1,363	£845,518	<b>Development Proceeds</b>	<b>Start month</b>	<b>Duration month</b>				<b>Total</b>	
Construction		£1,964	£1,218,571	Private	16	1	60%	3,005,066			
Fees etc			£93,556	Intermediate	16	1		-			
Planning obligations			£58,459	Affordable Rent	16	1		-			
				Commercial	16	1		-			
Disposal costs			-	<b>Total</b>						<b>3,005,066</b>	
Finance			£127,949	<b>Development Proceeds</b>	<b>Start month</b>	<b>Duration month</b>					
<b>Total Costs</b>			<b>£2,344,052</b>	Private	16	1	60%	3,005,066			
				Intermediate	16	1		-			
<b>PROFIT</b>			<b>£661,013</b>	Affordable Rent	16	1		-			
<b>Profit on Cost</b>			<b>25.0%</b>	Commercial	16	1		-			
<b>Profit on Value</b>			<b>20.0%</b>	<b>Total</b>						<b>3,005,066</b>	
<b>Land costs</b>	<b>Rate</b>			<b>Land costs</b>							
Site value				Site value	(791,683)	1	1	(791,683)			
Acquisition costs	6.80%			Acquisition costs	(53,834)	1	1	(53,834)			
<b>Residential Development Costs</b>				<b>Residential Development Costs</b>		<b>Start</b>	<b>Duration</b>				
Residential Construction Cost				Residential Construction Cost	(935,563)	4	12	(935,563)			
Residential Contingency	5.0%			Residential Contingency	(46,778)	4	12	(46,778)			
Residential Professional Fees	10.0%	of costs		Residential Professional Fees	(93,556)	4	12	(93,556)			
Residential External Works				Residential External Works	(98,234)	4	12	(98,234)			
Residential Environmental Costs				Residential Environmental Costs	(18,711)	4	12	(18,711)			
Residential Site Preparation				Residential Site Preparation	(24,559)	4	12	(119,284)			
Residential Commuted Sum Payment				Residential Commuted Sum Payment	(60,000)	16	1	(60,000)			
<b>Commercial Development Costs</b>				<b>Commercial Development Costs</b>							
Commercial Construction Cost				Commercial Construction Cost	-	4	12	-			
Commercial Contingency				Commercial Contingency	-	4	12	-			
Commercial Professional Fees				Commercial Professional Fees	-	4	12	-			
Commercial External Works				Commercial External Works	-	4	12	-			
Commercial Environmental Costs				Commercial Environmental Costs	-	4	12	-			
Commercial Site Preparation				Commercial Site Preparation	-	4	12	-			
Commercial Sales Agents and Legal				Commercial Sales Agents and Legal	-	4	12	-			
<b>Planning obligations</b>				<b>Planning obligations</b>							
Borough CIL				Borough CIL	-	4	1	-			
MCIL2				MCIL2	-	4	1	-			
S106				S106	(58,459)	4	1	(58,459)			
<b>Disposal Costs</b>				<b>Disposal Costs</b>							
Marketing and disposal cost				Marketing and disposal cost	-	16	1	-			
<b>Total cost (exc finance)</b>				<b>Total cost (exc finance)</b>						<b>(1,430,586)</b>	
<b>Overall net cashflow</b>				<b>Overall net cashflow</b>							
Opening Balance				Opening Balance							
Development Costs for Period				Development Costs for Period							
<b>Interest</b>				<b>Interest</b>	7.0% debit					(127,949)	
Total Costs				Total Costs							
Closing Balance				Closing Balance							
<b>PROFIT</b>				<b>PROFIT</b>						<b>601,013</b>	

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
10	South East	South	731	3	12	16	1	£1.40m	£1.68m	£0.9m	20.0%
Demolition of dwelling to create 9 flats (no land levels)											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	9 units	Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value	£	
Affordable	731	£5,274	£3,852,884	Private	100%	9	731	490	3,852,884		
Commercial	-	£0	-	Intermediate	0%	-	-	-	-		
				Affordable Rent	0%	-	-	-	-		
				Commercial				-	-		
<b>GDV</b>	<b>731</b>		<b>£3,852,884</b>	<b>Total</b>	<b>9</b>	<b>731</b>				<b>3,852,884</b>	
Land	33%	£1,349	£985,184	<b>Development Proceeds</b>	<b>Start month</b>	<b>Duration month</b>				<b>Total</b>	
Construction		£2,262	£1,652,714	Private	16	1	60%	3,852,884			
Fees etc			£126,888	Intermediate	16	1		-			
Planning obligations			£68,969	Affordable Rent	16	1		-			
				Commercial	16	1		-			
Disposal costs			-	<b>Total</b>						<b>3,852,884</b>	
Finance			£158,552	<b>Development Proceeds</b>	<b>Start month</b>	<b>Duration month</b>					
<b>Total Costs</b>			<b>£2,992,307</b>	Private	16	1	60%	3,852,884			
				Intermediate	16	1		-			
<b>PROFIT</b>			<b>£860,577</b>	Affordable Rent	16	1		-			
<b>Profit on Cost</b>			<b>25.0%</b>	Commercial	16	1		-			
<b>Profit on Value</b>			<b>20.0%</b>	<b>Total</b>						<b>3,852,884</b>	
<b>Land costs</b>	<b>Rate</b>			<b>Land costs</b>							
Site value				Site value	(922,457)	1	1	(922,457)			
Acquisition costs	6.80%			Acquisition costs	(62,727)	1	1	(62,727)			
<b>Residential Development Costs</b>				<b>Residential Development Costs</b>		<b>Start</b>	<b>Duration</b>				
Residential Construction Cost				Residential Construction Cost	(1,268,879)	4	12	(1,268,879)			
Residential Contingency	5.0%			Residential Contingency	(63,444)	4	12	(63,444)			
Residential Professional Fees	10.0%	of costs		Residential Professional Fees	(126,888)	4	12	(126,888)			
Residential External Works				Residential External Works	(133,232)	4	12	(133,232)			
Residential Environmental Costs				Residential Environmental Costs	(25,378)	4	12	(25,378)			
Residential Site Preparation				Residential Site Preparation	(33,308)	4	12	(161,782)			
Residential Commuted Sum Payment				Residential Commuted Sum Payment	(90,000)	16	1	(90,000)			
<b>Commercial Development Costs</b>				<b>Commercial Development Costs</b>							
Commercial Construction Cost				Commercial Construction Cost	-	4	12	-			
Commercial Contingency				Commercial Contingency	-	4	12	-			
Commercial Professional Fees				Commercial Professional Fees	-	4	12	-			
Commercial External Works				Commercial External Works	-	4	12	-			
Commercial Environmental Costs				Commercial Environmental Costs	-	4	12	-			
Commercial Site Preparation				Commercial Site Preparation	-	4	12	-			
Commercial Sales Agents and Legal				Commercial Sales Agents and Legal	-	4	12	-			
<b>Planning obligations</b>				<b>Planning obligations</b>							
Borough CIL				Borough CIL	-	4	1	-			
MCIL2				MCIL2	-	4	1	-			
S106				S106	(68,969)	4	1	(68,969)			
<b>Disposal Costs</b>				<b>Disposal Costs</b>							
Marketing and disposal cost				Marketing and disposal cost	-	16	1	-			
<b>Total cost (exc finance)</b>				<b>Total cost (exc finance)</b>						<b>(1,938,571)</b>	
<b>Overall net cashflow</b>				<b>Overall net cashflow</b>							
Opening Balance				Opening Balance							
Development Costs for Period				Development Costs for Period							
<b>Interest</b>				<b>Interest</b>	7.0% debit					(158,552)	
Total Costs				Total Costs							
Closing Balance				Closing Balance							
<b>PROFIT</b>				<b>PROFIT</b>						<b>770,577</b>	

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
11	North	North	269	3	9	13	1	£0.07m	£0.08m	£0.4m	20.0%
<b>Demolition of light industrial/office to create 4 houses and storage</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	4 units		Units		NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £
Affordable	269	£4,844	£1,302,970	Private		100%	4	269	2,896	450	1,302,970
Commercial	-	£0	-	Intermediate		0%	-	-	-	-	-
				Affordable Rent		0%	-	-	-	-	-
				Commercial		-	-	-	-	-	-
<b>GDV</b>	<b>269</b>		<b>£1,302,970</b>	<b>Total</b>		<b>4</b>	<b>269</b>			<b>1,302,970</b>	<b>Total</b>
Land	39%	£1,444	£388,501	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>			<b>Total</b>	
Construction		£1,964	£528,362	<b>Sales value</b>		<b>13</b>	<b>1</b>			<b>1,302,970</b>	
Fees etc			£40,565	Private		1,302,970	13	1	60%	1,302,970	
Planning obligations			£1,354	Intermediate		-	13	1	-	-	
Disposal costs			-	Affordable Rent		-	13	1	-	-	
Finance			£43,594	Commercial		-	13	1	-	-	
<b>Total Costs</b>			<b>£1,002,376</b>	<b>Total</b>		<b>4</b>	<b>269</b>			<b>1,302,970</b>	<b>Total</b>
<b>PROFIT</b>			<b>£300,594</b>	<b>PROFIT on Cost</b>						<b>25.0%</b>	
<b>Profit on Value</b>			<b>20.0%</b>	<b>Profit on Value</b>						<b>20.0%</b>	
<b>Land costs</b>	<b>Rate</b>			<b>Commercial Development Costs</b>							
Site value			(363,765)	Commercial Construction Cost		-	4	9	-	-	
Acquisition costs	6.80%		(24,736)	Commercial Contingency		-	4	9	-	-	
<b>Residential Development Costs</b>				Commercial Professional Fees		-	4	9	-	-	
Residential Construction Cost			(405,652)	Commercial External Works		-	4	9	-	-	
Residential Contingency	5.0%		(20,283)	Commercial Environmental Costs		-	4	9	-	-	
Residential Professional Fees	10.0%	of costs	(40,565)	Commercial Site Preparation		-	4	9	-	-	
Residential External Works			(42,593)	Commercial Sales Agents and Legal		-	4	9	-	-	
Residential Environmental Costs			(8,113)	<b>Planning obligations</b>							
Residential Site Preparation			(10,648)	Borough CIL		-	4	1	-	-	
Residential Commuted Sum Payment			(40,000)	MCIL2		-	4	1	-	-	
<b>Commercial Development Costs</b>				S106		(1,354)	4	1	-	(1,354)	
Commercial Construction Cost			-	<b>Disposal Costs</b>							
Commercial Contingency			-	Marketing and disposal cost		-	13	1	-	-	
Commercial Professional Fees			-	<b>Total cost (exc finance)</b>						<b>(610,281)</b>	
Commercial External Works			-	<b>Overall net cashflow</b>							
Commercial Environmental Costs			-	Opening Balance		-	-			-	
Commercial Site Preparation			-	Development Costs for Period		-	-			-	
Commercial Sales Agents and Legal			-	Interest		7.0% debit	-			(43,594)	
<b>Planning obligations</b>				Total Costs							
Borough CIL			-	Closing Balance							
MCIL2			-	<b>PROFIT</b>						<b>260,594</b>	
S106			(1,354)								
<b>Disposal Costs</b>											
Marketing and disposal cost			-								
<b>Total cost (exc finance)</b>											
<b>Overall net cashflow</b>											
Opening Balance			-								
Development Costs for Period			-								
Interest			7.0% debit								
Total Costs			-								
Closing Balance			-								
<b>PROFIT</b>											

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
12	South East	South	976	3	12	16	1	£0.10m	£0.12m	£0.8m	20.0%
<b>Development on greenfield land (minor)</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	8 units		Units		NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £
Affordable	976	£4,682	£4,569,921	Private		100%	8	976	10,506	435	4,569,921
Commercial	-	£0	-	Intermediate		0%	-	-	-	-	-
				Affordable Rent		0%	-	-	-	-	-
				Commercial		-	-	-	-	-	-
<b>GDV</b>	<b>976</b>		<b>£4,569,921</b>	<b>Total</b>		<b>8</b>	<b>976</b>			<b>4,569,921</b>	<b>Total</b>
Land	24%	£878	£856,685	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>			<b>Total</b>	
Construction		£2,262	£2,208,144	<b>Sales value</b>		<b>16</b>	<b>1</b>			<b>4,569,921</b>	
Fees etc			£169,531	Private		4,569,921	16	1	60%	4,569,921	
Planning obligations			£165,188	Intermediate		-	16	1	-	-	
Disposal costs			-	Affordable Rent		-	16	1	-	-	
Finance			£176,390	Commercial		-	16	1	-	-	
<b>Total Costs</b>			<b>£3,575,937</b>	<b>Total</b>		<b>8</b>	<b>976</b>			<b>4,569,921</b>	<b>Total</b>
<b>PROFIT</b>			<b>£993,984</b>	<b>PROFIT on Cost</b>						<b>25.0%</b>	
<b>Profit on Value</b>			<b>20.0%</b>	<b>Profit on Value</b>						<b>20.0%</b>	
<b>Land costs</b>	<b>Rate</b>			<b>Commercial Development Costs</b>							
Site value			(802,139)	Commercial Construction Cost		-	4	12	-	-	
Acquisition costs	6.80%		(54,545)	Commercial Contingency		-	4	12	-	-	
<b>Residential Development Costs</b>				Commercial Professional Fees		-	4	12	-	-	
Residential Construction Cost			(1,695,312)	Commercial External Works		-	4	12	-	-	
Residential Contingency	5.0%		(84,766)	Commercial Environmental Costs		-	4	12	-	-	
Residential Professional Fees	10.0%	of costs	(169,531)	Commercial Site Preparation		-	4	12	-	-	
Residential External Works			(178,008)	Commercial Sales Agents and Legal		-	4	12	-	-	
Residential Environmental Costs			(33,906)	<b>Planning obligations</b>							
Residential Site Preparation			(44,502)	Borough CIL		-	4	1	-	-	
Residential Commuted Sum Payment			(80,000)	MCIL2		-	4	1	-	-	
<b>Commercial Development Costs</b>				S106		(165,188)	4	1	-	(165,188)	
Commercial Construction Cost			-	<b>Disposal Costs</b>							
Commercial Contingency			-	Marketing and disposal cost		-	16	1	-	-	
Commercial Professional Fees			-	<b>Total cost (exc finance)</b>						<b>(2,622,863)</b>	
Commercial External Works			-	<b>Overall net cashflow</b>							
Commercial Environmental Costs			-	Opening Balance		-	-			-	
Commercial Site Preparation			-	Development Costs for Period		-	-			-	
Commercial Sales Agents and Legal			-	Interest		7.0% debit	-			(176,390)	
<b>Planning obligations</b>				Total Costs							
Borough CIL			-	Closing Balance							
MCIL2			-	<b>PROFIT</b>						<b>913,984</b>	
S106			(165,188)								
<b>Disposal Costs</b>											
Marketing and disposal cost			-								
<b>Total cost (exc finance)</b>											
<b>Overall net cashflow</b>											
Opening Balance			-								
Development Costs for Period			-								
Interest			7.0% debit								
Total Costs			-								
Closing Balance			-								
<b>PROFIT</b>											

