

# **Bristol City Council**

## **Community Infrastructure Levy**

## Response 11 received in respect of the Draft Charging Schedule in accordance with Regulation 17

## **Bristol Community Infrastructure Levy**

**Draft Charging Schedule** 

**Representations submitted by Savills** 

on behalf of the House Builder Consortium Group

March 2012





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## Introduction

These representations have been prepared by Savills on behalf of the House Builder Consortium Group in response to the consultation on the Bristol Community Infrastructure Levy (CIL) Draft Charging Schedule. The group comprises a number of the major house builders active in the Bristol area who have joined together in order to provide a single comprehensive response to the proposed introduction of CIL tariffs across the City.

The group's objective and the raison d'être for these representations is not to dismiss CIL but to ensure that the level set in the Charging Schedule is fair and equitable, supported by robust viability appraisals, and will not put at harm the overall delivery of housing in the City. To that end, the Charging Schedule must be founded upon sound and credible evidence and the methodology used to establish the proposed charges should be reasonable and fit for purpose. These representations have been prepared in that context and with particular reference to Regulation 14 of the Community Infrastructure Levy Regulations 2010. In so doing, the representations address the two principal tests outlined in the Department for Communities and Local Government Guidance document 'Community Infrastructure Levy Guidance: Charge Setting and Charging Schedule Procedures'. These are:

- (i) the potential effects (taken as a whole) of the imposition of CIL on the economic viability of development across its area; and
- (ii) the need to strike an appropriate balance between the desirability of funding from CIL and the expected estimated total cost of infrastructure required to support development.

#### Savills

Savills is one of the largest property companies in the UK with considerable professional expertise in a wide range of technical disciplines including planning, valuation and land sales. Allied to this, the company has residential sales agencies across the country which, alongside the New Homes and Residential Investment team, deal with the sale of a considerable number of residential properties each year. The Residential and Commercial Research departments provide forecasts for a broad range of sectors which are highly



regarded across the industry, and which have been used to inform the BNP Paribas sensitivity testing appraisals.

Savills has a substantial presence and range of expertise in the Bristol office. The New Homes and Residential Investment team are market leaders in the sale of new build properties in Bristol and have a wealth of experience of sales values and sales rates. Both the planning and development teams have acted for the residential development sector in the city and have an in depth knowledge of the issues relating to housing delivery and economic viability. In addition to this, the development team have sold a number of sites in the Bristol area and have a good understanding of land values and the specific dynamics of the local residential development market.

#### Context

Savills submitted representations, to the Bristol CIL Preliminary Draft Charging Schedule in January 2012. We are extremely disappointed that the previous representations have not been taken into account or incorporated by the Council in their Draft Charging Schedule despite fundamental shortcomings of the BNP Paribas viability assessment being identified. These shortcomings are outlined and discussed in Savills' representations to the Preliminary Draft Charging Schedule, which are included within **Appendix 1**.

Subsequent to the representations we wrote to Bristol City Council specifically on the gross to net site area assumptions contained within the Evidence Base Report. A copy of this letter is included within **Appendix 2**.

In our representations we invited Bristol City Council and BNP Paribas to discuss the shortcomings identified and the fundamental concerns regarding the robustness of the viability evidence. No offer of a meeting was forthcoming and thus the opportunity to remedy our concerns prior to publication of the Draft Charging Schedule was lost.

#### Structure of the Representations

Since no changes have been made to the Charging Schedule since the publication of the Preliminary Draft, nor any further viability evidence produced, we retain the fundamental concerns regarding the robustness of the Draft Charging Schedule. These representations



do not seek to repeat the points previously raised (see **Appendix 1**) but build upon the critique of the evidence base to demonstrate quantitatively the impact of the shortcomings we have identified. To that end these representations cover the follow issues:

- An assessment of the alternative viability assumptions;
- The implications of the alternative assessment; and
- Proposed changes.



### Assessment of Alternative Viability Assumptions

Our representations on behalf of the House Builder Consortium Group to the Preliminary Draft Charging Schedule provided a detailed critique of a number of the assumptions used by BNP Paribas in deriving the proposed Bristol CIL Charging Schedule. We have proposed alternative assumptions to those used by BNP Paribas that we consider to be more realistic and robust. We explained why we consider the CIL proposed by Bristol City Council would have a significant impact upon delivery of development within the City and why the introduction of the proposed CIL would represent a considerable risk to the delivery of residential development within the City.

The evidence produced by BNP Paribas considered a large number of scenarios based upon development typologies, locations, and variable assumptions regarding residential sales values, residential density and mix, gross to net floorspace, construction costs, and affordable housing etc. We do not have available the model that BNP Paribas used to produce the residual valuations for each scenario. We have therefore, instead, used the industry accepted valuation package 'Argus Financial'. Using this package, and the assumptions provided by BNP Paribas, we have modelled the residual land value of each typology identified within the same six geographical areas. This provides a baseline against which we have tested the alternative assumptions proposed in our Preliminary Draft CIL Charging Schedule Representations.

We have then modelled the residual values of the same scenarios, but adopting the alternative, and we believe correct, assumptions we advocated in the representations to the Preliminary Draft Charging Schedule. The results of this assessment demonstrate the impact that the current assumptions have on the assessment of the maximum theoretical level at which CIL can be set. For transparency, copies of all the residual valuations of the development scenarios are provided in **Appendix 3.** A summary table of the outputs and an analysis of the implications are included in **Appendix 4**.

#### Valuation Assumptions

The majority of the valuation assumptions used in the residual land value appraisals are consistent with those used by BNP Paribas and Bristol City Council. There were, however,



some inputs that were not provided and for which it has been necessary to make reasonable assumptions based upon market knowledge and local experience. In the interests of transparency, Table 1 below provides an explanation of all of the valuation assumptions used in the residual valuations and provides justification for those that are different.

It should also be noted that we have not incorporated a reduction factor to address the difference between gross to net site coverage, as we suggested would be appropriate in our letter to the Council contained in **Appendix 2**. However, we maintain our view that, on some larger sites, there is a risk that densities on gross site area fall below the assumed level, as large parts of the site will not be developable. This should be seen as an additional risk to delivery, when setting the level of CIL in relation to the theoretically viable level.

We have also elected to use the build costs with the assumed increase for Code Level 4. There is, however, compelling evidence that build costs will increase considerably in the next 4 years as environmental and energy standards are tightened through Building Regulations above Code Level 4 towards zero carbon homes in 2016. This increase represents a fixed cost on development and will further compound issues of viability, adding further additional risks to delivery.

The alternative assumptions used in our appraisals are therefore a 'best case' scenario where we have sought to make as few changes as possible to the baseline viability appraisals.

Draft Charging Schedule

Representations by Savills on behalf of the House Builder Consortium Group



#### **Table 1: Valuation Assumptions**

APPRAISAL INPUT	BNP PARIBAS ASSUMPTION SAVILLS ASSUMPTION		NOTES	
Mix assumptions for development typologies	As set out within sections 5.1 and 4.22 of BNPP report	BNPP assumptions adopted.	-	
Affordable housing threshold	Modelled at both 30% and 40% across all zones (disregarding BCC affordable housing policy)	Modelled at either 30% or 40% in accordance with BCC affordable housing policy zoning	Bristol City Council policy position assumed	
Residential open market sales values	As set out within section 4.18 of BNPP report	See Savills representations at Appendix 1	A more comprehensive evidence base than that provided by BNPP provides for more accurate data.	
Residential affordable housing sales values (blended)	£77.57 per sq ft	BNPP assumptions adopted.	-	
Ground rent (private flats only)	£150 per unit per annum	BNPP assumptions adopted.	-	
Ground rent investment yield (private flats only)	6%	BNPP assumptions adopted.	-	
Open Market sales rate (houses)	No information provided within BNPP report	2 OM units per month	In accordance with Savills evidence base and market research	
Open Market sales rate (flats)	Indicative sales rate of 3.8 units per month (provided for site Type 5, in separate correspondence)	4 OM units per month	In accordance with Savills evidence base and market research	
Affordable housing sales rate	No information provided within BNPP report	Wholesale disposal of affordable units upon practical completion	Most optimistic and financially viable scenario assumed	
Open market performance measure	20% profit on GDV	BNPP assumptions adopted.	-	
Affordable housing performance measure	6% profit on GDV	BNPP assumptions adopted		

#### Draft Charging Schedule

Representations by Savills on behalf of the House Builder Consortium Group



APPRAISAL INPUT	BNP PARIBAS ASSUMPTION	SAVILLS ASSUMPTION	NOTES	
Gross to net floorspace ratio (apartments)	85%	80%	See Savills representations at Appendix 1	
Residential build costs - houses (incl. 15% external works allowance and 6% allowance to achieve Code 4)	£102.80 per sq ft	BNPP assumptions adopted.	BNPP build costs represented as inclusive of 'abnormal costs', contrary to BCIS	
Residential build costs - flats (incl. 15% external works allowance and 6% allowance to achieve Code 4)	£142.68 per sq ft	BNPP assumptions adopted.	BNPP build costs represented as inclusive of 'abnormal costs', contrary to BCIS	
Abnormal costs	£0.00	£12,069 per unit	See above and Savills representations at Appendix 1	
Professional fees	10% of gross build costs	10% of gross build costs	-	
Contingency	5% of gross build costs	5% of gross build costs	-	
Construction phasing	Site type 5: 3 months pre- construction; 18 months construction (provided in separate correspondence)	Houses: 2 months pre-construction; 8 months construction. Flats: 3 months pre-construction, 18 months construction	In line with BNP where provided	
On site S106/S278 allowance	£1,000 per unit	BNPP assumptions adopted.	-	
Marketing costs	4% of GDV	4% of GDV on OM revenue only	More optimistic and financially viable scenario assumed	
Stamp duty	4%	At appropriate HMRC threshold (linked to residual land value)	More optimistic and financially viable scenario assumed	
Agents fee	1% of land value	BNPP assumptions adopted.		
Legal fees	0.8% of land value	BNPP assumptions adopted.		
Phasing of CIL payments	As per s. 4.37 of report	BNPP assumptions adopted.	-	
Interest	6.50%	BNPP assumptions adopted.	-	



## Implications of the Corrected Assumptions

The findings of our residual valuation modelling of the selected scenarios is provided in Table A in **Appendix 4**. Table B in **Appendix 4** converts the residual land values produced from the Argus appraisals into a land value per hectare in order for direct comparison to be made with the threshold land values contained within the BNP Paribas report. A variation of this table is also included in **Appendix 4** (entitled Table B(1)). This measures the impact of the proposed changes by applying the reduction in land value (viability) to the net sales area (open market), represented in square metres.

These three tables provide the basis for our analysis of the implications of the proposed CIL within this section of the representations.

There are a number of conclusions which can be drawn from an analysis of the findings from our valuation modelling. These are explained in the context of the following questions:

- 1) What is the impact of the corrected viability assumptions?
- 2) Does the evidence of viability justify the CIL charges proposed in the Draft Charging Schedule?
- 3) Is the impact of CIL so significant that it will prevent development coming forward to the extent that it will effect delivery of the strategic housing requirement?

These three questions are now addressed in turn below:

#### (i) What is the impact of the corrected viability assumptions?

As set out above, in order to measure the impact of Savills corrected viability appraisal inputs, we have first had to reproduce BNP Paribas viability appraisals for the seven housing mix typologies provided, in each of the six housing market zones defined within the draft charging schedule.

These 'BNP Paribas baseline appraisals' have subsequently been varied in accordance with the differences of opinion summarised within Table 1, to provide Savills corrected viability appraisals. The results of these respective appraisals have been used to measure the impact on viability of the proposed changes in the context of the proposed CIL charge. This information has been collated and set out within **Appendix 4** as Tables A, B and B(1).

Table A 'Comparison of Modelled Scenarios' shows the resulting residual land value for each of the 42 scenarios for both BNPP and Savills. To enable direct 'like for like' comparisons, each of the indicative modelled scenarios shown with Table A have been proportionally increased to provide an indicative hectare of development land, of each type. This information is set out within Table B and provides indicative residual land values, per hectare, for each of the indicative housing mixes across each of the housing market zones. The financial impact of Savills recommended changes is also shown and is measured both financially and as a percentage, to better illustrate the extent of the impact on viability.

In order to provide a direct comparison to the proposed CIL charge, this 'difference' has been applied to the net internal area of the open market element of each mix (the area against which CIL will be levied) and expressed in terms of £ per sq m. The resulting figure represents the amount by which the proposed of CIL charge should be discounted to absorb the margin of error within the BNPP viability appraisals.

The information illustrated within Tables B & B(1) provides for the following conclusions:

- 1. That mix typologies 5, 6 and 7, which describe various scales of apartment development, are not viable in any of the described housing market Zones.
- 2. That Savills proposed viability appraisal corrections provide for a clear and measured impact on the viability of the proposed CIL charge.
- 3. The impact on the proposed CIL charge ranges from -£14 to -£61 per square metre.

### (ii) Does the evidence of viability justify the CIL charges proposed in the Draft Charging Schedule?

Regulation 14 of the Community Infrastructure Levy Regulations 2010 requires a charging authority when setting the rates in their Charging Schedule, to assess *"the potential effects (taken as whole) of the imposition of CIL on the economic viability of development across its area".* It is our contention that the charging authority has failed to comply with Regulation 14



in this instance as the Charging Schedule is not based on a robust assessment of viability and hence it is not justified.

Tables A and B show that using both the BNP Paribas or Savills assumptions, the residual values for typologies 5 - 7 (flats) produce negative land values, and hence such schemes are theoretically unviable with the current affordable housing policy, even before factoring in CIL. With the inclusion of CIL, this simply increases the negative residual value further and hence makes such a scheme even more unviable. These schemes are an integral part of the five year housing land supply and as such they cannot be disregarded from the viability appraisal.

BNP Paribas provide the 'Threshold Land Values' per hectare at paragraph 5.9 of their Viability Study. These are £2,100,000 for existing residential, £4,391,000 for offices, £1,679,000 for industrial, and £1,350,000 for urban open space. A comparison of these figures with the residual values per hectare detailed in Table 3 above shows that, with the exception of area 'Inner West', the Savills 'Residual Value' per hectare for typologies 4 - 7 is lower than the BNP Paribas 'Threshold Land Value', effectively rendering the vast majority of schemes of greater than 14 dwellings unviable. The situation is particularly stark for typologies 5-7 where the residual land values are negative across all areas of the city.

It can be seen that only typologies 1 - 3 are viable and produce a 'Residual Value' sufficiently above the 'Threshold Land Values' to support the introduction of CIL. It should be noted that typologies 1-3:

- (i) are small schemes, below the affordable housing threshold; and
- (ii) relate to houses rather than apartments.

The findings from this analysis indicates that the introduction of CIL would have a significant bearing on housing land supply as they are particularly important for the delivery of housing in Bristol. This can be seen from an analysis of the Bristol housing supply data and delivery pipeline of permitted schemes in the Bristol Residential Development Survey Report 2011 and the Five Year Housing Land Supply 2011 – 2016 Report.



#### Small Schemes

It is clear from the assessment of viability that, in theory at least, smaller schemes are viable whereas the larger schemes are not. This conclusion is clearly demonstrated within Tables 2 and 3 where it can be seen that all development typologies other than typology 4 within the inner west area, produce a residual land value lower than the threshold land value.

The impact of this on supply in Bristol is potentially significant. In the past five year small sites (less than 10 dwellings) have contributed 2,005 dwellings (22%) to the overall supply, whereas large sites (greater than 10 dwellings) have contributed 7,193 dwellings (78%) (source: Bristol Residential Development Survey 2011). This demonstrates that the larger sites are considerably more important for housing delivery in Bristol than the smaller sites and hence the constraints on viability for such sites will have a disproportionately high impact. Indeed housing supply in Bristol has relied upon larger schemes significantly in the recent past and is expected to do so to a similar extent going forward. Additional costs which would render unviable these larger sites which are currently marginally viable would therefore impact upon housing land supply.

#### Houses v Apartments

Analysis of the housing pipeline in Bristol also demonstrates that approximately 85% of dwellings with planning permission are in the form of apartments (source: Bristol Residential Development Survey 2011). Given that the viability appraisals do not support delivery on any apartment sites in the city, there is a significant risk that the imposition of a non-negotiable CIL charge will further compound viability constraints and impact upon the delivery of the strategic housing requirement. The CIL charges would have a disproportionate impact on the delivery of apartments as there is often a greater amount of capital outlay for such projects before any revenue is generated. Adding further capital costs at the start of a development will have a significant bearing on viability. Whilst the impact of this may be mitigated to a small extent by the use of a phasing policy, this will only have a marginal benefit given the overall impact of CIL on cash flow.



#### Conclusion

In answer to the question 'does the evidence of viability justify the CIL charges proposed in the Draft Charging Schedule', the answer must therefore be "no". The viability evidence clearly demonstrates that larger, apartment based schemes, which make up a significant proportion of the housing pipeline for Bristol, are not viable. Based on the evidence available there are therefore no grounds for setting a CIL for such developments in Bristol.

This is, we consider, a fundamental principle which must be accepted in setting the CIL charging rates. Where the viability evidence (which is based on the average development site) demonstrates that the hypothetical site typologies tested are unviable, there is no basis upon which to establish a CIL charge.

### (iii) Is the impact of CIL so significant that it will prevent development coming forward to the extent that it will affect delivery of the strategic housing requirement?

Based upon the "average" assumptions within the viability assessment modelling, it is clear that a significant proportion of the potential development pipeline required to meet the strategic housing requirement is currently unviable. The evidence produced by BNP Paribas and the viability modelling produced by Savills clearly demonstrates that a large proportion of development typologies are unviable even without the imposition of CIL.

The conclusion that BNP Paribas draw in the Viability Evidence Report, is that those typologies where development would be unviable without CIL should be disregarded because the development would not come forward in any event. We fundamentally disagree with this major component of the BNP Paribas methodology.

The typology approach advocated by BNP Paribas is, by it's nature, based upon average figures for key variables, such as sales values and development density. The vast majority, if not all development schemes will vary from the average and thus some development will be viable with the proposed £50 per sq m CIL charge included, whereas others are considerably less viable than the average and thus highly unlikely to come forward.

Within the variety of housing development sites, there will be many within Bristol where the difference between costs and revenue generate a marginal residual land value. In those circumstances, any additional development costs, such as CIL, will compound viability constraints and inevitably render unviable residential development proposals which would otherwise come forward and contribute towards meeting the strategic housing requirement.

There is no evidence available which would indicate the magnitude of this impact. But, notwithstanding this, if at best less than half of the residential development sites (i.e. all those including and below the average) are not deemed to be viable then there is in our view no justification for the addition of a further cost on development in the form of CIL.

Whilst Bristol has been successful in supporting the delivery of development in the past, there are considerable challenges looming for future years. The figure below demonstrates the recent reduction in both the number of dwellings with planning permission and those constructed in the city. There has been a considerable drop in all lines of the graph since the peak of 2008 which shows not only a slow down in dwelling completions but a very real difficulty in increasing the level of supply again in the future because the required planning permissions are not in place. Even without the impact of CIL there are therefore real challenges for the delivery of residential development in the City.



**Residential Planning Permissions & Completions** 



In answer to the question we have posed, whilst we cannot quantify the impact of CIL on the future delivery of housing, we do not consider the imposition of CIL, which would make matters considerably worse for those marginal sites which are deliverable, is appropriate.



## Conclusion

For the reasons outline in these representations, we remain extremely concerned that the imposition of the proposed CIL charges within Bristol are not supported by robust viability evidence and that the imposition of additional costs on development within the context of current market conditions, is not appropriate.

We draw three conclusions from our analysis of the corrected assumptions:

- (i) Using the Savills assumptions as opposed to those adopted by BNP Paribas consumes the proposed CIL charge in the majority of circumstances. Simply adopting the robust evidence produced in support of our representations therefore demonstrates that the ability to pay CIL from residential developments has been removed.
- (ii) The evidence of viability does not support the imposition of the proposed CIL charges. Indeed, even the evidence produced by BNP Paribas in their report to Bristol City Council does not in our view support the proposed CIL charges for residential development outside of the Inner West and North West areas.
- (iii) The evidence is not available to quantify the impact that the proposed CIL charges would have on housing delivery in Bristol, however, in the current economic climate where residential viability is challenging, we do not consider that it is appropriate to place an additional cost upon development which would render unviable those sites which are currently at the margin of viability. To do so, would further reduce the delivery of residential development.

Whilst we recognise that these conclusions will not be welcomed by the City Council, they are reflective of the current state of the housing market and challenges facing the deliverability of residential development within the City. There is a significant risk that the imposition of CIL, particularly in the Outer Areas and the Inner East will have considerable impact upon delivery rates at a time when the planning system must endeavour to support the delivery of housing wherever possible.



#### Proposed Changes

Based upon the evidence identified within these representations, we do not consider that there is sufficient evidence to justify the imposition of CIL charges of £50-£70 per sq m. We therefore suggest that the CIL charge ought to be removed entirely.

If it were possible to provide differential charging rates based upon the size of development schemes, then we consider that there would be sufficient evidence to support charges of £30 per sq m for schemes below 15 dwellings in size in the Inner West and North West areas. The imposition of CIL on development sites of this size and in these areas would not, we consider, place at harm the overall delivery of development.

Nevertheless, we are aware that the CIL regulations refer to the setting of differential rates based upon "Development type" and "Geographical location" only. We suggest that the Council therefore seek legal opinion upon whether a differential rate based upon the size of development scheme would be legally compliant.

We recognise that the proposed changes to the Charging Schedule would, in theory, reduce the ability of the City Council to generate income for additional infrastructure projects. However, it is necessary to bear in mind that there is an important balance to be achieved between setting a high level of CIL which could 'kill the goose that lays the golden egg' and setting CIL at a lower level in order to support the delivery of development.

Furthermore, in setting CIL at the reduced and zero rates proposed through these representations, the Council will be in a strong position to negotiate the delivery of affordable housing, an acknowledged priority for the City. The imposition of the CIL charges proposed in the Draft Charging Schedule would otherwise inevitably result in the reduced delivery of affordable housing across the City.

In addition to the reduced CIL charges proposed, we recommend that the City Council commit to a review of the CIL Charging Schedule within a 3 - 5 year period. Should market conditions improve and viability be enhanced, then there may be an opportunity in the short to medium term to produce a CIL Charging Schedule with increased rates which would not put in jeopardy the delivery of the strategic housing requirement.



In undertaking this review we consider that there would be considerable benefit to also reviewing the viability implications of the affordable housing policy requirement. These two considerations are inextricably linked in their impact on viability and hence there are logical grounds to considering the affordable housing and infrastructure requirements together in reviewing viability.

Savills NM 30 March 2012 Draft Charging Schedule

Representations by Savills on behalf of the House Builder Consortium Group



## Appendix 1

Savills representations to Bristol CIL Preliminary Draft Charging Schedule (January 2012)

## **Bristol Community Infrastructure Levy**

Preliminary Draft Charging Schedule

**Representations submitted by Savills** 

on behalf of the House Builder Consortium Group

January 2012





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#### Structure of the Representations

The following section of these representations addresses the first of the two tests from the CLG Guidance identified above. We have assessed the broad implications that the introduction of the CIL charge proposed in the Preliminary Draft Charging Schedule will have on viability and in turn housing delivery.

The subsequent section addresses the second key test, i.e. the need to strike an appropriate balance in setting the CIL level. In so doing it covers the methodology adopted in deriving the draft Bristol CIL and in particular the key assumptions used in the residual valuations of hypothetical development scenarios produced to calculate the maximum potential CIL charge.

The concluding section draws together our conclusions on the impact of our evidence on economic viability of development in Bristol and recommends changes to the Preliminary Draft Charging Schedule. The implications of the work we propose are significant and we set out the next steps we consider appropriate in order to rectify the issues we have raised.



## Impact of CIL on Viability and Housing Delivery

In this section of the representations we analyse the impact of the BNP Paribas Report findings on the economics of delivering residential development in Bristol. This analysis is based on the current rates of CIL contained in the Preliminary Draft Charging Schedule and the economic viability analysis contained within the BNP Paribas Report. It does not take into account any of the alternative assumptions we have provided in the following section of this Report.

Using examples from the inner and outer wards of the city we demonstrate the fragility of the evidence produced by BNP Paribas and how certain components of the methodology are so fundamentally flawed that the resultant CIL levels derived would have serious negative consequences for housing delivery.

#### Viability of larger sites in the outer wards of Bristol

A comparison of the findings from the BNP Paribas study contained in Appendices 1 and 2 of the Report demonstrates that a large number of the potential development scenarios outside of the Inner West and Inner East areas are unviable even with no CIL contribution. The approach suggested in the Report is that these should be discounted from the assessment and not taken into consideration in determining the appropriate level of CIL. Simply disregarding these findings is not in our view a proportionate and reasonable response to the evidence.

Outside of the Inner West and Inner East areas, there is in fact only one hypothetical example of a large site which the Report acknowledges to be viable and upon which it seeks to justify the proposed CIL level. Indeed, of 'site types' 4, 5, 6 and 7, site type 4 in the 'south' area is the only hypothetical scenario upon which to base the CIL level. This represents only a very small proportion of the future housing delivery and therefore to conclude from this one scenario that the maximum CIL chargeable for site type 4 in all of the outer wards of the city is £90 is disingenuous and extremely misleading.

It is important here to note that the factor which has the greatest bearing on economic viability in the outer wards is the requirement for a proportion of affordable housing. This is



why the smaller sites (site types 1, 2 and 3) remain substantially more viable while the larger sites (site types 4, 5, 6 and 7) are found to be unviable.

The dramatic effect of the viability conclusions can be observed through an examination of the sites allocated for housing in the emerging Site Allocations and Development Management Options Document (June 2010). Of the 55 sites within the North and East areas, 45 are above the affordable housing threshold and would therefore be liable for a proportion of affordable housing. The effect on housing delivery is more stark. The implication of the BNP Paribas analysis is that 4,404 (98%) dwellings of the 4,492 dwelling<sup>1</sup> pipeline on emerging allocated sites in the North and East areas in the Site Allocations and Development Management Options Document are not viable and will not therefore come forward for development.

These statistics clearly demonstrate the challenges facing development viability for all large sites in the North and East areas of Bristol and are, we consider, important in setting a CIL level which will not have a significant detrimental impact upon the delivery of the strategic housing requirement.

There are a significant number of sites in the outer wards of Bristol where viability is finely balanced and dependent upon the flexible application of policy and Section 106 requirements. In those circumstances it may be possible to bring forward sites for residential development with a negotiated Section 106 agreement and reduction in the scale of affordable housing. However, there is a significant risk that the application of a non-negotiable CIL will render development unviable where, with a reduced or zero CIL charge and a negotiated Section 106 agreement, viable development could come forward. There would be considerable benefit if this hypothesis was tested in the viability work produced by BNP Paribas (see our conclusion at the end of this section).

The implications for this on the delivery of the strategic housing requirement are potentially significant. The effect would be to sacrifice all development over 14 units in the North and East areas of Bristol resulting in the loss of 98% of emerging allocated sites in these areas (see above).

<sup>&</sup>lt;sup>1</sup> Based on the Site Allocations and Development Management Options Document theoretical capacity assumptions.



The fact that there are so many scenarios where development is unviable even without CIL in our view demonstrates that it would not be prudent to set a CIL charge for any residential developments in the wards which fit these characteristics. Indeed, there is no evidence of viability which would support the setting of such a charge in accordance with the Regulations.

As stated above, the most significant factor in determining viability in the outer wards between the smaller (<15 units) and larger sites (>15 units) is the inclusion of Affordable Housing. In view of the findings of the BNP Report, there are logical grounds for incorporating a differential rate in the Charging Schedule to address those sites which incorporate either on-site affordable housing (or a financial contribution towards off-site provision) and those that do not. The CIL Regulations make reference to differential CIL charges for different 'types' of development, therefore, there is the opportunity to make the distinction in the Charging Schedule on these grounds. Such a distinction would appear to be entirely consistent with the Regulations and CLG guidance and forms a part of our conclusions in relation to the Charging Schedule.

#### Validity of the theoretical findings

Notwithstanding the concerns expressed above regarding the viability of CIL on large sites in the outer wards and, even before taking into account our critique of the viability assumptions used by BNP Paribas in the subsequent section of these Representations, we have major concerns that the figures in table 6.26.1 of the BNP Paribas Report have not been validated and that the theoretical maximums proposed do not reflect the reality of delivering housing in Bristol. This can be demonstrated by reference to a specific example.

This example is based on the BNP Paribas findings for the Inner East area. Development typologies 5 and 6 (flats of 50 and 100 units) in the Inner East are not viable at any CIL rate when viewed against any of the Threshold Land Values, however, because these typologies are viable within the Inner West area, £130 and £100 maximum CIL charges have been incorporated into table 6.26.1.

Combining these two areas fails to recognise the relative reliance that the Council place on Inner West and Inner East areas to deliver the housing requirement. Comparing the housing



pipeline (i.e. sites with planning permission) in the Bristol Development Survey 2011 it is possible to evaluate the relative importance of these two areas in terms of housing delivery. According to this data, the Inner East area will be responsible for the delivery of a total of 2,499 dwellings as opposed to the Inner West which would, if all permissions are built out, deliver 1,580 dwellings. Basing the figures in table 6.26.1 of the BNP Paribas Report on the Inner West only would ignore the fact that over 60% of the housing pipeline in the Inner wards is due to come forward in the Inner East area and this would be rendered unviable if CIL had been in place at the time planning permission was granted.

To compound matters, within the Inner East area the evidence of the housing pipeline (ref: Table 8 of the Bristol Residential Development Survey 2011) for the Ashley, Easton and Lawrence Hill wards demonstrates that 93.5% of the dwellings anticipated to come forward are in the form of flats. Whilst some of these will be on sites below the affordable housing threshold, the vast majority are on larger sites above the 15 dwelling threshold. The relevant information is extracted and provided in Table 1 below.

	Total committed dwellings	Number of flats	Percentage
Ashley	366	331	90.4%
Easton	86	57	66.3%
Lawrence Hill	2,221	2,110	95%
Total	2,673	2,498	93.5%

Table 1: Housing pipeline in the Inner East area

Source: Bristol Residential Development Survey 2011, Table 8

This analysis serves to demonstrate the impact that a CIL charge would have on the delivery of housing within the Inner East wards of Bristol. Setting a CIL level across the whole of the Inner area which is predicated on assumptions relevant to only part of that area is a fundamentally flawed approach. This will have significant consequences, especially where the area to which the assumptions relate is responsible for contributing less housing than the area where a CIL charge has been demonstrated to be unviable.



Aside from this example, we have a number of other concerns with regards the impact that the proposed CIL charge would have on housing delivery. This is most notable on the largest sites tested in the BNP Paribas Report through site typology 7. There are a number of such sites in Bristol, where the scale and density of development is consistent with site type 7.

Table 6.26.1 of the BNP Paribas Report confirms the findings of the report that the maximum CIL charge for any schemes of this type in both the Inner and Outer areas is 'not applicable'. Given that a significant proportion of the housing pipeline in Bristol is based upon the delivery of apartments on sites of over 100 units, the impact of applying the CIL charge which has been derived from the viability testing of smaller schemes, is potentially very significant.

#### Conclusion

These examples demonstrate our concerns regarding the validity and robustness of the approach adopted by BNP Paribas. The assumed maximum achievable CIL level for various typologies and areas within table 6.26.1 does not reflect the reality of the circumstances in Bristol. The analysis above demonstrates the scale of the impact that this would have on delivering housing in the inner and outer wards of the city.

In response to our significant concerns regarding viability and in particular the viability of development even without CIL, we urge the Council to revisit the evidence and test whether residential development is viable with a lower proportion of affordable housing. If this is the case then it is imperative that any CIL level proposed which is predicated on a lower percentage of affordable housing is accompanied by an explicit and formally adopted reduction in the policy requirements for affordable housing.



## **Critique of Valuation Assumptions**

We have a number of specific concerns relating to the key assumptions used to establish the maximum potential CIL charge that could be levied in respect of the various hypothetical scenarios tested. The primary areas of concern are as follows:

#### *i)* Landowner Premium

For the purposes of the hypothetical residual valuations which have informed the viability assessment, BNP Paribas have used a fixed assumption that a landowner would require a 20% premium over existing use value as an incentive to encourage redevelopment. The justification provided for this is based upon four appeal decisions which it is contended support the 20% figure. Only two of the four appeal decisions cited however make reference to a specific landowner premium, one supports a 20% premium as *"the generally accepted margin"*. The other, an appeal decision in Woodstock supports a 10% premium.

Whilst appeal decision can provide a helpful benchmark for determining an appropriate premium, they inevitably relate to the specific circumstances of the appeal decision in question. They also rely upon the judgement of the appointed Inspector as was clearly the case in the Beckenham decision where the 20% margin was described as *"generally accepted"*. In the case of the Woodstock appeal, the Appellant only sought to apply a 10% premium above existing use value and therefore there was no reason for the Inspector to test whether an alternative figure was more appropriate. Furthermore, in this particular appeal decision, the Appellant was also the landowner and hence it is not unsurprising that a lower premium was considered acceptable in the circumstances.

Due to commercial sensitivities, it is very difficult to identify a range of comparable evidence from which a percentage premium figure can be derived. In certain circumstances, a premium of 25% has been considered acceptable by Inspectors at appeals such as in the case at Gordon Court, Hampton Hill (appeal reference ATP/L5810/A/05/1181361).

There are a number of financial considerations which would feature in a landowner financial decision as to whether to relocate and enable redevelopment. These include:



- Capital Gains Tax;
- Stamp Duty on replacement property;
- Redundancy costs;
- Relocation costs including loss of stock;
- Legal and professional fees;
- Double overheads (during relocation); and
- Marketing material including client change of location notifications.

These factors have all been identified in a research paper entitled "*Cumulative Impacts of Regulations on House Builders and Landowners*" produced by Turner Morum on behalf of the Department for Communities and Local Government. This report concludes that a 25% uplift of current land value is realistic and appropriate for previously developed land. For these reasons, we propose the inclusion of a 25% landowner premium in the valuation of hypothetical development scenarios as opposed to the 20% included in the BNP Paribas Report.

In addition to the above, our experience of development sites in Bristol is that the premium sought by landowners to release land for development is typically far in excess of 25%.

This point can be seen in the evidence provided in the BNP Paribas Report by reference to the assumptions of existing use values (EVU). The EUV + 20% for industrial land comes to £680k per acre. The evidence from the Valuation Office Agency of residential land values has been used by BNP to provide an average market value across the city of £850k per acre. Based on these assumptions, the uplift in land value from industrial to residential is almost exactly 50%.

This broad assessment indicates that the premium should in fact be greater than the 25% alternative assumption we have recommended. We do not recommend this higher premium percentage is included but note that this is an area of risk to the economic viability of residential development.

#### *ii)* Residential Sales Values

Bristol City Council supplied the average sales values of the schemes used to derive comparable evidence in the BNP Paribas Report. It is not clear from the information



provided what size of the sample was used, the size or type of the properties within the sample and whether the values are sales values or asking prices. Notwithstanding these concerns, our research indicates that many of the sales values quoted are significantly higher than those achieved.

We have used the spreadsheet produced by BNP Paribas and added to this our research on the sales values of the identified schemes. Savills were responsible for the sale of a large number of the schemes identified and we therefore have accurate and reliable information on sales values. The site specific information on sales values is commercially confidential and therefore hasn't been provided within these representations. We do however provide the average sales values for each area and welcome the opportunity to review the data that has informed these averages with the Council in due course.

The results of this research indicate that the following sales values should be used in the viability appraisals:

	BNP 2007 Average	BNP 2011 Average	BNP average (per sq.m)	Savills average (per sq.ft)	Savills average (per sq.m)	Difference (£ per sq.m)	% Change
Inner West	£376.52	£371.03	£3,993.77	£312.35	£3,362.15	-£631.62	-15.82%
Inner East	£369.76	£324.77	£3,495.82	£258.46	£2,782.10	-£713.72	-20.42%
South	£308.81	£290.46	£3,126.51	£263.82	£2,839.78	-£286.73	-9.17%
North West	£355.10	£319.55	£3,439.64	£298.46	£3,212.61	-£227.02	-6.60%
North	£279.01	£253.15	£2,724.91	£222.79	£2,398.06	-£326.84	-11.99%
East	£271.91	£243.53	£2,621.36	£239.33	£2,576.19	-£45.17	-1.72%

Table 2: Comparison of Residential Sales Value Assumptions

#### *iii)* Apartment Efficiency

We agree with the BNP Paribas Report that it is important to include a gross to net discount to reflect the difference between the total building floor area (gross internal area) and the net sales area for which the developer expects to receive a financial return (net sales area). However, in our experience and that of a number of architects canvassed in relation to



residential buildings in Bristol, the average gross to net reduction is 80% rather than the 85% used in the viability modelling.

Whilst more efficient buildings are achievable, this usually requires the addition of extra "core" in order to reduce the corridor space. The downside of this is that the addition of further cores increases build costs which overall has a net negative impact on viability. If using average BCIS build costs in the viability assessment, it is prudent to assume an average building and thus we advocate the use of an 80% gross to net reduction rather than 85%.

We are in the process of obtaining evidence of residential schemes within Bristol which will support the alternative assumption and will provide this information to the Council.

#### *iv)* Site Coverage

The Threshold Land Values used in the BNP Paribas Report are for a *gross* site area in hectares. The density assumptions however for the theoretical new build housing are based on the *net* density requirements of the Core Strategy. For many (mainly smaller) sites in Bristol there will be no difference between the *gross* site area and *net* developable area, but in some cases, particularly on the larger sites, not all of the gross site area will be developed. Where this is the case it will have a considerable impact on the hypothetical residual values.

Whilst there will inevitably be some sites in Bristol where it would be appropriate to apply a gross to net reduction to take into account the fact that not all of a residential development site is available for housing, given that there are many sites in Bristol where the whole of the gross land area can be developed, we do not propose an allowance for a gross to net site area reduction. Notwithstanding, assuming 100% site efficiency does represent a risk to development viability which has not been taken into account and will effect some of the residential development sites in the city.

#### v) Abnormal / Exceptional Costs

Paragraph 4.27 of the BNP Paribas report acknowledged that many of the sites within Bristol will come forward on previously developed land. This is consistent with the 2011 Annual Monitoring Report. It is therefore reasonable to assume that in addition to the build costs,



there are likely to be abnormal development costs relating to decontamination etc and demolition costs which should be taken into account in the vast majority of cases.

Both paragraphs 4.7 and 4.27 of the BNP Paribas report indicate that the average "level of costs for decontamination, flood risk mitigation and other abnormal costs" are reflected in BCIS data used to establish the average bill cost per square metre. This is not the case. BCIS online states that "the building prices used in this study are the cost of the building, excluding external works and contingencies, with preliminaries apportioned by value expressed in pounds per sq.m. of gross internal floor area". More specifically, our understanding is that BCIS build costs include only costs that are directly related to the building. Therefore they do not include an allowance for costs such as decontamination, flood risk mitigation and other abnormal costs.

It is acknowledged that abnormal and demolition costs vary considerably from site to site. However, in the case of Bristol where a large proportion of the recently completed residential development and future pipeline is on previously developed land, it is more likely to be the rule rather than the exception that these costs should be factored into a residual land valuation. We have examined a sample of 17 sites from across the south west for which we have detailed information on abnormal and demolition costs which demonstrate the range of costs associated with the delivery of residential development. Details of the sample sites are attached at **Appendix 1**.

The range of abnormal and demolition costs from the sample varies from £3,704 per unit to  $\pounds$ 22,202 per unit. At the upper end of this range, the additional development costs would have a significant bearing on residential development viability. Our alternative assumption is the mean average additional costs of £12,069 per unit.

Based on the indicative 63 sq.m. two bedroom flat provided within BCC's CIL Preliminary Draft Charging Schedule, this additional cost consideration would have an impact on viability equating to £191 per sq.m.

#### vi) Use of BCIS Build Costs

The BNP Paribas Report uses BCIS to establish the build costs for Bristol. This approach is accepted as an average base figure, however, it does not reflect the policy requirement in

the economic viability of the housing supply pipeline.



Bristol through the Core Strategy for the on-site generation of 20% renewable energy from residential developments. This policy requirement inevitably adds cost to the construction albeit at a level which is difficult to quantify. In the absence of evidence to support an alternative assumption we have not proposed an alternative to the BCIS build cost assumptions to take this into account, but this factor should be noted as an additional risk to

On top of the base build costs are added an additional 6% to reflect the implications of the requirement for Code for Sustainable Homes level 4. This is welcomed as the cost implications of the Code are an important consideration and should be reflected in build costs to ensure an accurate assessment of the viability of development.

Whilst the future application of Code for Sustainable Homes level 6 is in some doubt, it is in our view reasonable to assume that Code level 5 will be required by 2015 in accordance with the current government timetable. This requirement will take effect within two years of the anticipated date for the implementation of the CIL Charging Schedule. It is a known and quantifiable cost and, given the period of time in which it will be required in relation to the adoption of the CIL Charging Schedule, it is our view that this should be built in to the build costs.

Various research reports have been produced on behalf of the Department for Communities and Local Government to establish the increase in costs that reflect the requirement for Code Level 5, the latest of which was produced by Davis Langdon in October 2011. The average uplift in build costs across the range of development typologies was 25%. It is prudent therefore to incorporate this increase in build costs into the appraisals which have been used to test viability.

Although it is possible that improvements in technology will rescue a proportion of the additional costs of Code Level 5, it should also be understood that site specific factors and constraints can increase the costs of reaching the Code's standards significantly. Therefore we have included the costs of reaching Code Level 5 at an additional build cost of 25%, in line with the Davis Langdon findings.


#### Sensitivity Testing

With regards to future sensitivity testing, we note that the BNP Paribas Report uses research produced by Savills to justify a 10% uplift in anticipated sales values. This, the Report claims, is used as a sensitivity test to understand the potential impact that an increase in sales values could have in the future and, whilst it is based on research which is now out of date (Savills has reduced its five year forecast for house price inflation in the South West from a total of 17.9% in May 2011, to a total of 10.3% in November 2011), we acknowledge that there is a benefit to sensitivity testing an uplift in sales values. It is however in our view misleading and unhelpful to build in a forecast increase in sales values without also reflecting an accurate increase of build cost inflation.

It is not clear from the BNP Paribas Report from where the figure of 5% build cost inflation has been derived. This figure appears to be a significant under-estimate of the future build costs. Evidence from the construction sector suggests that the figure should be considerably higher. The latest forecasts from the leading companies are as follows:

	Forecast Date	2011	2012	2013	2014	2015	2011- 15
Faithful+Gould	Oct 2011	+2.0%	+2.0%	+3.0%	+3.0%	+3.0%	13.69%
BCIS	Sept 2011	+3.65%	+3.08%	+3.41%	+3.72%	+4.78%	20.07%
Gleeds	Q3 2011	N/A	+1.4%	+2.4%	+3.0%	+3.9%	11.11%
Cyril Sweett	Q3 2011	0%	+1.0%	+2.5%	+3.5%	+3.75%	11.16%
Gardiner & Theobald	Q3 2011	-2.5%	+1.5%	+3.0%	+3.5%	+3.5%	9.19%
Turner & Townsend	Q2 2011	+2.5%	+3.0%	+3.5%	N/A	N/A	9.27%

#### Table 3: Anticipated Build Cost Inflation

Source: http://www.fgould.com/uk/research-and-features/article/construction-inflation-report-october-2011/

This evidence supports an inflationary figure of 9.19% to 20.07% based on the views of the construction industry. On average, the anticipated increase in build costs exceeds the Savills forecast increase in sales values, thus indicating that viability will be more challenging in five years time than it is at present, before consideration of extra costs from reaching higher



Code levels. Therefore the BNP Paribas 'upside scenario' of house price inflation exceeding build cost inflation should be given very little weight in the assessment of risks to delivery.

We have not reappraised the work of BNP Paribas on their sensitivity testing, however, the strong indication is that towards the end of the five year period inflation in build costs is due to outstrip sales price inflation. The implications of this are potentially significant and are likely to further jeopardise housing delivery if the CIL remains at the level proposed in the current Preliminary Draft Charging Schedule.

#### Phasing of Payments

We welcome the introduction of a phased apportionment of the CIL charges. This is essential as to require the full CIL charge upfront prior to the receipt of any sales from the residential units would add further to the finance costs for a developer.

In many circumstances (mainly for smaller sites) the phasing arrangement proposed would be broadly acceptable, however, a significant proportion of the housing supply pipeline is held within large schemes within the City where it may be necessary or appropriate to consider an alternative CIL instalment policy.

Where a 'super-major' development has been approved, it is not unreasonable to assume that an 18-24 month construction period will be required. In such circumstances, there would be very little, if any, capital receipt prior to the payment of the full CIL charge, a fact which would have a significant bearing upon viability. It is therefore recommended that a further threshold is incorporated into the instalment policy for those developments where the total CIL liability is above a higher threshold set to reflect a 'super major' development. This would distribute the liability for instalments over a longer period of time and assist in ensuring that CIL does not have a negative impact on housing delivery.

#### Viability Buffer

Paragraph 6.28 of the BNP Paribas Report states that a viability buffer of 30% has been applied to the Inner West, Inner East and North West zones and a 44% buffer has been applied in the remaining parts of the city. There is no explanation as to how these figures have been derived.



We agree that a viability buffer must be included to support the delivery of development and, in the absence of a definitive rule or guidance on this matter we do not question the figures used in the BNP Paribas Report.

#### Summary of the alternative assumptions

Table 4: Summar	y of Alternative	Assumptions
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	<b>BNP</b> Paribas	Savills
Landowner Premium	20%	25%
Residential Sales Values (per sq.m)		
Bristol Inner West	£3,993.77	£3,362.15
Bristol Inner East	£3,495.82	£2,782.10
Bristol South	£3,126.51	£2,839.78
Bristol North West	£3,439.64	£3,212.61
Bristol North	£2,724.91	£2,398.06
Bristol East	£2,621.36	£2,576.19
Apartment Efficiency	85%	80%
Abnormal Costs	£0	£12,069 per unit
Build Costs	BCIS +6%	BCIS +25%



# Conclusion

The evidence provided in these representations clearly demonstrates the detrimental impact that the proposed CIL charge would have on viability and delivery of the strategic housing requirement. For the reasons provided elsewhere in these representations we strongly urge the Council to review the CIL Charging Schedule for Bristol and in so doing we advocate the use of the assumptions summarised in Table 4 above. It would also be prudent, for the reasons provided, to consider alternative affordable housing assumptions in order to find the right balance in viability terms between affordable housing and infrastructure delivery.

The impact of our recommended changes to BNP Paribas' viability modelling can be measured by comparing the proposed CIL charge to our recommended deductions. The average level at which the residential revenues have been inflated equates to £372 per sq metre, whilst our estimate of an appropriate allowance for abnormal costs equates to £191 per square metre. The impact of the sum of these considerations (-£563 per sq m) comfortably consumes the proposed CIL charge of £50 to £70 per square metre.

Once the viability work has been reappraised we believe there are grounds to amend the proposed Charging Schedule in line with the following recommendations:

- i) Reduce of the CIL rates to reflect the reappraisal of viability across the city;
- ii) Introduce a variable rate of CIL for schemes which include either on-site, or a contribution towards off-site, affordable housing;
- iii) Review whether the evidence of viability supports the higher level charge for CIL within the Inner East wards of the city; and
- iv) Include an additional threshold in the Instalments Policy to account for those larger sites which will inevitably take a longer time to develop.

#### Sensitivity Testing

The BNP Paribas Report undertakes sensitivity testing of the maximum CIL rates proposed. This sensitivity testing has been based on assumptions of 10% house price inflation and 5%



build cost inflation. Whilst the former is consistent with our own research on house price growth, the build costs inflation of 5% is well below the forecast average of the construction industry and takes no account of the Code for Sustainable Homes.

We have not run appraisals to assess the impact of the alternative assumptions on sensitivity testing, however, it is clear from the alternative assumptions that economic viability of housing delivery will be more constrained in the future than it is at present.

Notwithstanding the sensitivity testing, the assumptions used are inevitably based upon uncertain forecasts and are therefore subject to potential changes. The Council has suggested that the Charging Schedule will be reviewed on a 5 year rolling cycle. We support this and consider a 5 yearly review to be entirely sensible in the circumstances as it will overcome the uncertainties of relying upon long term forecast assumptions.

#### Next Steps

These representations have been produced to assist the City Council in setting a CIL charge for residential development which strikes the appropriate balance required by the Regulations and will not put the overall delivery of development at serious risk.

We recognise that the findings of our research and the evidence presented in our representations have significant consequences for the rate of CIL proposed in the Preliminary Draft Charging Schedule. The inevitable consequence of our findings is that the CIL charge for residential development must be reduced as failure to do so would have a significant detrimental impact on the economic viability of delivering housing in the city.

We would welcome the opportunity to meet with the Council and / or BNP Paribas in order to review the evidence and how this should be interpreted into a Draft CIL Charging Schedule for Bristol

Savills NM 20 January 2012 Preliminary Draft Charging Schedule

Representations by Savills on behalf of the House Builder Consortium Group



# Appendix 1

Abnormal / Exceptional Costs Evidence

Preliminary Draft Charging Schedule



Representations by Savills on behalf of the House Builder Consortium Group

Location	Description	Units	Abnormals / unit
Bath	Former garage for demolition	9	£3,704
Gloucester	Former warehouse for conversion	26	£4,546
Trowbridge	Cleared site	79	£6,327
Gloucester	Former garden land	23	£8,816
Andoversford	Former garages / bus depot	39	£10,263
Stroud	Former sports ground	77	£10,863
Bristol	Former employment land	87	£10,905
Bishops Cleeve	Greenfield	450	£11,644
Taunton	Greenfield	80	£11,713
Barnstaple	Former garden land	28	£11,942
Bristol	Greenfield	192	£12,161
Bristol	Former industrial buildings	57	£13,509
Cullompton	Greenfield	261	£14,046
Yate	Greenfield	70	£14,743
Street	Greenfield	83	£18,096
Bristol	Greenfield	354	£19,697
Bristol	Greenfield	325	£22,202
Average			£12,069

Draft Charging Schedule

Representations by Savills on behalf of the House Builder Consortium Group

# Appendix 2

Letter to Bristol City Council dated 31 January 2012

31 January 2012 300112ltnm.doc

Jim Cliffe Planning Obligations Manager Strategic Planning Team Bristol City Council Brunel House St Georges Road Bristol BS1 5UY

Nicholas Matthews MTCP MRTPI E: nmatthews@savills.com DL: +44 (0) 117 910 0370 F: +44 (0) 117 910 0399

> Embassy House Queens Avenue Bristol BS8 1SB T: +44 (0) 1179 100 300 savills.com

Dear Jim,

#### Bristol City Council Community Infrastructure Levy Preliminary Draft Charging Schedule

Thank you for the email confirmation receipt of our representations to the above consultation. Whilst the consultation period has now closed, we felt it would be of assistance to highlight a further matter which has come to light since we submitted our representations.

Our submitted representations do not propose the inclusion of a reduction factor to take into account the difference between gross and net site areas. This was due largely to the view that there was not any available evidence to support a specific assumption within the viability appraisal. However, following the submission of representations, we have since further researched this matter and identified very useful benchmark figures which could helpfully be incorporated into the viability appraisals.

The research in question was produced by URBED and Llewellyn-Davies and is summarised in the companion guide to Planning Policy Statement 3 – Tapping the Potential. Whilst this guidance has since been superseded by advice specifically relating to the production of Strategic Housing Land Availability Studies, the advice relating to net density calculations remains relevant. Table 2 on page 24 of this guidance (a copy of which is enclosed) contains "an illustration of gross to net ratio for different site sizes". In the absence of any local research in the Bristol context or more up to date information, we recommend that the average of the figures for each site size threshold contained within this table are incorporated into the viability appraisals for each typology for Bristol to provide a more accurate representation of viability.

I appreciate that these comments have been submitted outside of the consultation period, however, as we have discussed previously, we are keen to work alongside the Council to ensure that the CIL Charging Schedule is not only robust, but that it will not impact upon the delivery of the strategic housing requirement. The additional comments are provided in this context and we ask that they are taken into consideration in the appraisal work to be produced by BNP Paribas on behalf of the Council.

I look forward to hearing from you in due course regarding a meeting / workshop on CIL. In the meantime, if you have any queries in relation to our representations, please do not hesitate to contact me.

Yours sincerely,

#### Nicholas Matthews MA MTCP MRTPI Associate Director

Enc: Extract from Tapping the Potential

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Representations by Savills on behalf of the House Builder Consortium Group



# Appendix 3

**Residual Development Appraisals** 

**BNP T1 Inner West** 

REVENUE Sales Valuation 2 bed house 3 bed house Totals	Units 1 <u>1</u> 2	ft² 807 <u>1,023</u> <b>1,830</b>	<b>Rate ft²</b> £371.02 £371.02	<b>Unit Price</b> £299,413 £379,553	Gross Sales 299,413 <u>379,553</u> 678,967
NET REALISATION				678,967	
OUTLAY					
ACQUISITION COSTS Residualised Price Stamp Duty Agent Fee Legal Fee		3.00% 1.00% 0.80%	286,487 8,595 2,865 2,292	300,238	
CONSTRUCTION COSTS Construction 2 bed house 3 bed house Totals	<b>ft²</b> 807 1,023 <u>1,830</u>	<b>Rate ft²</b> £102.80 £102.80	<b>Cost</b> 82,960 105,164 <u>188,124</u>	188,124	
Contingency S106/S278	2 un	5.00% 1,000.00 /un	9,406 2,000	11,406	
PROFESSIONAL FEES All professional fees		10.00%	18,812	18 812	
MARKETING & LETTING Marketing		4.00%	27,159	27 159	
DISPOSAL FEES Sales Legal Fee	2 un	600.00 /un	1,200	1 200	
FINANCE Debit Rate 6.500% Credit R Total Finance Cost	ate 0.000% (N	ominal)		18,866	
TOTAL COSTS				565,805	
PROFIT				440.404	
Performance Measures Profit on Cost% Profit on GDV% Profit on NDV%		20.00% 16.67% 16.67%		113,161	
IRR		42.08%			
Profit Erosion (finance rate	6.500%)	2 yrs 10 mths			

**BNP T1 Inner East** 

REVENUE Sales Valuation 2 bed house 3 bed house Totals	Units 1 <u>1</u> 2	ft² 807 <u>1,023</u> <b>1,830</b>	<b>Rate ft<sup>2</sup></b> £324.76 £324.76	<b>Unit Price</b> £262,081 £332,229	Gross Sales 262,081 <u>332,229</u> 594,311
NET REALISATION				594,311	
OUTLAY					
ACQUISITION COSTS Residualised Price Stamp Duty Agent Fee Legal Fee		1.00% 1.00% 0.80%	229,817 2,298 2,298 1,839	236,252	
CONSTRUCTION COSTS Construction 2 bed house 3 bed house Totals	<b>ft²</b> 807 1,023 <u>1,830</u>	<b>Rate ft²</b> £102.80 £102.80	<b>Cost</b> 82,960 105,164 <u>188,124</u>	188,124	
Contingency S106/S278	2 un	5.00% 1,000.00 /un	9,406 2,000	11,406	
PROFESSIONAL FEES All professional fees		10.00%	18,812	18,812	
MARKETING & LETTING Marketing		4.00%	23,772	00 770	
DISPOSAL FEES Sales Legal Fee	2 un	600.00 /un	1,200	23,772	
FINANCE Debit Rate 6.500% Credit F Total Finance Cost	Rate 0.000% (N	ominal)		1,200 15,692	
TOTAL COSTS				495,259	
PROFIT				00.050	
Performance Measures Profit on Cost% Profit on GDV% Profit on NDV%		20.00% 16.67% 16.67%		99,052	
IRR		43.87%			
Profit Erosion (finance rate	6.500%)	2 yrs 10 mths			

BNP T1 South

REVENUE Sales Valuation 2 bed house 3 bed house Totals	Units 1 <u>1</u> 2	ft² 807 <u>1,023</u> <b>1,830</b>	<b>Rate ft²</b> £290.45 £290.45	<b>Unit Price</b> £234,393 £297,130	Gross Sales 234,393 <u>297,130</u> 531,524
NET REALISATION				531,524	
OUTLAY					
ACQUISITION COSTS Residualised Price Stamp Duty Agent Fee Legal Fee		1.00% 1.00% 0.80%	183,653 1,837 1,837 1,469	188.795	
CONSTRUCTION COSTS Construction 2 bed house 3 bed house Totals	<b>ft</b> ² 807 1,023 <u>1,830</u>	<b>Rate ft</b> <sup>2</sup> £102.80 £102.80	<b>Cost</b> 82,960 105,164 <u>188,124</u>	188,124	
Contingency S106/S278	2 un	5.00% 1,000.00 /un	9,406 2,000	11,406	
PROFESSIONAL FEES All professional fees		10.00%	18,812	18 812	
MARKETING & LETTING Marketing		4.00%	21,261	21 261	
DISPOSAL FEES Sales Legal Fee	2 un	600.00 /un	1,200	21,201	
FINANCE Debit Rate 6.500% Credit F	Rate 0.000% (N	ominal)		1,200	
TOTAL COSTS				442.936	
PROFIT				,	
-				88,587	
Performance Measures Profit on Cost% Profit on GDV% Profit on NDV%		20.00% 16.67% 16.67%			
IRR		45.74%			
Profit Erosion (finance rate	6.500%)	2 yrs 10 mths			

BNP T1 North

REVENUE Sales Valuation 2 bed house 3 bed house Totals	<b>Units</b> 1 <u>1</u> 2	ft² 807 <u>1,023</u> <b>1,830</b>	<b>Rate ft²</b> £253.45 £253.45	<b>Unit Price</b> £204,534 £259,279	Gross Sales 204,534 <u>259,279</u> 463,814
NET REALISATION				463,814	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			133,869		
Stamp Duty		1.00%	1,339		
Agent Fee		1.00%	1,339		
Legal Fee		0.80%	1,071	407.047	
				137,617	
Construction	<b>#</b> +2	Data #2	Cost		
2 had house	۱۱ ۵07	5102 90	92 060		
3 bed house	1 023	£102.00	105 164		
Totals	1,023	2102.00	188 124	188 124	
Totals	1,000		100,124	100,124	
Contingency		5 00%	9 4 0 6		
S106/S278	2 un	1 000 00 /un	2,000		
0100/02/0	2 011	1,000.007411	2,000	11,406	
				,	
PROFESSIONAL FEES					
All professional fees		10.00%	18,812		
				18,812	
MARKETING & LETTING					
Marketing		4.00%	18,553		
				18,553	
DISPOSAL FEES					
Sales Legal Fee	2 un	600.00 /un	1,200		
				1,200	
FINANCE					
Debit Rate 6.500% Credit	: Rate 0.000% (N	ominal)			
Total Finance Cost				10,799	
TOTAL COSTS				200 544	
TOTAL COSTS				366,511	
PROFIT					
				77.302	
				,	
Performance Measures					
Profit on Cost%		20.00%			
Profit on GDV%		16.67%			
Profit on NDV%		16.67%			
IRR		48.70%			
Profit Erosion (finance rat	e 6.500%)	2 yrs 10 mths			