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
13	South East	South	1,830	3	15	19	1	£0.10m	£0.12m	£0.9m	16.9%
<b>Development on greenfield land (major)</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	15 units		Units		NSA	NSA	Value	Capital Value
Affordable	1,190	£4,682	£5,569,592					m <sup>2</sup>	ft <sup>2</sup>	£ psf	£
Commercial	641	£2,483	£1,590,510	Private		10		1,190	12,804	435	5,569,592
				Intermediate		2		192	2,068	300	620,485
				Affordable Rent		4		448	4,826	201	970,025
				Commercial				-	-	-	-
<b>GDV</b>	<b>1,830</b>		<b>£7,160,102</b>	<b>Total</b>		<b>15</b>		<b>1,830</b>			<b>7,160,102</b>
<b>Land</b>	<b>16%</b>	<b>£527</b>	<b>£963,525</b>	<b>Development Proceeds</b>		<b>Start</b>		<b>Duration</b>	<b>Total</b>		
Construction		£2,262	£4,140,270	Private		month		month			
Fees etc			£317,871	Sales value							
Planning obligations			£201,323	Private		19		1	60%	5,569,592	
Disposal costs			-	Intermediate		19		1	620,485		
Finance			£327,764	Affordable Rent		19		1	970,025		
<b>Total Costs</b>			<b>£5,950,753</b>	Commercial		19		1	-		
<b>PROFIT</b>			<b>£1,209,349</b>	<b>Total</b>		<b>15</b>		<b>1,830</b>			<b>7,160,102</b>
<b>Profit on Cost</b>			<b>20.3%</b>								
<b>Profit on Value</b>			<b>16.9%</b>								
<b>Land costs</b>	<b>Rate</b>										
Site value					(902,177)		1	1			(902,177)
Acquisition costs		6.80%			(61,348)		1	1			(61,348)
<b>Residential Development Costs</b>							<b>Start</b>	<b>Duration</b>			
Residential Construction Cost					(3,178,710)		4	15	(3,178,710)		
Residential Contingency		5.0%	of costs		(158,936)		4	15	(158,936)		
Residential Professional Fees		10.0%	of costs		(317,871)		4	15	(317,871)		
Residential External Works					(333,765)		4	15	(333,765)		
Residential Environmental Costs					(63,574)		4	15	(63,574)		
Residential Site Preparation					(83,441)		4	15	(405,286)		
Residential Commuted Sum Payment					-		19	1	-		
<b>Commercial Development Costs</b>											
Commercial Construction Cost					-		4	15	-		
Commercial Contingency					-		4	15	-		
Commercial Professional Fees					-		4	15	-		
Commercial External Works					-		4	15	-		
Commercial Environmental Costs					-		4	15	-		
Commercial Site Preparation					-		4	15	-		
Commercial Sales Agents and Legal					-		4	15	-		
<b>Planning obligations</b>											
Borough CIL					-		4	1	-		
MCIL2					-		4	1	-		
S106					(201,323)		4	1	(201,323)		
<b>Disposal Costs</b>											
Marketing and disposal cost					-		19	1	-		
<b>Total cost (exc finance)</b>											<b>(4,659,464)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
<b>Interest</b> 7.0% debit											
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>1,209,349</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
14	South East	South	1,220	3	15	19	1	£0.10m	£0.12m	£0.6m	16.9%
<b>Development on greenfield land (notional)</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	10 units		Units		NSA	NSA	Value	Capital Value
Affordable	793	£4,682	£3,713,061					m <sup>2</sup>	ft <sup>2</sup>	£ psf	£
Commercial	427	£2,483	£1,060,340	Private		7		793	8,536	435	3,713,061
				Intermediate		1		128	1,379	300	413,657
				Affordable Rent		2		299	3,217	201	646,683
				Commercial				-	-	-	-
<b>GDV</b>	<b>1,220</b>		<b>£4,773,401</b>	<b>Total</b>		<b>10</b>		<b>1,220</b>			<b>4,773,401</b>
<b>Land</b>	<b>16%</b>	<b>£527</b>	<b>£642,350</b>	<b>Development Proceeds</b>		<b>Start</b>		<b>Duration</b>	<b>Total</b>		
Construction		£2,262	£2,760,180	Private		month		month			
Fees etc			£211,914	Sales value							
Planning obligations			£134,215	Private		19		1	60%	3,713,061	
Disposal costs			-	Intermediate		19		1	413,657		
Finance			£218,509	Affordable Rent		19		1	646,683		
<b>Total Costs</b>			<b>£3,967,168</b>	Commercial		19		1	-		
<b>PROFIT</b>			<b>£806,233</b>	<b>Total</b>		<b>10</b>		<b>1,220</b>			<b>4,773,401</b>
<b>Profit on Cost</b>			<b>20.3%</b>								
<b>Profit on Value</b>			<b>16.9%</b>								
<b>Land costs</b>	<b>Rate</b>										
Site value					(601,452)		1	1			(601,452)
Acquisition costs		6.80%			(40,899)		1	1			(40,899)
<b>Residential Development Costs</b>							<b>Start</b>	<b>Duration</b>			
Residential Construction Cost					(2,119,140)		4	15	(2,119,140)		
Residential Contingency		5.0%	of costs		(105,957)		4	15	(105,957)		
Residential Professional Fees		10.0%	of costs		(211,914)		4	15	(211,914)		
Residential External Works					(222,510)		4	15	(222,510)		
Residential Environmental Costs					(42,383)		4	15	(42,383)		
Residential Site Preparation					(55,627)		4	15	(270,190)		
Residential Commuted Sum Payment					-		19	1	-		
<b>Commercial Development Costs</b>											
Commercial Construction Cost					-		4	15	-		
Commercial Contingency					-		4	15	-		
Commercial Professional Fees					-		4	15	-		
Commercial External Works					-		4	15	-		
Commercial Environmental Costs					-		4	15	-		
Commercial Site Preparation					-		4	15	-		
Commercial Sales Agents and Legal					-		4	15	-		
<b>Planning obligations</b>											
Borough CIL					-		4	1	-		
MCIL2					-		4	1	-		
S106					(134,215)		4	1	(134,215)		
<b>Disposal Costs</b>											
Marketing and disposal cost					-		19	1	-		
<b>Total cost (exc finance)</b>											<b>(3,106,309)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
<b>Interest</b> 7.0% debit											
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>806,233</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
15	South West	South	1,086	3	12	16	1	£0.58m	£0.70m	£0.9m	17.2%
<b>16 flats (brownfield)</b>											
<b>Development Value Summary</b>											
	NIA	£/m <sup>2</sup>	Capital Value								
Private	706	£5,274	£3,723,136								
Affordable	380	£2,483	£943,876								
Commercial			-								
<b>GDV</b>	<b>1,086</b>		<b>£4,667,013</b>								
Land	25%	£880	£956,160								
Construction		£2,262	£2,457,013								
Fees etc			£188,638								
Planning obligations			£75,029								
Disposal costs			-								
Finance			£188,913								
<b>Total Costs</b>			<b>£3,865,753</b>								
<b>PROFIT</b>			<b>£801,260</b>								
<b>Profit on Cost</b>			<b>20.7%</b>								
<b>Profit on Value</b>			<b>17.2%</b>								
<b>INPUTS</b>											
<b>16 units</b>											
		Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £					
Private	65%	10	706	7,598	490	3,723,136					
Intermediate	11%	2	114	1,227	300	368,222					
Affordable Rent	25%	4	266	2,864	201	575,654					
Commercial	-	-	-	-	-	-					
<b>Total</b>		<b>16</b>	<b>1,086</b>			<b>4,667,013</b>					
<b>Development Proceeds</b>											
		Sales value	Start month	Duration month	Value	Capital Value					
Private	65%	3,723,136	16	1	60%	3,723,136					
Intermediate	11%	368,222	16	1		368,222					
Affordable Rent	25%	575,654	16	1		575,654					
Commercial	-	-	16	1		-					
<b>Total</b>			<b>16</b>			<b>4,667,013</b>					
<b>Land costs</b>		<b>Rate</b>									
Site value			(895,281)	1	1	(895,281)					
Acquisition costs		6.80%	(60,879)	1	1	(60,879)					
<b>Residential Development Costs</b>											
				Start	Duration						
Residential Construction Cost			(1,886,382)	4	12	(1,886,382)					
Residential Contingency	5.0%		(94,319)	4	12	(94,319)					
Residential Professional Fees	10.0%	of costs	(188,638)	4	12	(188,638)					
Residential External Works			(198,070)	4	12	(198,070)					
Residential Environmental Costs			(37,728)	4	12	(37,728)					
Residential Site Preparation			(49,518)	4	12	(240,514)					
Residential Commuted Sum Payment			-	16	1	-					
<b>Commercial Development Costs</b>											
Commercial Construction Cost			-	4	12	-					
Commercial Contingency			-	4	12	-					
Commercial Professional Fees			-	4	12	-					
Commercial External Works			-	4	12	-					
Commercial Environmental Costs			-	4	12	-					
Commercial Site Preparation			-	4	12	-					
Commercial Sales Agents and Legal			-	4	12	-					
<b>Planning obligations</b>											
Borough CIL			-	4	1	-					
MCIL2			-	4	1	-					
S106			(75,029)	4	1	(75,029)					
<b>Disposal Costs</b>											
Marketing and disposal cost			-	16	1	-					
<b>Total cost (exc finance)</b>											<b>(2,720,679)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
Interest								7.0% debit			(188,913)
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>801,260</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
16	COA	COA	701	3	9	13	1	£1.10m	£1.43m	£1.4m	17.8%
<b>11 flats (brownfield change of use)</b>											
<b>Development Value Summary</b>											
	NIA	£/m <sup>2</sup>	Capital Value								
Private	456	£6,997	£3,187,971								
Affordable	245	£2,483	£609,261								
Commercial			-								
<b>GDV</b>	<b>701</b>		<b>£3,797,232</b>								
Land	49%	£2,172	£1,522,699								
Construction		£1,924	£1,348,579								
Fees etc			£103,538								
Planning obligations			-								
Disposal costs			-								
Finance			£148,266								
<b>Total Costs</b>			<b>£3,123,082</b>								
<b>PROFIT</b>			<b>£674,150</b>								
<b>Profit on Cost</b>			<b>21.6%</b>								
<b>Profit on Value</b>			<b>17.8%</b>								
<b>INPUTS</b>											
<b>11 units</b>											
		Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £					
Private	65%	7	456	4,905	650	3,187,971					
Intermediate	11%	1	74	792	300	237,683					
Affordable Rent	25%	3	172	1,849	201	371,578					
Commercial	-	-	-	-	-	-					
<b>Total</b>		<b>11</b>	<b>701</b>			<b>3,797,232</b>					
<b>Development Proceeds</b>											
		Sales value	Start month	Duration month	Value	Capital Value					
Private	65%	3,187,971	13	1	60%	3,187,971					
Intermediate	11%	237,683	13	1		237,683					
Affordable Rent	25%	371,578	13	1		371,578					
Commercial	-	-	13	1		-					
<b>Total</b>			<b>11</b>			<b>3,797,232</b>					
<b>Land costs</b>		<b>Rate</b>									
Site value			(1,425,749)	1	1	(1,425,749)					
Acquisition costs		6.80%	(96,951)	1	1	(96,951)					
<b>Residential Development Costs</b>											
				Start	Duration						
Residential Construction Cost			(1,035,377)	4	9	(1,035,377)					
Residential Contingency	5.0%		(51,769)	4	9	(51,769)					
Residential Professional Fees	10.0%	of costs	(103,538)	4	9	(103,538)					
Residential External Works			(108,715)	4	9	(108,715)					
Residential Environmental Costs			(20,708)	4	9	(20,708)					
Residential Site Preparation			(27,179)	4	9	(132,011)					
Residential Commuted Sum Payment			-	13	1	-					
<b>Commercial Development Costs</b>											
Commercial Construction Cost			-	4	9	-					
Commercial Contingency			-	4	9	-					
Commercial Professional Fees			-	4	9	-					
Commercial External Works			-	4	9	-					
Commercial Environmental Costs			-	4	9	-					
Commercial Site Preparation			-	4	9	-					
Commercial Sales Agents and Legal			-	4	9	-					
<b>Planning obligations</b>											
Borough CIL			-	4	1	-					
MCIL2			-	4	1	-					
S106			-	4	1	-					
<b>Disposal Costs</b>											
Marketing and disposal cost			-	13	1	-					
<b>Total cost (exc finance)</b>											<b>(1,452,116)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
Interest								7.0% debit			(148,266)
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>674,150</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
17	North	North	933	3	12	16	1	£0.20m	£0.23m	£0.9m	17.3%
<b>Garage demolition to create 12 flats (greenfield)</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
	NIA	£/m <sup>2</sup>	Capital Value	12 units		Units		NSA	NSA	Value	Capital Value
Private	606	£5,651	£3,427,078	65%		8		m <sup>2</sup>	ft <sup>2</sup>	£ psf	£
Affordable	327	£2,483	£810,899	11%		1		606	6,528	525	3,427,078
Commercial			-	25%		3		98	1,054	300	316,346
				-		-		229	2,460	201	494,554
				-		-		-	-	-	-
<b>GDV</b>	<b>933</b>		<b>£4,237,977</b>	<b>12</b>		<b>933</b>				<b>4,237,977</b>	
<b>Land</b>	<b>28%</b>	<b>£1,046</b>	<b>£975,521</b>	<b>12</b>		<b>933</b>				<b>4,237,977</b>	
Construction		£2,262	£2,110,859	Start		Duration		Total			
Fees etc			£162,062	month		month					
Planning obligations			£78,582	Private		Intermediate		Commercial			
Disposal costs			-	3,427,078		316,346		494,554			
Finance			£176,884	16		16		16		60%	
<b>Total Costs</b>			<b>£3,503,908</b>	16		16		16		1	
<b>PROFIT</b>			<b>£734,070</b>	16		16		16		1	
<b>Profit on Cost</b>			<b>21.0%</b>	Total		Total		Total		4,237,977	
<b>Profit on Value</b>			<b>17.3%</b>	Total		Total		Total		4,237,977	
<b>Land costs</b>	<b>Rate</b>										
Site value				(913,409)		1		1		(913,409)	
Acquisition costs	6.80%			(62,112)		1		1		(62,112)	
<b>Residential Development Costs</b>											
Residential Construction Cost				(1,620,621)		4	12				(1,620,621)
Residential Contingency	5.0%			(81,031)		4	12				(81,031)
Residential Professional Fees	10.0%	of costs		(162,062)		4	12				(162,062)
Residential External Works				(170,165)		4	12				(170,165)
Residential Environmental Costs				(32,412)		4	12				(32,412)
Residential Site Preparation				(42,541)		4	12				(206,629)
Residential Commuted Sum Payment				-		16	1				-
<b>Commercial Development Costs</b>											
Commercial Construction Cost				-		4	12				-
Commercial Contingency				-		4	12				-
Commercial Professional Fees				-		4	12				-
Commercial External Works				-		4	12				-
Commercial Environmental Costs				-		4	12				-
Commercial Site Preparation				-		4	12				-
Commercial Sales Agents and Legal				-		4	12				-
<b>Planning obligations</b>											
Borough CIL				-		4	1				-
MCIL2				-		4	1				-
S106				(78,582)		4	1				(78,582)
<b>Disposal Costs</b>											
Marketing and disposal cost				-		16	1				-
<b>Total cost (exc finance)</b>											<b>(2,351,503)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
Interest				7.0% debit							(176,884)
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>734,070</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
18	South West	South	3,711	6	18	25	1	£2.16m	£2.60m	£2.8m	16.9%
<b>Development of c.30 flats and houses (brownfield)</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
	NIA	£/m <sup>2</sup>	Capital Value	40 units		Units		NSA	NSA	Value	Capital Value
Private	2,412	£4,682	£11,294,402	65%		26		m <sup>2</sup>	ft <sup>2</sup>	£ psf	£
Affordable	1,299	£2,483	£3,225,346	11%		4		2,412	25,964	435	11,294,402
Commercial			-	25%		10		390	4,194	300	1,258,262
				-		-		909	9,787	201	1,967,083
				-		-		-	-	-	-
<b>GDV</b>	<b>3,711</b>		<b>£14,519,747</b>	<b>40</b>		<b>3,711</b>				<b>14,519,747</b>	
<b>Land</b>	<b>25%</b>	<b>£801</b>	<b>£2,970,671</b>	<b>40</b>		<b>3,711</b>				<b>14,519,747</b>	
Construction		£1,964	£7,289,035	Start		Duration		Total			
Fees etc			£559,619	month		month					
Planning obligations			£345,285	Private		Intermediate		Commercial			
Disposal costs			-	11,294,402		1,258,262		1,967,083		60%	
Finance			£902,736	25		25		25		1	
<b>Total Costs</b>			<b>£12,067,346</b>	25		25		25		1	
<b>PROFIT</b>			<b>£2,452,401</b>	Total		Total		Total		14,519,747	
<b>Profit on Cost</b>			<b>20.3%</b>	Total		Total		Total		14,519,747	
<b>Profit on Value</b>			<b>16.9%</b>	Total		Total		Total		14,519,747	
<b>Land costs</b>	<b>Rate</b>										
Site value				(2,781,527)		1		1		(2,781,527)	
Acquisition costs	6.80%			(189,144)		1		1		(189,144)	
<b>Residential Development Costs</b>											
Residential Construction Cost				(5,596,188)		7	18				(5,596,188)
Residential Contingency	5.0%			(279,809)		7	18				(279,809)
Residential Professional Fees	10.0%	of costs		(559,619)		7	18				(559,619)
Residential External Works				(587,600)		7	18				(587,600)
Residential Environmental Costs				(111,924)		7	18				(111,924)
Residential Site Preparation				(146,900)		7	18				(713,514)
Residential Commuted Sum Payment				-		25	1				-
<b>Commercial Development Costs</b>											
Commercial Construction Cost				-		7	18				-
Commercial Contingency				-		7	18				-
Commercial Professional Fees				-		7	18				-
Commercial External Works				-		7	18				-
Commercial Environmental Costs				-		7	18				-
Commercial Site Preparation				-		7	18				-
Commercial Sales Agents and Legal				-		7	18				-
<b>Planning obligations</b>											
Borough CIL				-		7	1				-
MCIL2				-		7	1				-
S106				(345,285)		7	1				(345,285)
<b>Disposal Costs</b>											
Marketing and disposal cost				-		25	1				-
<b>Total cost (exc finance)</b>											<b>(6,193,939)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
Interest				7.0% debit							(902,736)
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>2,452,401</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value	
19	North	North	1,909	6	15	22	1	£1.20m	£1.38m	£1.6m	17.0%	
<b>Development of c.30 flats (brownfield)</b>												
<b>Development Value Summary</b>				<b>INPUTS</b>								
Private	NIA	£/m <sup>2</sup>	Capital Value	24 units		Units		NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £	
Affordable	1,241	£4,844	£6,010,373	Private	65%	16	1,241	13,357	450	6,010,373		
Commercial	668	£2,483	£1,659,171	Intermediate	11%	3	200	2,158	300	647,271		
				Affordable Rent	25%	6	468	5,034	201	1,011,900		
				Commercial			-	-	-	-		
<b>GDV</b>	<b>1,909</b>		<b>£7,669,545</b>	<b>Total</b>	<b>24</b>	<b>1,909</b>				<b>7,669,545</b>		
<b>Land</b>	<b>27%</b>	<b>£915</b>	<b>£1,746,435</b>	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>	<b>Total</b>				
Construction		£1,964	£3,749,601	Private	65%	22	1	60%	6,010,373			
Fees etc			£287,877	Intermediate	11%	22	1		647,271			
Planning obligations			£162,598	Affordable Rent	25%	22	1		1,011,900			
Disposal costs			-	Commercial		22	1		-			
Finance			£421,408	<b>Total</b>						<b>7,669,545</b>		
<b>Total Costs</b>			<b>£6,367,920</b>	<b>PROFIT</b>								
										<b>£1,301,625</b>		
				<b>Profit on Cost</b>						<b>20.4%</b>		
				<b>Profit on Value</b>						<b>17.0%</b>		
<b>Land costs</b>	<b>Rate</b>											
Site value				(1,635,239)		1	1			(1,635,239)		
Acquisition costs		6.80%		(111,196)		1	1			(111,196)		
<b>Residential Development Costs</b>												
Residential Construction Cost				(2,878,772)		7	15			(2,878,772)		
Residential Contingency		5.0%		(143,939)		7	15			(143,939)		
Residential Professional Fees		10.0%	of costs	(287,877)		7	15			(287,877)		
Residential External Works				(302,271)		7	15			(302,271)		
Residential Environmental Costs				(57,575)		7	15			(57,575)		
Residential Site Preparation				(75,568)		7	15			(367,043)		
Residential Commuted Sum Payment				-		22	1			-		
<b>Commercial Development Costs</b>												
Commercial Construction Cost				-		7	15			-		
Commercial Contingency				-		7	15			-		
Commercial Professional Fees				-		7	15			-		
Commercial External Works				-		7	15			-		
Commercial Environmental Costs				-		7	15			-		
Commercial Site Preparation				-		7	15			-		
Commercial Sales Agents and Legal				-		7	15			-		
<b>Planning obligations</b>												
Borough CIL				-		7	1			-		
MCIL2				-		7	1			-		
S106				(162,598)		7	1			(162,598)		
<b>Disposal Costs</b>												
Marketing and disposal cost				-		22	1			-		
<b>Total cost (exc finance)</b>											<b>(4,200,076)</b>	
<b>Overall net cashflow</b>												
Opening Balance												
Development Costs for Period												
<b>Interest</b>												
7.0% debit												
<b>Total Costs</b>												
Closing Balance												
<b>PROFIT</b>											<b>1,301,625</b>	

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value	
20	South West	South	1,632	6	12	19	1	£0.70m	£0.84m	£1.1m	16.9%	
<b>Development of c30 flats with some light industrial (brownfield)</b>												
<b>Development Value Summary</b>				<b>INPUTS</b>								
Private	NIA	£/m <sup>2</sup>	Capital Value	22 units		Units		NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £	
Affordable	1,061	£5,274	£5,593,961	Private	65%	14	1,061	11,416	490	5,593,961		
Commercial	571	£2,483	£1,418,161	Intermediate	11%	2	171	1,844	300	553,249		
			£1,089,540	Affordable Rent	25%	5	400	4,303	201	864,912		
				Commercial			381	4,096	266	1,089,540		
<b>GDV</b>	<b>1,632</b>		<b>£8,101,662</b>	<b>Total</b>	<b>22</b>	<b>2,012</b>				<b>8,101,662</b>		
<b>Land</b>	<b>17%</b>	<b>£688</b>	<b>£1,123,131</b>	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>	<b>Total</b>				
Construction		£2,903	£4,736,890	Private	65%	19	1	60%	5,593,961			
Fees etc			£366,337	Intermediate	11%	19	1		553,249			
Planning obligations			£132,754	Affordable Rent	25%	19	1		864,912			
Disposal costs			£54,477	Commercial		19	1		1,089,540			
Finance			£320,759	<b>Total</b>						<b>8,101,662</b>		
<b>Total Costs</b>			<b>£6,734,349</b>	<b>PROFIT</b>								
										<b>£1,367,313</b>		
				<b>Profit on Cost</b>						<b>20.3%</b>		
				<b>Profit on Value</b>						<b>16.9%</b>		
<b>Land costs</b>	<b>Rate</b>											
Site value				(1,051,621)		1	1			(1,051,621)		
Acquisition costs		6.80%		(71,510)		1	1			(71,510)		
<b>Residential Development Costs</b>												
Residential Construction Cost				(2,834,263)		7	12			(2,834,263)		
Residential Contingency		5.0%		(141,713)		7	12			(141,713)		
Residential Professional Fees		10.0%	of costs	(283,426)		7	12			(283,426)		
Residential External Works				(297,598)		7	12			(297,598)		
Residential Environmental Costs				(56,685)		7	12			(56,685)		
Residential Site Preparation				(74,399)		7	12			(361,369)		
Residential Commuted Sum Payment				-		19	1			-		
<b>Commercial Development Costs</b>												
Commercial Construction Cost				(829,110)		7	12			(829,110)		
Commercial Contingency				(41,455)		7	12			(41,455)		
Commercial Professional Fees				(82,911)		7	12			(82,911)		
Commercial External Works				(82,911)		7	12			(82,911)		
Commercial Environmental Costs				(16,582)		7	12			(16,582)		
Commercial Site Preparation				(20,728)		7	12			(20,728)		
Commercial Sales Agents and Legal				(54,477)		7	12			(54,477)		
<b>Planning obligations</b>												
Borough CIL				-		7	1			-		
MCIL2				-		7	1			-		
S106				(132,754)		7	1			(132,754)		
<b>Disposal Costs</b>												
Marketing and disposal cost				(54,477)		19	1			(54,477)		
<b>Total cost (exc finance)</b>											<b>(5,290,458)</b>	
<b>Overall net cashflow</b>												
Opening Balance												
Development Costs for Period												
<b>Interest</b>												
7.0% debit												
<b>Total Costs</b>												
Closing Balance												
<b>PROFIT</b>											<b>1,367,313</b>	

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value	
21	COA	COA	2,452	6	15	22	1	£0.70m	£0.91m	£4.4m	17.8%	
<b>Development of c.30 flats (brownfield)</b>												
<b>Development Value Summary</b>				<b>INPUTS</b>								
Private	NIA	£/m <sup>2</sup>	Capital Value	25 units		Units		NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £	
Affordable	1,594	£6,997	£11,151,077	Private	65%	16	1,594	17,156	650	11,151,077		
Commercial	858	£2,483	£2,131,109	Intermediate	11%	3	257	2,771	300	831,382		
				Affordable Rent	25%	6	601	6,466	201	1,299,727		
				Commercial			-	-	-	-		
<b>GDV</b>	<b>2,452</b>		<b>£13,282,187</b>	<b>Total</b>		<b>25</b>	<b>2,452</b>			<b>13,282,187</b>		
<b>Land</b>	<b>43%</b>	<b>£1,922</b>	<b>£4,712,995</b>	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>			<b>Total</b>		
Construction		£1,964	£4,816,145	Sales value		Private	22	60%	11,151,077			
Fees etc			£369,762	Intermediate		Intermediate	22		831,382			
Planning obligations			£176,350	Affordable Rent		Affordable Rent	22		1,299,727			
Disposal costs			-	Commercial		Commercial	22		-			
Finance			£846,854	<b>Total</b>		<b>Total</b>			<b>13,282,187</b>			
<b>Total Costs</b>			<b>£10,924,105</b>	<b>PROFIT</b>								
				Profit on Cost						21.6%		
				Profit on Value						17.8%		
<b>Land costs</b>	<b>Rate</b>											
Site value				(4,412,916)	1	1			(4,412,916)			
Acquisition costs	6.80%			(300,078)	1	1			(300,078)			
<b>Residential Development Costs</b>						Start	Duration					
Residential Construction Cost				(3,697,616)	7	15			(3,697,616)			
Residential Contingency	5.0%			(184,881)	7	15			(184,881)			
Residential Professional Fees	10.0%	of costs		(369,762)	7	15			(369,762)			
Residential External Works				(388,250)	7	15			(388,250)			
Residential Environmental Costs				(73,952)	7	15			(73,952)			
Residential Site Preparation				(97,062)	7	15			(471,446)			
Residential Commuted Sum Payment				-	22	1			-			
<b>Commercial Development Costs</b>												
Commercial Construction Cost				-	7	15			-			
Commercial Contingency				-	7	15			-			
Commercial Professional Fees				-	7	15			-			
Commercial External Works				-	7	15			-			
Commercial Environmental Costs				-	7	15			-			
Commercial Site Preparation				-	7	15			-			
Commercial Sales Agents and Legal				-	7	15			-			
<b>Planning obligations</b>												
Borough CIL				-	7	1			-			
MCIL2				-	7	1			-			
S106				(176,350)	7	1			(176,350)			
<b>Disposal Costs</b>												
Marketing and disposal cost				-	22	1			-			
<b>Total cost (exc finance)</b>											<b>(5,362,256)</b>	
<b>Overall net cashflow</b>												
Opening Balance												
Development Costs for Period												
Interest												7.0% debit
Total Costs												(848,854)
Closing Balance												
<b>PROFIT</b>											<b>2,358,082</b>	