**BNP T1 North West** 

REVENUE Sales Valuation 2 bed house 3 bed house Totals	Units 1 <u>1</u> 2	ft² 807 <u>1,023</u> <b>1,830</b>	<b>Rate ft²</b> £319.54 £319.54	<b>Unit Price</b> £257,869 £326,889	Gross Sales 257,869 <u>326,889</u> 584,758
NET REALISATION				584,758	
OUTLAY					
ACQUISITION COSTS Residualised Price Stamp Duty Agent Fee Legal Fee		1.00% 1.00% 0.80%	222,794 2,228 2,228 1,782	229,032	
CONSTRUCTION COSTS Construction 2 bed house 3 bed house Totals	<b>ft</b> ² 807 1,023 <u>1,830</u>	<b>Rate ft</b> <sup>2</sup> £102.80 £102.80	<b>Cost</b> 82,960 105,164 <u>188,124</u>	188,124	
Contingency S106/S278	2 un	5.00% 1,000.00 /un	9,406 2,000	11,406	
PROFESSIONAL FEES All professional fees		10.00%	18,812	18 812	
MARKETING & LETTING Marketing		4.00%	23,390	23 390	
DISPOSAL FEES Sales Legal Fee	2 un	600.00 /un	1,200	1 200	
FINANCE Debit Rate 6.500% Credit F Total Finance Cost	Rate 0.000% (N	ominal)		15,334	
TOTAL COSTS				487,298	
PROFIT					
Performance Measures Profit on Cost% Profit on GDV% Profit on NDV%		20.00% 16.67% 16.67% 44.11%		97,460	
Profit Erosion (finance rate	6.500%)	2 yrs 10 mths			

BNP T1 East

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	1	807	£243.52	£196,521	196,521
3 bed house	<u>1</u>	<u>1,023</u>	£243.52	£249,121	<u>249,121</u>
Totals	2	1,830			445,642
NET REALISATION				445,642	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			124,093		
Agent Fee		1.00%	1,241		
Legal Fee		0.80%	993	126 327	
CONSTRUCTION COSTS				120,021	
Construction	ft <sup>2</sup>	Rate ft <sup>2</sup>	Cost		
2 bed house	807	£102.80	82,960		
3 bed house	1,023	£102.80	105,164	400.404	
IOTAIS	<u>1,830</u>		188,124	188,124	
Contingency		5.00%	9,406		
S106/S278	2 un	1,000.00 /un	2,000		
				11,406	
PROFESSIONAL FEES					
All professional fees		10.00%	18,812	10.010	
MARKETING & LETTING				18,812	
Marketing		4.00%	17.826		
5			,	17,826	
DISPOSAL FEES					
Sales Legal Fee	2 un	600.00 /un	1,200		
				1,200	
Debit Rate 6.500% Credit	t Rate 0.000% (N	ominal)			
Total Finance Cost		,		7,673	
TOTAL COSTS				371,368	
PROFIT					
				74,274	
Performance Measures					
Profit on Cost%		20.00%			
Profit on GDV%		16.67%			
Profit on NDV%		16.67%			
IRR		63.58%			
Profit Erosion (finance rat	te 6.500%)	2 yrs 10 mths			

Savills T1 Inner West

REVENUE Sales Valuation 2 bed house 3 bed house Totals	Units 1 <u>1</u> 2	ft² 807 <u>1,023</u> <b>1,830</b>	<b>Rate ft²</b> £312.34 £312.34	<b>Unit Price</b> £252,058 £319,524	Gross Sales 252,058 <u>319,524</u> 571,582
NET REALISATION				571,582	
OUTLAY					
ACQUISITION COSTS Residualised Price Stamp Duty Agent Fee Legal Fee		1.00% 1.00% 0.80%	189,877 1,899 1,899 1,519	195,194	
CONSTRUCTION COSTS Construction 2 bed house 3 bed house Totals	<b>ft²</b> 807 1,023 <u>1,830</u>	<b>Rate ft²</b> £102.80 £102.80	<b>Cost</b> 82,960 105,164 <u>188,124</u>	188,124	
Contingency Abnormal costs S106/S278	2 un 2 un	5.00% 12,069.00 /un 1,000.00 /un	9,406 24,138 2,000	35,544	
PROFESSIONAL FEES All professional fees		10.00%	18,812	18,812	
MARKETING & LETTING Marketing		4.00%	22,863	22,863	
DISPOSAL FEES Sales Legal Fee	2 un	600.00 /un	1,200	1 200	
FINANCE Debit Rate 6.500% Credit Total Finance Cost	Rate 0.000% (N	lominal)		14,581	
TOTAL COSTS				476,318	
PROFIT				95 264	
Performance Measures Profit on Cost% Profit on GDV% Profit on NDV%		20.00% 16.67% 16.67%		30,204	
IRR		45.17%			
Profit Erosion (finance rate	6.500%)	2 yrs 10 mths			

Savills T1 Inner East

REVENUE Sales Valuation 2 bed house 3 bed house Totals	Units 1 <u>1</u> 2	ft <sup>2</sup> 807 <u>1,023</u> <b>1,830</b>	<b>Rate ft²</b> £258.45 £258.45	<b>Unit Price</b> £208,569 £264,394	Gross Sales 208,569 <u>264,394</u> 472,964
NET REALISATION				472,964	
OUTLAY					
ACQUISITION COSTS					
Residualised Price		4.000/	118,521		
Agent Fee		1.00%	1,185		
Legarree		0.00%	940	120 654	
CONSTRUCTION COSTS				120,004	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	807	£102.80	82,960		
3 bed house	1,023	£102.80	105,164		
Totals	<u>1,830</u>		<u>188,124</u>	188,124	
<b>a</b>					
Contingency		5.00%	9,406		
Abnormal costs	2 un	12,069.00 /un	24,138		
5106/5278	2 un	1,000.00 /un	2,000	25 544	
				55,544	
PROFESSIONAL FEES					
All professional fees		10.00%	18,812		
				18,812	
MARKETING & LETTING					
Marketing		4.00%	18,919	10.010	
				18,919	
Sales Legal Fee	2 un	600.00 /up	1 200		
Sales Legal Tee	2 011	000.00701	1,200	1 200	
FINANCE				1,200	
Debit Rate 6.500% Credit R	ate 0.000% (N	lominal)			
Total Finance Cost	-			10,883	
TOTAL COSTS				394 136	
				.,	
PROFIT					
				78,827	
D. (					
Performance Measures		20.00%			
Profit on CDV//		20.00%			
Profit on NDV%		10.07 %			
		10.07 %			
IRR		49.25%			
Profit Erosion (finance rate	6.500%)	2 yrs 10 mths			

Savills T1 South

REVENUE Sales Valuation 2 bed house 3 bed house Totals	Units 1 <u>1</u> 2	ft <sup>2</sup> 807 <u>1,023</u> <b>1,830</b>	<b>Rate ft²</b> £263.81 £263.81	<b>Unit Price</b> £212,895 £269,878	Gross Sales 212,895 <u>269,878</u> <b>482,772</b>
NET REALISATION				482,772	
OUTLAY					
ACQUISITION COSTS Residualised Price Stamp Duty Agent Fee Legal Fee		1.00% 1.00% 0.80%	124,580 1,246 1,246 997	128 068	
CONSTRUCTION COSTS	<b>E1</b> 2	Dete #2	Quet	120,000	
2 bed house 3 bed house Totals	807 1,023 <u>1,830</u>	£102.80 £102.80	82,960 105,164 <u>188,124</u>	188,124	
Contingency Abnormal costs S106/S278	2 un 2 un	5.00% 12,069.00 /un 1,000.00 /un	9,406 24,138 2,000		
				35,544	
PROFESSIONAL FEES All professional fees		10.00%	18,812	18,812	
MARKETING & LETTING Marketing		4 00%	19 311	,	
				19,311	
Sales Legal Fee	2 un	600.00 /un	1,200	1 200	
FINANCE				1,200	
Total Finance Cost	Rate 0.000% (N	iominal)		11,251	
TOTAL COSTS				402,310	
PROFIT					
				80,462	
Performance Measures Profit on Cost% Profit on GDV% Profit on NDV%		20.00% 16.67% 16.67%			
IRR		48.72%			
Profit Erosion (finance rate	6.500%)	2 yrs 10 mths			

Savills T1 North West

REVENUE Sales Valuation 2 bed house 3 bed house Totals	Units 1 <u>1</u> 2	ft² 807 <u>1,023</u> <b>1,830</b>	<b>Rate ft²</b> £298.45 £298.45	<b>Unit Price</b> £240,849 £305,314	Gross Sales 240,849 <u>305,314</u> 546,164
NET REALISATION				546,164	
OUTLAY					
ACQUISITION COSTS Residualised Price Stamp Duty Agent Fee Legal Fee		1.00% 1.00% 0.80%	171,188 1,712 1,712 1,370	175,981	
CONSTRUCTION COSTS Construction 2 bed house 3 bed house Totals	<b>ft²</b> 807 1,023 1 830	<b>Rate ft</b> <sup>2</sup> £102.80 £102.80	<b>Cost</b> 82,960 105,164 188 124	188 124	
Contingency Abnormal costs S106/S278	2 un 2 un	5.00% 12,069.00 /un 1,000.00 /un	9,406 24,138 2,000	35,544	
PROFESSIONAL FEES All professional fees		10.00%	18,812	18,812	
MARKETING & LETTING Marketing		4.00%	21,847	21.847	
DISPOSAL FEES Sales Legal Fee	2 un	600.00 /un	1,200	1 200	
FINANCE Debit Rate 6.500% Credit Total Finance Cost	t Rate 0.000% (N	lominal)		13,628	
TOTAL COSTS				455,136	
PROFIT					
Performance Measures Profit on Cost% Profit on GDV% Profit on NDV%		20.00% 16.67% 16.67%		91,027	
IRR		46.01%			
Profit Erosion (finance rat	e 6.500%)	2 yrs 10 mths			

Savills T1 North

REVENUE Sales Valuation 2 bed house 3 bed house Totals	Units 1 <u>1</u> 2	ft² 807 <u>1,023</u> <b>1,830</b>	<b>Rate ft²</b> £222.78 £222.78	<b>Unit Price</b> £179,783 £227,904	Gross Sales 179,783 <u>227,904</u> 407,687
NET REALISATION				407,687	
OUTLAY					
ACQUISITION COSTS Residualised Price Agent Fee Legal Fee		1.00% 0.80%	70,055 701 560		
CONSTRUCTION COSTS				71,316	
Construction 2 bed house 3 bed house Totals	<b>ft²</b> 807 1,023 <u>1,830</u>	<b>Rate ft</b> <sup>2</sup> £102.80 £102.80	<b>Cost</b> 82,960 105,164 <u>188,124</u>	188,124	
Contingency Abnormal costs S106/S278	2 un 2 un	5.00% 12,069.00 /un 1,000.00 /un	9,406 24,138 2,000	35,544	
PROFESSIONAL FEES		10 00%	18 812		
		10.00 /0	10,012	18,812	
MARKETING & LETTING Marketing		4.00%	16,307	10.007	
DISPOSAL FEES	2	600.00 /up	1 200	16,307	
	2 un	600.00 /uli	1,200	1,200	
Debit Rate 6.500% Credit	Rate 0.000% (N	lominal)		0.426	
Total Finance Cost				8,430	
TOTAL COSTS				339,739	
PROFIT				67.948	
Performance Measures Profit on Cost% Profit on GDV% Profit on NDV%		20.00% 16.67% 16.67%			
IRR		53.96%			
Profit Erosion (finance rate	e 6.500%)	2 yrs 10 mths			

Savills T1 East

REVENUE Sales Valuation 2 bed house 3 bed house Totals	Units 1 <u>1</u> 2	ft² 807 <u>1,023</u> <b>1,830</b>	<b>Rate ft<sup>2</sup></b> £239.32 £239.32	<b>Unit Price</b> £193,131 £244,824	Gross Sales 193,131 <u>244,824</u> 437,956
NET REALISATION				437,956	
OUTLAY					
ACQUISITION COSTS Residualised Price Agent Fee Legal Fee		1.00% 0.80%	92,528 925 740	94 194	
CONSTRUCTION COSTS Construction 2 bed house 3 bed house Totals	<b>ft²</b> 807 1,023 <u>1,830</u>	<b>Rate ft</b> <sup>2</sup> £102.80 £102.80	<b>Cost</b> 82,960 105,164 <u>188,124</u>	188,124	
Contingency Abnormal costs S106/S278	2 un 2 un	5.00% 12,069.00 /un 1,000.00 /un	9,406 24,138 2,000	35,544	
PROFESSIONAL FEES All professional fees		10.00%	18,812	18 812	
MARKETING & LETTING Marketing		4.00%	17,518	17 518	
DISPOSAL FEES Sales Legal Fee	2 un	600.00 /un	1,200	1 200	
FINANCE Debit Rate 6.500% Credit Total Finance Cost	Rate 0.000% (N	lominal)		9,570	
TOTAL COSTS				364,963	
PROFIT				70.000	
Performance Measures Profit on Cost% Profit on GDV% Profit on NDV%		20.00% 16.67% 16.67% 51.47%		12,333	
Profit Erosion (finance rate	e 6.500%)	2 yrs 10 mths			

**BNP T2 Inner West** 

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	1	807	£371.02	£299,413	299,413
3 bed house	3	3,069	£371.02	£379,553	1,138,660
4 bed house	<u>1</u>	<u>1,238</u>	£371.02	£459,323	<u>459,323</u>
Totals	5	5,114			1,897,396
NET REALISATION				1,897,396	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			791,252		
Stamp Duty		4.00%	31,650		
		1.00%	7,913		
Legal Fee		0.80%	6,330	837 1/5	
CONSTRUCTION COSTS				057,145	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	807	£102.80	82,960		
3 bed house	3,069	£102.80	315,493		
4 bed house	1,238	£102.80	127,266	505 740	
lotais	<u>5,114</u>		525,719	525,719	
Contingency		5.00%	26,286		
S106/S278	5 un	1,000.00 /un	5,000		
				31,286	
PROFESSIONAL FEES					
All professional fees		10.00%	52,572		
				52,572	
Marketing		4 0.0%	75 806		
Markeung		4.00 %	75,690	75,896	
DISPOSAL FEES					
Sales Legal Fee	5 un	600.00 /un	3,000		
				3,000	
Pobit Pate 6 500% Credit	Boto 0.000% (N	ominal			
Total Finance Cost	. Rate 0.000% (N	ommar)		55 546	
				00,010	
TOTAL COSTS				1,581,163	
PROFIT					
				316,233	
Performance Measures					
Profit on Cost%		20.00%			
Profit on GDV%		16.67%			
Profit on NDV%		16.67%			
IRR		39.54%			
Profit Erosion (finance rat	e 6.500%)	2 yrs 10 mths			

**BNP T2 Inner East** 

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	1	807	£324.76	£262,081	262,081
3 bed house	3	3,069	£324.76	£332,229	996,688
4 bed house	<u>1</u>	1,238	£324.76	£402,053	402,053
Totals	5	5,114			1,660,823
NET REALISATION				1,660,823	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			622,575		
Stamp Duty		4.00%	24,903		
Agent Fee		1.00%	6,226		
Legal Fee		0.80%	4,981	050.005	
CONSTRUCTION COSTS				658,685	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	807	£102.80	82,960		
3 bed house	3,069	£102.80	315,493		
4 bed house	1,238	£102.80	127,266		
lotals	<u>5,114</u>		<u>525,719</u>	525,719	
Contingency		5.00%	26,286		
S106/S278	5 un	1,000.00 /un	5,000		
			·	31,286	
PROFESSIONAL FEES					
All professional fees		10.00%	52,572		
			,	52,572	
MARKETING & LETTING					
Marketing		4.00%	66,433		
				66,433	
Sales Legal Fee	5 un	600.00 /up	3 000		
Gales Legal i ce	0 dii	000.007411	0,000	3.000	
FINANCE				-,	
Debit Rate 6.500% Credit	Rate 0.000% (N	ominal)			
Total Finance Cost				46,324	
TOTAL COSTS				1,384,019	
PROFIT					
				276,804	
Performance Measures					
Profit on Cost%		20 00%			
Profit on GDV%		16.67%			
Profit on NDV%		16.67%			
IKK		41.09%			
Profit Erosion (finance rate	e 6.500%)	2 yrs 10 mths			

BNP T2 South

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	1	807	£290.45	£234,393	234,393
3 bed house	3	3,069	£290.45	£297,130	891,391
4 bed house	<u>1</u>	<u>1,238</u>	£290.45	£359,577	<u>359,577</u>
Totals	5	5,114			1,485,361
NET REALISATION				1,485,361	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			502,218		
Stamp Duty		3.00%	15,067		
Agent Fee		1.00%	5,022		
Legal Fee		0.80%	4,018	EDE 204	
CONSTRUCTION COSTS				520,524	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	807	£102.80	82,960		
3 bed house	3,069	£102.80	315,493		
4 bed house	1,238	£102.80	127,266		
Totals	<u>5,114</u>		<u>525,719</u>	525,719	
Contingency		5.00%	26,286		
S106/S278	5 un	1,000.00 /un	5,000		
				31,286	
PROFESSIONAL FEES					
All professional fees		10.00%	52,572		
				52,572	
MARKETING & LETTING		4.000/	50 444		
Marketing		4.00%	59,414	59,414	
DISPOSAL FEES					
Sales Legal Fee	5 un	600.00 /un	3,000		
				3,000	
FINANCE		·			
Debit Rate 6.500% Credit	Rate 0.000% (N	ominal)		20 495	
Total Finance Cost				39,485	
TOTAL COSTS				1,237,801	
PROFIT				·	
				247,561	
Performance Measures					
Profit on Cost%		20.00%			
Profit on GDV%		16.67%			
Profit on NDV%		16.67%			
IRR		42.71%			
Profit Frosion (finance rat	e 6 500%)	2 vrs 10 mths			
Profit Erosion (finance rate	e 6.500%)	2 yrs 10 mths			

**BNP T2 North West** 

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	1	807	£319.54	£257,869	257,869
3 bed house	3	3,069	£319.54	£326,889	980,668
4 bed house	<u>1</u>	<u>1,238</u>	£319.54	£395,591	<u>395,591</u>
Totals	5	5,114			1,634,128
NET REALISATION				1,634,128	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			603,542		
Stamp Duty		4.00%	24,142		
		1.00%	6,035		
Legal Fee		0.80%	4,828	638 547	
CONSTRUCTION COSTS				000,011	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	807	£102.80	82,960		
3 bed house	3,009	£102.80	315,493		
Totals	5 114	2102.00	525 719	525 719	
	<u>0,111</u>		020,710	020,110	
Contingency		5.00%	26,286		
S106/S278	5 un	1,000.00 /un	5,000		
				31,286	
PROFESSIONAL FEES					
All professional fees		10.00%	52,572		
				52,572	
MARKETING & LETTING		4 00%	65 265		
Marketing		4.00%	05,505	65.365	
DISPOSAL FEES				,	
Sales Legal Fee	5 un	600.00 /un	3,000		
				3,000	
FINANCE	Data 0.0000/ (N				
Total Finance Cost	Rate 0.000% (N	ommar)		45 284	
				10,201	
TOTAL COSTS				1,361,773	
PROFIT				070 055	
				212,355	
Performance Measures					
Profit on Cost%		20.00%			
Profit on GDV%		16.67%			
Profit on NDV%		16.67%			
IRR		41.30%			
Profit Erosion (finance rat	e 6.500%)	2 yrs 10 mths			

BNP T2 North

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	1	807	£253.14	£204,284	204,284
3 bed house	3	3,069	£253.14	£258,962	776,887
4 bed house	<u>1</u>	<u>1,238</u>	£253.14	£313,387	<u>313,387</u>
Totals	5	5,114			1,294,558
NET REALISATION				1,294,558	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			364,877		
Stamp Duty		3.00%	10,946		
Agent Fee		1.00%	3,649		
Legal Fee		0.80%	2,919	382 301	
CONSTRUCTION COSTS				002,001	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	807	£102.80	82,960		
3 bed house	3,069	£102.80	315,493		
4 bed house	1,238	£102.80	127,266		
Totals	<u>5,114</u>		<u>525,719</u>	525,719	
Contingency		5.00%	26,286		
S106/S278	5 un	1,000.00 /un	5,000		
				31,286	
PROFESSIONAL FEES					
All professional fees		10.00%	52,572	50 570	
MARKETING & LETTING				52,572	
Marketing		4.00%	51,782		
				51,782	
DISPOSAL FEES	_				
Sales Legal Fee	5 un	600.00 /un	3,000	2 000	
FINANCE				3,000	
Debit Rate 6.500% Credit	Rate 0.000% (N	ominal)			
Total Finance Cost	,	,		32,048	
TOTAL COSTS				1,078,798	
PROFIT					
				215,760	
Performance Measures					
Profit on Cost%		20 00%			
Profit on GDV%		16.67%			
Profit on NDV%		16.67%			
		45.050			
IKK		45.25%			
Profit Erosion (finance rate	e 6.500%)	2 yrs 10 mths			

BNP T2 East

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	1	807	£243.52	£196,521	196,521
3 bed house	3	3,069	£243.52	£249,121	747,363
4 bed house	<u>1</u>	<u>1,238</u>	£243.52	£301,478	<u>301,478</u>
Totals	5	5,114			1,245,361
NET REALISATION				1,245,361	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			329,465		
Stamp Duty		3.00%	9,884		
		1.00%	3,295		
Legal Fee		0.80%	2,030	345 279	
CONSTRUCTION COSTS				010,210	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	807	£102.80	82,960		
3 bed house	3,009	£102.80	315,493		
4 bed house Totals	5 11/	£102.00	525 719	525 719	
1 otalo	0,114		020,110	020,710	
Contingency		5.00%	26,286		
S106/S278	5 un	1,000.00 /un	5,000		
				31,286	
PROFESSIONAL FEES					
All professional fees		10.00%	52,572		
				52,572	
MARKETING & LETTING		4.000/	40.044		
Marketing		4.00%	49,814	40.814	
DISPOSAL FEES				49,014	
Sales Legal Fee	5 un	600.00 /un	3,000		
-				3,000	
FINANCE					
Debit Rate 6.500% Credit	Rate 0.000% (N	ominal)		20 120	
Total Finance Cost				30,130	
TOTAL COSTS				1,037,801	
PROFIT					
				207,560	
Performance Measures					
Profit on Cost%		20.00%			
Profit on GDV%		16.67%			
Profit on NDV%		16.67%			
IRR		46.11%			
	- 0.5000()	0			
Profit Erosion (finance rat	е 6.500%)	2 yrs 10 mths			

#### SAVILLS T2 Inner West

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	1	807	£312.34	£252,058	252,058
3 bed house	3	3,069	£312.34	£319,524	958,571
4 bed house	<u>1</u>	<u>1,238</u>	£312.34	£386,677	<u>386,677</u>
Totals	5	5,114			1,597,307
NET REALISATION				1,597,307	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			520,863		
Stamp Duty		4.00%	20,835		
Agent Fee		1.00%	5,209		
Legal Fee		0.80%	4,167		
CONSTRUCTION COSTS				551,073	
CONSTRUCTION COSTS	£17	Data #2	Coot		
2 had house	π- 907				
2 bed house	3 060	£102.00 £102.80	02,900 315 403		
4 bed house	1 238	£102.00 £102.80	127 266		
Totals	5 114	2102.00	525 719	525 719	
10(4)3	<u>0,114</u>		020,110	020,713	
Contingency		5.00%	26,286		
Abnormal costs	5 un	12,069.00 /un	60,345		
S106/S278	5 un	1,000.00 /un	5,000		
				91,631	
PROFESSIONAL FEES					
All professional fees		10.00%	52,572		
				52,572	
MARKETING & LETTING					
Marketing		4.00%	63,892		
				63,892	
DISPOSAL FEES	<b>F</b>	000.00./	0.000		
Sales Legal Fee	5 UN	600.00 /un	3,000	2 000	
FINANCE				3,000	
Debit Rate 6 500% Credit	Rate 0 000% (N	ominal)			
Total Finance Cost		o)		43,202	
TOTAL COSTS				1,331,089	
PROFIT					
				266,218	
Porformance Moseurce					
Profit on Cost%		20 00%			
Profit on GDV%		16.67%			
Profit on NDV%		16.67%			
IKR		42.15%			
Profit Erosion (finance rate	e 6.500%)	2 yrs 10 mths			

SAVILLS T2 Inner East

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	1	807	£258.45	£208,569	208,569
3 bed house	3	3.069	£258.45	£264.394	793,183
4 bed house	1	1.238	£258.45	£319.961	319.961
Totals	5	5,114			1,321,713
NET REALISATION				1,321,713	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			327,460		
Stamp Duty		3.00%	9,824		
Agent Fee		1.00%	3,275		
Legal Fee		0.80%	2,620		
0			,	343,178	
CONSTRUCTION COSTS				,	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	807	£102.80	82,960		
3 bed house	3,069	£102.80	315,493		
4 bed house	1.238	£102.80	127.266		
Totals	5,114		525,719	525.719	
	<u> </u>		<u> </u>	, -	
Contingency		5.00%	26,286		
Abnormal costs	5 un	12,069.00 /un	60,345		
S106/S278	5 un	1,000.00 /un	5,000		
			,	91,631	
PROFESSIONAL FEES		10.000/	E0 E70		
All professional lees		10.00%	52,572	E0 E70	
				52,572	
Marketing		4 000/	E2 960		
Marketing		4.00%	52,869	E2 960	
				52,809	
Salas Logal Eco	5	600.00 /up	3 000		
Sales Legal Fee	5 un	000.007011	3,000	3 000	
FINANCE				3,000	
Debit Rate 6 500% Credit	Rate 0.000% (N	ominal)			
Total Finance Cost		ommar)		32 / 50	
Total T mance Cost				52,459	
TOTAL COSTS				1,101,428	
PROFIT					
				220,286	
Performance Measures					
Profit on Cost%		20.00%			
Profit on GDV%		16.67%			
Profit on NDV%		16.67%			
IDD		15 600/			
		43.00%			
Profit Erosion (finance rate	e 6.500%)	2 yrs 10 mths			

SAVILLS T2 South

REVENUE Salos Valuation	Unite	<b>ft</b> 2	Pata ft <sup>2</sup>	Unit Prico	Gross Salos
2 bed house	1	807	£263.81	£212.895	212.895
3 bed house	3	3,069	£263.81	£269,878	809,633
4 bed house	<u>1</u>	<u>1,238</u>	£263.81	£326,597	<u>326,597</u>
Totals	5	5,114			1,349,124
NET REALISATION				1,349,124	
OUTLAY					
ACQUISITION COSTS					
Residualised Price		0.000/	347,190		
Stamp Duty		3.00%	10,416		
Legal Fee		0.80%	2,778		
			_,	363,855	
CONSTRUCTION COSTS			- · ·		
Construction	ft <sup>2</sup>	Rate ft <sup>2</sup>	Cost		
2 bed nouse 3 bed house	3 069	£102.80 £102.80	82,960		
4 bed house	1.238	£102.80	127.266		
Totals	<u>5,114</u>		<u>525,719</u>	525,719	
Contingonou		E 0.0%	26.206		
Abnormal costs	5 un	5.00% 12.069.00 /up	20,280		
S106/S278	5 un	1.000.00 /un	5.000		
		.,	-,	91,631	
PROFESSIONAL FEES					
All professional fees		10.00%	52,572		
				52,572	
Marketing		4 00%	53 965		
Marteang		1.0070	00,000	53,965	
DISPOSAL FEES					
Sales Legal Fee	5 un	600.00 /un	3,000	0.000	
FINANCE				3,000	
Debit Rate 6.500% Credit	Rate 0.000% (N	ominal)			
Total Finance Cost	, ,	,		33,528	
TOTAL COSTS	1,124,270				
				224,854	
Performance Measures					
Profit on Cost%		20.00%			
Profit on GDV%		16.67%			
Profit on NDV%		16.67%			
IRR		45.16%			
Profit Erosion (finance rate 6.500%) 2 yrs 10 mths					

#### **SAVILLS T2 North West**

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	1	807	£298.45	£240,849	240,849
3 bed house	3	3.069	£298.45	£305.314	915,943
4 bed house	1	1.238	£298.45	£369.481	369,481
Totals	5	5,114			1,526,273
NET REALISATION				1,526,273	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			474.703		
Stamp Duty		3.00%	14,241		
Agent Fee		1.00%	4,747		
Legal Fee		0.80%	3,798		
5				497,488	
CONSTRUCTION COSTS					
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	807	£102.80	82,960		
3 bed house	3,069	£102.80	315,493		
4 bed house	1,238	£102.80	127,266		
Totals	<u>5,114</u>		<u>525,719</u>	525,719	
Contingency		5.00%	26,286		
Abnormal costs	5 un	12,069.00 /un	60,345		
S106/S278	5 un	1,000.00 /un	5,000		
				91,631	
All professional fees		10 0.0%	52 572		
All professional lees		10.00 %	52,572	50 570	
				52,572	
Marketing		4 0.0%	61.051		
Warkeung		4.00 /0	01,001	61.051	
DISPOSAL FEES				01,001	
Sales Legal Fee	5 un	600.00 /up	3 000		
Sales Legal I ee	Jun	000.007011	3,000	3 000	
FINANCE				0,000	
Debit Rate 6 500% Credit	t Rate 0.000% (N	ominal)			
Total Finance Cost		ommury		40 433	
				10,100	
TOTAL COSTS				1,271,894	
PROFIT					
FROM				254.379	
Performance Measures					
Profit on Cost%		20.00%			
Profit on GDV%		16.67%			
Profit on NDV%		16.67%			
IRR		42.86%			
Drofit Exceler (finance)		Que to setter			
Profit Erosion (finance rate 6.500%)		∠ yrs 10 mtns			

SAVILLS T2 North

#### Summary Appraisal for Phase 1 OM

Sales Valuation         Unit s         ft <sup>2</sup> 1         Rate ft <sup>2</sup> 1         Unit Price 222.78         E179,783 2227,904         179,783 279,783           3 bed house         1         1.238         £222.78         £227,904         £63,712           4 bed house         1         1.238         £222.78         £275,802         275,802           1 1.238         5         5,114         1.139,297         1,139,297           NET REALISATION         1,139,297         1,139,297           NET REALISATION         1,139,297         1,139,297           NET REALISATION         1,00%         2,000         1,139,297           OUTLAY         -         2,000         2,000         1,139,297           ACQUISITION COSTS         -         2000         2,000         1,139,297           CONTRUCTION COSTS         -         205,571         205,571           Construction         ft <sup>4</sup> Rate ft <sup>4</sup> Cost         205,571           Contingency         5,00%         2,100         3,540         3,540           Abed house         1,238         £102.80         315,493         4,572           Contingency         5,00%         2,6286         3,540         3,500           Stole/	REVENUE					
2 bed house         1         807         £222.78         £179.783         179.783           3 bed house         3         0.069         £222.78         £27.904         683.712           4 bed house         1         1.238         £222.78         £275.802 <u>275.802</u> Totals         5         5,114         1.139.297         1.139.297           NET REALISATION         1,139.297         1.139.297         1.139.297           NET REALISATION         1,139.297         1.139.297         1.139.297           NULAY         ACOUSTION COSTS         1.00%         2.000         1.00%         2.000           Legal Fee         1.00%         2.000         205.571         205.571         205.571           CONSTRUCTION COSTS         205.571         205.571         205.571         205.571           CONSTRUCTION COSTS         206.00%         82.900         315.493         45.672         3164         52.571         525.719         525.719         525.719         525.719         525.719         525.719         525.719         525.719         525.719         525.719         525.72         52.572         52.572         52.572         52.572         52.572         52.572         52.572         52.572 <td>Sales Valuation</td> <td>Units</td> <td>ft²</td> <td>Rate ft<sup>2</sup></td> <td>Unit Price</td> <td>Gross Sales</td>	Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
3 bed house       3       3.069       £222.78       £227.904       663.712         4 bed house       1       1.238       £222.78       £275.802       1,139.297         NET REALISATION       1,139.297       1,139.297       1,139.297       1,139.297         NET REALISATION       1,139.297       1,139.297       1,139.297         OUTLAY       4       4       5,514       2,000       1,139.297         OUTLAY       4       2,000       2,000       2,000       1,00%       2,000         Legal Fee       0.80%       1,00%       2,000       205,571         CONSTRUCTION COSTS       205,571       205,571       205,571         Construction       ft <sup>2</sup> Rate ft <sup>2</sup> Cost       205,571         Construction       ft <sup>2</sup> Rate ft <sup>2</sup> Cost       205,571         Construction       ft <sup>2</sup> Rate ft <sup>2</sup> Cost       252,719       525,719         Contingency       5.00       5.00       26,286       31.614       525,719       525,719         Contingency       5.00       5.00       91.631       91.631       91.631         PROFESSIONAL FEES       5.00       5.00       91.631       91.631	2 bed house	1	807	£222.78	£179,783	179,783
4 bed house         1         1238         £227.78         £275,802         1,139,297           NET REALISATION         1,139,297         1,139,297         1,139,297           NET REALISATION         1,139,297         1,139,297           OUTLAY         1,139,297         1,139,297           ACQUISITION COSTS         199,972         5         1,139,297           Residualised Price         199,972         5         2000           Acquisition COSTS         2000         2000         2000           Agent Fee         1,00%         2,000         2005,571           CONSTRUCTION COSTS         205,571         205,571           Construction         ff*         Rate ff*         Cost         205,571           Stade house         3,069         £102.80         315,493         25,719         525,719           Contingency         5.00%         26,286         34         3000         3000           Professional fees         10.00%         52,572         52,572         52,572           Marketing         4.00%         45,572         52,349         500           DisPosAL FEES         Sun         600.00 /un         3,000         3,000           Froth Rate 6.500% Credit R	3 bed house	3	3.069	£222.78	£227,904	683.712
Totals         5         5,114         1,139,297           NET REALISATION         1,139,297           NET REALISATION         1,139,297           OUTLAY         ACQUISITION COSTS           Residualised Price         199,972           Stamp Duty         1.00%           Agent Fee         0.00%           Legal Fee         0.80%           Outlas         2000           Legal Fee         0.80%           Outse         807           2 bed house         30.69           3 bed house         3.069           4 bed house         1.2080           3 bed house         3.069           4 bed house         1.238           5 un         10.000.00 /un           5 un         1.0000.00 /un           5 un         1.0000.00 /un           5 un         1.000%           All professional fees         10.00%           All professional fees         10.00%           All professional fees         10.00%           Sales Legal Fee         5 un           Sales Legal	4 bed house	1	1.238	£222.78	£275.802	275.802
NET REALISATION       1,139,297         OUTLAY       ACQUISITION COSTS         Residualised Price       199,972         Stamp Duty       1.00%       2.000         Agent Fee       1.00%       2.000         Legal Fee       0.80%       1.600         2 bed house       807       £102.80       32,960         3 bed house       3.069       £102.80       32,960         3 bed house       3.069       £102.80       32,960         3 bed house       3.069       £102.80       32,960         4 bed house       5.114       525,719       525,719         Contingency       5.00%       26,286         Abnormal costs       5 un       1,000.00 /un       60,345         S106/S278       5 un       10.00%       52,572         Marketing       4.00%       45,572       52,571         Marketing       4.00%       45,572       52,572         Sales Legal Fee       5 un       600.00 /un       3,000         FINANCE       25,349       3,000       3,000         DisPOSAL FEES       5 un       60,67%       3,000         Sales Legal Fee       5 un       60,67%       3,000	Totals	5	5,114			1,139,297
OUTLAY           ACQUISITION COSTS Residualised Price         199,972           Stamp Duby         1.00%         2.000           Agent Fee         1.00%         2.000           Legal Fee         0.80%         1.600           CONSTRUCTION COSTS         205,571           Construction         ft'         Rate ft'         Cost           2 bed house         3.069         £102.80         315,493           4 bed house         1.238         £102.80         127,266           2 bed house         5.114         225,719         525,719           Contingency         5.00%         26,286         Abnormal costs         5 un           Abnormal costs         5 un         1,000.00 /un         60,345         510,500           S106/S278         5 un         1,000.00 /un         5,000         91,631           PROFESSIONAL FEES         4,00%         45,572         52,572           All professional fees         5 un         600.00 /un         3,000           FINANCE         25,349         3,000         3,000           Debit Rate 6,500% Credit Rate 0.000% (Nominal)         75,349         3,000           TOTAL COSTS         949,414         PROFIT         189,883 <th>NET REALISATION</th> <th></th> <th></th> <th></th> <th>1,139,297</th> <th></th>	NET REALISATION				1,139,297	
ACQUISITION COSTS         199.972           Stamp Duty         1.00%         2.000           Legal Fee         0.80%         1,600           CONSTRUCTION COSTS         205.571           CONSTRUCTION COSTS         205.571           CONSTRUCTION COSTS         205.671           Construction         ft'         Rate ft'         Cost           2 bed house         3.069         £102.80         315.493           4 bed house         1.238         £102.80         127.266           Totals         5.114         525.719         525.719           Contingency         5.00%         26,286         400.945           Abnormal costs         5 un         1,000.00 /un         50.00           S106/S278         5 un         1,000.00 /un         50.00           All professional fees         10.00%         45,572         52,572           Marketing         4.00%         45,572         52,349           Distor Rate 6.500% Credit Rate 0.000% (Nominal)         3,000         3,000           Total Finance Cost         25,349         30.00           Total COSTS         949,414         PROFIT         189,883           Performance Measures         20.00%         25,349	OUTLAY					
ACQUISITION COSTS       199,972         Stamp Duty       1.00%       2.000         Agent Fee       1.00%       2.000         Legal Fee       0.80%       205,571         CONSTRUCTION COSTS       205,571         Construction       ft <sup>2</sup> Rate ft <sup>2</sup> Cost         2 bed house       807       £102.80       82,960         3 bed house       3.069       £102.80       155,493         4 bed house       1,238       £102.80       127,266         Totals       5.114       525,719       525,719         Contingency       5.00%       26,286         Abnormal costs       5 un       12,089.00 /un       60,345         S106/S278       5 un       12,089.00 /un       60,345         S106/S278       5 un       12,089.00 /un       60,345         S106/S278       5 un       12,000%       91,631         PROFESSIONAL FEES       5       5       52,572         Marketting       4.00%       45,572       52,572         DisPOSAL FEES       3000       3,000       3,000         FiNANCE       20,349       3,000       3,000         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       2						
Residualised Price     199,972       Stamp Duly     1.00%     2.000       Agent Fee     0.80%     1,600       Legal Fee     0.80%     1,600       CONSTRUCTION COSTS     205,571       Construction     ft'     Rate ft'     Cost       2 bed house     807     £102.80     82,960       3 bed house     3,069     £102.80     15,493       4 bed house     1,238     £102.80     15,493       4 bed house     1,238     £102.80     15,493       4 bed house     1,238     £102.80     26,286       Abnormal costs     5 un     12,069.00 /un     60,345       S106/S278     5 un     1,000%     52,572       Marketing     4.00%     45,572       Marketing     4.00%     45,572       DiSPOSAL FEES     5 un     600.00 /un     3,000       Sales Legal Fee     5 un     600.00 /un     3,000       FiNANCE     25,349     3,000       Debit Rate 6.500% Credit Rate 0.000% (Nominal)     25,349       Total Costs     24,9414       PROFIT     189,883       Performance Measures     189,883       Profit on Cost%     20.00%     20.00%       Profit on Cost%     20.00%     16.67%	ACQUISITION COSTS					
Stamp Duty       1.00%       2,000         Legal Fee       1.00%       2,000         Legal Fee       0.80%       1,600         CONSTRUCTION COSTS       205,571         Construction       ft <sup>2</sup> Rate ft <sup>2</sup> Cost         2 bed house       3,069       £102.80       82,960         3 bed house       3,069       £102.80       315,493         4 bed house       1,238       £102.80       127,266         Totals       5.114       525,719       525,719         Contingency       5.00%       26,286         Abnormal costs       5 un       1,000.00 /un       5,000         S106/S278       5 un       1,000.00 /un       5,000         PROFESSIONAL FEES       All professional fees       10.00%       45,572         All professional fees       10.00%       45,572       45,572         DISPOSAL FEES       Sun       60.00 /un       3,000         Sales Legal Fee       5 un       60.00 /un       3,000         FINANCE       25,349       25,349       3,000         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       25,349       25,349         Total Finance Cost       20.00%       26,37% <t< td=""><td>Residualised Price</td><td></td><td></td><td>199,972</td><td></td><td></td></t<>	Residualised Price			199,972		
Agent Fee       1.00%       2,000         Legal Fee       0.80%       1,600         CONSTRUCTION COSTS       205,571         Construction       ft²       Rate ft²       Cost         2 bed house       807       £102.80       82,960         3 bed house       3,069       £102.80       81,493         4 bed house       1,238       £102.80       127,266         Totals       5,114       525,719       525,719         Contingency       5.00%       26,286         Abnormal costs       5 un       12,069.00 /un       60,345         S106/S278       5 un       1,000.00 /un       5,000         91,631       PROFESSIONAL FEES       91,631         All professional fees       10.00%       45,572         DISPOSAL FEES       5 un       600.00 /un       3,000         Sales Legal Fee       5 un       600.00 /un       3,000         FINANCE       25,349       25,349       25,349         TOTAL COSTS       949,414       PROFIT       189,883         Performance Measures       20.00%       16.67%       180,7%         Profit on GDV%       16.67%       16.67%       18.67%         IRR <td>Stamp Duty</td> <td></td> <td>1.00%</td> <td>2,000</td> <td></td> <td></td>	Stamp Duty		1.00%	2,000		
Legal Fee         0.80%         1,600         205,571           CONSTRUCTION COSTS         205,571         205,571           Construction         ft <sup>2</sup> Rate ft <sup>2</sup> Cost           2 bed house         3,069         £102.80         82,960           3 bed house         1,238         £102.80         15,443           4 bed house         1,238         £102.80         127,266           Totals         5.114         525,719         525,719           Contingency         5.00%         26,286         40,000           Abnormal costs         5 un         1,000.00 /un         60,345           S106/S278         5 un         1,000.00 /un         5,000           91,631         PROFESSIONAL FEES         91,631           All professional fees         10.00%         45,572           DISPOSAL FEES         5 un         600.00 /un         3,000           Sales Legal Fee         5 un         600.00 /un         3,000           FINANCE         25,349         25,349           Debit Rate 6.500% Credit Rate 0.000% (Nominal)         25,349           TOTAL COSTS         949,414           PROFIT         189,883           Profit on GDV%         20,00%<	Agent Fee		1.00%	2,000		
205,571           205,571           Construction         ft ?         Rate ft ?         Cost           2 bed house         807         £102.80         82,960         315,493         4         bed house         1,238         £102.80         315,493         4         bed house         1,238         £102.80         315,493         4         bed house         1,238         £102.80         315,493         525,719         525,719         525,719         525,719         525,719         525,719         525,719         525,719         525,719         525,719         525,719         525,719         525,719         525,719         525,719         525,719         525,719         525,72         52,5349         50,503         3,000         <	Legal Fee		0.80%	1,600		
Construction         ft²         Rate ft²         Cost           2 bed house         3,069         £102.80         82,960         315,493           3 bed house         1,238         £102.80         315,493         400           4 bed house         1,238         £102.80         127,266         525,719         525,719           Contingency         5.00%         26,286         4bnormal costs         5 un         12,069.00 /un         60,345           S106/S278         5 un         1,000.00 /un         5,000         91,631           PROFESSIONAL FEES         All professional fees         10.00%         52,572           Marketing         4.00%         45,572         45,572           DISPOSAL FEES         Sales Legal Fee         5 un         600.00 /un         3,000           Sales Legal Fee         5 un         600.00 /un         3,000         3,000           FINANCE         25,349         25,349         25,349           Debit Rate 6.500% Credit Rate 0.000% (Nominal) Total Finance Cost         25,349         25,349           PROFIT         189,883         189,883         189,883           Performance Measures Profit on Cost% Profit on GDV%         20.00% <td< td=""><td></td><td></td><td></td><td></td><td>205,571</td><td></td></td<>					205,571	
Construction         ft'         Rate ft'         Cost           2 bed house         807         £102.80         82,960           3 bed house         1,238         £102.80         127,266           Totals         5.114         525,719         526,719           Contingency         5.00%         26,286         4           Abnormal costs         5 un         12,069.00 /un         60,345           S106/S278         5 un         1,000.00 /un         5,000         91,631           PROFESSIONAL FEES         10.00%         52,572         52,572           Marketing         4.00%         45,572         52,572           Marketing         4.00%         45,572         45,572           DISPOSAL FEES         5 un         600.00 /un         3,000           Sales Legal Fee         5 un         600.00 /un         3,000           FINANCE         25,349         25,349           Debit Rate 6.500% Credit Rate 0.000% (Nominal)         25,349         38,883           Profit on Cost%         20.00%         25,349           Profit on Cost%         20.00%         16,67%           Profit on Cost%         20.00%         16,67%           Profit on ODV%	CONSTRUCTION COSTS			•		
2 bed house       807       £102.80       82,960         3 bed house       3,069       £102.80       315,493         4 bed house       1,238       £102.80       127,266         Totals <u>5,114</u> 525,719       525,719         Contingency       5.00%       26,286         Abnomal costs       5 un       12,069,00 /un       60,345         S106/S278       5 un       1,000.00 /un       50,000         91,631       PROFESSIONAL FEES       245,572         All professional fees       10.00%       52,572         Marketing       4.00%       45,572         DISPOSAL FEES       Sales Legal Fee       5 un         Sales Legal Fee       5 un       600.00 /un       3,000         FINANCE       25,349       3,000       3,000         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       3,000       3,000         TOTAL COSTS       949,414       98,883         Performance Measures       Profit on Cost%       20.00%         Profit on Cost%       20.00%       16.67%         Profit on SDV%       16.67%       16.67%         Profit Erosion (finance rate 6.500%)       2 yrs 10 mths	Construction	ft²	Rate ft <sup>2</sup>	Cost		
3 bed house       3,069       £102.80       315,493         4 bed house       1,238       £102.80       127,266         Totals       5,114       525,719       525,719         Contingency       5.00%       26,286         Abnormal costs       5 un       12,069,00 /un       60,345         S106/S278       5 un       1,000,00 /un       5,000       91,631         PROFESSIONAL FEES       All professional fees       10.00%       52,572       52,572         MARKETING & LETTING       45,572       52,572       52,572         Marketing       4.00%       45,572       52,572         DISPOSAL FEES       5 un       600.00 /un       3,000         Sales Legal Fee       5 un       600.00 /un       3,000         FINANCE       25,349       3,000       3,000         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       25,349       3,000         TOTAL COSTS       949,414       98,883         PROFIT       189,883         Profit on Cost%       20.00%       16.67%         Profit on GDV%       16.67%       186,67%         IRR       49.52%       200%       2 yrs 10 mths	2 bed house	807	£102.80	82,960		
4 bed house       1,238       £102.80       127,266         Totals       5.114       525.719       525,719         Contingency       5.00%       26,286         Abnormal costs       5 un       12,069.00 /un       60,345         S106/S278       5 un       1,000.00 /un       60,345         S106/S278       5 un       1,000.00 /un       5,000         PROFESSIONAL FEES       52,572       52,572         All professional fees       10.00%       45,572         Marketing       4.00%       45,572         DISPOSAL FEES       3,000         Sales Legal Fee       5 un       600.00 /un       3,000         FINANCE       25,349       3,000       3,000         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       25,349       3,000       3,000         TOTAL COSTS       949,414       94,414	3 bed house	3,069	£102.80	315,493		
Totals         5.114         525,719         525,719           Contingency Abnormal costs         5 un         12,069.00 /un         60,345         91,631           PROFESSIONAL FEES All professional fees         10.00%         52,572         52,572           MARKETING & LETTING Marketing         4.00%         45,572         45,572           DISPOSAL FEES Sales Legal Fee         5 un         600.00 /un         3,000           FINANCE Debit Rate 6.500% Credit Rate 0.000% (Nominal) Total Finance Cost         25,349         3,000           PROFIT         189,883         189,883           Performance Measures Profit on Cost%         20.00%         16.67%           Profit Coston (finance rate 6.500%)         2 yrs 10 mths         189,283	4 bed house	1,238	£102.80	127,266		
Contingency Abnormal costs S106/S278       5 un 5 un 12,069.00 /un S000/S278       26,286 60,345 5,000       91,631         PROFESSIONAL FEES All professional fees       10.00%       52,572       52,572         MARKETING & LETTING Marketing       4.00%       45,572       52,572         DISPOSAL FEES Sales Legal Fee       5 un       600.00 /un       3,000         FINANCE Debit Rate 6.500% Credit Rate 0.000% (Nominal) Total Finance Cost       25,349       3,000         TOTAL COSTS       949,414         PROFIT       189,883         Profit on Cost% Profit on GDV%       20.00% 16.67% Profit on NDV%       16.67% 16.67% Profit on NDV%         IRR       49.52%         Profit Erosion (finance rate 6.500%)       2 yrs 10 mths	Totals	<u>5,114</u>		<u>525,719</u>	525,719	
Abnormal costs S106/S278       5 un       12,069.00 /un       60,345 5,000       91,631         PROFESSIONAL FEES All professional fees       10.00%       52,572       52,572         MARKETING & LETTING Marketing       4.00%       45,572       52,572         DISPOSAL FEES Sales Legal Fee       5 un       600.00 /un       3,000         FINANCE Debit Rate 6.500% Credit Rate 0.000% (Nominal) Total Finance Cost       25,349       3,000         TOTAL COSTS       949,414         PROFIT       189,883         Performance Measures Profit on Cost%       20.00%         Profit on GDV%       16.67%         IRR       49.52%         Profit Erosion (finance rate 6.500%)       2 yrs 10 mths	Contingency		5.00%	26.286		
S106/S278         5 un         1,000.00 /un         5,000         91,631           PROFESSIONAL FEES All professional fees         10.00%         52,572         52,572           MARKETING & LETTING Marketing         4.00%         45,572         45,572           DISPOSAL FEES Sales Legal Fee         5 un         600.00 /un         3,000           FINANCE Debit Rate 6.500% Credit Rate 0.000% (Nominal) Total Finance Cost         25,349         3,000           TOTAL COSTS         949,414         98,883           PROFIT         189,883         189,883           Performance Measures Profit on Cost%         20.00% 16.67%         189,883           Profit on NDV%         16.67%         189,284           Profit Erosion (finance rate 6.500%)         2 yrs 10 mths         2 yrs 10 mths	Abnormal costs	5 un	12.069.00 /un	60.345		
PROFESSIONAL FEES       91,631         All professional fees       10.00%       52,572         MARKETING & LETTING       52,572         Marketing       4.00%       45,572         DISPOSAL FEES       45,572         Sales Legal Fee       5 un       600.00 /un       3,000         FINANCE       25,349       3,000         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       25,349       25,349         TOTAL COSTS       949,414         PROFIT       189,883         Performance Measures       20.00%         Profit on GDV%       16.67%         Profit on NDV%       16.67%         IRR       49.52%         Profit Erosion (finance rate 6.500%)       2 yrs 10 mths	S106/S278	5 un	1,000.00 /un	5,000		
PROFESSIONAL FEES       10.00%       52,572       52,572         MARKETING & LETTING       4.00%       45,572       45,572         MARKETING & LETTING       4.00%       45,572       45,572         DISPOSAL FEES       3000       3,000       3,000         Sales Legal Fee       5 un       600.00 /un       3,000         FINANCE       25,349       3,000         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       25,349       25,349         TOTAL COSTS       949,414       949,414         PROFIT       189,883       189,883         Performance Measures       20.00%       16.67%         Profit on Cost%       20.00%       16.67%         Profit on NDV%       16.67%       149.52%         IRR       49.52%       20.00%         Profit Erosion (finance rate 6.500%)       2 yrs 10 mths				,	91,631	
All professional fees       10.00%       52,572         MARKETING & LETTING       4.00%       45,572         Marketing       4.00%       45,572         DISPOSAL FEES       45,572         Sales Legal Fee       5 un       600.00 /un       3,000         FINANCE       25,349         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       25,349         TOTAL COSTS       949,414         PROFIT       189,883         Performance Measures       949,414         Profit on Cost%       20.00%         Profit on GDV%       16.67%         IRR       49.52%         Profit Erosion (finance rate 6.500%)       2 yrs 10 mths	PROFESSIONAL FEES					
Marketing       4.00%       45,572         Marketing       4.00%       45,572         DISPOSAL FEES       45,572         Sales Legal Fee       5 un       600.00 /un       3,000         FINANCE       25,349       3,000         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       25,349       25,349         TOTAL COSTS       949,414         PROFIT       189,883         Performance Measures       20.00%         Profit on Cost%       20.00%         Profit on SDV%       16.67%         Profit on NDV%       16.67%         IRR       49.52%         Profit Erosion (finance rate 6.500%)       2 yrs 10 mths	All professional fees		10.00%	52.572		
Marketing       4.00%       45,572         Marketing       4.00%       45,572         DISPOSAL FEES       Sales Legal Fee       5 un       600.00 /un       3,000         Sales Legal Fee       5 un       600.00 /un       3,000       3,000         FINANCE       Debit Rate 6.500% Credit Rate 0.000% (Nominal)       25,349       25,349         TOTAL COSTS       949,414         PROFIT       189,883         Performance Measures       189,883         Profit on Cost%       20.00%         Profit on GDV%       16.67%         IRR       49.52%         Profit Erosion (finance rate 6.500%)       2 yrs 10 mths	P			- ,-	52,572	
Marketing         4.00%         45,572         45,572           DISPOSAL FEES Sales Legal Fee         5 un         600.00 /un         3,000         3,000           FINANCE Debit Rate 6.500% Credit Rate 0.000% (Nominal) Total Finance Cost         25,349         25,349         25,349           TOTAL COSTS         949,414         PROFIT         189,883         189,883           Performance Measures Profit on Cost%         20.00%         16.67%         189,783           IRR         49.52%         189,52%         10 mths	MARKETING & LETTING					
DISPOSAL FEES       Sales Legal Fee       5 un       600.00 /un       3,000         FINANCE       3,000       3,000       3,000         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       25,349       25,349         TOTAL COSTS       949,414         PROFIT       189,883         Performance Measures       20.00%         Profit on Cost%       20.00%         Profit on MDV%       16.67%         Profit on NDV%       16.67%         IRR       49.52%         Profit Erosion (finance rate 6.500%)       2 yrs 10 mths	Marketing		4.00%	45,572		
DISPOSAL FEES Sales Legal Fee         5 un         600.00 /un         3,000           FINANCE Debit Rate 6.500% Credit Rate 0.000% (Nominal) Total Finance Cost         25,349           TOTAL COSTS         949,414           PROFIT         189,883           Performance Measures Profit on Cost%         20.00% 16.67% Profit on NDV%           Profit on NDV%         16.67% 16.67%           IRR         49.52%           Profit Erosion (finance rate 6.500%)         2 yrs 10 mths					45,572	
Sales Legal Fee         5 un         600.00 /un         3,000 <td>DISPOSAL FEES</td> <td></td> <td></td> <td></td> <td></td> <td></td>	DISPOSAL FEES					
3,000         FINANCE         Debit Rate 6.500% Credit Rate 0.000% (Nominal)         Total Finance Cost       25,349         TOTAL COSTS         P499,414         PROFIT         Profit on Cost%         Profit on Cost%       20.00%         Profit on GDV%       16.67%         Profit on NDV%       16.67%         IRR       49.52%         Profit Erosion (finance rate 6.500%)       2 yrs 10 mths	Sales Legal Fee	5 un	600.00 /un	3,000		
FINANCE       Debit Rate 6.500% Credit Rate 0.000% (Nominal)       25,349         Total Finance Cost       949,414         PROFIT       189,883         Performance Measures       189,883         Profit on Cost%       20.00%         Profit on GDV%       16.67%         Profit on NDV%       16.67%         IRR       49.52%         Profit Erosion (finance rate 6.500%)       2 yrs 10 mths					3,000	
Debit Rate 6.500% Credit Rate 0.000% (Nominal)       25,349         Total Finance Cost       949,414         PROFIT       189,883         Performance Measures       189,883         Profit on Cost%       20.00%         Profit on GDV%       16.67%         Profit on NDV%       16.67%         IRR       49.52%         Profit Erosion (finance rate 6.500%)       2 yrs 10 mths	FINANCE	Data 0.0000/ (N				
Total Finance Cost     25,349       TOTAL COSTS     949,414       PROFIT     189,883       Performance Measures     189,883       Profit on Cost%     20.00%       Profit on GDV%     16.67%       Profit on NDV%     16.67%       IRR     49.52%       Profit Erosion (finance rate 6.500%)     2 yrs 10 mths	Debit Rate 6.500% Credit	(N	ominai)		05.040	
TOTAL COSTS949,414PROFIT189,883Performance Measures20.00%Profit on Cost%20.00%Profit on GDV%16.67%Profit on NDV%16.67%IRR49.52%Profit Erosion (finance rate 6.500%)2 yrs 10 mths	Total Finance Cost				25,349	
PROFIT       189,883         Performance Measures       20.00%         Profit on Cost%       20.00%         Profit on GDV%       16.67%         Profit on NDV%       16.67%         IRR       49.52%         Profit Erosion (finance rate 6.500%)       2 yrs 10 mths	TOTAL COSTS				949,414	
189,883       Performance Measures     20.00%       Profit on Cost%     20.00%       Profit on GDV%     16.67%       Profit on NDV%     16.67%       IRR     49.52%       Profit Erosion (finance rate 6.500%)     2 yrs 10 mths	PROFIT					
Performance MeasuresProfit on Cost%20.00%Profit on GDV%16.67%Profit on NDV%16.67%IRR49.52%Profit Erosion (finance rate 6.500%)2 yrs 10 mths					189,883	
Performance MeasuresProfit on Cost%20.00%Profit on GDV%16.67%Profit on NDV%16.67%IRR49.52%Profit Erosion (finance rate 6.500%)2 yrs 10 mths	D. (					
Profit on Cost%20.00%Profit on GDV%16.67%Profit on NDV%16.67%IRR49.52%Profit Erosion (finance rate 6.500%)2 yrs 10 mths	Performance Measures		00.000/			
Profit on NDV%10.67%IRR49.52%Profit Erosion (finance rate 6.500%)2 yrs 10 mths			20.00%			
Profit on NDV%     16.67%       IRR     49.52%       Profit Erosion (finance rate 6.500%)     2 yrs 10 mths			16.67%			
IRR49.52%Profit Erosion (finance rate 6.500%)2 yrs 10 mths	Profit on NDV%		16.67%			
Profit Erosion (finance rate 6.500%) 2 yrs 10 mths	IRR		49.52%			
	Profit Erosion (finance rat	e 6.500%)	2 yrs 10 mths			