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value	
22	North	North	8,700	3	24	28	3	£0.50m	£0.58m	£6.6m	17.0%	
<b>Development of c.100 flats and houses (greenfield)</b>												
<b>Development Value Summary</b>				<b>INPUTS</b>								
Private	NIA	£/m <sup>2</sup>	Capital Value	79 units		Units		NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £	
Affordable	5,655	£4,844	£27,391,435	Private	65%	51	5,655	60,870	450	27,391,435		
Commercial	3,045	£2,483	£7,561,441	Intermediate	11%	8	914	9,833	300	2,949,847		
				Affordable Rent	25%	19	2,132	22,943	201	4,611,594		
				Commercial			-	-	-	-		
<b>GDV</b>	<b>8,700</b>		<b>£34,952,875</b>	<b>Total</b>		<b>79</b>	<b>8,700</b>			<b>34,952,875</b>		
<b>Land</b>	<b>24%</b>	<b>£805</b>	<b>£7,004,192</b>	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>			<b>Total</b>		
Construction		£1,964	£17,088,279	Sales value		Private	28	60%	27,391,435			
Fees etc			£1,311,960	Intermediate		Intermediate	28		2,949,847			
Planning obligations			£957,109	Affordable Rent		Affordable Rent	28		4,611,594			
Disposal costs			-	Commercial		Commercial	28		-			
Finance			£2,656,727	<b>Total</b>		<b>Total</b>			<b>34,952,875</b>			
<b>Total Costs</b>			<b>£29,018,266</b>	<b>PROFIT</b>								
				Profit on Cost						20.5%		
				Profit on Value						17.0%		
<b>Land costs</b>	<b>Rate</b>											
Site value				(6,558,232)	1	1			(6,558,232)			
Acquisition costs	6.80%			(445,960)	1	1			(445,960)			
<b>Residential Development Costs</b>						Start	Duration					
Residential Construction Cost				(13,119,600)	4	24			(13,119,600)			
Residential Contingency	5.0%			(655,980)	4	24			(655,980)			
Residential Professional Fees	10.0%	of costs		(1,311,960)	4	24			(1,311,960)			
Residential External Works				(1,377,558)	4	24			(1,377,558)			
Residential Environmental Costs				(262,392)	4	24			(262,392)			
Residential Site Preparation				(344,390)	4	24			(1,672,749)			
Residential Commuted Sum Payment				-	28	1			-			
<b>Commercial Development Costs</b>												
Commercial Construction Cost				-	4	24			-			
Commercial Contingency				-	4	24			-			
Commercial Professional Fees				-	4	24			-			
Commercial External Works				-	4	24			-			
Commercial Environmental Costs				-	4	24			-			
Commercial Site Preparation				-	4	24			-			
Commercial Sales Agents and Legal				-	4	24			-			
<b>Planning obligations</b>												
Borough CIL				-	4	1			-			
MCIL2				-	4	1			-			
S106				(957,109)	4	1			(957,109)			
<b>Disposal Costs</b>												
Marketing and disposal cost				-	28	3			-			
<b>Total cost (exc finance)</b>											<b>(19,357,348)</b>	
<b>Overall net cashflow</b>												
Opening Balance												
Development Costs for Period												
Interest												7.0% debit
Total Costs												(2,656,727)
Closing Balance												
<b>PROFIT</b>											<b>5,934,609</b>	



Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
25	COA	COA	4,337	6	15	22	2	£2.10m	£2.72m	£5.1m	17.6%
<b>Residential and health (change of use of long term vacant building)</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
	NIA	£/m <sup>2</sup>	Capital Value	70 units		Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £	
Private	2,819	£6,997	£19,723,582	Private		65%	46	2,819	30,344	650	19,723,582
Affordable	1,518	£2,483	£3,769,422	Intermediate		11%	7	455	4,902	300	1,470,516
Commercial			£1,864,307	Affordable Rent		25%	17	1,063	11,437	201	2,298,906
				Commercial				866	9,322	200	1,864,307
<b>GDV</b>	<b>4,337</b>		<b>£25,357,311</b>	<b>Total</b>		<b>70</b>	<b>5,203</b>				<b>25,357,311</b>
<b>Land</b>	<b>26%</b>	<b>£1,247</b>	<b>£5,406,689</b>	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>			<b>Total</b>	
Construction		£2,991	£12,972,882	Private		19,723,582	22	2	60%	19,723,582	
Fees etc			£1,008,233	Intermediate		1,470,516	22	1		1,470,516	
Planning obligations			£88,904	Affordable Rent		2,298,906	22	1		2,298,906	
Disposal costs			£93,215	Commercial		1,864,307	22	1		1,864,307	
Finance			£1,336,860	<b>Total</b>		<b>70</b>	<b>5,203</b>			<b>25,357,311</b>	
<b>Total Costs</b>			<b>£20,906,783</b>	<b>PROFIT</b>							
				<b>Profit on Cost</b>							<b>21.3%</b>
				<b>Profit on Value</b>							<b>17.6%</b>
<b>Land costs</b>	<b>Rate</b>										
Site value					(5,062,443)	1	1			(5,062,443)	
Acquisition costs	6.80%				(344,246)	1	1			(344,246)	
<b>Residential Development Costs</b>							Start	Duration			
Residential Construction Cost					(7,732,871)	7	15			(7,732,871)	
Residential Contingency	5.0%				(386,644)	7	15			(386,644)	
Residential Professional Fees	10.0%	of costs			(773,287)	7	15			(773,287)	
Residential External Works					(811,951)	7	15			(811,951)	
Residential Environmental Costs					(154,657)	7	15			(154,657)	
Residential Site Preparation					(202,988)	7	15			(985,941)	
Residential Commuted Sum Payment					-	22	1			-	
<b>Commercial Development Costs</b>											
Commercial Construction Cost					(2,349,458)	7	15			(2,349,458)	
Commercial Contingency					(117,473)	7	15			(117,473)	
Commercial Professional Fees					(234,946)	7	15			(234,946)	
Commercial External Works					(234,946)	7	15			(234,946)	
Commercial Environmental Costs					(46,989)	7	15			(46,989)	
Commercial Site Preparation					(58,736)	7	15			(58,736)	
Commercial Sales Agents and Legal					(93,215)	7	15			(93,215)	
<b>Planning obligations</b>											
Borough CIL					-	7	1			-	
MCIL2					-	7	1			-	
S106					(88,904)	7	1			(88,904)	
<b>Disposal Costs</b>											
Marketing and disposal cost					(93,215)	22	2			(93,215)	
<b>Total cost (exc finance)</b>											<b>(14,163,234)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
Interest				7.0% debit							(1,336,860)
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>4,450,528</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
26	COA	COA	8,500	6	21	28	3	£2.10m	£2.72m	£10.3m	17.7%
<b>Tall building residential and health (new build)</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
	NIA	£/m <sup>2</sup>	Capital Value	100 units		Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £	
Private	5,525	£6,997	£38,655,856	Private		65%	65	5,525	59,471	650	38,655,856
Affordable	2,975	£2,483	£7,387,614	Intermediate		11%	11	893	9,607	300	2,882,034
Commercial			£1,864,307	Affordable Rent		25%	25	2,083	22,416	201	4,505,580
				Commercial				866	9,322	200	1,864,307
<b>GDV</b>	<b>8,500</b>		<b>£47,907,778</b>	<b>Total</b>		<b>100</b>	<b>9,366</b>				<b>47,907,778</b>
<b>Land</b>	<b>28%</b>	<b>£1,291</b>	<b>£10,977,552</b>	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>			<b>Total</b>	
Construction		£2,664	£22,640,856	Private		38,655,856	28	3	60%	38,655,856	
Fees etc			£1,750,496	Intermediate		2,882,034	28	1		2,882,034	
Planning obligations			£531,546	Affordable Rent		4,505,580	28	1		4,505,580	
Disposal costs			£93,215	Commercial		1,864,307	28	1		1,864,307	
Finance			£3,457,704	<b>Total</b>		<b>100</b>	<b>9,366</b>			<b>47,907,778</b>	
<b>Total Costs</b>			<b>£39,451,370</b>	<b>PROFIT</b>							
				<b>Profit on Cost</b>							<b>21.4%</b>
				<b>Profit on Value</b>							<b>17.7%</b>
<b>Land costs</b>	<b>Rate</b>										
Site value					(10,278,607)	1	1			(10,278,607)	
Acquisition costs	6.80%				(698,945)	1	1			(698,945)	
<b>Residential Development Costs</b>							Start	Duration			
Residential Construction Cost					(15,155,500)	7	21			(15,155,500)	
Residential Contingency	5.0%				(757,775)	7	21			(757,775)	
Residential Professional Fees	10.0%	of costs			(1,515,550)	7	21			(1,515,550)	
Residential External Works					(1,591,328)	7	21			(1,591,328)	
Residential Environmental Costs					(303,110)	7	21			(303,110)	
Residential Site Preparation					(397,832)	7	21			(1,932,326)	
Residential Commuted Sum Payment					-	28	1			-	
<b>Commercial Development Costs</b>											
Commercial Construction Cost					(2,349,458)	7	21			(2,349,458)	
Commercial Contingency					(117,473)	7	21			(117,473)	
Commercial Professional Fees					(234,946)	7	21			(234,946)	
Commercial External Works					(234,946)	7	21			(234,946)	
Commercial Environmental Costs					(46,989)	7	21			(46,989)	
Commercial Site Preparation					(58,736)	7	21			(58,736)	
Commercial Sales Agents and Legal					(93,215)	7	21			(93,215)	
<b>Planning obligations</b>											
Borough CIL					-	7	1			-	
MCIL2					-	7	1			-	
S106					(531,546)	7	1			(531,546)	
<b>Disposal Costs</b>											
Marketing and disposal cost					(93,215)	28	3			(93,215)	
<b>Total cost (exc finance)</b>											<b>(25,016,114)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
Interest				7.0% debit							(3,457,704)
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>8,456,408</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
27	South West	South	200	3	9	13	1	£0.33m	£0.39m	£0.3m	20.0%
Office conversion of office above flats to small no. of flats											
<b>Development Value Summary</b>			<b>NIA</b>	<b>£/m²</b>	<b>Capital Value</b>	<b>INPUTS</b>					
Private	200	£5,274	£1,054,862	4 units		Units		NSA	NSA	Value	Capital Value
Affordable	-	£0	-	Private		200		m²	ft²	£ psf	£
Commercial	-	-	-	Intermediate		-		2,153	490	1,054,862	-
<b>GDV</b>				Commercial		-		-	-	-	-
	200		£1,054,862	Affordable Rent		-		-	-	-	-
				Commercial		-		-	-	-	-
<b>Land</b>				<b>Construction</b>		<b>Development Proceeds</b>		<b>Start</b>		<b>Duration</b>	
44%				£1,765		4		month		month	
Construction				£1,924		200		Total		1,054,862	
Fees etc				£29,540		Private		1,054,862		13	
Planning obligations				-		Intermediate		-		13	
Disposal costs				-		Affordable Rent		-		13	
Finance				£36,600		Commercial		-		13	
<b>Total Costs</b>				<b>£803,890</b>		Total		4		200	
<b>PROFIT</b>				<b>£250,972</b>		Development Proceeds		4		200	
Profit on Cost				25.0%		Private		13		1	
Profit on Value				20.0%		Intermediate		13		1	
<b>Land costs</b>				<b>Rate</b>		Total		4		200	
Site value				-		Private		13		1	
Acquisition costs				6.80%		Intermediate		13		1	
<b>Residential Development Costs</b>				-		Affordable Rent		13		1	
Residential Construction Cost				(295,400)		Commercial		13		1	
Residential Contingency				(14,770)		Total		4		200	
Residential Professional Fees				(29,540)		Development Proceeds		4		200	
Residential External Works				(31,017)		Private		13		1	
Residential Environmental Costs				(5,908)		Intermediate		13		1	
Residential Site Preparation				(7,754)		Affordable Rent		13		1	
Residential Commuted Sum Payment				(40,000)		Commercial		13		1	
<b>Commercial Development Costs</b>				-		Total		4		200	
Commercial Construction Cost				-		Development Proceeds		4		200	
Commercial Contingency				-		Private		13		1	
Commercial Professional Fees				-		Intermediate		13		1	
Commercial External Works				-		Affordable Rent		13		1	
Commercial Environmental Costs				-		Commercial		13		1	
Commercial Site Preparation				-		Total		4		200	
Commercial Sales Agents and Legal				-		Development Proceeds		4		200	
<b>Planning obligations</b>				-		Private		13		1	
Borough CIL				-		Intermediate		13		1	
MCIL2				-		Affordable Rent		13		1	
S106				-		Commercial		13		1	
<b>Disposal Costs</b>				-		Total		4		200	
Marketing and disposal cost				-		Development Proceeds		4		200	
<b>Total cost (exc finance)</b>				-		Private		13		1	
						Intermediate		13		1	
<b>Overall net cashflow</b>						Affordable Rent		13		1	
Opening Balance						Commercial		13		1	
Development Costs for Period						Total		4		200	
<b>Interest</b>				7.0% debit		Development Proceeds		4		200	
Total Costs						Private		13		1	
Closing Balance						Intermediate		13		1	
<b>PROFIT</b>						Affordable Rent		13		1	
						Commercial		13		1	
						Total		4		200	

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
28	Central	South	4,690	6	24	31	1	£3.02m	£3.77m	£3.9m	16.9%
Residential and local supermarket (medium scale)											
<b>Development Value Summary</b>			<b>NIA</b>	<b>£/m²</b>	<b>Capital Value</b>	<b>INPUTS</b>					
Private	3,049	£5,920	£18,047,562	42 units		Units		NSA	NSA	Value	Capital Value
Affordable	1,642	£2,483	£4,076,225	Private		27		m²	ft²	£ psf	£
Commercial	-	-	£6,455,630	Intermediate		4		3,049	32,814	550	18,047,562
<b>GDV</b>				Commercial		10		1,149	12,368	201	2,486,020
	4,690		£28,579,417	Commercial		1,503		1,503	16,178	399	6,455,630
<b>Land</b>				<b>Construction</b>		<b>Development Proceeds</b>		<b>Start</b>		<b>Duration</b>	
17%				£884		42		month		month	
Construction				£3,416		6,193		Total		28,579,417	
Fees etc				£1,226,604		Private		31		1	
Planning obligations				-		Intermediate		31		1	
Disposal costs				£322,782		Affordable Rent		31		1	
Finance				£2,037,860		Commercial		31		1	
<b>Total Costs</b>				<b>£23,756,987</b>		Total		42		6,193	
<b>PROFIT</b>				<b>£4,822,430</b>		Development Proceeds		42		6,193	
Profit on Cost				20.3%		Private		31		1	
Profit on Value				16.9%		Intermediate		31		1	
<b>Land costs</b>				<b>Rate</b>		Total		42		6,193	
Site value				-		Development Proceeds		42		6,193	
Acquisition costs				6.80%		Private		31		1	
<b>Residential Development Costs</b>				-		Intermediate		31		1	
Residential Construction Cost				(9,698,920)		Affordable Rent		31		1	
Residential Contingency				(484,946)		Commercial		31		1	
Residential Professional Fees				(969,892)		Total		42		6,193	
Residential External Works				(1,018,387)		Development Proceeds		42		6,193	
Residential Environmental Costs				(193,978)		Private		31		1	
Residential Site Preparation				(254,597)		Intermediate		31		1	
Residential Commuted Sum Payment				-		Affordable Rent		31		1	
<b>Commercial Development Costs</b>				-		Commercial		31		1	
Commercial Construction Cost				(2,567,124)		Total		42		6,193	
Commercial Contingency				(128,356)		Development Proceeds		42		6,193	
Commercial Professional Fees				(256,712)		Private		31		1	
Commercial External Works				(256,712)		Intermediate		31		1	
Commercial Environmental Costs				(51,342)		Affordable Rent		31		1	
Commercial Site Preparation				(64,178)		Commercial		31		1	
Commercial Sales Agents and Legal				(322,782)		Total		42		6,193	
<b>Planning obligations</b>				-		Development Proceeds		42		6,193	
Borough CIL				-		Private		31		1	
MCIL2				-		Intermediate		31		1	
S106				-		Affordable Rent		31		1	
<b>Disposal Costs</b>				-		Commercial		31		1	
Marketing and disposal cost				(322,782)		Total		42		6,193	
<b>Total cost (exc finance)</b>				-		Development Proceeds		42		6,193	
						Private		31		1	
<b>Overall net cashflow</b>						Intermediate		31		1	
Opening Balance						Affordable Rent		31		1	
Development Costs for Period						Commercial		31		1	
<b>Interest</b>				7.0% debit		Total		42		6,193	
Total Costs						Development Proceeds		42		6,193	
Closing Balance						Private		31		1	
<b>PROFIT</b>						Intermediate		31		1	
						Affordable Rent		31		1	
						Commercial		31		1	
						Total		42		6,193	

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
29	Central	Purley Way	1,500	6	15	22	1	£12.73m	£15.91m	£12.5m	15.4%
<b>Residential and Supermarket</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
	NIA	£/m <sup>2</sup>	Capital Value		17 units		Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £
Private	975	£5,920	£5,772,141								
Affordable	525	£2,483	£1,303,697								
Commercial			£41,046,206								
<b>GDV</b>	<b>1,500</b>		<b>£48,122,044</b>								
Land	33%	£8,912	£13,367,347								
Construction		£13,506	£20,258,974								
Fees etc			£1,500,132								
Planning obligations			£792,806								
Disposal costs			£2,052,310								
Finance			£2,760,893								
<b>Total Costs</b>			<b>£40,732,463</b>								
<b>PROFIT</b>			<b>£7,389,581</b>								
<b>Profit on Cost</b>			<b>18.1%</b>								
<b>Profit on Value</b>			<b>15.4%</b>								
<b>Land costs</b>		<b>Rate</b>									
Site value			(12,516,243)		1	1		1	1	(12,516,243)	
Acquisition costs	6.80%		(851,105)		1	1		1	1	(851,105)	
<b>Residential Development Costs</b>								<b>Start</b>	<b>Duration</b>		
Residential Construction Cost			(2,605,500)		7	15		7	15	(2,605,500)	
Residential Contingency	5.0%		(130,275)		7	15		7	15	(130,275)	
Residential Professional Fees	10.0%	of costs	(260,550)		7	15		7	15	(260,550)	
Residential External Works			(273,578)		7	15		7	15	(273,578)	
Residential Environmental Costs			(52,110)		7	15		7	15	(52,110)	
Residential Site Preparation			(68,394)		7	15		7	15	(332,201)	
Residential Commuted Sum Payment			-		22	1				-	
<b>Commercial Development Costs</b>											
Commercial Construction Cost			(12,395,816)		7	15		7	15	(12,395,816)	
Commercial Contingency			(619,791)		7	15		7	15	(619,791)	
Commercial Professional Fees			(1,239,582)		7	15		7	15	(1,239,582)	
Commercial External Works			(1,239,582)		7	15		7	15	(1,239,582)	
Commercial Environmental Costs			(247,916)		7	15		7	15	(247,916)	
Commercial Site Preparation			(309,895)		7	15		7	15	(309,895)	
Commercial Sales Agents and Legal			(2,052,310)		7	15		7	15	(2,052,310)	
<b>Planning obligations</b>											
Borough CIL			-		7	1		7	1	-	
MCIL2			-		7	1		7	1	-	
S106			(792,806)		7	1		7	1	(792,806)	
<b>Disposal Costs</b>											
Marketing and disposal cost			(2,052,310)		22	1		22	1	(2,052,310)	
<b>Total cost (exc finance)</b>											(24,604,223)
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period					7.0% debit						(2,760,893)
Interest											
Total Costs											
Closing Balance											
<b>PROFIT</b>											7,389,581

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
30	North	North	791	6	12	19	1	£0.86m	£0.99m	£1.6m	17.7%
<b>Local supermarket (small scale) replaced by Mixed use residential and supermarket</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
	NIA	£/m <sup>2</sup>	Capital Value		9 units		Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £
Private	791	£5,651	£4,469,979								
Affordable	-	£0	-								
Commercial			£3,756,836								
<b>GDV</b>	<b>791</b>		<b>£8,226,815</b>								
Land	25%	£2,138	£1,691,308								
Construction		£5,039	£3,985,837								
Fees etc			£305,464								
Planning obligations			£156,218								
Disposal costs			£187,842								
Finance			£352,625								
<b>Total Costs</b>			<b>£6,679,294</b>								
<b>PROFIT</b>			<b>£1,547,521</b>								
<b>Profit on Cost</b>			<b>21.5%</b>								
<b>Profit on Value</b>			<b>17.7%</b>								
<b>Land costs</b>		<b>Rate</b>									
Site value			(1,583,622)		1	1		1	1	(1,583,622)	
Acquisition costs	6.80%		(107,686)		1	1		1	1	(107,686)	
<b>Residential Development Costs</b>								<b>Start</b>	<b>Duration</b>		
Residential Construction Cost			(1,373,967)		7	12		7	12	(1,373,967)	
Residential Contingency	5.0%		(68,698)		7	12		7	12	(68,698)	
Residential Professional Fees	10.0%	of costs	(137,397)		7	12		7	12	(137,397)	
Residential External Works			(144,267)		7	12		7	12	(144,267)	
Residential Environmental Costs			(27,479)		7	12		7	12	(27,479)	
Residential Site Preparation			(36,067)		7	12		7	12	(175,181)	
Residential Commuted Sum Payment			(90,000)		19	1				(90,000)	
<b>Commercial Development Costs</b>											
Commercial Construction Cost			(1,680,672)		7	12		7	12	(1,680,672)	
Commercial Contingency			(64,034)		7	12		7	12	(64,034)	
Commercial Professional Fees			(168,067)		7	12		7	12	(168,067)	
Commercial External Works			(168,067)		7	12		7	12	(168,067)	
Commercial Environmental Costs			(33,613)		7	12		7	12	(33,613)	
Commercial Site Preparation			(42,017)		7	12		7	12	(42,017)	
Commercial Sales Agents and Legal			(187,842)		7	12		7	12	(187,842)	
<b>Planning obligations</b>											
Borough CIL			-		7	1		7	1	-	
MCIL2			-		7	1		7	1	-	
S106			(156,218)		7	1		7	1	(156,218)	
<b>Disposal Costs</b>											
Marketing and disposal cost			(187,842)		19	1		19	1	(187,842)	
<b>Total cost (exc finance)</b>											(4,725,360)
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period					7.0% debit						(352,625)
Interest											
Total Costs											
Closing Balance											
<b>PROFIT</b>											1,457,521