SAVILLS

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SAVILLS T2 East

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	1	807	£239.32	£193,131	193,131
3 bed house	3	3.069	£239.32	£244.824	734,473
4 bed house	1	1.238	£239.32	£296.278	296.278
Totals	5	5,114			1,223,882
NET REALISATION				1,223,882	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			257.040		
Stamp Duty		3.00%	7,711		
Agent Fee		1.00%	2,570		
Legal Fee		0.80%	2,056		
2090.100		0.0070	_,	269.378	
CONSTRUCTION COSTS					
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	807	£102.80	82,960		
3 bed house	3.069	£102.80	315,493		
4 bed house	1.238	£102.80	127.266		
Totals	5,114		525,719	525.719	
	<u>-,</u>		<u></u>		
Contingency		5.00%	26,286		
Abnormal costs	5 un	12,069.00 /un	60,345		
S106/S278	5 un	1,000.00 /un	5,000		
				91,631	
All professional fees		10 00%	52 572		
All professional lees		10.0070	52,572	52 572	
MARKETING & LETTING				52,572	
Marketing		4 00%	48 955		
Marketing		4.0070	40,000	48 955	
DISPOSAL FEES				10,000	
Sales Legal Fee	5 un	600.00 /un	3.000		
			-,	3.000	
FINANCE				-,	
Debit Rate 6.500% Credit	Rate 0.000% (N	ominal)			
Total Finance Cost	, ,	,		28,646	
TOTAL COSTS				1 019 902	
				1,013,302	
PROFIT					
				203,981	
Performance Measures					
Profit on Cost%		20.00%			
Profit on GDV%		16.67%			
Profit on NDV%		16.67%			
IRR		<b>47 45%</b>			
Profit Erosion (finance rate 6.500%)		2 yrs 10 mths			

**BNP T3 Inner West** 

#### Summary Appraisal for Phase 1 OM

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	4	3,228	£371.02	£299,413	1,197,653
3 bed house	7	7,161	£371.02	£379,553	2,656,874
4 bed house	<u>3</u>	<u>3,714</u>	£371.02	£459,323	<u>1,377,968</u>
Totals	14	14,103			5,232,495
NET REALISATION				5,232,495	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			2,142,088		
Stamp Duty		4.00%	85,684		
Agent Fee		1.00%	21,421		
Legal Fee		0.80%	17,137	2 266 220	
CONSTRUCTION COSTS				2,200,329	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	3,228	£102.80	331,838		
3 bed house	7,161	£102.80	736,151		
4 bed house	3,714	£102.80	381,799		
Totals	<u>14,103</u>		<u>1,449,788</u>	1,449,788	
Contingency		5.00%	72,489		
S106/S278	14 un	1,000.00 /un	14,000		
				86,489	
PROFESSIONAL FEES					
All professional fees		10.00%	144,979		
				144,979	
MARKETING & LETTING		4 00%	200 200		
Markeung		4.00%	209,300	209,300	
DISPOSAL FEES					
Sales Legal Fee	14 un	600.00 /un	8,400		
				8,400	
Debit Rate 6 500% Credit F	Rate 0.000% (N	ominal)			
Total Finance Cost		Sinnar)		195,126	
TOTAL COSTS				4,360,412	
PROFIL				872,083	
Performance Measures					
Profit on Cost%		20.00%			
Profit on GDV%		16.67%			
Profit on NDV%		16.67%			
IRR		30 01%			
		30.34 /0			
Profit Erosion (finance rate 6.500%)		2 yrs 10 mths			

SAVILLS

**BNP T3 Inner East** 

REVENUE	11 14-	<b>5</b> 12	D. (. 62		
2 hod house	Units	11 <sup>2</sup>	Rate ft <sup>2</sup>	CONTRACTOR	Gross Sales
3 bed house	4	5,220 7 161	£324.70 £324.76	£202,001 £332,229	2,325,606
4 bed house	3	3.714	£324.76	£402.053	1.206.159
Totals	14	14,103		··· · , ···	4,580,090
NET REALISATION				4,580,090	
OUTLAY					
ACQUISITION COSTS					
Residualised Price		4.000/	1,681,868		
Stamp Duty		4.00%	67,275		
Legal Fee		0.80%	13,455		
Logari oo		0.0070	10,100	1,779,416	
CONSTRUCTION COSTS	<b>#</b> 2	Data ft2	Cost		
2 bed house	= 11- 3 228	f102.80	331 838		
3 bed house	7.161	£102.80	736.151		
4 bed house	3,714	£102.80	381,799		
Totals	<u>14,103</u>		<u>1,449,788</u>	1,449,788	
Contingency		5.00%	72,489		
S106/S278	14 un	1,000.00 /un	14,000		
				86,489	
PROFESSIONAL FEES					
All professional fees		10.00%	144,979	144.070	
MARKETING & LETTING				144,979	
Marketing		4.00%	183,204		
Ũ				183,204	
DISPOSAL FEES	14.00	600 00 <i>lum</i>	9 400		
Sales Legal Fee	14 un	600.00 /un	8,400	8 400	
FINANCE				0,400	
Debit Rate 6.500% Credit R	ate 0.000% (No	ominal)			
Total Finance Cost				164,465	
TOTAL COSTS				3,816,742	
PROFIT					
				763,349	
Performance Measures					
Profit on Cost%		20.00%			
Profit on GDV%		16.67%			
Profit on NDV%		16.67%			
IRR		31.81%			
Profit Erosion (finance rate 6.500%)		2 yrs 10 mths			
BNP T3 South

Sales Valuation         Units $ft^2$ Rate $ft^2$ Unit Price         Gross Sales           2 bed house         4         3,228         £290.45         £234,393         937,573           3 bed house         7         7,161         £290.45         £297,130         2,079,912           4 bed house         3         3,714         £290.45         £359,577         1,078,731           Totals         14         14,103         4,096,216         4,096,216         4,096,216           OUTLAY         4.00%         53,621         4,096,216         4,096,216         4,096,216           OUTLAY         4.00%         53,621         1,340,531         4,096,216         4,096,216           CONSTRUCTION COSTS         1,340,531         4,00%         53,621         1,418,282           CONSTRUCTION COSTS         1,418,282         1,418,282         1,418,282           CONSTRUCTION COSTS         1,418,282         1,418,282         1,418,282           CONSTRUCTION COSTS         1,418,280         331,838         3 bed house         7,161         £102.80         331,838           3 bed house         7,161         £102.80         736,151         4 bed house         2,314	REVENUE					
$\begin{array}{c ccccccccccccccccccccccccccccccccccc$	Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
3 bed house       7       7,161       £290,45       £297,130       2,079,912         4 bed house $3$ $3,714$ £290,45       £359,577 $1,078,731$ Totals       14       14,103       4,096,216         NET REALISATION       4,096,216         OUTLAY       4,096,216         ACQUISITION COSTS       1,340,531         Residualised Price       1,340,531         Stamp Duty       4,00%       53,621         Agent Fee       1.00%       13,405         Legal Fee       0.80%       10,724         CONSTRUCTION COSTS       1,418,282         Construction       ft²       Rate ft²       Cost         2 bed house       3,228       £102.80       331,838         3 bed house       7,161       £102.80       736,151         4 bed house       7,161       £102.80       736,151	2 bed house	4	3,228	£290.45	£234,393	937,573
4 bed house       3       3,714       £290.45       £359,577       1,078,731         Totals       14       14,103       £359,577       1,078,731         NET REALISATION       4,096,216         OUTLAY       4,096,216         ACQUISITION COSTS       1,340,531         Residualised Price       1,340,531         Stamp Duty       4.00%       53,621         Agent Fee       0.80%       10,724         CONSTRUCTION COSTS       1,418,282         CONSTRUCTION COSTS       1,418,282         Construction       ft²       Rate ft²       Cost         2 bed house       3,228       £102.80       331,838         3 bed house       7,161       £102.80       736,151         4 bouse       7,161       £102.80       736,151	3 bed house	7	7,161	£290.45	£297,130	2,079,912
Totals         14         14,103         4,096,216           NET REALISATION         4,096,216         0UTLAY         4,096,216           OUTLAY         4.00%         53,621         4,096,216           Acquisition costs         1,340,531         53,621         4,096,216           Stamp Duty         4.00%         53,621         4,096,216           Agent Fee         1.00%         13,405         1,418,282           CONSTRUCTION COSTS         1,418,282         1,418,282           CONSTRUCTION COSTS         1,418,282         1,418,282           Construction         ft²         Rate ft²         Cost           2 bed house         3,228         £102.80         331,838           3 bed house         7,161         £102.80         736,151           4 bouse         2,714         £102.80         736,151	4 bed house	<u>3</u>	<u>3,714</u>	£290.45	£359,577	<u>1,078,731</u>
NET REALISATION         4,096,216           OUTLAY         ACQUISITION COSTS           Residualised Price         1,340,531           Stamp Duty         4.00%         53,621           Agent Fee         1.00%         13,405           Legal Fee         0.80%         10,724           1,418,282           CONSTRUCTION COSTS           Construction         ft²         Rate ft²         Cost           2 bed house         3,228         £102.80         331,838           3 bed house         7,161         £102.80         736,151           4 house         2,214         6102.80         281,700	Totals	14	14,103			4,096,216
OUTLAY         ACQUISITION COSTS         Residualised Price       1,340,531         Stamp Duty       4.00%       53,621         Agent Fee       1.00%       13,405         Legal Fee       0.80%       10,724         1,418,282         CONSTRUCTION COSTS         Construction       ft²         Rate ft²       Cost         2 bed house       3,228       £102.80       331,838         3 bed house       7,161       £102.80       736,151         4 bed house       2,714       £102.80       736,151	NET REALISATION				4,096,216	
$\begin{array}{c c c c c c c c c c c c c c c c c c c $	OUTLAY					
Residualised Price       1,340,531         Stamp Duty       4.00%       53,621         Agent Fee       1.00%       13,405         Legal Fee       0.80%       10,724         1,418,282         CONSTRUCTION COSTS         Construction       ft²         Rate ft²       Cost         2 bed house       3,228       £102.80         3 bed house       7,161       £102.80         2 ft2       5102.80       736,151	ACQUISITION COSTS					
Stamp Duty       4.00%       53,621         Agent Fee       1.00%       13,405         Legal Fee       0.80%       10,724         1,418,282         CONSTRUCTION COSTS         Construction       ft²         Rate ft²       Cost         2 bed house       3,228       £102.80         3 bed house       7,161       £102.80       736,151         4 bed house       2,714       £102.80       281,700	Residualised Price			1,340,531		
Agent Fee       1.00%       13,405         Legal Fee       0.80%       10,724         1,418,282         CONSTRUCTION COSTS         Construction       ft²         2 bed house       3,228       £102.80       331,838         3 bed house       7,161       £102.80       736,151         4 bed house       2 714       \$102.80       281,700	Stamp Duty		4.00%	53,621		
Legal Fee         0.80%         10,724           1,418,282           CONSTRUCTION COSTS         1,418,282           Construction         ft²         Rate ft²         Cost           2 bed house         3,228         £102.80         331,838           3 bed house         7,161         £102.80         736,151           4 bed house         2,714         £102.80         281,700	Agent Fee		1.00%	13,405		
CONSTRUCTION COSTS         ft²         Rate ft²         Cost           2 bed house         3,228         £102.80         331,838           3 bed house         7,161         £102.80         736,151           4 bed house         2,214         £102.80         281,700	Legal Fee		0.80%	10,724	1 418 282	
Construction         ft²         Rate ft²         Cost           2 bed house         3,228         £102.80         331,838           3 bed house         7,161         £102.80         736,151           4 bed house         2,714         £102.80         281,700	CONSTRUCTION COSTS				.,,	
2 bed house         3,228         £102.80         331,838           3 bed house         7,161         £102.80         736,151           4 bed house         2,714         £102.80         281,700	Construction	ft²	Rate ft <sup>2</sup>	Cost		
3 Ded house 7,161 £102.80 736,151	2 bed house	3,228	£102.80	331,838		
	3 bed house	7,161	£102.80	736,151		
4 Deu House 3,/14 £102.00 301,/39	4 bed house	3,714	£102.80	381,799	4 4 40 700	
Totais <u>14,103</u> <u>1,449,788</u> 1 <b>,449,788</b>	TOTAIS	14,103		1,449,788	1,449,788	
Contingency 5.00% 72,489	Contingency		5.00%	72,489		
S106/S278 14 un 1,000.00 /un 14,000	S106/S278	14 un	1,000.00 /un	14,000		
86,489					86,489	
PROFESSIONAL FEES	PROFESSIONAL FEES					
All professional fees 10.00% 144,979	All professional fees		10.00%	144,979	444.070	
MARKETING & LETTING	MARKETING & LETTING				144,979	
Marketing 4.00% 163,849	Marketing		4.00%	163,849		
163,849	0				163,849	
DISPOSAL FEES	DISPOSAL FEES	4.4	000.00.0	0.400		
Sales Legal Fee 14 un 600.00 /un 8,400 8 400	Sales Legal Fee	14 un	600.00 /un	8,400	8 400	
FINANCE	FINANCE				0,400	
Debit Rate 6.500% Credit Rate 0.000% (Nominal)	Debit Rate 6.500% Credit	Rate 0.000% (No	ominal)			
Iotal Finance Cost141,725	Total Finance Cost				141,725	
TOTAL COSTS         3,413,513	TOTAL COSTS				3,413,513	
PROFIT	PROFIT					
682,704					682,704	
Performance Measures	Performance Measures					
Profit on Cost% 20.00%	Profit on Cost%		20.00%			
Profit on GDV% 16.67%	Profit on GDV%		16.67%			
Profit on NDV% 16.67%	Profit on NDV%		16.67%			
IRR 32.70%	IRR		32.70%			
Profit Erosion (finance rate 6.500%) 2 yrs 10 mths	Profit Erosion (finance rate	e 6.500%)	2 yrs 10 mths			

**BNP T3 North West** 

REVENUE					
Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	4	3,228	£319.54	£257,869	1,031,475
3 bed house	1	7,101	£319.54 £210.54	£320,009 £305 501	2,288,220
Totals	<u>5</u> 14	<u>3,714</u> 14,103	2319.04	2395,591	4,506,473
NET REALISATION				4,506,473	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			1,629,936		
Stamp Duty		4.00%	65,197		
Agent Fee		1.00%	16,299		
Legal Fee		0.80%	13,039	1.724.472	
CONSTRUCTION COSTS			<b>-</b> /	· ,· _ · , · · _	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	3,228	£102.80	331,838		
3 bed house	7,101	£102.80	730,151		
4 bed house Totals	3,7 14 1/ 103	£102.00	1 1/10 788	1 449 788	
10(0)3	14,105		1,449,700	1,443,700	
Contingency		5.00%	72,489		
S106/S278	14 un	1,000.00 /un	14,000		
				86,489	
PROFESSIONAL FEES					
All professional fees		10.00%	144,979		
				144,979	
Marketing		4 00%	180 259		
Marketing		4.0070	100,200	180,259	
DISPOSAL FEES					
Sales Legal Fee	14 un	600.00 /un	8,400	0.400	
FINANCE				8,400	
Debit Rate 6.500% Credit R	ate 0.000% (No	ominal)			
Total Finance Cost		/		161,006	
TOTAL COSTS				3,755,394	
PROFIT					
				751,079	
Performance Measures					
Profit on Cost%		20.00%			
Profit on GDV%		16.67%			
Profit on NDV%		16.67%			
IRR		31 03%			
		51.5570			
Profit Erosion (finance rate	6.500%)	2 yrs 10 mths			

BNP T3 North

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	4	3.228	£253.14	£204.284	817.136
3 bed house	7	7,161	£253.14	£258,962	1.812.736
4 bed house	3	3.714	£253.14	£313.387	940.162
Totals	14	14,103			3,570,033
NET REALISATION				3,570,033	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			969.351		
Stamp Duty		4.00%	38,774		
Agent Fee		1.00%	9,694		
Legal Fee		0.80%	7,755		
				1,025,573	
CONSTRUCTION COSTS	612	D-1- (12	0		
Construction	π <sup>2</sup>	Rate ft <sup>2</sup>	Cost		
2 bed house	3,228	£102.80	331,838		
	7,101	£ 102.80	730,131		
4 bed house	3,714	£102.00	1 440 799	1 440 799	
Totals	14,105		1,449,700	1,449,700	
Contingency		5.00%	72,489		
S106/S278	14 un	1,000.00 /un	14,000		
				86,489	
All professional fees		10 00%	144 979		
All professional lees		10.0070	144,373	144,979	
MARKETING & LETTING				,	
Marketing		4.00%	142,801		
				142,801	
DISPOSAL FEES					
Sales Legal Fee	14 un	600.00 /un	8,400		
FINANCE				8,400	
Debit Rate 6 500% Credit	Rate 0.000% (No	minal)			
Total Finance Cost		, minut		116,997	
				2 975 929	
IOTAL COSTS				2,575,020	
PROFIT					
				595,006	
Porformanco Moscuros					
Profit on Cost%		20 00%			
Profit on GDV%		20.00 % 16 67%			
Profit on NDV%		16.67%			
		10.07 /0			
IRR		34.06%			
Profit Erosion (finance rate	e 6.500%)	2 yrs 10 mths			

BNP T3 East

Sales Valuation         Units         ft²         Rate ft²         Unit Price         Gross Sa           2 bed house         4         3,228         £243.52         £196,521         786,           3 bed house         7         7,161         £243.52         £249,121         1,743,           4 bed house         3         3,714         £243.52         £301,478         904,	Sales 5,083 5,847 5,847 5,847 5,847 5,847 5,847 5,847 5,083
2 bed house         4         3,228         £243.52         £196,521         786,           3 bed house         7         7,161         £243.52         £249,121         1,743,           4 bed house         3         3,714         £243.52         £301,478         904,	5,083 3,847 1 <u>,433</u> 1 <b>,363</b>
3 bed house         7         7,161         £243.52         £249,121         1,743,           4 bed house         3         3,714         £243.52         £301,478         904,	3,847 1 <u>,433</u> 1 <b>,363</b>
4 bed house <u>3</u> <u>3,714</u> £243.52 £301,478 <u>904,</u>	1,433 1 <b>,363</b>
	1,363
Totals 14 14,103 3,434,	
NET REALISATION 3,434,363	
OUTLAY	
ACQUISITION COSTS	
Residualised Price 873,646	
Stamp Duty 4.00% 34,946	
Agent Fee 1.00% 8,736	
Legal Fee 0.80% 6,989	
CONSTRUCTION COSTS	
Construction ft <sup>2</sup> Rate ft <sup>2</sup> Cost	
2 bed house 3,228 £102.80 331,838	
3 bed house 7,161 £102.80 736,151	
4 bed house 3,714 £102.80 381,799	
lotais <u>14,103</u> <u>1,449,788</u> <b>1,449,788</b>	
Contingency 5.00% 72,489	
S106/S278 14 un 1,000.00 /un 14,000	
86,489	
PROFESSIONAL FEES	
All professional fees 10.00% 144,979	
MARKETING & LETTING	
Marketing 4.00% 137,375	
137,375	
DISPOSAL FEES	
Sales Legal Fee 14 un 800.00 /un 8,400 8.400	
FINANCE	
Debit Rate 6.500% Credit Rate 0.000% (Nominal) Total Finance Cost 110 621	
TOTAL COSTS 2,861,969	
PROFIT	
572,394	
Performance Measures	
Profit on Cost% 20.00%	
Profit on GDV% 16.67%	
Profit on NDV% 16.67%	
IRR 34.51%	
Profit Erosion (finance rate 6.500%) 2 yrs 10 mths	

SAVILLS T3 Inner West

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	4	3,228	£312.34	£252,058	1,008,234
3 bed house	7	7,161	£312.34	£319,524	2,236,667
4 bed house	<u>3</u>	<u>3,714</u>	£312.34	£386,677	<u>1,160,031</u>
Totals	14	14,103			4,404,931
NET REALISATION				4,404,931	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			1,400,314		
Stamp Duty		4.00%	56,013		
Agent Fee		1.00%	14,003		
Legal Fee		0.80%	11,203		
				1,481,532	
CONSTRUCTION COSTS	<b>£</b> 12		Orat		
Construction	π <del>-</del>				
2 bed house	3,228	£102.80	331,838		
	7,101	£102.80	730,131		
4 bed house	3,714	£102.00	1 440 799	4 440 700	
Totals	14,105		1,449,700	1,449,700	
Contingency		5.00%	72.489		
Abnormal costs	14 un	12,069.00 /un	168,966		
S106/S278	14 un	1,000.00 /un	14,000		
				255,455	
PROFESSIONAL FEES					
All professional fees		10.00%	144,979		
			,	144,979	
MARKETING & LETTING					
Marketing		4.00%	176,197		
				176,197	
DISPOSAL FEES					
Sales Legal Fee	14 un	600.00 /un	8,400		
				8,400	
FINANCE	Data 0.0000/ (NI)				
Debit Rate 6.500% Credit I	Rate 0.000% (No	ominai)		454 400	
Total Finance Cost				154,423	
TOTAL COSTS				3,670,775	
PROFIT					
				734,156	
D. (					
Performance Measures		00.000/			
Profit on COSt%		20.00%			
Profit on GDV%		10.07%			
		10.07%			
IRR		32.40%			
Profit Erosion (finance rate	96.500%)	2 yrs 10 mths			

SAVILLS T3 Inner East

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	4	3,228	£258.45	£208,569	834,277
3 bed house	7	7,161	£258.45	£264,394	1,850,760
4 bed house	<u>3</u>	<u>3,714</u>	£258.45	£319,961	<u>959,883</u>
Totals	14	14,103			3,644,920
NET REALISATION				3,644,920	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			864,186		
Stamp Duty		4.00%	34,567		
Agent Fee		1.00%	8,642		
Legal Fee		0.80%	6,913		
				914,309	
CONSTRUCTION COSTS			<b>.</b> .		
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	3,228	£102.80	331,838		
3 bed house	7,161	£102.80	736,151		
4 bed house	3,714	£102.80	381,799	4 4 40 700	
lotais	14,103		1,449,788	1,449,788	
Contingency		5 00%	72 489		
Abnormal costs	14 un	12.069.00 /un	168,966		
S106/S278	14 un	1.000.00 /un	14.000		
		.,	.,	255,455	
PROFESSIONAL FEES					
All professional fees		10.00%	144,979		
, p. 0.000.01.0. 1000			,	144.979	
<b>MARKETING &amp; LETTING</b>				,	
Marketing		4.00%	145,797		
				145,797	
DISPOSAL FEES					
Sales Legal Fee	14 un	600.00 /un	8,400		
				8,400	
FINANCE					
Debit Rate 6.500% Credit	Rate 0.000% (No	ominal)		110 705	
Total Finance Cost				118,705	
TOTAL COSTS				3,037,434	
PROFIT					
				607,487	
Deufeumenee Meessure-					
Profit on Cost <sup>0</sup>		20 000/			
Profit on CDV/%		20.00% 16 67%			
Profit on NDV%		10.07 %			
		10.07 /0			
IRR		34.24%			
Profit Erosion (finance rate	e 6.500%)	2 yrs 10 mths			

SAVILLS T3 South

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	4	3,228	£263.81	£212,895	851,579
3 bed house	7	7,161	£263.81	£269,878	1,889,143
4 bed house	3	3,714	£263.81	£326,597	979,790
Totals	14	14,103			3,720,512
NET REALISATION				3,720,512	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			917,511		
Stamp Duty		4.00%	36,700		
Agent Fee		1.00%	9,175		
Legal Fee		0.80%	7,340		
0			,	970,726	
CONSTRUCTION COSTS					
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	3.228	£102.80	331.838		
3 bed house	7.161	£102.80	736,151		
4 bed house	3.714	£102.80	381,799		
Totals	14,103		1.449.788	1.449.788	
	<u>,</u>		<u>.,</u>	-,,	
Contingency		5.00%	72.489		
Abnormal costs	14 un	12.069.00 /un	168,966		
S106/S278	14 un	1.000.00 /un	14.000		
		.,	.,	255,455	
PROFESSIONAL FEES					
All professional fees		10 00%	111 070		
All professional lees		10.0070	144,373	111 070	
MARKETING & LETTING				144,070	
Marketing		4 00%	148 820		
Marketing		4.0070	140,020	1/18 820	
DISPOSAL FEES				140,020	
Sales Legal Fee	14 un	600.00 /up	8 400		
Sales Legal i ee		000.007011	0,400	8 400	
FINANCE				0,100	
Debit Rate 6 500% Credit	Rate 0.000% (No	ominal)			
Total Finance Cost		Jinnar)		122 258	
Total I mance Cost				122,200	
TOTAL COSTS				3,100,427	
PROFIT					
				620.085	
Performance Measures					
Profit on Cost%		20.00%			
Profit on GDV%		16.67%			
Profit on NDV%		16.67%			
IRR		34.01%			
Profit Erosion (finance rate	e 6.500%)	2 yrs 10 mths			

### SAVILLS T3 North West

### Summary Appraisal for Phase 1 OM

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	4	3,228	£298.45	£240,849	963,397
3 bed house	7	7,161	£298.45	£305,314	2,137,200
4 bed house	<u>3</u>	<u>3,714</u>	£298.45	£369,481	<u>1,108,443</u>
Totals	14	14,103			4,209,040
NET REALISATION				4,209,040	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			1,262,129		
Stamp Duty		4.00%	50,485		
Agent Fee		1.00%	12,621		
Legal Fee		0.80%	10,097		
CONSTRUCTION COSTS				1,335,332	
Construction	ft <sup>2</sup>	Rate ft <sup>2</sup>	Cost		
2 hed house	3 228	£102.80	331 838		
3 bed house	7 161	£102.00	736 151		
4 bed house	3 714	£102.00	381 700		
Totals	14 102	2102.00	1 440 799	1 110 700	
TOLAIS	14,105		1,449,700	1,443,700	
Contingency		5.00%	72,489		
Abnormal costs	14 un	12,069.00 /un	168,966		
S106/S278	14 un	1,000.00 /un	14,000		
				255,455	
PROFESSIONAL FEES					
All professional fees		10.00%	144,979		
				144,979	
MARKETING & LETTING					
Marketing		4.00%	168,362		
				168,362	
DISPOSAL FEES			0.400		
Sales Legal Fee	14 un	600.00 /un	8,400	9 400	
FINANCE				0,400	
Debit Rate 6.500% Credit	Rate 0.000% (No	ominal)			
Total Finance Cost		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		145,217	
TOTAL COSTS				3,507,533	
PROFIL				701,507	
Daufarmanaa Maaauraa					
Performance Measures		20.000/			
Profit on CDV/%		20.00% 16.67%			
Profit on NDV%		10.07%			
		10.07%			
IRR		32.79%			
Profit Erosion (finance rate	e 6.500%)	2 yrs 10 mths			

SAVILLS T3 North

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	4	3,228	£222.78	£179,783	719,134
3 bed house	7	7.161	£222.78	£227.904	1.595.328
4 bed house	3	3.714	£222.78	£275.802	827.405
Totals	14	14,103			3,141,866
NET REALISATION				3,141,866	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			509,320		
Stamp Duty		4.00%	20,373		
Agent Fee		1.00%	5,093		
Legal Fee		0.80%	4,075		
-				538,861	
CONSTRUCTION COSTS					
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	3,228	£102.80	331,838		
3 bed house	7,161	£102.80	736,151		
4 bed house	3,714	£102.80	381,799		
Totals	<u>14,103</u>		<u>1,449,788</u>	1,449,788	
Contingency		5 00%	72 489		
Abnormal costs	14 un	12.069.00 /un	168,966		
S106/S278	14 un	1.000.00 /un	14,000		
0.00.0210		.,	,	255,455	
PROFESSIONAL FEES					
All professional fees		10 00%	144 979		
		10.0070	111,010	144,979	
MARKETING & LETTING				,	
Marketing		4.00%	125.675		
manneting			0,010	125,675	
DISPOSAL FEES					
Sales Legal Fee	14 un	600.00 /un	8,400		
				8,400	
FINANCE					
Debit Rate 6.500% Credit	Rate 0.000% (No	ominal)			
Total Finance Cost				95,064	
TOTAL COSTS				2,618,222	
PROFIT					
				523,644	
Darformonoo Mocourse					
Drofit on Coot%		20.000/			
Profit on CDV///		20.00%			
Profit on NDV%		10.07%			
		10.07 %			
IRR		36.24%			
Profit Erosion (finance rate	e 6.500%)	2 yrs 10 mths			

SAVILLS T3 East

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	4	3,228	£239.32	£193,131	772 525
3 bed house	7	7 161	£239.32	£244 824	1 713 771
4 bed house	3	3 714	£230.02	£296,278	888 834
Totals	14	14 103	2200.02	2200,210	3 375 130
lotais	14	14,103			5,575,150
NET REALISATION				3,375,130	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			673,870		
Stamp Duty		4.00%	26,955		
Agent Fee		1.00%	6,739		
Legal Fee		0.80%	5,391		
5				712,954	
CONSTRUCTION COSTS					
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	3,228	£102.80	331,838		
3 bed house	7.161	£102.80	736,151		
4 bed house	3,714	£102.80	381,799		
Totals	14 103		1 449 788	1,449,788	
i otalo	11,100		1,110,100	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
Contingency		5.00%	72,489		
Abnormal costs	14 un	12 069 00 /un	168,966		
S106/S278	14 un	1 000 00 /un	14 000		
0100/02/0		1,000.007411	11,000	255,455	
PROFESSIONAL FEES		10.000			
All professional fees		10.00%	144,979		
				144,979	
MARKETING & LETTING					
Marketing		4.00%	135,005		
				135,005	
DISPOSAL FEES					
Sales Legal Fee	14 un	600.00 /un	8,400		
				8,400	
FINANCE					
Debit Rate 6.500% Credit	Rate 0.000% (No	ominal)			
Total Finance Cost				106,026	
TOTAL COSTS				2,812,608	
PROFIT					
				562,522	
De la companya di					
Performance Measures		~~~~~			
Profit on Cost%		20.00%			
Profit on GDV%		16.67%			
Profit on NDV%		16.67%			
ססו		0E 000/			
IKK		35.20%			
Profit Frasion (finance rat	a 6 500%)	2 vrs 10 mths			
	- 0.000 <i>/</i> 0 <i>j</i>	2 yrs 10 muls			

### BNP T4 40% AH Inner West

### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	9	7,263	£371.02	£299,413	2,694,718
3 bed house	15	15,345	£371.02	£379,553	5,693,302
4 bed house	6	7.428	£371.02	£459.323	2.755.937
2 bed house	6	4.842	£77.57	£62,599	375,594
3 bed house	10	10,230	£77.57	£79,354	793 541
4 bed house	4	4 952	£77.57	£96,032	384 127
Totals	50	50.060	211.01	200,002	12 697 218
Totals	50	50,000			12,037,210
NET REALISATION				12,697,218	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			3 324 480		
Stamp Duty		4.00%	169.812		
Agent Fee		1.00%	42 453		
		0.80%	33 062		
Legarree		0.0078	33,902	3.570.708	
CONSTRUCTION COSTS				0,010,100	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	7,263	£102.80	746,636		
3 bed house	15,345	£102.80	1 577 466		
	7 / 28	£102.00	763 508		
2 hod house	1,420	£102.00	103,330		
2 bed house	10 220	£102.00	497,750		
	10,230	£102.00	500.000		
4 bed house	4,952	£102.80	509,066	E 4 40 400	
lotais	<u>50,060</u>		<u>5,146,168</u>	5,146,168	
Contingency		5.00%	257.308		
S106/S278	50 un	1 000 00 /un	50,000		
0100/0210	oo un	1,000.007411	00,000	307,308	
PROFESSIONAL FEES					
All professional fees		10.00%	514,617		
				514,617	
MARKETING & LETTING					
Marketing		4.00%	445,758		
-				445,758	
DISPOSAL FEES					
Sales Legal Fee	50 un	600.00 /un	30,000		
				30,000	
FINANCE					
Debit Rate 6.500% Credit I	Rate 0.000% (No	minal)			
Total Finance Cost				697,562	
TOTAL COSTS				10 712 121	
TOTAL COSTS				10,712,121	
PROFIT					
				1,985,097	
De					
		40 500/			
Profit on Cost%		18.53%			
Profit on GDV%		15.63%			
Profit on NDV%		15.63%			
IPP		21 110/			
IIMX		21.1170			

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### BNP T4 40% AH Inner West

Profit Erosion (finance rate 6.500%)

2 yrs 8 mths

### BNP T4 40% AH Inner East

### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	9	7,263	£324.76	£262,081	2,358,732
3 bed house	15	15,345	£324.76	£332,229	4,983,442
4 bed house	6	7.428	£324.76	£402.053	2.412.317
2 bed house	6	4.842	£77.57	£62,599	375,594
3 bed house	10	10,230	£77.57	£79,354	793 541
4 bed house	4	4 952	£77.57	£96.032	384 127
Totals	50	50.060	211.01	200,002	11 307 753
Totals	50	50,000			11,007,700
NET REALISATION				11,307,753	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			2.386.919		
Stamp Duty		4.00%	132,310		
Agent Fee		1.00%	33 077		
		0.80%	26 462		
Legarree		0.0070	20,402	2,578,768	
CONSTRUCTION COSTS				_,,	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	7.263	£102.80	746.636		
3 bed house	15,345	£102.80	1 577 466		
4 bed house	7 428	£102.80	763 598		
2 hed house	1 842	£102.00	100,000		
3 bed house	10.230	£102.00	1 051 644		
4 bod bouse	4 052	£102.00	500.066		
4 Ded House	4,902	£102.00	509,000	E 4 4C 4 CO	
TOLAIS	<u>50,060</u>		<u>5,140,108</u>	5,146,168	
Contingency		5.00%	257,308		
S106/S278	50 un	1.000.00 /un	50.000		
		,	,	307,308	
PROFESSIONAL FEES					
All professional fees		10.00%	514,617		
				514,617	
MARKETING & LETTING					
Marketing		4.00%	390,180		
				390,180	
DISPOSAL FEES					
Sales Legal Fee	50 un	600.00 /un	30,000	00.000	
FINANCE				30,000	
Dobit Data 6 500% Cradit I	Data 0.0000/ (Na	minal			
Tetel Einenee Cost	Rate 0.000% (NO	minai)		597 104	
Total Finance Cost				587,194	
TOTAL COSTS				9,554,234	
FROM				1,753,519	
				.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
Performance Measures					
Profit on Cost%		18.35%			
Profit on GDV%		15.51%			
Profit on NDV%		15.51%			
IRR		21.76%			

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### BNP T4 40% AH Inner East

Profit Erosion (finance rate 6.500%)

2 yrs 7 mths

### BNP T4 30% AH South

### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	10	8,070	£290.45	£234,393	2,343,932
3 bed house	18	18,414	£290.45	£297,130	5,348,346
4 bed house	7	8,666	£290.45	£359,577	2,517,040
2 bed house	4	3,228	£77.57	£62,599	250,396
3 bed house	8	8,184	£77.57	£79,354	634,833
4 bed house	<u>3</u>	<u>3,714</u>	£77.57	£96,032	<u>288,095</u>
Totals	50	50,276			11,382,641
NET REALISATION				11,382,641	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			2,358,949		
Stamp Duty		4.00%	122,781		
Agent Fee		1.00%	30,695		
Legal Fee		0.80%	24,556		
				2,536,981	
CONSTRUCTION COSTS	£42	Data #2	Cont		
Construction	π- 0.070				
2 bed house	8,070	£102.80	829,596		
3 bed house	18,414	£102.80	1,892,959		
4 bed house	8,666	£102.80	890,865		
2 bed house	3,228	£102.80	331,838		
3 bed house	8,184	£102.80	841,315		
4 bed house	3,714	£102.80	381,799		
lotals	<u>50,276</u>		<u>5,168,373</u>	5,168,373	
Contingency		5.00%	258.419		
S106/S278	65 un	1,000.00 /un	65,000		
			,	323,419	
PROFESSIONAL FEES		40.000/	540 007		
All professional fees		10.00%	516,837	<b>-</b> 40 00 <del>-</del>	
				516,837	
MARKETING & LETTING		4.000/	100.070		
Marketing		4.00%	408,373	400.070	
				408,373	
	50	COO 00 /	20,000		
Sales Legal Fee	50 un	600.00 /un	30,000	30,000	
FINANCE				00,000	
Debit Rate 6.500% Credit I	Rate 0.000% (No	minal)			
Total Finance Cost		- /		600,312	
TOTAL COSTS				9,584,295	
PROFIT					
				1,798,347	
Performance Measures					
Profit on Cost%		18 76%			
Profit on GDV%		15 80%			
Profit on NDV%		15.80%			
IRR		21.87%			

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### BNP T4 30% AH South

Profit Erosion (finance rate 6.500%)

2 yrs 8 mths

### BNP T4 40% AH North West

### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	9	7,263	£319.54	£257,869	2,320,819
3 bed house	15	15,345	£319.54	£326,889	4,903,341
4 bed house	6	7.428	£319.54	£395,591	2.373.543
2 bed house	6	4.842	£77.57	£62,599	375,594
3 bed house	10	10,230	£77.57	£79,354	793 541
4 bed house	4	4 952	£77.57	£96.032	384 127
	50	<u>7,352</u>	211.51	230,032	11 150 065
Totals	50	50,000			11,150,505
NET REALISATION				11,150,965	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			2,281,124		
Stamp Duty		4.00%	128.078		
Agent Fee		1.00%	32 019		
		0.80%	25 616		
Legarree		0.0070	20,010	2.466.837	
CONSTRUCTION COSTS				,,	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	7,263	£102.80	746,636		
3 bed house	15.345	£102.80	1.577.466		
4 bed house	7 428	£102.80	763 598		
2 hed house	4 842	£102.80	497 758		
3 bed house	10 230	£102.00	1 051 644		
4 bod bouso	4 052	£102.00	500.066		
4 Ded House	4,902	£102.00	509,000	E 4 4 C 4 C 0	
TOLAIS	<u>50,060</u>		<u>5,140,108</u>	5,140,108	
Contingency		5.00%	257,308		
S106/S278	50 un	1.000.00 /un	50,000		
		.,	,	307,308	
PROFESSIONAL FEES					
All professional fees		10.00%	514,617		
				514,617	
MARKETING & LETTING					
Marketing		4.00%	383,908		
				383,908	
DISPOSAL FEES					
Sales Legal Fee	50 un	600.00 /un	30,000		
				30,000	
FINANCE					
Debit Rate 6.500% Credit I	Rate 0.000% (No	minal)			
Total Finance Cost				574,739	
TOTAL COSTS				9,423,578	
BB6517					
PROFIT				4 707 207	
				1,121,301	
Performance Measures					
Profit on Cost%		18.33%			
Profit on GDV%		15.49%			
Profit on NDV%		15 49%			
IRR		21.85%			

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### BNP T4 40% AH North West

Profit Erosion (finance rate 6.500%)

2 yrs 7 mths

### BNP T4 30% AH North

### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	10	8,070	£253.14	£204,284	2,042,840
3 bed house	18	18,414	£253.14	£258,962	4,661,320
4 bed house	7	8,666	£253.14	£313,387	2,193,711
2 bed house	4	3.228	£77.57	£62.599	250,396
3 bed house	8	8,184	£77.57	£79.354	634,833
4 bed house	3	3 714	£77.57	£96,032	288,095
Totals	50	50 276	211.01	200,002	10 071 195
lotalo		00,210			10,011,100
NET REALISATION				10,071,195	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			1,489,032		
Stamp Duty		4.00%	87,385		
Agent Fee		1.00%	21,846		
Legal Fee		0.80%	17,477		
5			,	1,615,740	
CONSTRUCTION COSTS					
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	8,070	£102.80	829,596		
3 bed house	18,414	£102.80	1,892,959		
4 bed house	8,666	£102.80	890,865		
2 bed house	3,228	£102.80	331,838		
3 bed house	8.184	£102.80	841.315		
4 bed house	3,714	£102.80	381,799		
Totals	50,276	~ • • = • • •	5 168 373	5,168,373	
	00,210		0,100,010	0,100,010	
Contingency		5.00%	258,419		
S106/S278	50 un	1.000.00 /un	50,000		
		,	,	308,419	
PROFESSIONAL FEES					
All professional fees		10.00%	516,837		
				516,837	
MARKETING & LETTING					
Marketing		4.00%	355,915		
				355,915	
DISPOSAL FEES					
Sales Legal Fee	50 un	600.00 /un	30,000		
				30,000	
FINANCE					
Debit Rate 6.500% Credit F	Rate 0.000% (No	minal)			
Total Finance Cost				496,416	
TOTAL COSTS				8 491 700	
				0,401,100	
PROFIT					
				1,579,495	
Porformanco Moscuros					
Drofit on Coct <sup>0</sup>		40 000/			
		10.00%			
		15.68%			
Profit on NDV%		15.68%			
IRR		22 720/			
		22.1370			

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### BNP T4 30% AH North

Profit Erosion (finance rate 6.500%)

2 yrs 8 mths

### BNP T4 30% AH East

### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	10	8,070	£243.52	£196,521	1,965,206
3 bed house	18	18,414	£243.52	£249,121	4,484,177
4 bed house	7	8,666	£243.52	£301,478	2,110,344
2 bed house	4	3,228	£77.57	£62,599	250,396
3 bed house	8	8,184	£77.57	£79,354	634,833
4 bed house	<u>3</u>	<u>3,714</u>	£77.57	£96,032	<u>288,095</u>
Totals	50	50,276			9,733,052
NET REALISATION				9,733,052	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			1,260,866		
Stamp Duty		4.00%	78,258		
Agent Fee		1.00%	19,564		
Legal Fee		0.80%	15,652		
CONSTRUCTION COSTS				1,374,340	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	8 070	£102.80	829 596		
3 bed house	18 / 1/	£102.00	1 802 050		
	8 666	£102.00	890 865		
2 bed house	3 228	£102.00	331 838		
3 bed house	9,220 8,184	£102.00	8/1 315		
	2 71/	£102.00	291 700		
4 Deu nouse Totolo	5,714	£102.00	501,799	E 460 272	
Totals	<u>50,270</u>		<u>5,100,373</u>	5,100,373	
Contingency		5.00%	258,419		
S106/S278	50 un	1,000.00 /un	50,000		
			,	308,419	
PROFESSIONAL FEES		10.000/	- 40 00-		
All professional fees		10.00%	516,837	- / 0 00-	
				516,837	
MARKETING & LETTING					
Marketing		4.00%	342,389	0.40.000	
				342,389	
DISPOSAL FEES	50	000.00.0	00.000		
Sales Legal Fee	50 un	600.00 /uh	30,000	30,000	
FINANCE				30,000	
Debit Rate 6 500% Credit I	Rate 0 000% (No	minal)			
Total Finance Cost		(initial)		469.556	
				,	
TOTAL COSTS				8,209,914	
PROFIT					
				1,523,138	
Performance Measures					
Profit on Cost%		18 55%			
Profit on GD\/%		15 65%			
Profit on ND\/%		15.65%			
		10.0070			
IRR		23.03%			

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### BNP T4 30% AH East

Profit Erosion (finance rate 6.500%)

2 yrs 8 mths

### SAVILLS T4 40% AH Inner West

### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	9	7,263	£312.34	£252,058	2,268,525
3 bed house	15	15,345	£312.34	£319,524	4,792,857
4 bed house	6	7,428	£312.34	£386,677	2,320,062
2 bed house	6	4,842	£77.57	£62,599	375,594
3 bed house	10	10.230	£77.57	£79.354	793,541
4 bed house	4	4 952	£77.57	£96.032	384,127
Totals	50	50.060	2	200,002	10.934.706
lotalo	•••	00,000			10,00 1,100
NET REALISATION				10,934,706	
OUTLAY					
ACOUISITION COSTS					
Residualised Price			1 573 952		
Stamp Duty		4 00%	00 701		
		+.00 %	24 048		
		1.00 %	24,940		
Legarree		0.00%	19,956	1 718 648	
CONSTRUCTION COSTS				1,710,040	
Construction	ft <sup>2</sup>	Rate ft <sup>2</sup>	Cost		
2 bed house	7 263	£102.80	746 636		
2 bed house	15 245	£102.00	1 577 466		
	10,040	£ 102.00	1,577,400		
	7,420	£102.00	103,390		
2 bed house	4,842	£102.80	497,758		
3 bed house	10,230	£102.80	1,051,644		
4 bed house	4,952	£102.80	509,066		
Totals	<u>50,060</u>		<u>5,146,168</u>	5,146,168	
Contingency		5 00%	257 308		
Abnormal costs	50 un	12 060 00 /up	603 450		
S106/S279	50 un	12,009.00 /un	50,400		
3100/3270	50 un	1,000.007011	50,000	910.758	
				0.0,.00	
PROFESSIONAL FEES					
All professional fees		10.00%	514,617		
·				514,617	
MARKETING & LETTING					
Marketing		4.00%	375,258		
				375,258	
DISPOSAL FEES					
Sales Legal Fee	50 un	600.00 /un	30,000		
				30,000	
FINANCE					
Debit Rate 6.500% Credit	Rate 0.000% (No	ominal)			
Total Finance Cost				547,912	
TOTAL COSTS				9,243,362	
PROFIT					
				1,691,344	
D					
Performance Measures		40.000			
Profit on Cost%		18.30%			
Profit on GDV%		15.47%			
Profit on NDV%		15.47%			

SAVILLS T4 40% AH Inner West	
IRR	22.24%
Profit Erosion (finance rate 6.500%)	2 yrs 7 mths

### SAVILLS T4 40% AH Inner East

### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	9	7,263	£258.45	£208,569	1,877,122
3 bed house	15	15,345	£258.45	£264,394	3,965,915
4 bed house	6	7,428	£258.45	£319,961	1,919,767
2 bed house	6	4.842	£77.57	£62,599	375,594
3 bed house	10	10,230	£77.57	£79.354	793,541
4 bed house	4	4 952	£77.57	£96,032	384 127
Totals	50	50.060	211.01	200,002	9 316 066
Totals	50	50,000			3,510,000
NET REALISATION				9,316,066	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			481 751		
Stamp Duty		4 00%	56 103		
Agent Fee		1 00%	14 026		
		1.00 %	14,020		
Legal Fee		0.80%	11,221	563 100	
CONSTRUCTION COSTS				000,100	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 hed house	7 263	£102.80	746 636		
3 bed house	15 345	£102.00	1 577 466		
4 bod bouso	7 4 2 9	£102.00	762 509		
4 bed house	7,420	£102.00	103,590		
2 bed house	4,842	£102.80	497,758		
3 bed house	10,230	£102.80	1,051,644		
4 bed house	4,952	£102.80	509,066		
Totals	<u>50,060</u>		<u>5,146,168</u>	5,146,168	
Contingency		5 00%	257 308		
Abnormal costs	50 un	12 069 00 /un	603,450		
S106/S279	50 un	12,009.00 /un	50,400		
3100/3276	50 uli	1,000.007011	50,000	910,758	
				,	
PROFESSIONAL FEES					
All professional fees		10.00%	514,617		
				514,617	
MARKETING & LETTING					
Marketing		4.00%	310,512		
				310,512	
DISPOSAL FEES					
Sales Legal Fee	50 un	600.00 /un	30,000	00.000	
				30,000	
Debit Date 6 500% Credit	Data 0.0000/ (N/	minal			
Debit Rate 0.500% Credit	Rate 0.000% (NC	Jillilai)		440.000	
Total Finance Cost				419,339	
TOTAL COSTS				7,894,495	
PROFIT					
				1,421,571	
				, ,	
Performance Measures					
Profit on Cost%		18.01%			
Profit on GDV%		15.26%			
Profit on NDV%		15.26%			

SAVILLS T4 40% AH Inner East	
IRR	23.64%
Profit Erosion (finance rate 6.500%)	2 yrs 7 mths

### SAVILLS T4 30% AH South

### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	10	8,070	£263.81	£212,895	2,128,947
3 bed house	18	18,414	£263.81	£269,878	4,857,797
4 bed house	7	8,666	£263.81	£326,597	2,286,177
2 bed house	4	3.228	£77.57	£62,599	250,396
3 bed house	8	8 184	£77.57	£79,354	634 833
4 bed house	3	3 714	£77.57	£96.032	288.095
	50	<u>50,714</u>	211.01	200,002	10 446 245
Iotais	50	50,270			10,440,245
NET REALISATION				10,446,245	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			1.180.854		
Stamp Duty		4.00%	75.057		
Agent Fee		1 00%	18 764		
		0.80%	15,011		
Legarree		0.0078	13,011	1,289,687	
CONSTRUCTION COSTS					
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	8.070	£102.80	829.596		
3 bed house	18 414	£102.80	1 892 959		
4 bed house	8 666	£102.00	890 865		
2 bed house	3 228	£102.00	331 838		
2 bed house	5,220	£102.00	011 215		
3 bed house	0,104	£102.80	841,315		
4 bed nouse	3,714	£102.80	381,799		
lotals	<u>50,276</u>		<u>5,168,373</u>	5,168,373	
Contingency		5.00%	258.419		
Abnormal costs	50 un	12.069.00 /un	603 450		
S106/S278	50 un	1 000 00 /un	50,000		
0.00.01.0		.,	00,000	911,869	
PROFESSIONAL FEES					
All professional fees		10 00%	516 837		
All professional lees		10.00 /0	510,057	516 837	
MARKETING & LETTING				510,057	
Marketing		4 00%	370 917		
Marketing		<del>4</del> .0070	570,917	370 017	
				570,917	
	50.00	600.00 /um	20.000		
Sales Legal Fee	50 un	600.00 /un	30,000	20,000	
				30,000	
FINANCE	Data 0.0000/ (N)				
Debit Rate 6.500% Credit	Rate 0.000% (No	ominal)		- / 0 0	
Total Finance Cost				516,558	
TOTAL COSTS				8.804.240	
				-,,	
PROFIT				4 6 / 6 6 6 -	
				1,642,005	
Performance Measures					
Profit on Cost%		18 65%			
Profit on GDV%		15 72%			
Profit on NDV/%		15.72/0			
		10.72%			

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SAVILLS T4 30% AH South	
IRR	22.75%
Profit Erosion (finance rate 6.500%)	2 yrs 8 mths

### SAVILLS T4 40% AH North West

### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	9	7,263	£298.45	£240,849	2,167,642
3 bed house	15	15,345	£298.45	£305,314	4,579,715
4 bed house	6	7,428	£298.45	£369,481	2,216,887
2 bed house	6	4,842	£77.57	£62,599	375,594
3 bed house	10	10,230	£77.57	£79,354	793,541
4 bed house	4	4.952	£77.57	£96.032	384,127
Totals	50	50,060		,	10,517,506
NET REALISATION				10,517,506	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			1,292,440		
Stamp Duty		4.00%	88,530		
Agent Fee		1.00%	22,133		
Legal Fee		0.80%	17,706		
CONSTRUCTION COSTS				1,420,809	
Construction	ft <sup>2</sup>	Rate ft <sup>2</sup>	Cost		
2 hed house	7 263	£102.80	746 636		
2 bed house	15 245	£102.00	1 577 466		
	10,040	£102.00	762 509		
	1,420	£102.00	103,390		
2 bed house	4,842	£102.80	497,758		
3 bed house	10,230	£102.80	1,051,644		
4 bed house	4,952	£102.80	509,066		
Totals	<u>50,060</u>		<u>5,146,168</u>	5,146,168	
Contingency		5.00%	257.308		
Abnormal costs	50 un	12 069 00 /un	603 450		
S106/S278	50 un	1 000 00 /un	50,000		
0100/0210		1,000.007411	00,000	910,758	
PROFESSIONAL FEES					
All professional fees		10 00%	514 617		
		10.00 /0	014,017	514.617	
MARKETING & LETTING				0,0	
Marketing		4.00%	358,570		
				358,570	
DISPOSAL FEES	50	000 00 /	00.000		
Sales Legal Fee	50 un	600.00 /un	30,000	30,000	
FINANCE				00,000	
Debit Rate 6 500% Credit	Rate 0.000% (No	ominal)			
Total Finance Cost				514.773	
				0.1.,0	
TOTAL COSTS				8,895,695	
PROFIT					
				1,621,811	
Performance Measures					
Profit on Cost%		18.23%			
Profit on GDV%		15.42%			
Profit on NDV%		15.42%			
		- , -			

SAVILLS T4 40% AH North West	
IRR	22.54%
Profit Erosion (finance rate 6.500%)	2 yrs 7 mths

### SAVILLS T4 30% AH North

### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
2 bed house	10	8,070	£222.78	£179,783	1,797,835
3 bed house	18	18,414	£222.78	£227,904	4,102,271
4 bed house	7	8,666	£222.78	£275,802	1,930,611
2 bed house	4	3,228	£77.57	£62,599	250,396
3 bed house	8	8,184	£77.57	£79,354	634,833
4 bed house	3	3,714	£77.57	£96,032	288,095
Totals	50	50,276			9,004,041
NET REALISATION				9,004,041	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			234,066		
Stamp Duty		1 00%	9,296		
Agent Fee		1.00%	9,296		
		0.80%	7 437		
Legarree		0.0070	7,407	260 096	
CONSTRUCTION COSTS				200,000	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
2 bed house	8 070	£102.80	829 596		
3 bed house	18 414	£102.00	1 892 959		
	8 666	£102.00	800 865		
2 bed house	3 228	£102.00	331 838		
3 bed house	9,220 9,19/	£102.00	8/1 315		
4 bod bouse	2 714	£102.00	291 700		
4 bed house	5,714	£102.00	501,799	E 460 272	
Totais	<u>50,276</u>		<u>5,168,373</u>	5,168,373	
Contingency		5 00%	258 / 10		
Abnormal costs	50 un	12 060 00 /up	603 450		
S106/S279	50 un	12,009.00 /un	50,400		
3100/3278	50 un	1,000.00 /ull	50,000	911,869	
PROFESSIONAL FEES		10.000			
All professional fees		10.00%	516,837		
				516,837	
MARKETING & LETTING					
Marketing		4.00%	313,229		
				313,229	
DISPOSAL FEES					
Sales Legal Fee	50 un	600.00 /un	30,000		
				30,000	
FINANCE					
Debit Rate 6.500% Credit	Rate 0.000% (No	ominal)			
Total Finance Cost				402,000	
TOTAL COSTS				7,602,403	
PROFIT				4 404 00-	
				1,401,637	
Performance Measures					
Drofit on Cost <sup>0/</sup>		10 1/0/			
Profit on GDV/%		10.44 /0			
Profit on NDV%		10.07%			
		15.57 %			

SAVILLS T4 30% AH North	
IRR	24.20%
Profit Erosion (finance rate 6.500%)	2 yrs 7 mths