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
31	North	North	2,006	6	12	19	1	£1.67m	£1.92m	£3.2m	20.0%
<b>9 flats (change of use)</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	9 units		Units		NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £
Affordable	2,006	£5,651	£11,336,001	Private	100%	9	2,006	21,593	525	11,336,001	
Commercial	-	£0	-	Intermediate	0%	-	-	-	-	-	
				Affordable Rent	0%	-	-	-	-	-	
				Commercial	-	-	-	-	-	-	
<b>GDV</b>	<b>2,006</b>		<b>£11,336,001</b>	<b>Total</b>		<b>9</b>	<b>2,006</b>			<b>11,336,001</b>	
Land	38%	£1,700	£3,410,001	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>	<b>Total</b>			
Construction		£2,322	£4,658,649	Private	Sales value	19	1	60%	11,336,001		
Fees etc			£357,670	Intermediate	11,336,001	19	1		-		
Planning obligations			-	Affordable Rent	-	19	1		-		
Disposal costs			-	Commercial	-	19	1		-		
Finance			£552,481	<b>Total</b>					<b>11,336,001</b>		
<b>Total Costs</b>			<b>£8,978,801</b>	<b>Development Proceeds</b>							
<b>PROFIT</b>			<b>£2,357,200</b>	Private							
<b>Profit on Cost</b>			<b>25.0%</b>	Intermediate							
<b>Profit on Value</b>			<b>20.0%</b>	Affordable Rent							
				Commercial							
				<b>Total</b>					<b>11,336,001</b>		
<b>Land costs</b>	<b>Rate</b>			Site value							
Site value				(3,192,885)						(3,192,885)	
Acquisition costs	6.80%			(217,116)						(217,116)	
<b>Residential Development Costs</b>						<b>Start</b>	<b>Duration</b>				
Residential Construction Cost				(3,576,698)		7	12			(3,576,698)	
Residential Contingency	5.0%			(178,835)		7	12			(178,835)	
Residential Professional Fees	10.0%	of costs		(357,670)		7	12			(357,670)	
Residential External Works				(375,553)		7	12			(375,553)	
Residential Environmental Costs				(71,534)		7	12			(71,534)	
Residential Site Preparation				(93,888)		7	12			(93,888)	
Residential Commuted Sum Payment				(90,000)		19	1			(90,000)	
<b>Commercial Development Costs</b>											
Commercial Construction Cost				-		7	12			-	
Commercial Contingency				-		7	12			-	
Commercial Professional Fees				-		7	12			-	
Commercial External Works				-		7	12			-	
Commercial Environmental Costs				-		7	12			-	
Commercial Site Preparation				-		7	12			-	
Commercial Sales Agents and Legal				-		7	12			-	
<b>Planning obligations</b>											
Borough CIL				-		7	1			-	
MCIL2				-		7	1			-	
S106				-		7	1			-	
<b>Disposal Costs</b>											
Marketing and disposal cost				-		19	1			-	
<b>Total cost (exc finance)</b>										<b>(5,106,319)</b>	
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
<b>Interest</b>				7.0% debit							(552,481)
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>2,267,200</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
32	COA	COA	5,276	6	18	25	2	£3.25m	£4.23m	£8.2m	17.4%
<b>Residential and retail</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	55 units		Units		NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £
Affordable	3,429	£6,997	£23,993,917	Private	65%	36	3,429	36,914	650	23,993,917	
Commercial	1,847	£2,483	£4,585,536	Intermediate	11%	6	554	5,963	300	1,788,896	
			£4,564,946	Affordable Rent	25%	13	1,293	13,914	201	2,796,640	
				Commercial	-	-	704	7,578	602	4,564,946	
<b>GDV</b>	<b>5,276</b>		<b>£33,144,399</b>	<b>Total</b>		<b>55</b>	<b>5,980</b>			<b>33,144,399</b>	
Land	32%	£1,659	£8,752,193	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>	<b>Total</b>			
Construction		£2,801	£14,780,524	Private	Sales value	25	2	60%	23,993,917		
Fees etc			£1,119,613	Intermediate	23,993,917	25	1		1,788,896		
Planning obligations			£320,659	Affordable Rent	1,788,896	25	1		2,796,640		
Disposal costs			-	Commercial	2,796,640	25	1		4,564,946		
Finance			£228,247	<b>Total</b>	4,564,946	25	1				
<b>Total Costs</b>			<b>£27,385,741</b>	<b>PROFIT</b>						<b>£5,758,657</b>	
<b>Profit on Cost</b>			<b>21.0%</b>	<b>Profit on Value</b>						<b>17.4%</b>	
<b>Land costs</b>	<b>Rate</b>			Site value							
Site value				(8,194,938)						(8,194,938)	
Acquisition costs	6.80%			(557,256)						(557,256)	
<b>Residential Development Costs</b>						<b>Start</b>	<b>Duration</b>				
Residential Construction Cost				(10,910,768)		7	18			(10,910,768)	
Residential Contingency	5.0%			(545,538)		7	18			(545,538)	
Residential Professional Fees	10.0%	of costs		(1,091,077)		7	18			(1,091,077)	
Residential External Works				(1,145,631)		7	18			(1,145,631)	
Residential Environmental Costs				(218,215)		7	18			(218,215)	
Residential Site Preparation				(286,408)		7	18			(286,408)	
Residential Commuted Sum Payment				-		25	1			-	
<b>Commercial Development Costs</b>											
Commercial Construction Cost				(285,357)		7	18			(285,357)	
Commercial Contingency				(14,268)		7	18			(14,268)	
Commercial Professional Fees				(28,536)		7	18			(28,536)	
Commercial External Works				(28,536)		7	18			(28,536)	
Commercial Environmental Costs				(5,707)		7	18			(5,707)	
Commercial Site Preparation				(7,134)		7	18			(7,134)	
Commercial Sales Agents and Legal				(228,247)		7	18			(228,247)	
<b>Planning obligations</b>											
Borough CIL				-		7	1			-	
MCIL2				-		7	1			-	
S106				(320,659)		7	1			(320,659)	
<b>Disposal Costs</b>											
Marketing and disposal cost				(228,247)		25	2			(228,247)	
<b>Total cost (exc finance)</b>										<b>(16,449,043)</b>	
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
<b>Interest</b>				7.0% debit							(2,184,505)
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>5,758,657</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
33	COA	COA	14,000	6	24	31	6	£4.57m	£5.94m	£13.4m	17.6%
<b>Residential and primary school</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
	NIA	£/m <sup>2</sup>	Capital Value	172 units		Units		NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £
Private	9,100	£6,997	£63,668,469	Private		65%	112	9,100	97,952	650	63,668,469
Affordable	4,900	£2,483	£12,167,835	Intermediate		11%	18	1,470	15,823	300	4,746,880
Commercial			£6,462,646	Affordable Rent		25%	42	3,430	36,921	201	7,420,956
				Commercial				3,002	32,314	200	6,462,646
<b>GDV</b>	<b>14,000</b>		<b>£82,298,950</b>	<b>Total</b>	<b>172</b>	<b>17,002</b>					<b>82,298,950</b>
<b>Land</b>	<b>21%</b>	<b>£1,026</b>	<b>£14,363,329</b>	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>			<b>Total</b>	
Construction		£2,981	£41,729,916	Private		31	6	60%		63,668,469	
Fees etc			£3,246,243	Intermediate		31	1			4,746,880	
Planning obligations			£1,890,681	Affordable Rent		31	1			7,420,956	
				Commercial		31	1			6,462,646	
Disposal costs			£323,132	<b>Total</b>		<b>31</b>	<b>6</b>			<b>63,668,469</b>	
Finance			£6,291,436	Private		31	6			4,746,880	
<b>Total Costs</b>			<b>£67,844,737</b>	Intermediate		31	1			7,420,956	
				Affordable Rent		31	1			6,462,646	
<b>PROFIT</b>			<b>£14,454,212</b>	Commercial		31	1			<b>6,462,646</b>	
<b>Profit on Cost</b>			<b>21.3%</b>	<b>Total</b>		<b>31</b>	<b>6</b>			<b>82,298,950</b>	
<b>Profit on Value</b>			<b>17.6%</b>	<b>Land costs</b>		<b>Rate</b>					
				Site value		(13,448,810)	1	1			(13,448,810)
				Acquisition costs		(914,519)	1	1			(914,519)
				<b>Residential Development Costs</b>			<b>Start</b>	<b>Duration</b>			
				Residential Construction Cost		(24,318,000)	7	24			(24,318,000)
				Residential Contingency		(1,215,900)	7	24			(1,215,900)
				Residential Professional Fees		(2,431,800)	7	24			(2,431,800)
				Residential External Works		(2,553,390)	7	24			(2,553,390)
				Residential Environmental Costs		(486,360)	7	24			(486,360)
				Residential Site Preparation		(638,348)	7	24			(3,100,545)
				Residential Committed Sum Payment		-	31	1			-
				<b>Commercial Development Costs</b>							
				Commercial Construction Cost		(8,144,426)	7	24			(8,144,426)
				Commercial Contingency		(407,221)	7	24			(407,221)
				Commercial Professional Fees		(814,443)	7	24			(814,443)
				Commercial External Works		(814,443)	7	24			(814,443)
				Commercial Environmental Costs		(162,889)	7	24			(162,889)
				Commercial Site Preparation		(203,611)	7	24			(203,611)
				Commercial Sales Agents and Legal		(323,132)	7	24			(323,132)
				<b>Planning obligations</b>							
				Borough CIL		-	7	1			-
				MCIL2		-	7	1			-
				S106		(1,890,681)	7	1			(1,890,681)
				<b>Disposal Costs</b>							
				Marketing and disposal cost		(323,132)	31	6			(323,132)
				<b>Total cost (exc finance)</b>						<b>(47,189,972)</b>	
				<b>Overall net cashflow</b>							
				Opening Balance							
				Development Costs for Period							
				Interest		7.0% debit					(6,291,436)
				Total Costs							
				Closing Balance							
				<b>PROFIT</b>						<b>14,454,212</b>	

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
34	Central	South	12,000	6	21	28	5	£1.13m	£1.42m	£4.1m	17.7%
<b>Residential and secondary school (greenfield)</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
	NIA	£/m <sup>2</sup>	Capital Value	150 units		Units		NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £
Private	7,800	£5,920	£46,177,131	Private		65%	98	7,800	83,959	550	46,177,131
Affordable	4,200	£2,483	£10,429,573	Intermediate		11%	16	1,260	13,563	300	4,068,754
Commercial			£17,050,018	Affordable Rent		25%	37	2,940	31,646	201	6,360,819
				Commercial				7,920	85,251	200	17,050,018
<b>GDV</b>	<b>12,000</b>		<b>£73,656,722</b>	<b>Total</b>	<b>150</b>	<b>19,920</b>					<b>73,656,722</b>
<b>Land</b>	<b>-7%</b>	<b>-£359</b>	<b>(£4,310,123)</b>	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>			<b>Total</b>	
Construction		£4,473	£53,678,728	Private		28	5	60%		46,177,131	
Fees etc			£4,233,096	Intermediate		28	1			4,068,754	
Planning obligations			£2,660,610	Affordable Rent		28	1			6,360,819	
				Commercial		28	1			17,050,018	
Disposal costs			£852,501	<b>Total</b>		<b>28</b>	<b>5</b>			<b>46,177,131</b>	
Finance			£3,540,158	Private		28	5			4,068,754	
<b>Total Costs</b>			<b>£60,654,970</b>	Intermediate		28	1			6,360,819	
				Affordable Rent		28	1			17,050,018	
<b>PROFIT</b>			<b>£13,001,752</b>	<b>Commercial</b>		<b>28</b>	<b>1</b>			<b>17,050,018</b>	
<b>Profit on Cost</b>			<b>21.4%</b>	<b>Total</b>		<b>28</b>	<b>5</b>			<b>73,656,722</b>	
<b>Profit on Value</b>			<b>17.7%</b>	<b>Land costs</b>		<b>Rate</b>					
				Site value		4,073,004	1	1			4,073,004
				Acquisition costs		276,964	1	1			276,964
				<b>Residential Development Costs</b>			<b>Start</b>	<b>Duration</b>			
				Residential Construction Cost		(20,844,000)	7	21			(20,844,000)
				Residential Contingency		(1,042,200)	7	21			(1,042,200)
				Residential Professional Fees		(2,084,400)	7	21			(2,084,400)
				Residential External Works		(2,188,620)	7	21			(2,188,620)
				Residential Environmental Costs		(416,880)	7	21			(416,880)
				Residential Site Preparation		(547,155)	7	21			(2,657,610)
				Residential Committed Sum Payment		-	28	1			-
				<b>Commercial Development Costs</b>							
				Commercial Construction Cost		(21,486,960)	7	21			(21,486,960)
				Commercial Contingency		(1,074,348)	7	21			(1,074,348)
				Commercial Professional Fees		(2,148,696)	7	21			(2,148,696)
				Commercial External Works		(2,148,696)	7	21			(2,148,696)
				Commercial Environmental Costs		(429,739)	7	21			(429,739)
				Commercial Site Preparation		(537,174)	7	21			(537,174)
				Commercial Sales Agents and Legal		(852,501)	7	21			(852,501)
				<b>Planning obligations</b>							
				Borough CIL		-	7	1			-
				MCIL2		-	7	1			-
				S106		(2,660,610)	7	1			(2,660,610)
				<b>Disposal Costs</b>							
				Marketing and disposal cost		(852,501)	28	5			(852,501)
				<b>Total cost (exc finance)</b>						<b>(61,424,935)</b>	
				<b>Overall net cashflow</b>							
				Opening Balance							
				Development Costs for Period							
				Interest		7.0% debit					(3,540,158)
				Total Costs							
				Closing Balance							
				<b>PROFIT</b>						<b>13,001,752</b>	

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
35	Central	North	0	6	15	22	1	£7.09m	£8.87m	£24.7m	51.8%
<b>Primary/secondary school (no residential)</b>											
<b>Development Value Summary</b>											
Private	NIA	£/m <sup>2</sup>	Capital Value								
Affordable	-	£0	-								
Commercial	-	£0	£19,743,145								
<b>GDV</b>	<b>0</b>		<b>£19,743,145</b>								
Land	-272%	#DIV/0!	£25,927,530								
Construction		#DIV/0!	£30,719,860								
Fees etc			£2,488,092								
Planning obligations			£1,132,452								
Disposal costs			£987,157								
Finance			£115,790								
<b>Total Costs</b>			<b>£9,515,822</b>								
<b>PROFIT</b>			<b>£10,227,324</b>								
<b>Profit on Cost</b>			<b>107.5%</b>								
<b>Profit on Value</b>			<b>51.8%</b>								
<b>Land costs</b>				<b>Rate</b>							
Site value					24,739,333			1	1		24,739,333
Acquisition costs				6.80%	1,682,275			1	1		1,682,275
<b>Residential Development Costs</b>								<b>Start</b>	<b>Duration</b>		
Residential Construction Cost					-			7	15		-
Residential Contingency		5.0%			-			7	15		-
Residential Professional Fees		10.0%	of costs		-			7	15		-
Residential External Works					-			7	15		-
Residential Environmental Costs					-			7	15		-
Residential Site Preparation					-			7	15		-
Residential Commuted Sum Payment					-			22	1		-
<b>Commercial Development Costs</b>											
Commercial Construction Cost					(24,880,923)			7	15		(24,880,923)
Commercial Contingency					(1,244,046)			7	15		(1,244,046)
Commercial Professional Fees					(2,488,092)			7	15		(2,488,092)
Commercial External Works					(2,488,092)			7	15		(2,488,092)
Commercial Environmental Costs					(497,618)			7	15		(497,618)
Commercial Site Preparation					(622,023)			7	15		(622,023)
Commercial Sales Agents and Legal					(987,157)			7	15		(987,157)
<b>Planning obligations</b>											
Borough CIL					-			7	1		-
MCIL2					-			7	1		-
S106					(1,132,452)			7	1		(1,132,452)
<b>Disposal Costs</b>											
Marketing and disposal cost					(987,157)			22	1		(987,157)
<b>Total cost (exc finance)</b>											<b>(35,327,562)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
Interest 7.0% debit											
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>10,227,324</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
36	COA	COA	0	6	21	28	1	£0.88m	£1.06m	£45.5m	15.0%
<b>Office lurge</b>											
<b>Development Value Summary</b>											
Private	NIA	£/m <sup>2</sup>	Capital Value								
Affordable	-	£0	-								
Commercial	-	£0	£193,235,871								
<b>GDV</b>	<b>0</b>		<b>£193,235,871</b>								
Land	30%	#DIV/0!	£48,641,903								
Construction		#DIV/0!	£77,112,403								
Fees etc			£5,644,403								
Planning obligations			£8,745,994								
Disposal costs			£9,661,794								
Finance			£14,443,995								
<b>Total Costs</b>			<b>£164,250,491</b>								
<b>PROFIT</b>			<b>£28,985,381</b>								
<b>Profit on Cost</b>			<b>17.6%</b>								
<b>Profit on Value</b>			<b>15.0%</b>								
<b>Land costs</b>				<b>Rate</b>							
Site value					(45,544,853)			1	1		(45,544,853)
Acquisition costs				6.80%	(3,097,050)			1	1		(3,097,050)
<b>Residential Development Costs</b>								<b>Start</b>	<b>Duration</b>		
Residential Construction Cost					-			7	21		-
Residential Contingency		5.0%			-			7	21		-
Residential Professional Fees		10.0%	of costs		-			7	21		-
Residential External Works					-			7	21		-
Residential Environmental Costs					-			7	21		-
Residential Site Preparation					-			7	21		-
Residential Commuted Sum Payment					-			28	1		-
<b>Commercial Development Costs</b>											
Commercial Construction Cost					(56,444,025)			7	21		(56,444,025)
Commercial Contingency					(2,822,201)			7	21		(2,822,201)
Commercial Professional Fees					(5,644,403)			7	21		(5,644,403)
Commercial External Works					(5,644,403)			7	21		(5,644,403)
Commercial Environmental Costs					(1,128,881)			7	21		(1,128,881)
Commercial Site Preparation					(1,411,101)			7	21		(1,411,101)
Commercial Sales Agents and Legal					(9,661,794)			7	21		(9,661,794)
<b>Planning obligations</b>											
Borough CIL					-			7	1		-
MCIL2					-			7	1		-
S106					(8,745,994)			7	1		(8,745,994)
<b>Disposal Costs</b>											
Marketing and disposal cost					(9,661,794)			28	1		(9,661,794)
<b>Total cost (exc finance)</b>											<b>(101,164,593)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
Interest 7.0% debit											
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>28,985,381</b>



Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value	
39	COA	COA	13,000	6	27	34	5	£3.06m	£3.97m	£38.1m	16.4%	
Large mixed use office and residential (Change of Use)												
<b>Development Value Summary</b>												
Development Value Summary				INPUTS								
Private	NIA	£/m <sup>2</sup>	Capital Value	144 units		Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value	£	
Affordable	4,550	£2,483	£59,120,721	Private		65%	94	8,450	90,956	650	59,120,721	
Commercial			£11,298,704	Intermediate		11%	15	1,365	14,693	300	4,407,817	
			£65,594,383	Affordable Rent		25%	35	3,185	34,283	201	6,890,887	
				Commercial				8,999	96,865	677	65,594,383	
<b>GDV</b>	<b>13,000</b>		<b>£136,013,809</b>	<b>Total</b>		<b>144</b>	<b>21,999</b>				<b>136,013,809</b>	
<b>Land</b>	<b>36%</b>	<b>£3,129</b>	<b>£40,681,103</b>	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>				<b>Total</b>	
Construction		£3,957	£51,444,845	Sales value		Private	34	5	60%	59,120,721		
Fees etc			£3,785,086	Private		Intermediate	34	1		4,407,817		
Planning obligations			£1,347,268	Affordable Rent		Affordable Rent	34	1		6,890,887		
Disposal costs			£3,279,719	Commercial		Commercial	34	1		65,594,383		
Finance			£13,134,565	<b>Total</b>		<b>Total</b>	<b>144</b>	<b>21,999</b>			<b>136,013,809</b>	
<b>Total Costs</b>			<b>£113,672,585</b>	<b>Profit</b>		<b>22,341,224</b>						
<b>PROFIT</b>			<b>£22,341,224</b>	<b>Profit on Cost</b>		<b>19.7%</b>						
<b>Profit on Value</b>			<b>16.4%</b>	<b>Profit on Value</b>		<b>16.4%</b>						
<b>Land costs</b>												
Site value	Rate											
Acquisition costs	6.80%				(38,090,920)	1	1			(38,090,920)		
<b>Residential Development Costs</b>												
Residential Construction Cost					(27,287,000)	7	27			(27,287,000)		
Residential Contingency	5.0%				(1,364,350)	7	27			(1,364,350)		
Residential Professional Fees	10.0%	of costs			(2,728,700)	7	27			(2,728,700)		
Residential External Works					(2,865,135)	7	27			(2,865,135)		
Residential Environmental Costs					(545,740)	7	27			(545,740)		
Residential Site Preparation					(716,284)	7	27			(3,479,093)		
Residential Commuted Sum Payment					-	34	1			-		
<b>Commercial Development Costs</b>												
Commercial Construction Cost					(10,563,856)	7	27			(10,563,856)		
Commercial Contingency					(528,193)	7	27			(528,193)		
Commercial Professional Fees					(1,056,386)	7	27			(1,056,386)		
Commercial External Works					(1,056,386)	7	27			(1,056,386)		
Commercial Environmental Costs					(211,277)	7	27			(211,277)		
Commercial Site Preparation					(264,096)	7	27			(264,096)		
Commercial Sales Agents and Legal					(3,279,719)	7	27			(3,279,719)		
<b>Planning obligations</b>												
Borough CIL					-	7	1			-		
MCIL2					-	7	1			-		
S106					(1,347,268)	7	1			(1,347,268)		
<b>Disposal Costs</b>												
Marketing and disposal cost					(3,279,719)			34	5	(3,279,719)		
<b>Total cost (exc finance)</b>											<b>(59,856,917)</b>	
<b>Overall net cashflow</b>												
Opening Balance												
Development Costs for Period												
Interest					7.0% debit							
Total Costs												
Closing Balance												
<b>PROFIT</b>									<b>22,341,224</b>			