### SAVILLS T4 30% AH East

### Summary Appraisal for Merged Phases 1 2

Sales Valuation         Unit Nits         ft <sup>2</sup> Rate ft <sup>2</sup> Unit Price         Gross Sales           3 bed house         10         8,070         £239.32         £133.131         1,931.312           3 bed house         7         8,666         £239.32         £244.824         4,406.838           4 bed house         7         8,666         £239.32         £266.278         £207.3947           2 bed house         8         8,184         £77.57         £96.032         288.095           3 bed house         3         3,714         £77.57         £96.032         288.095           7 otals         50         50,276         9,585.422         9,585.422           OUTLAY	REVENUE					
2 bed house         10         8,070         £239.32         £193,131         1,331,131         1,331,312           3 bed house         18         18,414         £239.32         £244.824         4,06,838           4 bed house         7         8,666         £239.32         £246,278         2073,947           2 bed house         8         8,184         £77.57         £62,599         250,366           3 bed house         3         3,114         £77.57         £96,032         228,095           Totals         50         50,276         \$9,585,422         \$9,585,422           OUTLAY           ACQUISITION COSTS           Residualised Price         600,002           Stamp Duty         4,00%         \$1,823           Agent Fee         1,00%         \$1,2366         Legal Fee         0,80%         10,365           Construction         ft <sup>2</sup> Rate ft <sup>2</sup> Cost           Cost         675,146           Construction         ft <sup>2</sup> Rate ft <sup>2</sup> Cost           Cost         610,280         84,131,316         34,333           Stamp Duty         4,00%	Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
3 bed house       18       18, 14, 14       2239, 32       £244, 824       4, 406, 838         4 bed house       7       8, 666       £239, 32       £26, 278       2, 073, 947         2 bed house       8       8, 184       £77, 57       £20, 336       £268, 278       2, 073, 947         2 bed house       3       3, 21, 14       £77, 57       £26, 269       20, 336         4 bed house       3       3, 27, 14       £77, 57       £96, 032       228, 398         Totals       50       50, 276       9,585, 422       9,585, 422         OUTLAY	2 bed house	10	8,070	£239.32	£193,131	1,931,312
4 bed house         7         8,666         £239.32         £256,278         2,073,947           3 bed house         8         8,184         £77.57         £26,299         250,396           3 bed house         3         3,714         £77.57         £26,299         250,396           4 bed house         3         3,714         £77.57         £96,032         288,095           7 totals         50         50,276         9,585,422         9,585,422           NET REALISATION         9,585,422         9,585,422         9,585,422           OUTLAY         400%         51,823	3 bed house	18	18,414	£239.32	£244,824	4,406,838
2 bed house         4         3.228         £77.57         £62.590         250.396           3 bed house         3         3.714         £77.57         £96.032         288.095           Totals         50         50.276         £96.032         288.095           NET REALISATION         9,585,422         9,585,422           OUTLAY         ACQUISTION COSTS         600.002         Stamp Duty         4.00%         51.823           Agent Fee         1.00%         12.956         675,146         675,146           CONSTRUCTION COSTS         675,146         675,146         675,146           CONSTRUCTION COSTS         675,146         675,146         675,146           CONSTRUCTION COSTS         675,146         675,146         675,146           Construction         ft <sup>2</sup> Rate ft <sup>2</sup> Cost         675,146           2 bed house         8,070         £102.80         38,133         5,168,373         5,168,373           2 bed house         3,124         £102.80         38,179         5,168,373         5,168,373           2 bed house         3,174         £102.80         38,179         5,168,373         5,168,373           2 bed house         3,184         £0,00%         <	4 bed house	7	8,666	£239.32	£296,278	2,073,947
3 bed house         8         8,184         £77.57         £79,354         634,833           4 bed house         3         3.714         £77.57         £96,032         288,095         9,585,422           NET REALISATION         9,585,422         9,585,422         9,585,422           OUTLAY         600,002         51,823         Agent Fee         1,00%         1,829,959         4         Aded house         8,070         £102,80         831,833         334,833         334,833         334,833         334,833         334,843         336,484         336,484         336,484         336,484         336,484         336,484         336,484         336,484         336,484         336,484         336,484         336,484         336,484         336,484         336,484         336,484         336,484         336,484         336,484 <th< td=""><td>2 bed house</td><td>4</td><td>3,228</td><td>£77.57</td><td>£62,599</td><td>250,396</td></th<>	2 bed house	4	3,228	£77.57	£62,599	250,396
4 bec house         3         3.714         £77.57         £96.032         228.095           Totals         50         50,276         £77.57         £96.032         228.095           NET REALISATION         9,585,422         9,585,422           OUTLAY         4.00%         51.823         50.002         51.823           Acquistion COSTS         600.002         51.823         71.46           Residualised Price         0.00%         10.355         675,146           CONSTRUCTION COSTS         675,000         675,146           CONSTRUCTION COSTS         675,146         675,146           Contingency         5,02,276         5,168,373         5,168,373           Totals	3 bed house	8	8.184	£77.57	£79,354	634,833
Totals         50         50,276         0.000         0.000         9,585,422           NET REALISATION         9,585,422           OUTLAY         Acquisition costs         600,002         51,823         73,142           Agent Fee         1.00%         51,823         75,146         75,146           Construction         ft         Rate ft         Cost         675,146           Outse         8,070         £102.80         829,593         5168,373           Steehouse         8,0276         5.168,373         5,168,373           Contingency         5.00 m         5.00%         258,419           Abormal costs         50 un         10.00%         516,837 <t< td=""><td>4 bed house</td><td>3</td><td>3,714</td><td>£77.57</td><td>£96.032</td><td>288.095</td></t<>	4 bed house	3	3,714	£77.57	£96.032	288.095
NET REALISATION       9,585,422         OUTLAY       ACQUISITION COSTS         Residualsed Price       600,002         Stamp Duty       4.00%       51,823         Agent Fee       0.00%       12,956         Legal Fee       0.80%       10,365         CONSTRUCTION COSTS       675,146         CONSTRUCTION COSTS       675,146         Construction       ft       Rate ft?         Stamp Duty       8,666       £102.80       829,596         3 bed house       18,414       £102.80       829,596         4 bed house       8,666       £102.80       831,799         4 bed house       8,184       £102.80       841,315         4 bed house       3,174       £102.80       841,315         7 totais       500 un       12,069.00 /un       603,450         5106/5278       50 un       10,00%       3456         10005/5278       50 un       10,00%       36,484         1015/5278       50 un       600,00 /un       30,000         1015/5278       50 un       600,00 /un       30,000         1015/5278       50 un       600,00 /un       30,000         1015/5278       50 un       600,	Totals	50	50,276	211101	200,002	9,585,422
OUTLAY           ACOUISITION COSTS           Residualised Price         600,002           Stamp Duty         4.00%         51.823           Agent Fee         0.80%         10,365           CONSTRUCTION COSTS         675,146           CONSTRUCTION COSTS         675,146           CONSTRUCTION COSTS         675,146           Construction         ft         Rate ft <sup>2</sup> Cost           2 bed house         8,070         £102.80         829,596           3 bed house         18,414         £102.80         828,596           2 bed house         8,666         £102.80         381,838           3 bed house         8,184         £102.80         381,739           Totals         50.276         5,168,373         5,168,373           Contingency         50 un         12,069,00/un         603,450           Stales Legal Fee         50 un         12,000,00/un         603,450           Stales Legal Fee         50 un         60,00/un         30,000           PROFESSIONAL FEES         336,484         336,484           DISPOSAL FEES         30,000         30,000           Sales Legal Fee         50 un         600.00 /un         30,000	NET REALISATION				9,585,422	
ACQUISITION COSTS         600,002           Stamp Duty         4.00%         51.823           Agent Fee         0.80%         10.365           Eggl Fee         0.80%         10.365           CONSTRUCTION COSTS         675,146           Construction         ft <sup>2</sup> Rate ft <sup>2</sup> Construction         ft <sup>2</sup> Rate ft <sup>2</sup> 2 bed house         8,070         £102.80         £25,966           3 bed house         18,414         £102.80         £25,969           4 bed house         8,666         £102.80         £25,969           4 bed house         8,184         £102.80         \$81,739           Totals         50.276         5.168.373         5,168,373           Contingency         5.00.01         12,069.00 /un         603,450           S106/S278         50 un         12,069.00 /un         603,450           S106/S278         50 un         12,069.00 /un         516,837           Marketing         4.00%         336,484         36,484           DISPOSAL FEES         30,000         30,000         30,000           FINANCE         50 un         600.00 /un         30,000           Debit Rate 6.500% Credit Rate 0.000% (Nom	OUTLAY					
Residualised Price         600,002           Stamp Duty         4.00%         51,823           Agent Fee         1.03%         12,956           Legal Fee         0.80%         10,365           CONSTRUCTION COSTS         675,146           Construction         ft <sup>2</sup> Rate ft <sup>2</sup> 2 bed house         8,070         £102,80         829,596           3 bed house         18,414         £102,80         18,92,959           4 bed house         8,666         £102,80         831,838           3 bed house         3,128         £102,80         331,838           3 bed house         8,184         £102,80         331,799           Totals         50,276         5,168,373         5,168,373           Contingency         5,00%         258,419         5,000           Abnormal costs         50 un         1,000,00 /un         603,450           S106/S278         50 un         10,00%         911,869           PROFESSIONAL FEES         336,484         336,484           DISPOSAL FEES         30,000         30,000           Sales Legal Fee         50 un         600.00 /un         30,000           FINANCE         8,086,889         980 <td>ACQUISITION COSTS</td> <td></td> <td></td> <td></td> <td></td> <td></td>	ACQUISITION COSTS					
Notice Hold         Stramp Duty         4.00%         51,823           Agent Fee         1.00%         12,956         56           Legal Fee         0.80%         10,365         675,146           CONSTRUCTION COSTS         Construction         ft²         Rate ft²         Cost           2 bed house         8,070         £102.80         829,596         3           3 bed house         18,414         £102.80         890,865         2           2 bed house         3,228         £102.80         381,739         5           3 bed house         8,184         £102.80         381,739         5           1 bed house         3,714         £102.80         381,739         5           1 ctals         50.276         5.168,373         5,168,373           1 ctals         50.276         5.168,373         5,168,373           2 contingency         5.0 un         10.000 / un         603,450           5 106/S278         50 un         10.00%         516,837           All professional fees         10.00%         516,837         336,484           DISPOSAL FEES         30,000         30,000         30,000           Finance         50 un         600.00 / un	Residualised Price			600 002		
Outinp Duty         1.00%         0.1225           Agent Fee         1.00%         12,856           Legal Fee         0.80%         10,365           CONSTRUCTION COSTS         675,146           Construction         ff <sup>2</sup> Rate ff <sup>4</sup> Cost           2 bed house         8,070         £102.80         829,596           3 bed house         18,414         £102.80         890,665           2 bed house         3,228         £102.80         841,315           4 bed house         3,228         £102.80         881,799           Totals         50.276         5.168,373         5,168,373           Contingency         5.00%         258,419         Abnormal costs         50 un           Abnormal costs         50 un         12,069.00 /un         603,450         511,869           PROFESSIONAL FEES         All professional fees         10.00%         516,837         911,869           PROFESSIONAL FEES         30,000         30,000         911,869         336,484           DISPOSAL FEES         300,000 (Nominal)         30,000         30,000           FINANCE         Sales Legal Fee         50 un         600.00 /un         30,000           Debit Rate 6.500% Credit	Stamp Duty		4 00%	51 823		
Legal Fee       0.80%       10,365         CONSTRUCTION COSTS       675,146         Construction       ft²       Rate ft²       Cost         2 bed house       8,070       £102.80       829,596         3 bed house       18,414       £102.80       890,865         2 bed house       8,666       £102.80       890,865         2 bed house       8,144       £102.80       841,315         4 bed house       3,714       £102.80       841,315         4 bed house       3,714       £102.80       841,315         4 bed house       3,714       £102.80       381,799         Totals       50,276       5,168,373       5,168,373         Contingency       5.00%       258,419       911,869         PROFESSIONAL FEES       911,869       911,869         All professional fees       10,00%       516,837       516,837         Marketing       4.00%       336,484       336,484         DISPOSAL FEES       336,484       336,484       336,484         DISPOSAL FEES       336,484       336,484       336,484         DISPOSAL FEES       8,086,889       336,484       336,484         DISPOSAL FEES       8,086,889	Agent Eee		1.00%	12 056		
Construction         ft²         Rate ft²         Cost           Construction         ft²         Rate ft²         Cost           2 bed house         8,070         £102.80         829,596           3 bed house         18,414         £102.80         839,865           4 bed house         8,666         £102.80         31,838           3 bed house         8,184         £102.80         31,135           4 bed house         8,184         £102.80         381,799           Totals         50.276         5.168.373         5,168,373           Contingency         5.00%         258,419           Abnormal costs         50 un         1,000.00 /un         603,450           S106/S278         50 un         1,000.00 /un         50,000         911,869           PROFESSIONAL FEES         All professional fees         10.00%         516,837           All professional fees         10.00%         516,837         30,000           FINANCE         30,000         30,000         30,000           FINANCE         8,086,889         30,000         30,000           Total Finance Cost         448,180         448,180           TOTAL COSTS         8,086,889         8,086,889     <			0.00%	12,950		
CONSTRUCTION COSTS         ft*         Rate ft*         Construction         ft*         Rate ft*         Construction           2 bed house         8,070         £102.80         829,559         5           3 bed house         18,414         £102.80         829,559         5           4 bed house         8,666         £102.80         331,838         3           3 bed house         3,228         £102.80         381,799         5,168,373           5 bed house         3,714         £102.80         381,799         5,168,373           Totals         50.276         5,168,373         5,168,373           Abormal costs         50 un         12,069,00 /un         603,450           S106/S278         50 un         12,069,00 /un         603,450           S106/S278         50 un         10,000/0 /un         603,464           Marketing         4.00%         336,484         336,484           DISPOSAL FEES         336,484         336,484         336,484           DISPOSAL FEES         30,000         30,000         30,000           FINANCE         8,086,889         30,000         30,000           Total Finance Cost         8,086,889         448,180         14,498,533	Legal Fee		0.00%	10,305	675,146	
Construction         ft²         Rate ft²         Cost           2 bed house         8,070         £102.80         829,596           3 bed house         18,414         £102.80         1829,596           4 bed house         3,666         £102.80         890,865           2 bed house         3,228         £102.80         331,838           3 bed house         3,184         £102.80         381,799           Totals         50.276         5.168.373         5,168,373           Contingency         5.00%         258,419         Abnormal costs         50 un         1,000.00 /un         50,000           S106/S278         50 un         1,000.00 /un         50,000         911,869           PROFESSIONAL FEES         300,000         911,869         911,869           All professional fees         10.00%         516,837         516,837           Marketing         4.00%         336,484         336,484           DISPOSAL FEES         330,000         30,000         30,000           FINANCE         20 un         600.00 /un         30,000         30,000           FINANCE         8,086,889         900         148,180         448,180           TOTAL COSTS         8,086,8	CONSTRUCTION COSTS				010,110	
2 bed house       8,070       £102.80       829,596         3 bed house       18,414       £102.80       1,882,959         4 bed house       8,666       £102.80       80,865         2 bed house       8,184       £102.80       31,838         3 bed house       8,184       £102.80       31,838         3 bed house       8,184       £102.80       381,799         Totals       50,276       5108,373       5,168,373         Contingency       5.00%       258,419         Abnormal costs       50 un       1,000.00 /un       603,450         S106/S278       50 un       1,000.00 /un       50,000         911,869       911,869       911,869         PROFESSIONAL FEES         All professional fees       10.00%       516,837         Marketing       4.00%       336,484         OBDENT EES         Sales Legal Fee       50 un       600.00 /un       30,000         FINANCE       30,000       30,000       30,000       30,000         FINANCE       8,086,889       9       448,180       148,533         ProFI TOTAL COSTS       8,086,889       9       9       1,498,533      <	Construction	ft²	Rate ft <sup>2</sup>	Cost		
Disch House         18,414         £102.80         1,892,959           4 bed house         8,666         £102.80         331,838           2 bed house         3,228         £102.80         331,838           3 bed house         8,184         £102.80         341,315           4 bed house         3,714         £102.80         381,799           Totals         50.276         5.168.373         5,168,373           Contingency         50 un         12,069.00 /un         603,450           S106/S278         50 un         1,000.00 /un         603,450           S106/S278         50 un         600.00 /un         336,484           DISPOSAL FEES         336,484         336,484           DISPOSAL FEES         30 un         30,000         30,000           FINANCE         20 un         600.00 /un         30,000           Debit Rate 6.500% Credit Rate 0.000% (Nominal)         148,180         1,498,533           PROFIT         1,498,533         1,498,533 <td>2 bed house</td> <td>8 070</td> <td>£102.80</td> <td>829 596</td> <td></td> <td></td>	2 bed house	8 070	£102.80	829 596		
b bot house       10,111       10,200       house         4 bed house       3,228       £102,80       830,865         2 bed house       3,124       £102,80       831,838         3 bed house       8,184       £102,80       841,315         4 bed house       3,714       £102,80       841,315         4 bed house       3,714       £102,80       841,315         4 bed house       3,714       £102,80       841,799         Totals <u>50,276</u> <u>5,168,373</u> <b>5,168,373</b> Contingency       5.00 un       1,000,00 /un       603,450         S106/S278       50 un       10,00%       516,837         All professional fees       10,00%       516,837         All professional fees       10,00%       336,484         DISPOSAL FEES       50 un       600.00 /un       30,000         FINANCE       200,000       30,000       30,000         FINANCE       200,000 (Nominal)       30,000       30,000         Total Finance Cost       448,180       448,180         TOTAL COSTS       8,086,889       8,086,889         PROFIT       1,498,533       1,498,533         Proft on Cost%       18,53%	3 hed house	18 414	£102.00	1 802 050		
Total House       3,020       £102.00       300,000         2 bed house       8,184       £102.80       331,799         Totals       50.276       5.168,373       5,168,373         Contingency       5.00%       258,419         Abornal costs       50 un       12,069.00 /un       603,450         S106/S278       50 un       12,069.00 /un       50,000         PROFESSIONAL FEES       310,000       911,869         All professional fees       10.00%       516,837         Marketing       4.00%       336,484         DISPOSAL FEES       50 un       600.00 /un       30,000         FINANCE       50 un       600.00 /un       30,000         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       30,000       30,000         TOTAL COSTS       8,086,889       8,086,889         PROFIT       1,498,533       1,498,533         Profit on Cost%       18.53%       148.53%         Profit on NDV%       15.63%       15.63%		8 666	£102.00	800 865		
2 bet house       3,220       1102.00       301,030         3 bed house       3,184       £102.80       381,799         Totals       50.276       5.168.373       5,168,373         Contingency       5.00%       258,419         Abnormal costs       50 un       12,069.00 /un       603,450         S106/S278       50 un       1,000.00 /un       50,000       911,869         PROFESSIONAL FEES       10.00%       516,837       516,837         All professional fees       10.00%       516,837       516,837         Marketing       4.00%       336,484       336,484         DISPOSAL FEES       336,484       336,484       336,484         DISPOSAL FEES       50 un       600.00 /un       30,000         FINANCE       20 un       30,000       30,000         FINANCE       20 un       448,180         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       30,000       30,000         TOTAL COSTS       8,086,889         PROFIT       1,498,533         Profit on Cost%       18.53%         Profit on GDV%       15.63%         Profit on NDV%       15.63%	2 bed house	3 228	£102.00	331 838		
S bed house         5,164         £102.00         641,313           4 bed house         3,714         £102.80         381,799           Totals         50.276         5.168,373         5,168,373           Contingency         5.00%         258,419           Abnormal costs         50 un         12,069.00 /un         603,450           S106/S278         50 un         1,000.00 /un         50,000         911,869           PROFESSIONAL FEES         All professional fees         10.00%         516,837         516,837           MARKETING & LETTING         336,484         336,484         336,484           DISPOSAL FEES         Sales Legal Fee         50 un         600.00 /un         30,000           FINANCE         Debit Rate 6.500% Credit Rate 0.000% (Nominal)         30,000         30,000         30,000           FINANCE         8,086,889         8,086,889         9         9           PROFIT         1,498,533         1,498,533         1,498,533	2 bed house	0,220	£102.00	041 215		
4 bed nouse       3,714       £ 102.80       381,799         Totals       50.276       5.168.373       5,168,373         Contingency       5.00%       258,419         Abnormal costs       50 un       12,069.00 /un       603,450         S106/S278       50 un       1,000.00 /un       50,000       911,869         PROFESSIONAL FEES       10.00%       516,837       516,837         All professional fees       10.00%       516,837       516,837         MARKETING & LETTING       336,484       336,484         DISPOSAL FEES       Sales Legal Fee       50 un       600.00 /un       30,000         FINANCE       Debit Rate 6.500% Credit Rate 0.000% (Nominal)       30,000       30,000       30,000         FOATL COSTS       8,086,889       89       8,086,889       89         PROFIT       1,498,533       1,498,533       1,498,533         Profit on Cost%       18.53%       18.63%       18.63%         Profit on GDV%       15.63%       15.63%       18.63%	3 bed house	0,104	£102.80	841,315		
Iotals         50.276         5.168.373         5,168,373           Contingency Abnormal costs         50 un         12,069.00 /un         603,450         911,869           PROFESSIONAL FEES All professional fees         10.00%         516,837         516,837           MARKETING & LETTING Marketing         4.00%         336,484         336,484           DISPOSAL FEES Sales Legal Fee         50 un         600.00 /un         30,000           FINANCE Debit Rate 6.500% Credit Rate 0.000% (Nominal) Total Finance Cost         448,180           TOTAL COSTS         8,086,889           PROFIT         1,498,533           Performance Measures Profit on Cost%         18.53% Profit on GDV%         18.63% 15.63%	4 bed nouse	3,714	£102.80	381,799		
Contingency Abnormal costs         50 un         12,069.00 /un         603,450         911,869           PROFESSIONAL FEES All professional fees         10.00%         516,837         516,837           MARKETING & LETTING Marketing         4.00%         336,484         336,484           DISPOSAL FEES Sales Legal Fee         50 un         600.00 /un         30,000           FINANCE Debit Rate 6.500% Credit Rate 0.000% (Nominal) Total Finance Cost         448,180           PROFIT         1,498,533           Profit on Cost%         18.53% Profit on GDV%         18.53% Profit on NDV%	lotals	<u>50,276</u>		<u>5,168,373</u>	5,168,373	
Abnormal costs       50 un       12,069.00 /un       603,450         S106/S278       50 un       1,000.00 /un       50,000         PROFESSIONAL FEES       10.00%       516,837         All professional fees       10.00%       516,837         MARKETING & LETTING       336,484         Marketing       4.00%       336,484         DISPOSAL FEES       336,484         Sales Legal Fee       50 un       600.00 /un       30,000         FINANCE       30,000       30,000         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       30,000       30,000         TOTAL COSTS       8,086,889         PROFIT       1,498,533         Performance Measures       1,498,533         Profit on Cost%       18.53%         Profit on NDV%       15.63%	Contingency		5.00%	258,419		
S106/S278       50 un       1,000.00 /un       50,000         9ROFESSIONAL FEES       911,869         All professional fees       10.00%       516,837         MARKETING & LETTING       4.00%       336,484         DISPOSAL FEES       336,484       336,484         DISPOSAL FEES       330,000       30,000         FINANCE       000 /un       30,000         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       448,180         TOTAL COSTS       8,086,889         PROFIT       1,498,533         Performance Measures       18,53%         Profit on GDV%       15.63%         Profit on NDV%       15.63%	Abnormal costs	50 un	12 069 00 /un	603 450		
PROFESSIONAL FEES       10.00%       516,837         All professional fees       10.00%       516,837         MARKETING & LETTING       516,837         Marketing       4.00%       336,484         DISPOSAL FEES       336,484         Sales Legal Fee       50 un       600.00 /un       30,000         FINANCE       30,000         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       448,180         TOTAL COSTS       8,086,889         PROFIT       1,498,533         Performance Measures       14.53%         Profit on Cost%       18.53%         Profit on NDV%       15.63%	S106/S278	50 un	1 000 00 /un	50,000		
PROFESSIONAL FEES       10.00%       516,837         All professional fees       10.00%       516,837         MARKETING & LETTING       516,837         Marketing       4.00%       336,484         DISPOSAL FEES       336,484         Sales Legal Fee       50 un       600.00 /un       30,000         FINANCE       30,000         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       30,000       30,000         TOTAL COSTS       8,086,889         PROFIT       1,498,533         Performance Measures       18.53%         Profit on Cost%       18.53%         Profit on GDV%       15.63%         Profit on NDV%       15.63%	0100/02/0	50 un	1,000.007411	50,000	911,869	
All professional fees       10.00%       516,837         All professional fees       516,837         MARKETING & LETTING       516,837         Marketing       4.00%       336,484         DISPOSAL FEES       336,484         Sales Legal Fee       50 un       600.00 /un       30,000         FINANCE       30,000         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       30,000       30,000         Total Finance Cost       448,180         PROFIT       1,498,533         Profit on Cost%       18.53%         Profit on GDV%       15.63%         Profit on NDV%       15.63%						
All professional fees       10.00%       516,837         MARKETING & LETTING       516,837         Marketing       4.00%       336,484         DISPOSAL FEES       336,484         Sales Legal Fee       50 un       600.00 /un       30,000         FINANCE       0.000% (Nominal)       30,000       30,000         Total Finance Cost       448,180       448,180         PROFIT       1,498,533       1,498,533         Performance Measures       18.53%       15.63%         Profit on Cost%       18.53%       15.63%         Profit on NDV%       15.63%       15.63%	PROFESSIONAL FEES		10.000/	- 10 00-		
MARKETING & LETTING       516,837         Marketing       4.00%       336,484         DISPOSAL FEES       336,484         Sales Legal Fee       50 un       600.00 /un       30,000         FINANCE       2000000000000000000000000000000000000	All professional fees		10.00%	516,837		
Marketing       4.00%       336,484         Marketing       4.00%       336,484         DISPOSAL FEES       336,484         Sales Legal Fee       50 un       600.00 /un       30,000         FINANCE       30,000         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       30,000       30,000         Total Finance Cost       448,180         TOTAL COSTS       8,086,889         PROFIT       1,498,533         Performance Measures       18.53%         Profit on Cost%       18.53%         Profit on NDV%       15.63%					516,837	
Marketing       4.00%       336,484       336,484         DISPOSAL FEES       Sales Legal Fee       50 un       600.00 /un       30,000         FINANCE       30,000       30,000       30,000         FINANCE       0.000% (Nominal)       30,000       30,000         Total Finance Cost       448,180       448,180         TOTAL COSTS       8,086,889         PROFIT       1,498,533         Performance Measures       1,498,533         Profit on Cost%       18.53%         Profit on GDV%       15.63%         Profit on NDV%       15.63%	MARKETING & LETTING					
336,484         DISPOSAL FEES         Sales Legal Fee       50 un       600.00 /un       30,000         FINANCE       30,000         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       448,180         Total Finance Cost       448,180         PROFIT       1,498,533         Performance Measures       18.53%         Profit on Cost%       18.53%         Profit on GDV%       15.63%         Profit on NDV%       15.63%	Marketing		4.00%	336,484		
DISPOSAL FEES         Sales Legal Fee         50 un         600.00 /un         30,000         30,000           FINANCE         Debit Rate 6.500% Credit Rate 0.000% (Nominal)         30,000         448,180           TOTAL COSTS         448,180         448,180           PROFIT         1,498,533           Performance Measures         18.53%           Profit on Cost%         18.53%           Profit on GDV%         15.63%           Profit on NDV%         15.63%					336,484	
Sales Legal Fee         50 un         600.00 /un         30,000	DISPOSAL FEES					
FINANCE       30,000         Debit Rate 6.500% Credit Rate 0.000% (Nominal)       448,180         TOTAL COSTS       8,086,889         PROFIT       1,498,533         Performance Measures       18.53%         Profit on Cost%       18.53%         Profit on GDV%       15.63%         Profit on NDV%       15.63%	Sales Legal Fee	50 un	600.00 /un	30,000	00.000	
Profit on Cost%       18.53%         Profit on GDV%       15.63%         Profit on NDV%       15.63%	FINANCE				30,000	
Debit Rate 6.500% Credit Rate 0.000% (Nominal)       448,180         Total Finance Cost       8,086,889         PROFIT       1,498,533         Performance Measures       18.53%         Profit on Cost%       18.53%         Profit on GDV%       15.63%         Profit on NDV%       15.63%		Data 0.0000/ (NL				
Total Finance Cost     448,180       TOTAL COSTS     8,086,889       PROFIT     1,498,533       Performance Measures     1,498,533       Profit on Cost%     18.53%       Profit on GDV%     15.63%       Profit on NDV%     15.63%	Debit Rate 6.500% Credit	Rate 0.000% (No	ominai)			
TOTAL COSTS     8,086,889       PROFIT     1,498,533       Performance Measures     18.53%       Profit on Cost%     18.53%       Profit on GDV%     15.63%       Profit on NDV%     15.63%	Total Finance Cost				448,180	
PROFIT 1,498,533 Performance Measures Profit on Cost% 18.53% Profit on GDV% 15.63% Profit on NDV% 15.63%	TOTAL COSTS				8,086,889	
1,498,533           Performance Measures           Profit on Cost%         18.53%           Profit on GDV%         15.63%           Profit on NDV%         15.63%	PROFIT					
Performance MeasuresProfit on Cost%18.53%Profit on GDV%15.63%Profit on NDV%15.63%					1,498,533	
Performance measures         Profit on Cost%       18.53%         Profit on GDV%       15.63%         Profit on NDV%       15.63%	D. (					
Profit on Cost%         18.53%           Profit on GDV%         15.63%           Profit on NDV%         15.63%	Performance Measures					
Profit on GDV%15.63%Profit on NDV%15.63%	Profit on Cost%		18.53%			
Profit on NDV% 15.63%	Profit on GDV%		15.63%			
	Profit on NDV%		15.63%			

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SAVILLS T4 30% AH East	
IRR	
Profit Erosion (finance rate 6 500%)	

23.52%

Profit Erosion (finance rate 6.500%) 2 yrs 8 mths

### BNP T5 40% AH Inner West

### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	9	4,842	£371.02	£199,609	1,796,479
2 bed flat	15	10,500	£371.02	£259,714	3,895,710
3 bed flat	6	5,490	£371.02	£339,483	2,036,900
1 bed flat	6	3,228	£77.57	£41,733	250,396
2 bed flat	10	7.000	£77.57	£54.299	542,990
3 bed flat	4	3,660	£77.57	£70.977	283,906
Totals	50	34,720			8,806,381
		1		1	
Rental Area Summary	Unito		Net Rent	Initiai MBV	
	Units		at Sale		
<b>T</b> . ( . ) .	30	£150	4,500	4,500	
lotais	30		4,500	4,500	
Investment Valuation					
Current Rent	4,500	YP @	6.0000%	16.6667	75,000
					75,000
GROSS DEVELOPMENT VALUE				8,881,381	
Income from Tenants				2,625	
NET REALISATION				8,884,006	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			(140,118)		
Stamp Duty		4.00%	61.756		
Agent Fee		1.00%	15 439		
l egal Fee		0.80%	12 351		
Legarree		0.0070	12,001	(50,573)	
CONSTRUCTION COSTS				(	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
1 bed flat	5 696	£142.68	812 772		
2 bed flat	12 353	£142.00	1 762 518		
2 bed flat	6 450	£142.00	021 545		
	0,459	£ 142.00	921,545		
	3,798	£142.68	541,848		
2 bed flat	8,235	£142.68	1,175,012		
3 bed flat	4,306	£142.68	614,363		
Totals	<u>40,847</u>		<u>5,828,058</u>	5,828,058	
Contingency		5.00%	291.403		
S106/S278	50 un	1,000.00 /un	50,000		
			,	341,403	
PROFESSIONAL FEES					
All professional fees		10 00%	582 806		
All professional lees		10.0070	302,000	582,806	
MARKETING & LETTING				,	
Marketing		4.00%	309,164		
				309,164	
DISPOSAL FEES					
Sales Legal Fee	50 un	600.00 /un	30,000		
Sales Legal Fee		0.50%	5,386		
				35,386	

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APPRAISAL SUMMARY		
BNP T5 40% AH Inner West FINANCE Debit Rate 6.500% Credit Rate 0.000% ( Total Finance Cost	Nominal)	379,946
TOTAL COSTS		7,426,190
PROFIT		1,457,815
Performance Measures Profit on Cost% Profit on GDV% Profit on NDV% Development Yield% (on Rent) Equivalent Yield% (Nominal) Equivalent Yield% (True)	19.63% 16.41% 16.41% 0.06% 6.00% 6.23%	
IRR	27.13%	

Rent Cover	323 yrs 12 mths
Profit Erosion (finance rate 6.500%)	2 yrs 9 mths
#### BNP T5 40% AH Inner East