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value	
40	COA	COA	5,400	6	15	22	2	£0.00m	£0.00m	£11.8m	17.2%	
Residential conversion of large listed building												
<b>Development Value Summary</b>												
Development Value Summary				INPUTS								
Private	NIA	£/m <sup>2</sup>	Capital Value	52 units		Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value	£	
Affordable	3,510	£6,997	£24,557,838	Private		65%	34	3,510	37,782	650	24,557,838	
Commercial	1,890	£2,483	£4,693,308	Intermediate		11%	5	567	6,103	300	1,830,939	
			£7,767,764	Affordable Rent		25%	13	1,323	14,241	201	2,862,369	
				Commercial				1,800	19,375	401	7,767,764	
<b>GDV</b>	<b>5,400</b>		<b>£37,018,910</b>	<b>Total</b>		<b>52</b>	<b>7,200</b>				<b>37,018,910</b>	
<b>Land</b>	<b>41%</b>	<b>£2,330</b>	<b>£12,582,509</b>	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>				<b>Total</b>	
Construction		£2,651	£14,314,363	Sales value		Private	22	2	60%	24,557,838		
Fees etc			£1,078,740	Private		Intermediate	22	1		1,830,939		
Planning obligations			-	Affordable Rent		Affordable Rent	22	1		2,862,369		
Disposal costs			£388,388	Commercial		Commercial	22	1		7,767,764		
Finance			£2,296,580	<b>Total</b>		<b>Total</b>	<b>52</b>	<b>7,200</b>			<b>37,018,910</b>	
<b>Total Costs</b>			<b>£30,660,579</b>	<b>Profit</b>		<b>6,358,331</b>						
<b>PROFIT</b>			<b>£6,358,331</b>	<b>Profit on Cost</b>		<b>20.7%</b>						
<b>Profit on Value</b>			<b>17.2%</b>	<b>Profit on Value</b>		<b>17.2%</b>						
<b>Land costs</b>												
Site value	Rate				(11,781,375)	1	1			(11,781,375)		
Acquisition costs	6.80%				(801,134)	1	1			(801,134)		
<b>Residential Development Costs</b>												
Residential Construction Cost					(9,628,200)	7	15			(9,628,200)		
Residential Contingency	5.0%				(481,410)	7	15			(481,410)		
Residential Professional Fees	10.0%	of costs			(962,820)	7	15			(962,820)		
Residential External Works					(1,010,961)	7	15			(1,010,961)		
Residential Environmental Costs					(192,564)	7	15			(192,564)		
Residential Site Preparation					(252,740)	7	15			(1,227,596)		
Residential Commuted Sum Payment					-	22	1			-		
<b>Commercial Development Costs</b>												
Commercial Construction Cost					(1,159,200)	7	15			(1,159,200)		
Commercial Contingency					(57,960)	7	15			(57,960)		
Commercial Professional Fees					(115,920)	7	15			(115,920)		
Commercial External Works					(115,920)	7	15			(115,920)		
Commercial Environmental Costs					(23,184)	7	15			(23,184)		
Commercial Site Preparation					(28,980)	7	15			(28,980)		
Commercial Sales Agents and Legal					(388,388)	7	15			(388,388)		
<b>Planning obligations</b>												
Borough CIL					-	7	1			-		
MCIL2					-	7	1			-		
S106					-	7	1			-		
<b>Disposal Costs</b>												
Marketing and disposal cost					(388,388)			22	2	(388,388)		
<b>Total cost (exc finance)</b>											<b>(15,781,491)</b>	
<b>Overall net cashflow</b>												
Opening Balance												
Development Costs for Period												
Interest					7.0% debit							
Total Costs												
Closing Balance												
<b>PROFIT</b>									<b>6,358,331</b>			

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
41	North	North	701	6	9	16	1	£0.77m	£0.89m	£1.0m	20.0%
<b>Residential conversion of medium listed building</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
				6 units		Units		NSA		Value	
								m <sup>2</sup>		£ psf	
Private	NIA	£/m <sup>2</sup>	Capital Value	Private		6		7,546		3,395,472	
Affordable	701	£4,844	£3,395,472	Intermediate		-		-		-	
Commercial	-	£0	-	Affordable Rent		0%		-		-	
				Commercial		-		-		-	
<b>GDV</b>				6		701				<b>3,395,472</b>	
Land	40%	£1,521	£1,066,340	Development Proceeds		Start		Duration		Total	
Construction		£1,924	£1,348,579	Sales value		month		month			
Fees etc			£103,538	Private	3,395,472	16	1	60%	3,395,472		
Planning obligations			£2,031	Intermediate	-	16	1	-	-		
Disposal costs			-	Affordable Rent	-	16	1	-	-		
Finance			£135,891	Commercial	-	16	1	-	-		
<b>Total Costs</b>				<b>£2,656,378</b>		<b>Total</b>		<b>3,395,472</b>			
<b>PROFIT</b>				<b>£739,094</b>		<b>Total</b>		<b>3,395,472</b>			
<b>Profit on Cost</b>				<b>25.0%</b>		<b>Total</b>		<b>3,395,472</b>			
<b>Profit on Value</b>				<b>20.0%</b>		<b>Total</b>		<b>3,395,472</b>			
<b>Land costs</b>		<b>Rate</b>									
Site value				(998,446)		1		1		(998,446)	
Acquisition costs		6.80%		(67,894)		1		1		(67,894)	
<b>Residential Development Costs</b>						Start		Duration			
Residential Construction Cost				(1,035,377)		7		9		(1,035,377)	
Residential Contingency		5.0%		(51,769)		7		9		(51,769)	
Residential Professional Fees		10.0%		(103,538)		7		9		(103,538)	
Residential External Works		of costs		(108,715)		7		9		(108,715)	
Residential Environmental Costs				(20,708)		7		9		(20,708)	
Residential Site Preparation				(27,179)		7		9		(132,011)	
Residential Committed Sum Payment				(60,000)		16		1		(60,000)	
<b>Commercial Development Costs</b>											
Commercial Construction Cost				-		7		9		-	
Commercial Contingency				-		7		9		-	
Commercial Professional Fees				-		7		9		-	
Commercial External Works				-		7		9		-	
Commercial Environmental Costs				-		7		9		-	
Commercial Site Preparation				-		7		9		-	
Commercial Sales Agents and Legal				-		7		9		-	
<b>Planning obligations</b>											
Borough CIL				-		7		1		-	
MCIL2				-		7		1		-	
S106				(2,031)		7		1		(2,031)	
<b>Disposal Costs</b>											
Marketing and disposal cost				-		16		1		-	
<b>Total cost (exc finance)</b>										<b>(1,514,147)</b>	
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
<b>Interest</b>											
7.0% debit											
<b>Total Costs</b>											
<b>Closing Balance</b>											
<b>PROFIT</b>											
<b>679,094</b>											

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
42	COA	COA	37,383	6	32	39	14	£12.00m	£15.60m	£4.6m	17.8%
<b>Large Private Rental Scheme development (new build to rent)</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
				420 units		Units		NSA		Value	
								m <sup>2</sup>		£ psf	
Private	NIA	£/m <sup>2</sup>	Capital Value	Private		273		24,299		170,008,454	
Affordable	24,299	£6,997	£170,008,454	Intermediate		44		3,925		12,675,187	
Commercial	13,084	£2,483	£32,490,728	Affordable Rent		103		9,159		19,815,542	
				Commercial		-		465		2,006,672	
<b>GDV</b>				420		37,848				<b>204,505,855</b>	
Land	3%	£132	£4,934,206	Development Proceeds		Start		Duration		Total	
Construction		£3,610	£134,969,068	Sales value		month		month			
Fees etc			£10,359,606	Private	170,008,454	39	14	60%	170,008,454		
Planning obligations			£1,367,421	Intermediate	12,675,187	39	1	-	12,675,187		
Disposal costs			£100,334	Affordable Rent	19,815,542	39	1	-	19,815,542		
Finance			£16,318,403	Commercial	2,006,672	39	1	-	2,006,672		
<b>Total Costs</b>				<b>£168,049,038</b>		<b>Total</b>		<b>204,505,855</b>			
<b>PROFIT</b>				<b>£36,456,816</b>		<b>Total</b>		<b>204,505,855</b>			
<b>Profit on Cost</b>				<b>21.7%</b>		<b>Total</b>		<b>204,505,855</b>			
<b>Profit on Value</b>				<b>17.8%</b>		<b>Total</b>		<b>204,505,855</b>			
<b>Land costs</b>		<b>Rate</b>									
Site value				(4,620,043)		1		1		(4,620,043)	
Acquisition costs		6.80%		(314,163)		1		1		(314,163)	
<b>Residential Development Costs</b>						Start		Duration			
Residential Construction Cost				(102,990,165)		7		32		(102,990,165)	
Residential Contingency		5.0%		(5,149,508)		7		32		(5,149,508)	
Residential Professional Fees		10.0%		(10,299,017)		7		32		(10,299,017)	
Residential External Works		of costs		(10,813,967)		7		32		(10,813,967)	
Residential Environmental Costs				(2,059,803)		7		32		(2,059,803)	
Residential Site Preparation				(2,703,492)		7		32		(13,131,246)	
Residential Committed Sum Payment				-		39		1		-	
<b>Commercial Development Costs</b>											
Commercial Construction Cost				(605,895)		7		32		(605,895)	
Commercial Contingency				(30,295)		7		32		(30,295)	
Commercial Professional Fees				(60,590)		7		32		(60,590)	
Commercial External Works				(60,590)		7		32		(60,590)	
Commercial Environmental Costs				(12,118)		7		32		(12,118)	
Commercial Site Preparation				(15,147)		7		32		(15,147)	
Commercial Sales Agents and Legal				(100,334)		7		32		(100,334)	
<b>Planning obligations</b>											
Borough CIL				-		7		1		-	
MCIL2				-		7		1		-	
S106				(1,367,421)		7		1		(1,367,421)	
<b>Disposal Costs</b>											
Marketing and disposal cost				(100,334)		39		14		(100,334)	
<b>Total cost (exc finance)</b>										<b>(146,796,429)</b>	
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
<b>Interest</b>											
7.0% debit											
<b>Total Costs</b>											
<b>Closing Balance</b>											
<b>PROFIT</b>											
<b>36,456,816</b>											

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value	
43	COA	COA	34,378	6	32	39	9	<b>£3.06m</b>	<b>£3.97m</b>	<b>£30.9m</b>	<b>17.8%</b>	
<b>Large Private Rental Scheme development (change of use)</b>												
<b>Development Value Summary</b>								<b>INPUTS</b>				
Private	NIA	£/m <sup>2</sup>	Capital Value	288 units		Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £		
Affordable	22,346	£6,997	£156,342,472	Private		65%	187	22,346	240,529	650		
Commercial	12,032	£2,483	£29,878,989	Intermediate		11%	30	3,610	38,855	300		
			£2,153,397	Affordable Rent		25%	71	8,423	90,661	201		
				Commercial				499	5,371	401		
<b>GDV</b>	<b>34,378</b>		<b>£188,374,858</b>	<b>Total</b>		<b>288</b>	<b>34,877</b>			<b>188,374,858</b>		
Land	21%	£960	£32,986,048	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>			<b>Total</b>		
Construction		£2,748	£94,479,337	Private		39	9	60%		156,342,472		
Fees etc			£7,248,078	Intermediate		39	1			11,656,303		
Planning obligations			£1,522,552	Affordable Rent		39	1			18,222,686		
Disposal costs			£107,670	Commercial		39	1			2,153,397		
Finance			£18,510,925	<b>Total</b>		<b>288</b>	<b>34,877</b>			<b>188,374,858</b>		
<b>Total Costs</b>			<b>£154,854,609</b>	<b>Development Proceeds</b>		<b>Sales value</b>	<b>Start month</b>	<b>Duration month</b>		<b>Total</b>		
<b>PROFIT</b>			<b>£33,520,249</b>	Private		156,342,472	39	9	60%	156,342,472		
<b>Profit on Cost</b>			<b>21.6%</b>	Intermediate		11,656,303	39	1		11,656,303		
<b>Profit on Value</b>			<b>17.8%</b>	Affordable Rent		18,222,686	39	1		18,222,686		
				Commercial		2,153,397	39	1		2,153,397		
<b>Land costs</b>		<b>Rate</b>		<b>Total</b>		<b>288</b>	<b>34,877</b>			<b>188,374,858</b>		
Site value				Commercial Construction Cost		(321,356)	7	32		(321,356)		
Acquisition costs		6.80%		Commercial Contingency		(16,068)	7	32		(16,068)		
<b>Residential Development Costs</b>				Commercial Professional Fees		(32,136)	7	32		(32,136)		
Residential Construction Cost				Commercial External Works		(32,136)	7	32		(32,136)		
Residential Contingency		5.0%		Commercial Environmental Costs		(6,427)	7	32		(6,427)		
Residential Professional Fees		10.0%	of costs	Commercial Site Preparation		(8,034)	7	32		(8,034)		
Residential External Works				Commercial Sales Agents and Legal		(107,670)	7	32		(107,670)		
Residential Environmental Costs				<b>Planning obligations</b>								
Residential Site Preparation				Borough CIL		-	7	1		-		
Residential Commuted Sum Payment				MCIL2		-	7	1		-		
<b>Commercial Development Costs</b>				S106		(1,522,552)	7	1		(1,522,552)		
Commercial Construction Cost				<b>Disposal Costs</b>								
Commercial Contingency				Marketing and disposal cost		(107,670)	39	9		(107,670)		
Commercial Professional Fees				<b>Total cost (exc finance)</b>						<b>(103,357,637)</b>		
Commercial External Works				<b>Overall net cashflow</b>								
Commercial Environmental Costs				Opening Balance								
Commercial Site Preparation				Development Costs for Period								
Commercial Sales Agents and Legal				Interest		7.0% debit				(18,510,925)		
<b>Planning obligations</b>				Total Costs								
Borough CIL				Closing Balance								
MCIL2				<b>PROFIT</b>						<b>33,520,249</b>		
S106												
<b>Disposal Costs</b>												
Marketing and disposal cost												
<b>Total cost (exc finance)</b>												
<b>Overall net cashflow</b>												
Opening Balance												
Development Costs for Period												
Interest												
Total Costs												
Closing Balance												
<b>PROFIT</b>										<b>33,520,249</b>		

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
44	Central	Purley Way	6,500	6	21	28	2	<b>£11.92m</b>	<b>£14.91m</b>	<b>£16.3m</b>	<b>16.0%</b>
<b>Residential, ground floor retail and warehouse/storage</b>											
<b>Development Value Summary</b>								<b>INPUTS</b>			
Private	NIA	£/m <sup>2</sup>	Capital Value	56 units		Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £	
Affordable	4,225	£5,920	£25,012,613	Private		65%	36	4,225	45,478	550	
Commercial	2,275	£2,483	£5,649,352	Intermediate		11%	6	683	7,346	300	
			£46,038,528	Affordable Rent		25%	14	1,593	17,142	201	
				Commercial				11,613	125,002	368	
<b>GDV</b>	<b>6,500</b>		<b>£76,700,493</b>	<b>Total</b>		<b>56</b>	<b>18,113</b>			<b>76,700,493</b>	
Land	27%	£2,680	£17,419,518	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>			<b>Total</b>	
Construction		£5,336	£34,687,244	Private		25,012,613	28	2	60%	25,012,613	
Fees etc			£2,608,501	Intermediate		2,203,909	28	1		2,203,909	
Planning obligations			£1,920,835	Affordable Rent		3,445,444	28	1		3,445,444	
Disposal costs			£2,301,926	Commercial		46,038,528	28	1		46,038,528	
Finance			£5,515,205	<b>Total</b>		<b>56</b>	<b>18,113</b>			<b>76,700,493</b>	
<b>Total Costs</b>			<b>£64,453,230</b>	<b>Development Proceeds</b>		<b>Sales value</b>	<b>Start month</b>	<b>Duration month</b>		<b>Total</b>	
<b>PROFIT</b>			<b>£12,247,263</b>	Private		156,342,472	39	9	60%	156,342,472	
<b>Profit on Cost</b>			<b>19.0%</b>	Intermediate		11,656,303	39	1		11,656,303	
<b>Profit on Value</b>			<b>16.0%</b>	Affordable Rent		18,222,686	39	1		18,222,686	
				Commercial		2,153,397	39	1		2,153,397	
<b>Land costs</b>		<b>Rate</b>		<b>Total</b>		<b>288</b>	<b>34,877</b>			<b>188,374,858</b>	
Site value				Commercial Construction Cost		(321,356)	7	32		(321,356)	
Acquisition costs		6.80%		Commercial Contingency		(16,068)	7	32		(16,068)	
<b>Residential Development Costs</b>				Commercial Professional Fees		(32,136)	7	32		(32,136)	
Residential Construction Cost				Commercial External Works		(32,136)	7	32		(32,136)	
Residential Contingency		5.0%		Commercial Environmental Costs		(6,427)	7	32		(6,427)	
Residential Professional Fees		10.0%	of costs	Commercial Site Preparation		(8,034)	7	32		(8,034)	
Residential External Works				Commercial Sales Agents and Legal		(107,670)	7	32		(107,670)	
Residential Environmental Costs				<b>Planning obligations</b>							
Residential Site Preparation				Borough CIL		-	7	1		-	
Residential Commuted Sum Payment				MCIL2		-	7	1		-	
<b>Commercial Development Costs</b>				S106		(1,522,552)	7	1		(1,522,552)	
Commercial Construction Cost				<b>Disposal Costs</b>							
Commercial Contingency				Marketing and disposal cost		(107,670)	39	9		(107,670)	
Commercial Professional Fees				<b>Total cost (exc finance)</b>						<b>(103,357,637)</b>	
Commercial External Works				<b>Overall net cashflow</b>							
Commercial Environmental Costs				Opening Balance							
Commercial Site Preparation				Development Costs for Period							
Commercial Sales Agents and Legal				Interest		7.0% debit				(18,510,925)	
<b>Planning obligations</b>				Total Costs							
Borough CIL				Closing Balance							
MCIL2				<b>PROFIT</b>						<b>33,520,249</b>	
S106											
<b>Disposal Costs</b>											
Marketing and disposal cost											
<b>Total cost (exc finance)</b>											
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
Interest											
Total Costs											
Closing Balance											
<b>PROFIT</b>										<b>12,247,263</b>	



Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
47	South West	South	0	6	9	16	1	£5.00m	£7.00m	£5.9m	15.0%
<b>Large warehouse</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	0 units	Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £		
Affordable	-	£0	-	Private	0%	-	-	-	-		
Commercial	-	£0	£22,775,819	Intermediate	0%	-	-	-	-		
<b>GDV</b>	<b>0</b>		<b>£22,775,819</b>	Affordable Rent	0%	-	-	-	-		
<b>Land</b>	<b>33%</b>	<b>#DIV/0!</b>	<b>£6,350,299</b>	Commercial		7,954	85,617	266	22,775,819		
Construction		#DIV/0!	£10,073,519	<b>Total</b>		<b>7,954</b>			<b>22,775,819</b>		
Fees etc			£747,676	<b>Development Proceeds</b>	<b>Sales value</b>	<b>Start month</b>	<b>Duration month</b>		<b>Total</b>		
Planning obligations			£169,335	Private	-	16	1	60%	-		
Disposal costs			£1,138,791	Intermediate	-	16	1	-	-		
Finance			£879,827	Affordable Rent	-	16	1	-	-		
<b>Total Costs</b>			<b>£19,359,446</b>	Commercial	22,775,819	16	1	-	22,775,819		
<b>PROFIT</b>			<b>£3,416,373</b>	<b>Total</b>					<b>22,775,819</b>		
<b>Profit on Cost</b>			<b>17.6%</b>								
<b>Profit on Value</b>			<b>15.0%</b>								
<b>Land costs</b>		<b>Rate</b>									
Site value				(5,945,973)	1	1			(5,945,973)		
Acquisition costs		6.80%		(404,326)	1	1			(404,326)		
<b>Residential Development Costs</b>						<b>Start</b>	<b>Duration</b>				
Residential Construction Cost				-		7	9		-		
Residential Contingency	5.0%			-		7	9		-		
Residential Professional Fees	10.0%	of costs		-		7	9		-		
Residential External Works				-		7	9		-		
Residential Environmental Costs				-		7	9		-		
Residential Site Preparation				-		7	9		-		
Residential Commuted Sum Payment				-		16	1		-		
<b>Commercial Development Costs</b>											
Commercial Construction Cost				(7,476,760)	7	9			(7,476,760)		
Commercial Contingency				(373,838)	7	9			(373,838)		
Commercial Professional Fees				(747,676)	7	9			(747,676)		
Commercial External Works				(747,676)	7	9			(747,676)		
Commercial Environmental Costs				(149,535)	7	9			(149,535)		
Commercial Site Preparation				(186,919)	7	9			(186,919)		
Commercial Sales Agents and Legal				(1,138,791)	7	9			(1,138,791)		
<b>Planning obligations</b>											
Borough CIL				-		7	1		-		
MCIL2				-		7	1		-		
S106				(169,335)		7	1		(169,335)		
<b>Disposal Costs</b>											
Marketing and disposal cost				(1,138,791)		16	1		(1,138,791)		
<b>Total cost (exc finance)</b>										<b>(12,129,321)</b>	
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
Interest				7.0% debit							(879,827)
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>3,416,373</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
48	Central	North	10,097	6	24	31	3	£1.40m	£1.75m	£1.9m	16.7%
<b>Mixed use light industrial and residential (low amounts of light industry)</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	97 units	Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £		
Affordable	6,563	£4,951	£32,496,246	Private	65%	63	6,563	70,645	460	32,496,246	
Commercial	3,534	£2,483	£8,775,617	Intermediate	11%	10	1,060	11,412	300	3,423,518	
<b>GDV</b>	<b>10,097</b>		<b>£47,924,090</b>	Affordable Rent	25%	24	2,474	26,628	201	5,352,099	
<b>Land</b>	<b>5%</b>	<b>£202</b>	<b>£2,035,383</b>	Commercial			3,083	33,185	200	6,652,227	
Construction		£3,069	£30,992,722	<b>Total</b>		<b>97</b>	<b>13,180</b>		<b>47,924,090</b>		
Fees etc			£2,377,862	<b>Development Proceeds</b>	<b>Sales value</b>	<b>Start month</b>	<b>Duration month</b>		<b>Total</b>		
Planning obligations			£1,167,099	Private	32,496,246	31	3	60%	32,496,246		
Disposal costs			£332,611	Intermediate	3,423,518	31	1	-	3,423,518		
Finance			£3,010,695	Affordable Rent	5,352,099	31	1	-	5,352,099		
<b>Total Costs</b>			<b>£39,916,372</b>	Commercial	6,652,227	31	1	-	6,652,227		
<b>PROFIT</b>			<b>£8,007,718</b>	<b>Total</b>					<b>47,924,090</b>		
<b>Profit on Cost</b>			<b>20.1%</b>								
<b>Profit on Value</b>			<b>16.7%</b>								
<b>Land costs</b>		<b>Rate</b>									
Site value				(1,905,790)	1	1			(1,905,790)		
Acquisition costs		6.80%		(129,594)	1	1			(129,594)		
<b>Residential Development Costs</b>						<b>Start</b>	<b>Duration</b>				
Residential Construction Cost				(20,880,596)		7	24		(20,880,596)		
Residential Contingency	5.0%			(1,044,030)		7	24		(1,044,030)		
Residential Professional Fees	10.0%	of costs		(2,088,060)		7	24		(2,088,060)		
Residential External Works				(2,192,463)		7	24		(2,192,463)		
Residential Environmental Costs				(417,612)		7	24		(417,612)		
Residential Site Preparation				(548,116)		7	24		(2,662,276)		
Residential Commuted Sum Payment				-		31	1		-		
<b>Commercial Development Costs</b>											
Commercial Construction Cost				(2,898,020)	7	24			(2,898,020)		
Commercial Contingency				(144,901)	7	24			(144,901)		
Commercial Professional Fees				(289,802)	7	24			(289,802)		
Commercial External Works				(289,802)	7	24			(289,802)		
Commercial Environmental Costs				(57,960)	7	24			(57,960)		
Commercial Site Preparation				(72,451)	7	24			(72,451)		
Commercial Sales Agents and Legal				(332,611)	7	24			(332,611)		
<b>Planning obligations</b>											
Borough CIL				-		7	1		-		
MCIL2				-		7	1		-		
S106				(1,167,099)		7	1		(1,167,099)		
<b>Disposal Costs</b>											
Marketing and disposal cost				(332,611)		31	3		(332,611)		
<b>Total cost (exc finance)</b>										<b>(34,870,294)</b>	
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
Interest				7.0% debit							(3,010,695)
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>8,007,718</b>



Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
51	Central	Purley Way	0	3	9	13	1	£1.41m	£1.69m	£24.1m	54.1%
<b>Non-charitable community uses (new build)</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	0 units		Units		NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £
Affordable	-	£0	-	Private		0%		-	-	-	-
Commercial	-	£0	£18,819,603	Intermediate		0%		-	-	-	-
GDV	0		£18,819,603	Affordable Rent		0%		-	-	-	-
Land	-293%	#DIV/0!	(£25,287,194)	Commercial				8,742	94,099	200	18,819,603
Construction		#DIV/0!	£29,282,850	<b>Total</b> - 8,742 18,819,603							
Fees etc			£2,371,705	<b>Development Proceeds</b>							
Planning obligations			£1,266,329	<b>Sales value</b>							
Disposal costs			£940,980	Private 13 1 60% -							
Finance			£69,996	Intermediate 13 1 -							
<b>Total Costs</b>			<b>£8,644,666</b>	Affordable Rent 13 1 -							
<b>PROFIT</b>			<b>£10,174,937</b>	Commercial 18,819,603 13 1 18,819,603							
<b>Profit on Cost</b>			<b>117.7%</b>	<b>Total</b> 18,819,603							
<b>Profit on Value</b>			<b>54.1%</b>								
<b>Land costs</b>		<b>Rate</b>									
Site value				24,145,252		1	1				24,145,252
Acquisition costs		6.80%		1,641,877		1	1				1,641,877
<b>Residential Development Costs</b>							<b>Start</b>	<b>Duration</b>			
Residential Construction Cost				-		4	9				-
Residential Contingency		5.0%		-		4	9				-
Residential Professional Fees		10.0%	of costs	-		4	9				-
Residential External Works				-		4	9				-
Residential Environmental Costs				-		4	9				-
Residential Site Preparation				-		4	9				-
Residential Commuted Sum Payment				-		13	1				-
<b>Commercial Development Costs</b>											
Commercial Construction Cost				(23,717,046)		4	9				(23,717,046)
Commercial Contingency				(1,185,852)		4	9				(1,185,852)
Commercial Professional Fees				(2,371,705)		4	9				(2,371,705)
Commercial External Works				(2,371,705)		4	9				(2,371,705)
Commercial Environmental Costs				(474,341)		4	9				(474,341)
Commercial Site Preparation				(592,926)		4	9				(592,926)
Commercial Sales Agents and Legal				(940,980)		4	9				(940,980)
<b>Planning obligations</b>											
Borough CIL				-		4	1				-
MCIL2				-		4	1				-
S106				(1,266,329)		4	1				(1,266,329)
<b>Disposal Costs</b>											
Marketing and disposal cost				(940,980)		13	1				(940,980)
<b>Total cost (exc finance)</b>											<b>(33,861,863)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
<b>Interest</b>				7.0% debit							<b>(69,996)</b>
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>10,174,937</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
52	Central	North	0	3	9	13	1	£0.58m	£0.70m	£1.5m	53.3%
<b>Non-charitable community uses (change of use)</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	0 units		Units		NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £
Affordable	-	£0	-	Private		0%		-	-	-	-
Commercial	-	£0	£1,227,085	Intermediate		0%		-	-	-	-
GDV	0		£1,227,085	Affordable Rent		0%		-	-	-	-
Land	-282%	#DIV/0!	(£1,619,107)	Commercial				570	6,135	200	1,227,085
Construction		#DIV/0!	£1,909,314	<b>Total</b> - 570 1,227,085							
Fees etc			£154,641	<b>Development Proceeds</b>							
Planning obligations			£62,453	<b>Sales value</b>							
Disposal costs			£61,354	Private 13 1 60% -							
Finance			£4,727	Intermediate 13 1 -							
<b>Total Costs</b>			<b>£573,382</b>	Affordable Rent 13 1 -							
<b>PROFIT</b>			<b>£653,702</b>	Commercial 1,227,085 13 1 1,227,085							
<b>Profit on Cost</b>			<b>114.0%</b>	<b>Total</b> 1,227,085							
<b>Profit on Value</b>			<b>53.3%</b>								
<b>Land costs</b>		<b>Rate</b>									
Site value				1,545,920		1	1				1,545,920
Acquisition costs		6.80%		105,123		1	1				105,123
<b>Residential Development Costs</b>							<b>Start</b>	<b>Duration</b>			
Residential Construction Cost				-		4	9				-
Residential Contingency		5.0%		-		4	9				-
Residential Professional Fees		10.0%	of costs	-		4	9				-
Residential External Works				-		4	9				-
Residential Environmental Costs				-		4	9				-
Residential Site Preparation				-		4	9				-
Residential Commuted Sum Payment				-		13	1				-
<b>Commercial Development Costs</b>											
Commercial Construction Cost				(1,546,410)		4	9				(1,546,410)
Commercial Contingency				(77,321)		4	9				(77,321)
Commercial Professional Fees				(154,641)		4	9				(154,641)
Commercial External Works				(154,641)		4	9				(154,641)
Commercial Environmental Costs				(30,928)		4	9				(30,928)
Commercial Site Preparation				(38,660)		4	9				(38,660)
Commercial Sales Agents and Legal				(61,354)		4	9				(61,354)
<b>Planning obligations</b>											
Borough CIL				-		4	1				-
MCIL2				-		4	1				-
S106				(62,453)		4	1				(62,453)
<b>Disposal Costs</b>											
Marketing and disposal cost				(61,354)		13	1				(61,354)
<b>Total cost (exc finance)</b>											<b>(2,187,763)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
<b>Interest</b>				7.0% debit							<b>(4,727)</b>
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>653,702</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
53	COA	COA	40,000	12	54	67	16	£115.00m	£150.65m	£146.1m	13.2%
<b>Large retail shopping centre with resi</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
	NIA	£/m <sup>2</sup>	Capital Value	500 units		Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £	
Private	26,000	£6,997	£181,909,910	Private	65%	325	26,000	279,864	650	181,909,910	
Affordable	14,000	£2,483	£34,765,244	Intermediate	11%	53	4,200	45,209	300	13,562,514	
Commercial			£669,904,940	Affordable Rent	25%	123	9,800	105,487	201	21,202,730	
				Commercial			155,235	1,670,950	401	669,904,940	
<b>GDV</b>	<b>40,000</b>		<b>£886,580,094</b>	<b>Total</b>		<b>500</b>	<b>195,235</b>			<b>886,580,094</b>	
Land	21%	£3,902	£156,070,848	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>			<b>Total</b>	
Construction		£9,574	£382,952,137	Private	181,909,910	67	16	60%		181,909,910	
Fees etc			£28,499,121	Intermediate	13,562,514	67	1			13,562,514	
Planning obligations			£3,972,140	Affordable Rent	21,202,730	67	1			21,202,730	
Disposal costs			£33,495,247	Commercial	669,904,940	67	1			669,904,940	
Finance			£142,636,964	<b>Total</b>						<b>886,580,094</b>	
<b>Total Costs</b>			<b>£747,626,456</b>	<b>Development Proceeds</b>	<b>Sales value</b>	<b>Start month</b>	<b>Duration month</b>			<b>Total</b>	
<b>PROFIT</b>			<b>£138,953,638</b>	Private	181,909,910	67	16	60%		181,909,910	
Profit on Cost			15.6%	Intermediate	13,562,514	67	1			13,562,514	
Profit on Value			13.2%	Affordable Rent	21,202,730	67	1			21,202,730	
				Commercial	669,904,940	67	1			669,904,940	
<b>Land costs</b>	<b>Rate</b>			<b>Total</b>						<b>886,580,094</b>	
Site value				Site value	(146,133,753)	1	1			(146,133,753)	
Acquisition costs	6.80%			Acquisition costs	(9,937,095)	1	1			(9,937,095)	
<b>Residential Development Costs</b>											
Residential Construction Cost					(82,720,000)	13	54			(82,720,000)	
Residential Contingency	5.0%				(4,136,000)	13	54			(4,136,000)	
Residential Professional Fees	10.0%	of costs			(8,272,000)	13	54			(8,272,000)	
Residential External Works					(8,685,600)	13	54			(8,685,600)	
Residential Environmental Costs					(1,654,400)	13	54			(1,654,400)	
Residential Site Preparation					(2,171,400)	13	54			(10,546,800)	
Residential Commuted Sum Payment					-	67	1			-	
<b>Commercial Development Costs</b>											
Commercial Construction Cost					(202,271,205)	13	54			(202,271,205)	
Commercial Contingency					(10,113,560)	13	54			(10,113,560)	
Commercial Professional Fees					(20,227,121)	13	54			(20,227,121)	
Commercial External Works					(20,227,121)	13	54			(20,227,121)	
Commercial Environmental Costs					(4,045,424)	13	54			(4,045,424)	
Commercial Site Preparation					(5,056,780)	13	54			(5,056,780)	
Commercial Sales Agents and Legal					(33,495,247)	13	54			(33,495,247)	
<b>Planning obligations</b>											
Borough CIL					-	13	1			-	
MCIL2					-	13	1			-	
S106					(3,972,140)	13	1			(3,972,140)	
<b>Disposal Costs</b>											
Marketing and disposal cost					(33,495,247)	67	16			(33,495,247)	
<b>Total cost (exc finance)</b>										<b>(448,918,644)</b>	
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
Interest				7.0% debit							(142,636,964)
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>116,864,984</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
54	COA	COA	0	6	24	31	1	£0.00m	£0.00m	£35.0m	33.7%
<b>Large mixed use leisure and retail</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
	NIA	£/m <sup>2</sup>	Capital Value	0 units		Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £	
Private	-	£0	-	Private	0%	-	-	-	-	-	
Affordable	-	£0	-	Intermediate	0%	-	-	-	-	-	
Commercial			£53,558,900	Affordable Rent	0%	-	-	-	-	-	
				Commercial			20,758	223,439	240	53,558,900	
<b>GDV</b>	<b>0</b>		<b>£53,558,900</b>	<b>Total</b>		<b>-</b>	<b>20,758</b>			<b>53,558,900</b>	
Land	-103%	#DIV/0!	(£36,676,705)	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>			<b>Total</b>	
Construction		#DIV/0!	£62,385,530	Private	-	31	1	60%		-	
Fees etc			£4,996,451	Intermediate	-	31	1			-	
Planning obligations			£984,358	Affordable Rent	-	31	1			-	
Disposal costs			£2,677,945	Commercial	53,558,900	31	1			53,558,900	
Finance			£1,124,151	<b>Total</b>						<b>53,558,900</b>	
<b>Total Costs</b>			<b>£35,491,730</b>	<b>Land costs</b>	<b>Rate</b>						
<b>PROFIT</b>			<b>£18,067,170</b>	Site value		34,980,310	1	1		34,980,310	
Profit on Cost			50.9%	Acquisition costs	6.80%	2,378,661	1	1		2,378,661	
Profit on Value			33.7%	<b>Residential Development Costs</b>							
				Residential Construction Cost		-	7	24		-	
				Residential Contingency		-	7	24		-	
				Residential Professional Fees		-	7	24		-	
				Residential External Works		-	7	24		-	
				Residential Environmental Costs		-	7	24		-	
				Residential Site Preparation		-	7	24		-	
				Residential Commuted Sum Payment		-	31	1		-	
				<b>Commercial Development Costs</b>							
				Commercial Construction Cost		(49,964,506)	7	24		(49,964,506)	
				Commercial Contingency		(2,498,225)	7	24		(2,498,225)	
				Commercial Professional Fees		(4,996,451)	7	24		(4,996,451)	
				Commercial External Works		(4,996,451)	7	24		(4,996,451)	
				Commercial Environmental Costs		(999,290)	7	24		(999,290)	
				Commercial Site Preparation		(1,249,113)	7	24		(1,249,113)	
				Commercial Sales Agents and Legal		(2,677,945)	7	24		(2,677,945)	
				<b>Planning obligations</b>							
				Borough CIL		-	7	1		-	
				MCIL2		-	7	1		-	
				S106		(984,358)	7	1		(984,358)	
				<b>Disposal Costs</b>							
				Marketing and disposal cost		(2,677,945)	31	1		(2,677,945)	
<b>Total cost (exc finance)</b>				<b>Total cost (exc finance)</b>						<b>(71,044,283)</b>	
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
Interest				7.0% debit							(1,124,151)
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>18,067,170</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
55	North	North	0	6	9	16	1	£0.15m	£0.18m	£0.0m	15.0%
<b>Conversion of long term vacant shop unit to small office</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
	NIA	£/m <sup>2</sup>	Capital Value	0 units		Units		NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £
Private	-	£0	-	Private	0%	-	-	-	-	-	-
Affordable	-	£0	-	Intermediate	0%	-	-	-	-	-	-
Commercial	-	-	£213,326	Affordable Rent	0%	-	-	-	-	-	-
				Commercial			89	962	222	213,326	
<b>GDV</b>	<b>0</b>		<b>£213,326</b>	<b>Total</b>			<b>89</b>			<b>213,326</b>	
<b>Land</b>	<b>4%</b>	<b>#DIV/0!</b>	<b>£7,552</b>	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>	<b>Total</b>			
Construction		#DIV/0!	£139,400	Private	-	16	1	60%	-	-	-
Fees etc			£10,773	Intermediate	-	16	1	-	-	-	-
Planning obligations			£7,565	Affordable Rent	-	16	1	-	-	-	-
				Commercial	213,326	16	1	-	-	213,326	
Disposal costs			£10,666	<b>Total</b>						<b>213,326</b>	
Finance			£5,370	<b>Development Proceeds</b>							
<b>Total Costs</b>			<b>£181,327</b>	Private	-	16	1	60%	-	-	-
<b>PROFIT</b>			<b>£31,999</b>	Intermediate	-	16	1	-	-	-	-
<b>Profit on Cost</b>			<b>17.6%</b>	Affordable Rent	-	16	1	-	-	-	-
<b>Profit on Value</b>			<b>15.0%</b>	Commercial	213,326	16	1	-	-	213,326	
<b>Land costs</b>	<b>Rate</b>			<b>Total</b>						<b>213,326</b>	
Site value											
Acquisition costs	6.80%										
<b>Residential Development Costs</b>											
Residential Construction Cost											
Residential Contingency	5.0%	of costs									
Residential Professional Fees	10.0%	of costs									
Residential External Works											
Residential Environmental Costs											
Residential Site Preparation											
Residential Commuted Sum Payment											
<b>Commercial Development Costs</b>											
Commercial Construction Cost											
Commercial Contingency											
Commercial Professional Fees											
Commercial External Works											
Commercial Environmental Costs											
Commercial Site Preparation											
Commercial Sales Agents and Legal											
<b>Planning obligations</b>											
Borough CIL											
MCIL2											
S106											
<b>Disposal Costs</b>											
Marketing and disposal cost											
<b>Total cost (exc finance)</b>											<b>(168,405)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
<b>Interest</b>											
Total Costs											
Closing Balance											
<b>PROFIT</b>											
<b>31,999</b>											

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
56	North	North	0	6	9	16	1	£0.11m	£0.13m	£0.1m	15.0%
<b>Conversion of long term vacant unit to shop</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
	NIA	£/m <sup>2</sup>	Capital Value	0 units		Units		NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £
Private	-	£0	-	Private	0%	-	-	-	-	-	-
Affordable	-	£0	-	Intermediate	0%	-	-	-	-	-	-
Commercial	-	-	£303,481	Affordable Rent	0%	-	-	-	-	-	-
				Commercial			120	1,292	235	303,481	
<b>GDV</b>	<b>0</b>		<b>£303,481</b>	<b>Total</b>			<b>120</b>			<b>303,481</b>	
<b>Land</b>	<b>44%</b>	<b>#DIV/0!</b>	<b>£114,151</b>	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>	<b>Total</b>			
Construction		#DIV/0!	£107,524	Private	-	16	1	60%	-	-	-
Fees etc			£7,728	Intermediate	-	16	1	-	-	-	-
Planning obligations			-	Affordable Rent	-	16	1	-	-	-	-
				Commercial	303,481	16	1	-	-	303,481	
Disposal costs			£15,174	<b>Total</b>						<b>303,481</b>	
Finance			£13,382	<b>Development Proceeds</b>							
<b>Total Costs</b>			<b>£257,959</b>	Private	-	16	1	60%	-	-	-
<b>PROFIT</b>			<b>£45,522</b>	Intermediate	-	16	1	-	-	-	-
<b>Profit on Cost</b>			<b>17.6%</b>	Affordable Rent	-	16	1	-	-	-	-
<b>Profit on Value</b>			<b>15.0%</b>	Commercial	303,481	16	1	-	-	303,481	
<b>Land costs</b>	<b>Rate</b>			<b>Total</b>						<b>303,481</b>	
Site value											
Acquisition costs	6.80%										
<b>Residential Development Costs</b>											
Residential Construction Cost											
Residential Contingency	5.0%	of costs									
Residential Professional Fees	10.0%	of costs									
Residential External Works											
Residential Environmental Costs											
Residential Site Preparation											
Residential Commuted Sum Payment											
<b>Commercial Development Costs</b>											
Commercial Construction Cost											
Commercial Contingency											
Commercial Professional Fees											
Commercial External Works											
Commercial Environmental Costs											
Commercial Site Preparation											
Commercial Sales Agents and Legal											
<b>Planning obligations</b>											
Borough CIL											
MCIL2											
S106											
<b>Disposal Costs</b>											
Marketing and disposal cost											
<b>Total cost (exc finance)</b>											<b>(130,426)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
<b>Interest</b>											
Total Costs											
Closing Balance											
<b>PROFIT</b>											
<b>45,522</b>											

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
57	COA	COA	4,152	6	21	28	1	<b>£4.07m</b>	<b>£5.29m</b>	<b>£1.0m</b>	<b>16.5%</b>
<b>Hotel and residential</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	46 units		Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £	
Affordable	2,699	£6,997	£18,882,249	Private	65%	30	2,699	29,050	650	18,882,249	
Commercial	1,453	£2,483	£3,608,632	Intermediate	11%	5	436	4,693	300	1,407,789	
			£18,000,000	Affordable Rent	25%	11	1,017	10,950	201	2,200,843	
				Commercial			5,341	57,491	313	18,000,000	
<b>GDV</b>				<b>4,152</b>		<b>£40,490,881</b>					
Land	3%	£260	£1,078,591	<b>Total</b>							
Construction		£6,644	£27,586,783	<b>46</b>		<b>9,493</b>		<b>40,490,881</b>			
Fees etc			£2,155,963	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>	<b>Total</b>			
Planning obligations			-	Private	Sales value	28	1	60%	18,882,249		
Disposal costs			£900,000	Intermediate	1,407,789	28	1		1,407,789		
Finance			£2,095,862	Affordable Rent	2,200,843	28	1		2,200,843		
<b>Total Costs</b>			<b>£33,820,199</b>	Commercial	18,000,000	28	1		18,000,000		
<b>PROFIT</b>			<b>£6,670,682</b>	<b>Total</b>							
<b>Profit on Cost</b>			<b>19.7%</b>	<b>40,490,881</b>							
<b>Profit on Value</b>			<b>16.5%</b>								
<b>Land costs</b>	<b>Rate</b>										
Site value				(1,009,917)		1	1		(1,009,917)		
Acquisition costs		6.80%		(68,674)		1	1		(68,674)		
<b>Residential Development Costs</b>						Start	Duration				
Residential Construction Cost				(8,586,336)		7	21	(8,586,336)			
Residential Contingency	5.0%			(429,317)		7	21	(429,317)			
Residential Professional Fees	10.0%	of costs		(858,634)		7	21	(858,634)			
Residential External Works				(901,565)		7	21	(901,565)			
Residential Environmental Costs				(171,727)		7	21	(171,727)			
Residential Site Preparation				(225,391)		7	21	(1,094,758)			
Residential Commuted Sum Payment				-		28	1	-			
<b>Commercial Development Costs</b>						Start	Duration				
Commercial Construction Cost				(12,973,289)		7	21	(12,973,289)			
Commercial Contingency				(648,664)		7	21	(648,664)			
Commercial Professional Fees				(1,297,329)		7	21	(1,297,329)			
Commercial External Works				(1,297,329)		7	21	(1,297,329)			
Commercial Environmental Costs				(259,466)		7	21	(259,466)			
Commercial Site Preparation				(324,332)		7	21	(324,332)			
Commercial Sales Agents and Legal				(900,000)		7	21	(900,000)			
<b>Planning obligations</b>						Start	Duration				
Borough CIL				-		7	1	-			
MCIL2				-		7	1	-			
S106				-		7	1	-			
<b>Disposal Costs</b>						Start	Duration				
Marketing and disposal cost				(900,000)		28	1	(900,000)			
<b>Total cost (exc finance)</b>											<b>(30,642,745)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
Interest 7.0% debit											
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>6,670,682</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
58	COA	COA	0	6	21	28	1	<b>£3.59m</b>	<b>£4.30m</b>	<b>£1.3m</b>	<b>15.9%</b>
<b>Hotel development (from long term vacant building)</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	0 units		Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £	
Affordable	-	£0	-	Private	0%	-	-	-	-	-	
Commercial	-	£0	-	Intermediate	0%	-	-	-	-	-	
			£18,750,000	Affordable Rent	0%	-	-	-	-	-	
				Commercial			4,437	47,760	393	18,750,000	
<b>GDV</b>				<b>0</b>		<b>£18,750,000</b>					
Land	-9%	#DIV/0!	£1,383,365	<b>Total</b>							
Construction		#DIV/0!	£13,816,580	<b>0</b>		<b>4,437</b>		<b>18,750,000</b>			
Fees etc			£1,077,747	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>	<b>Total</b>			
Planning obligations			£467,976	Private	Sales value	28	1	60%	-		
Disposal costs			£937,500	Intermediate	-	28	1		-		
Finance			£948,480	Affordable Rent	-	28	1		-		
<b>Total Costs</b>			<b>£15,764,920</b>	Commercial	18,750,000	28	1		18,750,000		
<b>PROFIT</b>			<b>£2,985,080</b>	<b>Total</b>							
<b>Profit on Cost</b>			<b>18.9%</b>	<b>18,750,000</b>							
<b>Profit on Value</b>			<b>15.9%</b>								
<b>Land costs</b>	<b>Rate</b>										
Site value				1,306,273		1	1		1,306,273		
Acquisition costs		6.80%		88,827		1	1		88,827		
<b>Residential Development Costs</b>						Start	Duration				
Residential Construction Cost				-		7	21	-			
Residential Contingency	5.0%			-		7	21	-			
Residential Professional Fees	10.0%	of costs		-		7	21	-			
Residential External Works				-		7	21	-			
Residential Environmental Costs				-		7	21	-			
Residential Site Preparation				-		7	21	-			
Residential Commuted Sum Payment				-		28	1	-			
<b>Commercial Development Costs</b>						Start	Duration				
Commercial Construction Cost				(10,777,473)		7	21	(10,777,473)			
Commercial Contingency				(538,874)		7	21	(538,874)			
Commercial Professional Fees				(1,077,747)		7	21	(1,077,747)			
Commercial External Works				(1,077,747)		7	21	(1,077,747)			
Commercial Environmental Costs				(215,549)		7	21	(215,549)			
Commercial Site Preparation				(269,437)		7	21	(269,437)			
Commercial Sales Agents and Legal				(937,500)		7	21	(937,500)			
<b>Planning obligations</b>						Start	Duration				
Borough CIL				-		7	1	-			
MCIL2				-		7	1	-			
S106				(467,976)		7	1	(467,976)			
<b>Disposal Costs</b>						Start	Duration				
Marketing and disposal cost				(937,500)		28	1	(937,500)			
<b>Total cost (exc finance)</b>											<b>(16,299,804)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
Interest 7.0% debit											
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>2,985,080</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value	
59	Central	Purley Way	0	6	21	28	1	£1.41m	£1.69m	£18.8m	36.6%	
<b>Hotel development</b>												
<b>Development Value Summary</b>												
Private	NIA	£/m <sup>2</sup>	Capital Value									
Affordable	-	£0	-									
Commercial	-	£0	£25,125,000									
<b>GDV</b>	<b>0</b>		<b>£25,125,000</b>									
<b>Land</b>	<b>-124%</b>	<b>#DIV/0!</b>	<b>(£19,726,153)</b>									
Construction		#DIV/0!	£30,282,800									
Fees etc			£2,429,000									
Planning obligations			£1,265,990									
Disposal costs			£1,256,250									
Finance			£415,846									
<b>Total Costs</b>			<b>£15,923,733</b>									
<b>PROFIT</b>			<b>£9,201,267</b>									
<b>Profit on Cost</b>			<b>57.8%</b>									
<b>Profit on Value</b>			<b>36.6%</b>									
<b>INPUTS</b>												
<b>0 units</b>												
				Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £				
Private	0%	-	-	-	-	-	-	-				
Intermediate	0%	-	-	-	-	-	-	-				
Affordable Rent	0%	-	-	-	-	-	-	-				
Commercial					10,000	107,640	233	25,125,000				
<b>Total</b>					<b>10,000</b>			<b>25,125,000</b>				
<b>Development Proceeds</b>												
	<b>Sales value</b>	<b>Start month</b>	<b>Duration month</b>									
Private	-	28	1	60%								
Intermediate	-	28	1	-								
Affordable Rent	-	28	1	-								
Commercial	25,125,000	28	1	-								
<b>Total</b>					<b>25,125,000</b>							
<b>Land costs</b>	<b>Rate</b>											
Site value					18,816,071	1	1			18,816,071		
Acquisition costs	6.80%				1,279,493	1	1			1,279,493		
<b>Residential Development Costs</b>												
Residential Construction Cost						7	Duration					
Residential Contingency	5.0%				-	7	21			-		
Residential Professional Fees	10.0%	of costs			-	7	21			-		
Residential External Works					-	7	21			-		
Residential Environmental Costs					-	7	21			-		
Residential Site Preparation					-	7	21			-		
Residential Commuted Sum Payment					-	28	1			-		
<b>Commercial Development Costs</b>												
Commercial Construction Cost					(24,290,000)	7	21			(24,290,000)		
Commercial Contingency					(1,214,500)	7	21			(1,214,500)		
Commercial Professional Fees					(2,429,000)	7	21			(2,429,000)		
Commercial External Works					(2,429,000)	7	21			(2,429,000)		
Commercial Environmental Costs					(485,800)	7	21			(485,800)		
Commercial Site Preparation					(607,250)	7	21			(607,250)		
Commercial Sales Agents and Legal					(1,256,250)	7	21			(1,256,250)		
<b>Planning obligations</b>												
Borough CIL					-	7	1			-		
MCIL2					-	7	1			-		
S106					(1,265,990)	7	1			(1,265,990)		
<b>Disposal Costs</b>												
Marketing and disposal cost					(1,256,250)	28	1			(1,256,250)		
<b>Total cost (exc finance)</b>										<b>(35,234,040)</b>		
<b>Overall net cashflow</b>												
Opening Balance												
Development Costs for Period												
Interest					7.0% debit						(415,846)	
Total Costs												
Closing Balance												
<b>PROFIT</b>											<b>9,201,267</b>	

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value	
60	Central	Purley Way	0	6	15	22	1	£9.84m	£13.77m	£12.4m	15.0%	
<b>Replacement of existing retail w/h with 3 larger industrial/storage units</b>												
<b>Development Value Summary</b>												
Private	NIA	£/m <sup>2</sup>	Capital Value									
Affordable	-	£0	-									
Commercial	-	£0	£35,300,224									
<b>GDV</b>	<b>0</b>		<b>£35,300,224</b>									
<b>Land</b>	<b>44%</b>	<b>#DIV/0!</b>	<b>£13,254,506</b>									
Construction		#DIV/0!	£10,976,071									
Fees etc			£770,800									
Planning obligations			£943,823									
Disposal costs			£1,765,011									
Finance			£2,294,979									
<b>Total Costs</b>			<b>£30,005,190</b>									
<b>PROFIT</b>			<b>£5,295,034</b>									
<b>Profit on Cost</b>			<b>17.6%</b>									
<b>Profit on Value</b>			<b>15.0%</b>									
<b>INPUTS</b>												
<b>0 units</b>												
				Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £				
Private	0%	-	-	-	-	-	-	-				
Intermediate	0%	-	-	-	-	-	-	-				
Affordable Rent	0%	-	-	-	-	-	-	-				
Commercial					8,200	88,265	400	35,300,224				
<b>Total</b>					<b>8,200</b>			<b>35,300,224</b>				
<b>Development Proceeds</b>												
	<b>Sales value</b>	<b>Start month</b>	<b>Duration month</b>									
Private	-	22	1	60%								
Intermediate	-	22	1	-								
Affordable Rent	-	22	1	-								
Commercial	35,300,224	22	1	-								
<b>Total</b>					<b>35,300,224</b>							
<b>Land costs</b>	<b>Rate</b>											
Site value					(12,410,586)	1	1			(12,410,586)		
Acquisition costs	6.80%				(843,920)	1	1			(843,920)		
<b>Residential Development Costs</b>												
Residential Construction Cost					-	7	Duration			-		
Residential Contingency	5.0%				-	7	15			-		
Residential Professional Fees	10.0%	of costs			-	7	15			-		
Residential External Works					-	7	15			-		
Residential Environmental Costs					-	7	15			-		
Residential Site Preparation					-	7	15			-		
Residential Commuted Sum Payment					-	22	1			-		
<b>Commercial Development Costs</b>												
Commercial Construction Cost					(7,708,000)	7	15			(7,708,000)		
Commercial Contingency					(385,400)	7	15			(385,400)		
Commercial Professional Fees					(770,800)	7	15			(770,800)		
Commercial External Works					(770,800)	7	15			(770,800)		
Commercial Environmental Costs					(154,160)	7	15			(154,160)		
Commercial Site Preparation					(192,700)	7	15			(192,700)		
Commercial Sales Agents and Legal					(1,765,011)	7	15			(1,765,011)		
<b>Planning obligations</b>												
Borough CIL					-	7	1			-		
MCIL2					-	7	1			-		
S106					(943,823)	7	1			(943,823)		
<b>Disposal Costs</b>												
Marketing and disposal cost					(1,765,011)	22	1			(1,765,011)		
<b>Total cost (exc finance)</b>										<b>(14,455,705)</b>		
<b>Overall net cashflow</b>												
Opening Balance												
Development Costs for Period												
Interest					7.0% debit						(2,294,979)	
Total Costs												
Closing Balance												
<b>PROFIT</b>											<b>5,295,034</b>	

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
61	Central	North	10,097	6	18	25	3	£1.40m	£1.75m	£6.7m	17.1%
<b>Mixed use warehouse and residential</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	97 units		Units		NSA	NSA	Value	Capital Value
Affordable	6,563	£5,920	£38,854,208	Private		63		m <sup>2</sup>	ft <sup>2</sup>	£ psf	£
Commercial	3,534	£2,483	£8,775,617	Intermediate		10					
			£6,652,227	Affordable Rent		24					
				Commercial		3,083					
<b>GDV</b>	<b>10,097</b>		<b>£54,282,051</b>	<b>Total</b>		<b>97</b>		<b>13,180</b>			<b>54,282,051</b>
Land	16%	£704	£7,105,119	<b>Development Proceeds</b>		<b>Start month</b>		<b>Duration month</b>			<b>Total</b>
Construction		£3,069	£30,992,722	Private		25		3	60%		38,854,208
Fees etc			£2,377,862	Intermediate		25		1			3,423,518
Planning obligations			£1,167,099	Affordable Rent		25		1			5,352,099
				Commercial		25		1			6,652,227
Disposal costs			£332,611	<b>Total</b>		<b>97</b>		<b>13,180</b>			<b>54,282,051</b>
Finance			£3,010,169	<b>Development Proceeds</b>		<b>Start month</b>		<b>Duration month</b>			<b>Total</b>
<b>Total Costs</b>			<b>£44,985,582</b>	Private		38,854,208		25	3	60%	38,854,208
				Intermediate		3,423,518		25	1		3,423,518
<b>PROFIT</b>			<b>£9,296,469</b>	Affordable Rent		5,352,099		25	1		5,352,099
<b>Profit on Cost</b>			<b>20.7%</b>	Commercial		6,652,227		25	1		6,652,227
<b>Profit on Value</b>			<b>17.1%</b>	<b>Total</b>		<b>97</b>		<b>13,180</b>			<b>54,282,051</b>
<b>Land costs</b>		<b>Rate</b>		Site value		(6,652,733)		1	1		(6,652,733)
Site value				Acquisition costs		(452,386)		1	1		(452,386)
Acquisition costs		6.80%		<b>Residential Development Costs</b>				<b>Start</b>	<b>Duration</b>		
<b>Residential Development Costs</b>				Residential Construction Cost		(20,880,596)		7	18		(20,880,596)
Residential Construction Cost				Residential Contingency		(1,044,030)		7	18		(1,044,030)
Residential Contingency		5.0%	of costs	Residential Professional Fees		(2,088,060)		7	18		(2,088,060)
Residential Professional Fees		10.0%		Residential External Works		(2,192,463)		7	18		(2,192,463)
Residential External Works				Residential Environmental Costs		(417,612)		7	18		(417,612)
Residential Environmental Costs				Residential Site Preparation		(548,116)		7	18		(2,662,276)
Residential Site Preparation				Residential Commuted Sum Payment		-		25	1		-
Residential Commuted Sum Payment				<b>Commercial Development Costs</b>				<b>Start</b>	<b>Duration</b>		
<b>Commercial Development Costs</b>				Commercial Construction Cost		(2,898,020)		7	18		(2,898,020)
Commercial Construction Cost				Commercial Contingency		(144,901)		7	18		(144,901)
Commercial Contingency				Commercial Professional Fees		(289,802)		7	18		(289,802)
Commercial Professional Fees				Commercial External Works		(289,802)		7	18		(289,802)
Commercial External Works				Commercial Environmental Costs		(57,960)		7	18		(57,960)
Commercial Environmental Costs				Commercial Site Preparation		(72,451)		7	18		(72,451)
Commercial Site Preparation				Commercial Sales Agents and Legal		(332,611)		7	18		(332,611)
Commercial Sales Agents and Legal				<b>Planning obligations</b>				<b>Start</b>	<b>Duration</b>		
<b>Planning obligations</b>				Borough CIL		-		7	1		-
Borough CIL				MCIL2		-		7	1		-
MCIL2				S106		(1,167,099)		7	1		(1,167,099)
S106				<b>Disposal Costs</b>				<b>Start</b>	<b>Duration</b>		
<b>Disposal Costs</b>				Marketing and disposal cost		(332,611)		25	3		(332,611)
Marketing and disposal cost				<b>Total cost (exc finance)</b>							<b>(34,870,294)</b>
<b>Total cost (exc finance)</b>				<b>Overall net cashflow</b>							
<b>Overall net cashflow</b>				Opening Balance							
Opening Balance				Development Costs for Period							
Development Costs for Period				Interest		7.0% debit					(3,010,169)
Interest				Total Costs							(3,010,169)
Total Costs				Closing Balance							
Closing Balance				<b>PROFIT</b>							<b>9,296,469</b>
<b>PROFIT</b>											<b>9,296,469</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
62	Central	North	0	6	32	39	1	£7.00m	£8.40m	£0.0m	15.0%
<b>Transport infrastructure</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
Private	NIA	£/m <sup>2</sup>	Capital Value	0 units		Units		NSA	NSA	Value	Capital Value
Affordable	-	£0	-	Private		0%		-	-	-	-
Commercial	-	£0	£431,542	Intermediate		0%		-	-	-	-
				Affordable Rent		0%		-	-	-	-
				Commercial		200		2,153	200	431,542	431,542
<b>GDV</b>	<b>0</b>		<b>£431,542</b>	<b>Total</b>		<b>-</b>		<b>200</b>			<b>431,542</b>
Land	3%	#DIV/0!	£10,832	<b>Development Proceeds</b>		<b>Start month</b>		<b>Duration month</b>			<b>Total</b>
Construction		#DIV/0!	£246,237	Private		39		1	60%		-
Fees etc			£18,800	Intermediate		39		1			-
Planning obligations			£33,850	Affordable Rent		39		1			-
				Commercial		431,542		39	1		431,542
Disposal costs			£21,577	<b>Total</b>		<b>-</b>		<b>200</b>			<b>431,542</b>
Finance			£35,515	<b>Development Proceeds</b>		<b>Start month</b>		<b>Duration month</b>			<b>Total</b>
<b>Total Costs</b>			<b>£366,811</b>	Private		-		39	1		-
				Intermediate		-		39	1		-
<b>PROFIT</b>			<b>£64,731</b>	Affordable Rent		-		39	1		-
<b>Profit on Cost</b>			<b>17.6%</b>	Commercial		431,542		39	1		431,542
<b>Profit on Value</b>			<b>15.0%</b>	<b>Total</b>		<b>-</b>		<b>200</b>			<b>431,542</b>
<b>Land costs</b>		<b>Rate</b>		Site value		(10,142)		1	1		(10,142)
Site value				Acquisition costs		(690)		1	1		(690)
Acquisition costs		6.80%		<b>Residential Development Costs</b>				<b>Start</b>	<b>Duration</b>		
<b>Residential Development Costs</b>				Residential Construction Cost		-		7	32		-
Residential Construction Cost				Residential Contingency		-		7	32		-
Residential Contingency		5.0%	of costs	Residential Professional Fees		-		7	32		-
Residential Professional Fees		10.0%		Residential External Works		-		7	32		-
Residential External Works				Residential Environmental Costs		-		7	32		-
Residential Environmental Costs				Residential Site Preparation		-		7	32		-
Residential Site Preparation				Residential Commuted Sum Payment		-		39	1		-
Residential Commuted Sum Payment				<b>Commercial Development Costs</b>				<b>Start</b>	<b>Duration</b>		
<b>Commercial Development Costs</b>				Commercial Construction Cost		(188,000)		7	32		(188,000)
Commercial Construction Cost				Commercial Contingency		(9,400)		7	32		(9,400)
Commercial Contingency				Commercial Professional Fees		(18,800)		7	32		(18,800)
Commercial Professional Fees				Commercial External Works		(18,800)		7	32		(18,800)
Commercial External Works				Commercial Environmental Costs		(3,760)		7	32		(3,760)
Commercial Environmental Costs				Commercial Site Preparation		(4,700)		7	32		(4,700)
Commercial Site Preparation				Commercial Sales Agents and Legal		(21,577)		7	32		(21,577)
Commercial Sales Agents and Legal				<b>Planning obligations</b>				<b>Start</b>	<b>Duration</b>		
<b>Planning obligations</b>				Borough CIL		-		7	1		-
Borough CIL				MCIL2		-		7	1		-
MCIL2				S106		(33,850)		7	1		(33,850)
S106				<b>Disposal Costs</b>				<b>Start</b>	<b>Duration</b>		
<b>Disposal Costs</b>				Marketing and disposal cost		(21,577)		39	1		(21,577)
Marketing and disposal cost				<b>Total cost (exc finance)</b>							<b>(320,464)</b>
<b>Total cost (exc finance)</b>				<b>Overall net cashflow</b>							
<b>Overall net cashflow</b>				Opening Balance							
Opening Balance				Development Costs for Period							
Development Costs for Period				Interest		7.0% debit					(35,515)
Interest				Total Costs							(35,515)
Total Costs				Closing Balance							
Closing Balance				<b>PROFIT</b>							<b>64,731</b>
<b>PROFIT</b>											<b>64,731</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
63	South West	South	2,826	6	12	19	1	£3.38m	£0.14m	£1.5m	16.9%
<b>Older person accommodation</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
	NIA	£/m <sup>2</sup>	Capital Value	26 units		Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £	
Private	1,837	£4,682	£8,600,910	Private		65%	17	1,837	19,772	435	8,600,910
Affordable	989	£2,483	£2,456,165	Intermediate		11%	3	297	3,194	300	958,192
Commercial				Affordable Rent		25%	6	692	7,453	201	1,497,973
				Commercial					-	-	-
<b>GDV</b>	<b>2,826</b>		<b>£11,057,075</b>	<b>Total</b>		<b>26</b>	<b>2,826</b>				<b>11,057,075</b>
Land	18%	£581	£1,642,589	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>	<b>Total</b>			
Construction		£2,262	£6,393,663	Private		19	1	60%	8,600,910		
Fees etc			£490,876	Intermediate		19	1		958,192		
Planning obligations			£213,644	Affordable Rent		19	1		1,497,973		
Disposal costs			-	Commercial		19	1		-		
Finance			£448,752	<b>Total</b>		<b>19</b>	<b>1</b>				<b>11,057,075</b>
<b>Total Costs</b>			<b>£9,189,523</b>	<b>PROFIT</b>							
				<b>Profit on Cost</b>							<b>20.3%</b>
				<b>Profit on Value</b>							<b>16.9%</b>
<b>Land costs</b>	<b>Rate</b>										
Site value					(1,538,004)		1	1			(1,538,004)
Acquisition costs	6.80%				(104,584)		1	1			(104,584)
<b>Residential Development Costs</b>						<b>Start</b>	<b>Duration</b>				
Residential Construction Cost					(4,908,762)	7	12				(4,908,762)
Residential Contingency	5.0%				(245,438)	7	12				(245,438)
Residential Professional Fees	10.0%	of costs			(490,876)	7	12				(490,876)
Residential External Works					(515,420)	7	12				(515,420)
Residential Environmental Costs					(98,175)	7	12				(98,175)
Residential Site Preparation					(128,855)	7	12				(625,867)
Residential Commuted Sum Payment					-	19	1				-
<b>Commercial Development Costs</b>											
Commercial Construction Cost					-	7	12				-
Commercial Contingency					-	7	12				-
Commercial Professional Fees					-	7	12				-
Commercial External Works					-	7	12				-
Commercial Environmental Costs					-	7	12				-
Commercial Site Preparation					-	7	12				-
Commercial Sales Agents and Legal					-	7	12				-
<b>Planning obligations</b>											
Borough CIL					-	7	1				-
MCIL2					-	7	1				-
S106					(213,644)	7	1				(213,644)
<b>Disposal Costs</b>											
Marketing and disposal cost					-	19	1				-
<b>Total cost (exc finance)</b>											<b>(7,098,183)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
<b>Interest</b>					7.0% debit						(448,752)
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>1,867,552</b>

Property Ref	Resi Zone	Comm Zone	Residential GIA	Pre construction	Construction month	Sale Start	Sale Period	EUV	BLV	Net RLV	Profit on value
64	North	North	2,826	6	12	19	1	£0.13m	#REF!	£1.7m	17.0%
<b>Older Person Accommodation (Notional)</b>											
<b>Development Value Summary</b>				<b>INPUTS</b>							
	NIA	£/m <sup>2</sup>	Capital Value	26 units		Units	NSA m <sup>2</sup>	NSA ft <sup>2</sup>	Value £ psf	Capital Value £	
Private	1,837	£4,844	£8,897,494	Private		65%	17	1,837	19,772	450	8,897,494
Affordable	989	£2,483	£2,456,165	Intermediate		11%	3	297	3,194	300	958,192
Commercial				Affordable Rent		25%	6	692	7,453	201	1,497,973
				Commercial					-	-	-
<b>GDV</b>	<b>2,826</b>		<b>£11,353,658</b>	<b>Total</b>		<b>26</b>	<b>2,826</b>				<b>11,353,658</b>
Land	19%	£643	£1,816,117	<b>Development Proceeds</b>		<b>Start month</b>	<b>Duration month</b>	<b>Total</b>			
Construction		£2,262	£6,393,663	Private		19	1	60%	8,897,494		
Fees etc			£490,876	Intermediate		19	1		958,192		
Planning obligations			£255,889	Affordable Rent		19	1		1,497,973		
Disposal costs			-	Commercial		19	1		-		
Finance			£470,244	<b>Total</b>		<b>19</b>	<b>1</b>				<b>11,353,658</b>
<b>Total Costs</b>			<b>£9,426,789</b>	<b>PROFIT</b>							
				<b>Profit on Cost</b>							<b>20.4%</b>
				<b>Profit on Value</b>							<b>17.0%</b>
<b>Land costs</b>	<b>Rate</b>										
Site value					(1,700,484)		1	1			(1,700,484)
Acquisition costs	6.80%				(115,633)		1	1			(115,633)
<b>Residential Development Costs</b>						<b>Start</b>	<b>Duration</b>				
Residential Construction Cost					(4,908,762)	7	12				(4,908,762)
Residential Contingency	5.0%				(245,438)	7	12				(245,438)
Residential Professional Fees	10.0%	of costs			(490,876)	7	12				(490,876)
Residential External Works					(515,420)	7	12				(515,420)
Residential Environmental Costs					(98,175)	7	12				(98,175)
Residential Site Preparation					(128,855)	7	12				(625,867)
Residential Commuted Sum Payment					-	19	1				-
<b>Commercial Development Costs</b>											
Commercial Construction Cost					-	7	12				-
Commercial Contingency					-	7	12				-
Commercial Professional Fees					-	7	12				-
Commercial External Works					-	7	12				-
Commercial Environmental Costs					-	7	12				-
Commercial Site Preparation					-	7	12				-
Commercial Sales Agents and Legal					-	7	12				-
<b>Planning obligations</b>											
Borough CIL					-	7	1				-
MCIL2					-	7	1				-
S106					(255,889)	7	1				(255,889)
<b>Disposal Costs</b>											
Marketing and disposal cost					-	19	1				-
<b>Total cost (exc finance)</b>											<b>(7,140,428)</b>
<b>Overall net cashflow</b>											
Opening Balance											
Development Costs for Period											
<b>Interest</b>					7.0% debit						(470,244)
Total Costs											
Closing Balance											
<b>PROFIT</b>											<b>1,926,869</b>

**Appendix 12**

Site number	1	2	3	4	5	6	7	8
Typology Description	Single residential dwelling (greenfield)	Conversion and extension of existing dwelling to provide 5 flats	Demolition of existing dwelling to create 7 flats	Infill development of single dwelling (brownfield)	Demolition of garage/extension to create 3 flats	Demolition of commercial building to create 2 flats and 2 houses	Demolition of garage in garden to create 6 flats	Demolition of dwelling to create 6 flats, 3 houses (no land levels)
Zone	South	North	North	North	North	South	South	South
Inside / Outside COA	OUT	OUT	OUT	OUT	OUT	OUT	OUT	OUT
Residential Units	1	5	7	1	3	4	6	9
EUV	£17,500	£800,000	£641,000	£20,000	£617,000	£209,982	£52,500	£1,040,000
Premium (input)	20%	15%	15%	15%	15%	20%	20%	20%
BLV	£21,000	£920,000	£737,150	£23,000	£709,550	£251,978	£63,000	£1,248,000
Residual Land Value	£208,612	£324,395	£853,303	£74,248	£533,314	£192,073	£570,156	£544,818
Surplus / Deficit	£187,612	£595,605	£116,153	£51,248	£176,236	£59,906	£507,156	£703,182
GDV	£1,131,243	£1,278,751	£3,108,076	£411,719	£1,672,710	£1,170,574	£2,246,856	£3,155,868
Affordable Housing %	0%	0%	0%	0%	0%	0%	0%	0%
Commuted Sum Payment	£10,000	£50,000	£70,000	£10,000	£30,000	£40,000	£60,000	£90,000
Residential CIL (C3) Rate	£169	£169	£169	£169	£169	£169	£169	£169
Total Residential (C3) CIL	£40,891	£17,264	£71,931	£14,386	£29,280	£30,127	£48,406	£43,836
Business CIL (E(g), B2, B8) Rate	£0	£0	£0	£0	£0	£0	£0	£0
Total Business (E(g), B2, B8) CIL	£0	£0	£0	£0	£0	£0	£0	£0
Institutions CIL Rate (C2, E(e), E(f), F.1)	£0	£0	£0	£0	£0	£0	£0	£0
Total Institutions (C2, E(e), E(f), F.1) CIL	£0	0%	0%	0%	0%	0%	0%	0%
Other CIL Rate	£169	£169	£169	£169	£169	£169	£169	£169
Total Other CIL	£0	£0	£0	£0	£0	£0	£0	£0
Total CIL (all uses)	£40,891	£17,264	£71,931	£14,386	£29,280	£30,127	£48,406	£43,836

Site number	9	10	11	12	13	14	15	16
Typology Description	Demolition of garages to create 6 town houses	Demolition of dwelling to create 9 flats (no land levels)	Demolition of light industrial/office to create 4 houses and storage	Development on greenfield land (minor)	Development on greenfield land (major)	Development on greenfield land (notional)	16 flats (brownfield)	11 flats (brownfield change of use)
Zone	North	South	North	South	South	South	South	COA
Inside / Outside COA	OUT	OUT	OUT	OUT	OUT	OUT	OUT	IN
Residential Units	6	9	4	8	15	10	16	11
EUV	£160,000	£1,400,000	£70,278	£101,500	£101,500	£101,500	£582,702	£1,100,957
Premium (input)	15%	20%	15%	20%	20%	20%	20%	30%
BLV	£184,000	£1,680,000	£80,820	£121,800	£121,800	£121,800	£699,242	£1,431,244
Residual Land Value	£791,683	£922,457	£363,765	£802,139	£902,177	£601,452	£895,281	£1,425,749
Surplus / Deficit	£607,683	£757,543	£282,945	£680,339	£780,377	£479,652	£196,039	£5,496
GDV	£3,005,066	£3,852,884	£1,302,970	£4,569,921	£7,160,102	£4,773,401	£4,667,013	£3,797,232
Affordable Housing %	0%	0%	0%	0%	35%	35%	35%	35%
Commuted Sum Payment	£60,000	£90,000	£40,000	£80,000	£0	£0	£0	£0
Residential CIL (C3) Rate	£169	£169	£169	£169	£169	£169	£169	£169
Total Residential (C3) CIL	£58,459	£68,969	£1,354	£165,188	£201,323	£134,215	£75,029	£0
Business CIL (E(g), B2, B8) Rate	£0	£0	£0	£0	£0	£0	£0	£169
Total Business (E(g), B2, B8) CIL	£0	£0	£0	£0	£0	£0	£0	£0
Institutions CIL Rate (C2, E(e), E(f), F.1)	£0	£0	£0	£0	£0	£0	£0	£0
Total Institutions (C2, E(e), E(f), F.1) CIL	£0	0%	0%	0%	0%	0%	0%	0%
Other CIL Rate	£169	£169	£169	£169	£169	£169	£169	£169
Total Other CIL	£0	£0	£0	£0	£0	£0	£0	£0
Total CIL (all uses)	£58,459	£68,969	£1,354	£165,188	£201,323	£134,215	£75,029	£0

Site number	17	18	19	20	21	22	23	24
Typology Description	Garage demolition to create 12 flats (greenfield)	Development of c.30 flats and houses (brownfield)	Development of c.30 flats (brownfield)	Development of c30 flats with some light industrial (brownfield)	Development of c.30 flats (brownfield)	Development of c.100 flats and houses (greenfield)	Development of c.100 flats (brownfield)	Large residential scheme c. 400 flats incl tall building
Zone	North	South	North	South	COA	North	North	COA
Inside / Outside COA	OUT	OUT	OUT	OUT	IN	OUT	OUT	IN
Residential Units	12	40	24	22	25	79	86	420
EUV	£200,000	£2,164,500	£1,200,000	£700,060	£703,346	£500,500	£2,760,000	£12,000,000
Premium (input)	15%	20%	15%	20%	30%	15%	15%	30%
BLV	£230,000	£2,597,400	£1,380,000	£840,072	£914,350	£575,575	£3,174,000	£15,600,000
Residual Land Value	£913,409	£2,781,527	£1,635,239	£1,051,621	£4,412,916	£6,558,232	£7,441,024	£34,509,445
Surplus / Deficit	£683,409	£184,127	£255,239	£211,549	£3,498,567	£5,982,657	£4,267,024	£18,909,445
GDV	£4,237,977	£14,519,747	£7,669,545	£8,101,662	£13,282,187	£34,952,875	£42,243,501	£204,505,855
Affordable Housing %	35%	35%	35%	35%	35%	35%	35%	35%
Commuted Sum Payment	£0	£0	£0	£0	£0	£0	£0	£0
Residential CIL (C3) Rate	£169	£169	£169	£169	£169	£169	£169	£169
Total Residential (C3) CIL	£78,582	£345,285	£162,598	£97,702	£176,350	£957,109	£1,023,116	£1,341,745
Business CIL (E(g), B2, B8) Rate	£0	£0	£0	£0	£169	£0	£0	£169
Total Business (E(g), B2, B8) CIL	£0	£0	£0	£0	£0	£0	£0	£0
Institutions CIL Rate (C2, E(e), E(f), F.1)	£0	£0	£0	£0	£0	£0	£0	£0
Total Institutions (C2, E(e), E(f), F.1) CIL	£0	0%	0%	0%	0%	0%	0%	0%
Other CIL Rate	£169	£169	£169	£169	£169	£169	£169	£169
Total Other CIL	£0	£0	£0	£35,051	£0	£0	£0	£25,676
Total CIL (all uses)	£78,582	£345,285	£162,598	£132,754	£176,350	£957,109	£1,023,116	£1,367,421

Site number	25	26	27	28	29	30	31	32
Typology Description	Residential and health (change of use of long term vacant building)	Tall building residential and health (new build)	Office conversion of office above flats to small no. of flats	Residential and local supermarket (medium scale)	Residential and Supermarket	Local supermarket (small scale) replaced by Mixed use residential and supermarket	9 flats (change of use)	Residential and retail
Zone	COA	COA	South	Central	Central	North	North	COA
Inside / Outside COA	IN	IN	OUT	OUT	OUT	OUT	OUT	IN
Residential Units	70	100	4	42	17	9	9	55
EUV	£2,095,635	£2,095,635	£327,666	£3,018,978	£12,725,428	£864,304	£1,673,494	£3,250,000
Premium (input)	30%	30%	20%	25%	25%	15%	15%	30%
BLV	£2,724,326	£2,724,326	£393,199	£3,773,723	£15,906,785	£993,950	£1,924,518	£4,225,000
Residual Land Value	£5,062,443	£10,278,607	£330,516	£3,882,400	£12,516,243	£1,583,622	£3,192,885	£8,194,938
Surplus / Deficit	£2,338,117	£7,554,281	£62,683	£108,677	£3,390,542	£589,672	£1,268,367	£3,969,938
GDV	£25,357,311	£47,907,778	£1,054,862	£28,579,417	£48,122,044	£8,226,815	£11,336,001	£33,144,399
Affordable Housing %	35%	35%	0%	35%	35%	0%	0%	35%
Commuted Sum Payment	£0	£0	£40,000	£0	£0	£90,000	£90,000	£0
Residential CIL (C3) Rate	£169	£169	£169	£169	£169	£169	£169	£169
Total Residential (C3) CIL	£68,011	£459,520	£0	£0	£85,840	£69,616	£0	£266,045
Business CIL (E(g), B2, B8) Rate	£169	£169	£0	£0	£0	£0	£0	£169
Total Business (E(g), B2, B8) CIL	£0	£0	£0	£0	£0	£0	£0	£0
Institutions CIL Rate (C2, E(e), E(f), F.1)	£0	£0	£0	£0	£0	£0	£0	£0
Total Institutions (C2, E(e), E(f), F.1) CIL	£0	£0	£0	£0	£0	£0	£0	£0
Other CIL Rate	£169	£169	£169	£169	£169	£169	£169	£169
Total Other CIL	£20,893	£72,026	£0	£0	£706,967	£86,602	£0	£54,615
Total CIL (all uses)	£88,904	£531,546	£0	£0	£792,806	£156,218	£0	£320,659

Site number	33	34	35	36	37	38	39	40
Typology Description	Residential and primary school	Residential and secondary school (greenfield)	Primary/secondary school (no residential)	Office large	Office (medium)	Large mixed use office and residential (New build)	Large mixed use office and residential (Change of Use)	Residential conversion of large listed building
Zone	COA	Central	Central	COA	COA	COA	COA	COA
Inside / Outside COA	IN	OUT	OUT	IN	IN	IN	IN	IN
Residential Units	172	150	0	0	0	178	144	52
EUV	£4,572,131	£1,134,000	£7,092,517	£880,000	£4,200,000	£12,000,000	£3,057,000	£1
Premium (input)	30%	25%	25%	20%	20%	30%	30%	30%
BLV	£5,943,770	£1,417,500	£8,865,646	£1,056,000	£5,040,000	£15,600,000	£3,974,100	£1
Residual Land Value	£13,448,810	£-4,073,004	£-24,739,333	£45,544,853	£18,853,042	£44,242,218	£38,090,920	£11,781,375
Surplus / Deficit	£7,505,040	£5,490,504	£33,604,980	£44,488,853	£13,813,042	£28,642,218	£34,116,820	£11,781,374
GDV	£82,298,950	£73,656,722	£19,743,145	£193,235,871	£74,913,938	£268,527,647	£136,013,809	£37,018,910
Affordable Housing %	35%	35%	0%	0%	0%	35%	35%	35%
Commuted Sum Payment	£0	£0	£0	£0	£0	£0	£0	£0
Residential CIL (C3) Rate	£169	£169	£169	£169	£169	£169	£169	£169
Total Residential (C3) CIL	£1,421,682	£1,320,150	£0	£0	£0	£813,660	£438,723	£0
Business CIL (E(g), B2, B8) Rate	£169	£0	£0	£169	£169	£169	£169	£169
Total Business (E(g), B2, B8) CIL	£0	£0	£0	£4,315,875	£1,667,282	£2,816,517	£441,319	£0
Institutions CIL Rate (C2, E(e), E(f), F.1)	£0	£0	£0	£0	£0	£0	£0	£0
Total Institutions (C2, E(e), E(f), F.1) CIL	£0	£0	£0	£0	£0	£0	£0	£0
Other CIL Rate	£169	£169	£169	£169	£169	£169	£169	£169
Total Other CIL	£468,999	£1,340,460	£1,132,452	£8,745,994	£3,389,062	£5,681,541	£908,545	£0
Total CIL (all uses)	£1,890,681	£2,660,610	£1,132,452	£13,061,869	£5,056,344	£9,311,718	£1,788,586	£0

Site number	41	42	43	44	45	46	47	48
Typology Description	Residential conversion of medium listed building	Large Private Rental Scheme development (new build to rent)	Large Private Rental Scheme development (change of use)	Residential, ground floor retail and warehouse/storage	Tall tower with ground floor retail (change of use)	Small scale light industrial park (brownfield)	Large warehouse	Mixed use light industrial and residential (low amounts of light industry)
Zone	North	COA	COA	Central	COA	Central	South	Central
Inside / Outside COA	OUT	IN	IN	OUT	IN	OUT	OUT	OUT
Residential Units	6	420	288	56	320	0	0	97
EUV	£773,000	£12,000,000	£3,057,000	£11,924,952	£3,057,000	£5,500,000	£5,000,000	£1,400,000
Premium (input)	15%	30%	30%	25%	30%	40%	40%	25%
BLV	£888,950	£15,600,000	£3,974,100	£14,906,190	£3,974,100	£7,700,000	£7,000,000	£1,750,000
Residual Land Value	£998,446	£4,620,043	£30,885,812	£16,310,410	£30,840,399	£12,872,586	£5,945,973	£1,905,790
Surplus / Deficit	£109,496	£10,979,957	£26,911,712	£1,404,220	£26,866,299	£5,172,586	£1,054,027	£155,790
GDV	£3,395,472	£204,505,855	£188,374,858	£76,700,493	£188,374,858	£34,796,550	£22,775,819	£47,924,090
Affordable Housing %	0%	35%	35%	35%	35%	0%	0%	35%
Commuted Sum Payment	£60,000	£0	£0	£0	£0	£0	£0	£0
Residential CIL (C3) Rate	£169	£169	£169	£169	£169	£169	£169	£169
Total Residential (C3) CIL	£2,031	£1,341,745	£1,489,294	£512,409	£1,489,294	£0	£0	£794,080
Business CIL (E(g), B2, B8) Rate	£0	£169	£169	£0	£169	£0	£0	£0
Total Business (E(g), B2, B8) CIL	£0	£0	£0	£0	£0	£0	£0	£0
Institutions CIL Rate (C2, E(e), E(f), F.1)	£0	£0	£0	£0	£0	£0	£0	£0
Total Institutions (C2, E(e), E(f), F.1) CIL	£0	0%	0%	0%	0%	0%	0%	0%
Other CIL Rate	£169	£169	£169	£169	£169	£169	£169	£169
Total Other CIL	£0	£25,676	£33,257	£1,408,426	£33,257	£567,326	£169,335	£373,020
Total CIL (all uses)	£2,031	£1,367,421	£1,522,552	£1,920,835	£1,522,552	£567,326	£169,335	£1,167,099

Site number	49	50	51	52	53	54	55	56
Typology Description	Mixed use light industrial and residential (moderate amounts of light industry)	Mixed use large residential and community use (brownfield)	Non-charitable community uses (new build)	Non-charitable community uses (change of use)	Large retail shopping centre with resi	Large mixed use leisure and retail	Conversion of long term vacant shop unit to small office	Conversion of long term vacant unit to shop
Zone	North	South	Central	Central	COA	COA	North	North
Inside / Outside COA	OUT	OUT	OUT	OUT	IN	IN	OUT	OUT
Residential Units	61	114	0	0	500	0	0	0
EUV	£1,400,000	£1,270,000	£1,412,297	£583,573	£115,000,000	£1	£153,826	£109,684
Premium (input)	15%	20%	20%	20%	31%	20%	20%	20%
BLV	£1,610,000	£1,524,000	£1,694,756	£700,288	£150,650,000	£1	£184,591	£131,621
Residual Land Value	£1,689,865	£-5,156,528	£-24,145,252	£-1,545,920	£146,133,753	£-34,980,310	£7,072	£106,883
Surplus / Deficit	£79,865	£6,680,528	£25,840,009	£2,246,208	£4,516,247	£34,980,312	£177,520	£24,737
GDV	£39,418,671	£43,819,162	£18,819,603	£1,227,085	£886,580,094	£53,558,900	£213,326	£303,481
Affordable Housing %	35%	35%	0%	0%	35%	0%	0%	0%
Commuted Sum Payment	£0	£0	£0	£0	£0	£0	£0	£0
Residential CIL (C3) Rate	£169	£169	£169	£169	£169	£169	£169	£169
Total Residential (C3) CIL	£539,007	£625,036	£0	£0	£569,844	£0	£0	£0
Business CIL (E(g), B2, B8) Rate	£0	£0	£0	£0	£169	£169	£0	£0
Total Business (E(g), B2, B8) CIL	£0	£0	£0	£0	£0	£0	£0	£0
Institutions CIL Rate (C2, E(e), E(f), F.1)	£0	£0	£0	£0	£0	£0	£0	£0
Total Institutions (C2, E(e), E(f), F.1) CIL	£0	£0	£0	£0	£0	£0	£0	£0
Other CIL Rate	£169	£169	£169	£169	£169	£169	£169	£169
Total Other CIL	£786,631	£504,837	£1,266,329	£62,453	£3,402,296	£984,358	£7,565	£0
Total CIL (all uses)	£1,325,638	£1,129,873	£1,266,329	£62,453	£3,972,140	£984,358	£7,565	£0

Site number	57	58	59	60	61	62	63	64
Typology Description	Hotel and residential	Hotel development (from long term vacant building)	Hotel development	Replacement of existing retail w/h with 3 larger industrial/storage units	Mixed use warehouse and residential	Transport infrastructure	Older person accommodation	Older Person Accommodation (Notional)
Zone	COA	COA	Central	Central	Central	Central	Central	North
Inside / Outside COA	IN	IN	OUT	OUT	OUT	OUT	OUT	OUT
Residential Units	46	0	0	0	97	0	26	26
EUV	£4,070,000	£3,586,297	£1,412,297	£9,838,961	£1,400,000	£7,000,000	£3,375,000	£125,000
Premium (input)	30%	20%	20%	40%	25%	20%	25%	15%
BLV	£5,291,000	£4,303,556	£1,694,756	£13,774,545	£1,750,000	£8,400,000	£4,218,750	£143,750
Residual Land Value	£1,009,917	-£1,306,273	-£18,816,071	£12,410,586	£6,652,733	£10,142	£1,538,004	£1,700,484
Surplus / Deficit	£4,281,083	£5,609,830	£20,510,828	£1,363,959	£4,902,733	£8,389,858	£2,680,746	£1,556,734
GDV	£40,490,881	£18,750,000	£25,125,000	£35,300,224	£54,282,051	£431,542	£11,057,075	£11,353,658
Affordable Housing %	35%	0%	0%	0%	35%	0%	35%	35%
Commuted Sum Payment	£0	£0	£0	£0	£0	£0	£0	£0
Residential CIL (C3) Rate	£169	£169	£169	£169	£169	£169	£169	£169
Total Residential (C3) CIL	£0	£0	£0	£0	£794,080	£0	£213,644	£255,889
Business CIL (E(g), B2, B8) Rate	£169	£169	£0	£0	£0	£0	£0	£0
Total Business (E(g), B2, B8) CIL	£0	£0	£0	£0	£0	£0	£0	£0
Institutions CIL Rate (C2, E(e), E(f), F.1)	£0	£0	£0	£0	£0	£0	£0	£0
Total Institutions (C2, E(e), E(f), F.1) CIL	£0	£0	£0	£0	£0	£0	£0	£0
Other CIL Rate	£169	£169	£169	£169	£169	£169	£169	£169
Total Other CIL	£0	£467,976	£1,265,990	£943,823	£373,020	£33,850	£0	£0
Total CIL (all uses)	£0	£467,976	£1,265,990	£943,823	£1,167,099	£33,850	£213,644	£255,889

**Appendix 13 (i)**



SCENARIO 1

Table with 10 columns: No, Typo eqy Descr pl on, Zone, Inside / Outside COA, Resident a Units, EUV, Prom um, Input, BLV, Residua Land Va ue, AN % ->

Table with 14 columns: 50%, 45%, 40%, 35%, 30%, 25%, 20%, 15%, 10%, 5%, 0% (representing 15% reduction in residential units, 0% change in non-residential)