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	9	4,842	£324.76	£174,721	1,572,488
2 bed flat	15	10,500	£324.76	£227,332	3,409,980
3 bed flat	6	5,490	£324.76	£297,155	1,782,932
1 bed flat	6	3 228	£77.57	£41 733	250 396
2 bed flat	10	7,000	£77.57	£54 200	542,000
	10	7,000	£11.51	£04,299	042,990
	<u>4</u>	3,000	£//.5/	£70,977	283,900
lotais	50	34,720			7,842,692
Rental Area Summary		Initial	Net Rent	Initial	
	Units	MRV/Unit	at Sale	MRV	
	30	£150	4,500	4,500	
Totals	30		4,500	4,500	
Investment Valuation					
Current Rent	4,500	YP @	6.0000%	16.6667	75,000
		-			75,000
GROSS DEVELOPMENT VALU	JE			7,917,692	
Income from Tenants				2,625	
NET REALISATION				7,920,317	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			(779,491)		
Stamp Duty		4.00%	36,181		
Agent Fee		1.00%	9 045		
		0.00%	7 226		
Legal Fee		0.80%	7,230	(727 030)	
CONSTRUCTION COSTS				(121,030)	
Construction	£12	Data #2	Cast		
Construction	π-		Cost		
1 bed flat	5,696	£142.68	812,772		
2 bed flat	12,353	£142.68	1,762,518		
3 bed flat	6,459	£142.68	921,545		
1 bed flat	3.798	£142.68	541.848		
2 bed flat	8 235	£142.68	1 175 012		
3 bed flat	4 306	£1/2.68	61/ 363		
Totolo	4,000	2142.00	E 0 1 9,505	E 020 0E0	
TOLAIS	<u>40,047</u>		<u>3,020,030</u>	5,020,050	
Contingency		5.00%	291,403		
S106/S278	50 un	1,000.00 /un	50,000		
		·		341,403	
PROFESSIONAL FEES					
All professional fees		10 00%	582 806		
		10.00 /0	302,000	582,806	
MARKETING & I FTTING				002,000	
Marketing		4 00%	270 616		
Marketing		4.00 %	270,010	270.616	
DISPOSAL FEES				2.0,010	
Sales Legal Fee	50 un	600 00 /up	30.000		
Sales Legal Fee	00 011	0 500.00 /011	5 3 8 6		
Cales Legal 1 CE		0.00 %	0,000	25 200	
				55,500	

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APPRAISAL SUMMARY			
BNP T5 40% AH Inner East			
FINANCE			
Debit Rate 6.500% Credit Rate 0.000%	6 (Nominal)		
Total Finance Cost		311,765	
TOTAL COSTS		6,643,005	
PROFIT			
		1,277,312	
Performance Measures			
Profit on Cost%	19.23%		
Profit on GDV%	16.13%		
Profit on NDV%	16.13%		
Development Yield% (on Rent)	0.07%		
Equivalent Yield% (Nominal)	6.00%		
Equivalent Yield% (True)	6.23%		
IRR	30.59%		
Rent Cover	283 yrs 10 mths		
Profit Erosion (finance rate 6.500%)	2 yrs 9 mths		

BNP T5 30% AH South

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	10	5,380	£290.45	£156,262	1,562,621
2 bed flat	18	12.600	£290.45	£203.315	3.659.670
3 bed flat	7	6,405	£290.45	£265,762	1,860,332
1 bed flat	4	2 152	£77.57	£41 733	166 931
2 bod flat	- 0	2,102	C77.57	CE4 200	424 202
	0	5,600	£11.51	104,299	434,392
3 bed flat	<u>3</u>	2,745	£11.51	£70,977	212,930
lotais	50	34,882			7,896,876
Rental Area Summary		Initial	Net Rent	Initial	
	Units	MRV/Unit	at Sale	MRV	
	35	£150	5 250	5 250	
Totals	35	2100	5 250	5 250	
Totals	35		5,250	5,250	
Investment Valuation					
Current Rent	5,250	YP @	6.0000%	16.6667	87,500 <b>87,500</b>
GROSS DEVELOPMENT VALUE				7,984,376	
Income from Tenants				3,063	
NET REALISATION				7,987,438	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			(768,119)		
Stamp Duty		4 00%	20,630		
Agent Fee		1.00%	5 157		
		0.00%	4 126		
Legal Fee		0.00 %	4,120	(738,206)	
CONSTRUCTION COSTS				(100,200)	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
1 bed flat	6 329	£142.68	903 080		
2 bod flat	1/ 02/	£142.00	2 115 021		
2 bed flat	7 5 2 5	£142.00	2,113,021		
	7,535	£ 142.08	1,075,130		
1 bed flat	2,532	£142.68	361,232		
2 bed flat	6,588	£142.68	940,009		
3 bed flat	3,229	£142.68	460,772		
Totals	<u>41,038</u>		<u>5,855,251</u>	5,855,251	
Contingency		5.00%	202 763		
S106/S279	65 up	1 000 00 /up	65,000		
3100/3278	05 011	1,000.007011	05,000	357.763	
				,	
PROFESSIONAL FEES					
All professional fees		10.00%	585,525		
•			, -	585,525	
MARKETING & LETTING					
Marketing		4.00%	283,305		
				283,305	
	E0 ··	600 00 1	20.000		
Sales Legal Fee	ou un	600.00 /Uh	30,000	30 000	
FINANCE				00,000	

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APPRAISAL SUMMARY		
BNP T5 30% AH South Debit Rate 6.500% Credit Rate 0.000% Total Finance Cost	(Nominal)	320,141
TOTAL COSTS		6,693,780
PROFIT		
		1,293,658
Performance Measures		
Profit on Cost%	19.33%	
Profit on GDV%	16.20%	
Profit on NDV%	16.20%	
Development Yield% (on Rent)	0.08%	
Equivalent Yield% (Nominal)	6.00%	
Equivalent Yield% (True)	6.23%	
IRR	30.32%	
Rent Cover	246 yrs 5 mths	
Profit Erosion (finance rate 6.500%)	2 yrs 9 mths	

Profit Erosion (finance rate 6.500%)

#### BNP T5 40% AH North West

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	9	4,842	£319.54	£171,913	1,547,213
2 bed flat	15	10,500	£319.54	£223,678	3,355,170
3 bed flat	6	5,490	£319.54	£292,379	1,754,275
1 bed flat	6	3,228	£77.57	£41,733	250,396
2 bed flat	10	7,000	£77.57	£54,299	542,990
3 bed flat	4	3,660	£77.57	£70,977	283,906
Totals	50	34,720			7,733,949
Rental Area Summary		Initial	Net Rent	Initial	
2	Units	MRV/Unit	at Sale	MRV	
	30	£150	4,500	4,500	
Totals	30		4,500	4,500	
Investment Valuation					
Current Rent	4,500	YP @	6.0000%	16.6667	75,000 <b>75,000</b>
GROSS DEVELOPMENT VALUE	Ξ			7,808,949	
NET REALISATION				7,808,949	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			(851,461)		
Stamp Duty		4.00%	33.302		
Agent Fee		1.00%	8.325		
Legal Fee		0.80%	6,660		
CONSTRUCTION COSTS				(803,174)	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
1 bed flat	5.696	£142.68	812,772		
2 bed flat	12.353	£142.68	1.762.518		
3 bed flat	6 459	£142.68	921 545		
1 bed flat	3,798	£142.68	541,848		
2 bed flat	8,235	£142.68	1.175.012		
3 bed flat	4 306	£142.68	614 363		
Totals	<u>40,847</u>	2112.00	<u>5,828,058</u>	5,828,058	
Contingency		5.00%	291,403		
S106/S278	50 un	1,000.00 /un	50,000		
		·		341,403	
PROFESSIONAL FEES					
All professional fees		10.00%	582,806	582 806	
MARKETING & LETTING				302,000	
Marketing		4.00%	266,266		
				266,266	
DISPOSAL FEES			00.000		
Sales Legal Fee	50 un	600.00 /un	30,000		
Sales Legal Fee		0.50%	5,386	0= 000	
FINANCE				35,386	

Debit Rate 6.500% Credit Rate 0.000% (Nominal)

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	SAVILLS
302,231	
6,552,977	
1,255,972	
19.17% 16.08% 16.08% 0.07%	
6.00% 6.23%	
31.32%	
9 yrs 1 mth yrs 9 mths	
:	302,231 6,552,977 1,255,972 19.17% 16.08% 16.08% 0.07% 6.00% 6.23% 31.32% 9 yrs 1 mth yrs 9 mths

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BNP T5 30% AH North

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	10	5,380	£253.14	£136,189	1,361,893
2 bed flat	18	12.600	£253.14	£177.198	3.189.564
3 bed flat	7	6,405	£253.14	£231,623	1,621,362
1 hed flat	4	2 152	£77.57	£41 733	166 931
2 bod flot	-	2,152	C77 57	CE4 200	424 202
	0	5,600	£11.51	104,299	434,392
3 bed flat	3	2,745	£//.5/	£70,977	212,930
Totals	50	34,882			6,987,071
Rental Area Summarv		Initial	Net Rent	Initial	
,	Units	MRV/Unit	at Sale	MRV	
	35	£150	5 250	5 250	
Totala	35	2150	5,250	5,250	
Totals	35		5,250	5,250	
Investment Valuation					
Current Rent	5,250	YP @	6.0000%	16.6667	87,500 <b>87,500</b>
GROSS DEVELOPMENT VAI	_UE			7,074,571	
Income from Tenants				3,063	
NET REALISATION				7,077,634	
OUTLAY					
ACQUISITION COSTS					
Residualised Price		(	(1,363,349)		
				(1,363,349)	
CONSTRUCTION COSTS					
Construction	ft <sup>2</sup>	Rate ft <sup>2</sup>	Cost		
1 bed flat	6 3 2 9	£142.68	903 080		
2 bod flot	14 004	£1 <del>4</del> 2.00	2 1 1 5 0 2 1		
2 bed flat	14,824	£142.08	2,115,021		
3 bed flat	7,535	£142.68	1,075,136		
1 bed flat	2,532	£142.68	361,232		
2 bed flat	6,588	£142.68	940,009		
3 bed flat	3,229	£142.68	460,772		
Totals	<u>41,038</u>		<u>5,855,251</u>	5,855,251	
Contingonou		E 000/	202 762		
	50 up		292,703		
5100/5276	50 un	1,000.007011	50,000	342.763	
				- ,	
PROFESSIONAL FEES					
All professional fees		10.00%	585,525		
				585,525	
MARKETING & LETTING					
Marketing		4.00%	246,913		
				246,913	
DISPOSAL FEES					
Sales Legal Fee	50 un	600.00 /un	30,000	20,000	
FINANCE				30,000	
Debit Rate 6 500% Credit P	ate 0.000% (No	minal)			
Total Finance Cost	ale 0.000 /0 (INU	i i i i ai j		262 821	
				203,031	

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#### APPRAISAL SUMMARY BNP T5 30% AH North TOTAL COSTS 5,960,934 PROFIT 1,116,699 **Performance Measures** Profit on Cost% 18.73% Profit on GDV% 15.78% Profit on NDV% 15.78% Development Yield% (on Rent) Equivalent Yield% (Nominal) 0.09% 6.00% Equivalent Yield% (True) 6.23%

IRR	36.69%
Rent Cover	212 yrs 8 mths
Profit Erosion (finance rate 6.500%)	2 yrs 8 mths

#### SAVILLS

BNP T5 30% AH East

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 Ded flat	10	5,380	£243.52	£131,014	1,310,138
2 bed flat	18	12,600	£243.52	£170,464	3,068,352
3 bed flat	1	6,405	£243.52	£222,821	1,559,746
1 bed flat	4	2,152	£77.57	£41,733	166,931
2 bed flat	8	5,600	£77.57	£54,299	434,392
3 bed flat	<u>3</u>	<u>2,745</u>	£77.57	£70,977	<u>212,930</u>
Totals	50	34,882			6,752,487
Rental Area Summary		Initial	Net Rent	Initial	
-	Units	MRV/Unit	at Sale	MRV	
	35	£150	5,250	5,250	
Totals	35		5,250	5,250	
Investment Valuation					
Current Rent	5,250	YP @	6.0000%	16.6667	87,500 <b>87,500</b>
GROSS DEVELOPMENT VALU	IE			6,839,987	
Income from Tenants				3,063	
NET REALISATION				6,843,050	
OUTLAY					
ACQUISITION COSTS					
Residualised Price		(	(1,531,798)		
				(1,531,798)	
CONSTRUCTION COSTS					
Construction	ft²	Rate ft <sup>2</sup>	Cost		
1 bed flat	6,329	£142.68	903,080		
2 bed flat	14,824	£142.68	2,115,021		
3 bed flat	7,535	£142.68	1,075,136		
1 bed flat	2,532	£142.68	361,232		
2 bed flat	6.588	£142.68	940,009		
3 bed flat	3,229	£142.68	460,772		
Totals	41 038	2112.00	5 855 251	5 855 251	
	11,000		0,000,201	0,000,201	
	50 um	5.00%	292,763		
5100/5278	50 un	1,000.00 /un	50,000	342,763	
All professional fees		10.00%	585 525		
All professional lees		10.00 /8	303,323	585,525	
MARKETING & LETTING				,	
Marketing		4.00%	237,529		
-				237,529	
DISPOSAL FEES					
Sales Legal Fee	50 un	600.00 /un	30,000	30.000	
FINANCE				50,000	
Debit Rate 6.500% Credit Rat	e 0.000% (N	ominal)			
Total Finance Cost				249,981	

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APPRAISAL SUMMARY		
BNP T5 30% AH East TOTAL COSTS		5,769,251
PROFIT		1,073,799
Performance Measures		
Profit on Cost%	18.61%	
Profit on GDV%	15.70%	
Profit on NDV%	15.70%	
Development Yield% (on Rent)	0.09%	
Equivalent Yield% (Nominal)	6.00%	
Equivalent Yield% (True)	6.23%	
IRR	39.86%	
Rent Cover	204 yrs 6 mths	
Profit Erosion (finance rate 6.500%)	∠ yrs 8 mtns	

SAVILLS T5 40% AH Inner West

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	9	4,842	£312.34	£168,039	1,512,350
2 bed flat	15	10,500	£312.34	£218,638	3,279,570
3 bed flat	6	5,490	£312.34	£285,791	1,714,747
1 bed flat	6	3 228	£77.57	£41 733	250,396
2 bed flat	10	7 000	£77.57	£54 200	542 000
2 bed flat	10	7,000	£77.57	£70 077	292,006
	50	<u>3,000</u> 24,720	211.51	210,311	7 593 050
Totals	50	34,720			7,565,959
Rental Area Summary		Initial	Net Rent	Initial	
	Unite	MD\//Linit	at Sala	MD\/	
	011113			1.500	
Tatala	30	£150	4,500	4,500	
lotais	30		4,500	4,500	
Investment Valuation					
Current Rent	4 500	YP @	6 0000%	16 6667	75 000
Gundherkent	1,000		0.000070	10.0001	75,000
GROSS DEVELOPMENT VALUE				7,658,959	
Income from Tenants				2,625	
NET REALISATION				7,661,584	
OUTLAY					
ACOUISITION COSTS					
Residualised Price			(1 905 848)		
			(1,000,010)	(1.905.848)	
CONSTRUCTION COSTS				(1,000,010)	
Construction	ft <sup>2</sup>	Rate ft <sup>2</sup>	Cost		
1 bed flat	6 053	£142.68	863 571		
2 bed flat	13 125	£142.00	1 872 675		
2 bed flat	6 863	£142.00 £142.68	070 1/2		
3 bed flat	4,005	£ 142.00	979,14Z		
	4,035	£ 142.08	5/5,/14		
2 Ded flat	8,750	£142.68	1,248,450		
3 bed flat	4,575	£142.68	652,761		
lotals	<u>43,400</u>		<u>6,192,312</u>	6,192,312	
Contingency		5 00%	300 616		
Abnormal costs	E0 .up	12 060 00 /up	509,010 602,450		
	50 un	12,009.00 /un	50,450		
5106/5278	50 un	1,000.00 /un	50,000	963 066	
				000,000	
PROFESSIONAL FEES					
All professional fees		10.00%	619,231		
				619,231	
MARKETING & LETTING					
Marketing		4.00%	260,267		
				260,267	
DISPOSAL FEES					
Sales Legal Fee	50 un	600.00 /un	30,000		
Sales Legal Fee		0.50%	5,386		
				35,386	
FINANCE					

Debit Rate 6.500% Credit Rate 0.000% (Nominal)

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APPRAISAL SUMMARY			
SAVILLS T5 40% AH Inner West Total Finance Cost		285,095	
TOTAL COSTS		6,449,509	
PROFIT			
		1,212,075	
Performance Measures			
Profit on Cost%	18.79%		
Profit on GDV%	15.83%		
Profit on NDV%	15.83%		
Development Yield% (on Rent)	0.07%		
Equivalent Yield% (Nominal)	6.00%		
Equivalent Yield% (True)	6.23%		
IRR	37.47%		
Rent Cover	269 yrs 4 mths		
Profit Erosion (finance rate 6.500%)	2 yrs 8 mths		

## SAVILLS

SAVILLS T5 40% AH Inner East

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	9	4,842	£258.45	£139,046	1,251,415
2 bed flat	15	10,500	£258.45	£180,915	2,713,725
3 bed flat	6	5,490	£258.45	£236,482	1,418,891
1 bed flat	6	3.228	£77.57	£41,733	250,396
2 bed flat	10	7,000	£77.57	£54,299	542,990
3 bed flat	4	3,660	£77.57	£70 977	283,906
Totale	50	34 720	211.01	210,011	6 <u>461 323</u>
Totals	50	54,720			0,401,525
Pontal Area Summary		Initial	Not Pont	Initial	
Rental Area Summary	11			IIIIuai MDV	
	Units		at Sale		
	30	£150	4,500	4,500	
Totals	30		4,500	4,500	
Investment Valuation					
Current Rent	4,500	YP @	6.0000%	16.6667	75,000 <b>75,000</b>
GROSS DEVELOPMENT VALU	E			6,536,323	
Income from Tenants				2,625	
NET REALISATION				6,538,948	
OUTLAY					
ACQUISITION COSTS					
Residualised Price		(	(2.707.800)		
		· · · · · · · · · · · · · · · · · · ·	(_,: 0:,000)	(2.707.800)	
CONSTRUCTION COSTS				(_,,,	
Construction	ft <sup>2</sup>	Rate ft <sup>2</sup>	Cost		
1 bed flat	6 053	£142.68	863 571		
2 bed flat	13 125	£142.00	1 872 675		
2 bed flat	6 863	£142.00	070 1/2		
1 bed flat	4.025	£142.00	575,142		
Ded liat	4,035	£ 142.00	575,714		
2 bed liat	8,750	£ 142.08	1,248,450		
	4,575	£142.68	652,761	0 400 040	
Iotais	43,400		<u>6,192,312</u>	6,192,312	
Quality		<b>F</b> 000/	000 010		
Contingency	50	5.00%	309,616		
Abnormal costs	50 un	12,069.00 /un	603,450		
S106/S278	50 un	1,000.00 /un	50,000	000.000	
				963,066	
PROFESSIONAL FEES		40.000/	040 004		
All protessional tees		10.00%	619,231	640.004	
MARKETING & LETTING				619,231	
		4.000/	045 004		
warketing		4.00%	215,361	045 064	
				215,301	
	F0	600 00 h	20.000		
	ou un	000.00 /UN	50,000		
Sales Legal Fee		0.50%	5,386		
				35,386	

Debit Rate 6.500% Credit Rate 0.000% (Nominal)

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Date: 30/03/2012

APPRAISAL SUMMARY			
SAVILLS T5 40% AH Inner East Total Finance Cost		221,140	
TOTAL COSTS		5,538,696	
PROFIT			
		1,000,251	
Performance Measures			
Profit on Cost%	18.06%		
Profit on GDV%	15.30%		
Profit on NDV%	15.30%		
Development Yield% (on Rent)	0.08%		
Equivalent Yield% (Nominal)	6.00%		
Equivalent Yield% (True)	6.23%		
IRR	N/A		
Rent Cover Profit Erosion (finance rate 6.500%)	222 yrs 3 mths 2 yrs 7 mths		

## SAVILLS

#### SAVILLS T5 30% AH South

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	10	5,380	£263.81	£141,930	1,419,298
2 bed flat	18	12,600	£263.81	£184,667	3,324,006
3 bed flat	7	6,405	£263.81	£241,386	1,689,703
1 bed flat	4	2,152	£77.57	£41,733	166,931
2 bed flat	8	5,600	£77.57	£54,299	434,392
3 bed flat	3	2.745	£77.57	£70.977	212,930
Totals	50	34,882			7,247,259
Rental Area Summarv		Initial	Net Rent	Initial	
······	Units	MRV/Unit	at Sale	MRV	
	35	£150	5 250	5 250	
Totals	35	2100	5,250	5,250	
Investment Valuation					
Current Rent	5 250	VP @	6 0000%	16 6667	87 500
Guirent Kent	3,230		0.0000 /0	10.0007	87,500
GROSS DEVELOPMENT	ALUE			7,334,759	
Income from Tenants				3,063	
NET REALISATION				7,337,822	
OUTLAY					
ACQUISITION COSTS					
Residualised Price		(	2,316,300)	(2.246.200)	
CONSTRUCTION COSTS				(2,316,300)	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
1 bed flat	6.725	£142.68	959.523		
2 bed flat	15 750	£142.68	2 247 210		
3 bed flat	8 006	£142.68	1 142 332		
1 bed flat	2 690	£142.68	383 809		
2 bed flat	7 000	£142.00	008,000		
3 bed flat	7,000	£142.00	180 571		
	42 602	2142.00	409,071	6 224 205	
TOLAIS	43,003		0,221,200	6,221,205	
Contingency		5.00%	311,060		
CIL	24,385 ft <sup>2</sup>	4.64 pf <sup>2</sup>	113,146		
Abnormal costs	50 un	12,069.00 /un	603,450		
S106/S278	65 un	1,000.00 /un	65,000		
				1,092,657	
PROFESSIONAL FEES					
All professional fees		10 00%	622 120		
		10.00 /0	022,120	622,120	
MARKETING & LETTING					
Marketing		4.00%	257,320	257 320	
DISPOSAL FEES				201,020	
Sales Legal Fee	50 un	600.00 /un	30,000		
- 5.00 - 09511 00			20,000	30,000	
FINANCE					

Debit Rate 6.500% Credit Rate 0.000% (Nominal)

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APPRAISAL SUMMARY			
SAVILLS T5 30% AH South Total Finance Cost		269,826	
TOTAL COSTS		6,176,828	
PROFIT			
		1,160,994	
Performance Measures			
Profit on Cost%	18.80%		
Profit on GDV%	15.83%		
Profit on NDV%	15.83%		
Development Yield% (on Rent)	0.09%		
Equivalent Yield% (Nominal)	6.00%		
Equivalent Yield% (True)	6.23%		
IRR	43.33%		
Rent Cover Profit Erosion (finance rate 6.500%)	221 yrs 2 mths 2 yrs 8 mths		

## SAVILLS

SAVILLS T5 40% AH North West

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	9	4,842	£298.45	£160,566	1,445,095
2 bed flat	15	10,500	£298.45	£208,915	3,133,725
3 bed flat	6	5,490	£298.45	£273.082	1,638,491
1 bed flat	e 6	3 228	£77.57	£41 733	250 396
2 bod flat	10	7,000	£77.57	£54 200	542,000
2 bed flat	10	7,000	C77 57	234,233	292,006
	-4	<u>3,000</u>	£11.51	£10,911	<u>203,900</u>
lotais	50	34,720			7,294,603
Pontal Area Summary		Initial	Not Pont	Initial	
Rental Area Summary	11			initial MDV	
	Units		at Sale		
	30	£150	4,500	4,500	
Totals	30		4,500	4,500	
Investment Valuation					
	4 = 0.0		0.00000/	40.000-	
Current Rent	4,500	YP @	6.0000%	16.6667	75,000 <b>75,000</b>
GROSS DEVELOPMENT VALUE	Ē			7,369,603	
Income from Tenants				2,625	
NET REALISATION				7,372,228	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			(2.112.261)		
			(,,,-,	(2,112,261)	
CONSTRUCTION COSTS					
Construction	ft²	Rate ft <sup>2</sup>	Cost		
1 bed flat	6 053	£142.68	863 571		
2 bed flat	13 125	£142.68	1 872 675		
2 bed flat	6 962	£142.00	070 142		
	0,003	£ 142.00	979,142		
1 bed flat	4,035	£142.68	575,714		
2 bed flat	8,750	£142.68	1,248,450		
3 bed flat	4,575	£142.68	652,761		
Totals	43,400		<u>6,192,312</u>	6,192,312	
Contingency		5.00%	309,616		
Abnormal costs	50 un	12,069.00 /un	603,450		
S106/S278	50 un	1,000.00 /un	50,000		
				963,066	
PROFESSIONAL FEES					
All professional fees		10.00%	619,231		
				619,231	
MARKETING & LETTING					
Marketing		4.00%	248,692		
				248,692	
DISPOSAL FEES					
Sales Legal Fee	50 un	600.00 /un	30,000		
Sales Legal Fee		0.50%	5,386		
				35,386	
FINANCE					

Debit Rate 6.500% Credit Rate 0.000% (Nominal)

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APPRAISAL SUMMARY			
SAVILLS T5 40% AH North West Total Finance Cost		268,089	
TOTAL COSTS		6,214,515	
PROFIT			
		1,157,713	
Performance Measures			
Profit on Cost%	18.63%		
Profit on GDV%	15.71%		
Profit on NDV%	15.71%		
Development Yield% (on Rent)	0.07%		
Equivalent Yield% (Nominal)	6.00%		
Equivalent Yield% (True)	6.23%		
IRR	41.38%		
Rent Cover	257 yrs 3 mths		
Profit Erosion (finance rate 6.500%)	2 yrs 8 mths		

## SAVILLS

#### SAVILLS T5 30% AH North

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	10	5,380	£222.78	£119,856	1,198,556
2 bed flat	18	12,600	£222.78	£155,946	2,807,028
3 bed flat	7	6,405	£222.78	£203,844	1,426,906
1 bed flat	4	2,152	£77.57	£41,733	166,931
2 hed flat	8	5,600	£77.57	£54 299	434 302
2 bod flat	3	2,000	£77.57	£70 077	212 020
	50	2,745	211.51	210,911	<u>212,930</u>
Totals	50	54,002			0,240,743
Rental Area Summary		Initial	Net Rent	Initial	
	Units	MRV/Unit	at Sale	MRV	
	35	£150	5,250	5,250	
Totals	35		5,250	5,250	
Investment Valuation					
Current Rent	5,250	YP @	6.0000%	16.6667	87,500 <b>87,500</b>
GROSS DEVELOPMENT VALU	UE			6,334,243	
Income from Tenants				3,063	
NET REALISATION				6,337,305	
OUTLAY					
ACQUISITION COSTS Residualised Price		(	(2,928,466)		
			· · · · ·	(2,928,466)	
CONSTRUCTION COSTS			_		
Construction	ft²	Rate ft <sup>2</sup>	Cost		
1 bed flat	6,725	£142.68	959,523		
2 bed flat	15,750	£142.68	2,247,210		
3 bed flat	8,006	£142.68	1,142,332		
1 bed flat	2,690	£142.68	383,809		
2 bed flat	7,000	£142.68	998 760		
3 hed flat	3 / 3 1	£142.68	480 571		
Totala	42 602	2142.00	6 221 205	6 224 205	
Iotais	43,003		0,221,205	0,221,205	
Contingency		5.00%	311,060		
Abnormal costs	50 un	12.069.00 /un	603,450		
S106/S278	65 un	1.000.00 /un	65,000		
0100/02/0	oo un	1,000.007.011	00,000	979,510	
All professional feed		40.000/	600 400		
All professional fees		10.00%	622,120	622 120	
MARKETING & LETTING				022,120	
Marketing		4 00%	217 300		
Marketing		4.0070	217,500	217.300	
DISPOSAL FEES				,000	
Sales Legal Fee	50 un	600 00 /un	30,000		
caloo Logal i oo	00 un	000.00 /uli	00,000	30 000	
FINANCE				00,000	
Debit Rate 6.500% Credit Ra	ate 0.000% (N	ominal)			
Total Finance Cost				213 363	
				210,000	

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SAVILLS

APPRAISAL SUMMARY		
SAVILLS T5 30% AH North		
TOTAL COSTS		5,355,032
PROFIT		
		982,273
Performance Measures		
Profit on Cost%	18.34%	
Profit on GDV%	15.51%	
Profit on NDV%	15.51%	
Development Yield% (on Rent)	0.10%	
Equivalent Yield% (Nominal)	6.00%	
Equivalent Yield% (True)	6.23%	
IRR	N/A	

Rent Cover	187 yrs 1 mth
Profit Erosion (finance rate 6.500%)	2 yrs 7 mths

#### SAVILLS T5 30% AH East

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	10	5,380	£239.32	£128,754	1,287,542
2 bed flat	18	12,600	£239.32	£167,524	3,015,432
3 bed flat	7	6.405	£239.32	£218.978	1.532.845
1 bed flat	4	2 152	£77.57	£41 733	166 931
2 bed flat	8	5 600	£77.57	£54 200	134 302
2 bod flat	2	2,000	C77 57	C70 077	212 020
	<u>-</u>	2,745	£11.51	£70,977	212,930
Iotais	50	34,882			6,650,070
Rental Area Summary		Initial	Net Rent	Initial	
	Units	MRV/Unit	at Sale	MRV	
	35	£150	5,250	5,250	
Totals	35		5,250	5,250	
Investment Valuation					
Current Rent	5,250	YP @	6.0000%	16.6667	87,500 <b>87,500</b>
GROSS DEVELOPMENT VALU	E			6,737,570	
Income from Tenants				3,063	
NET REALISATION				6,740,633	
OUTLAY					
ACQUISITION COSTS Residualised Price			2.634.671)		
			(,,,,	(2,634,671)	
CONSTRUCTION COSTS					
Construction	ft²	Rate ft <sup>2</sup>	Cost		
1 bed flat	6.725	£142.68	959.523		
2 bed flat	15 750	£142.68	2 247 210		
3 bed flat	8,006	£142.00	1 142 332		
1 bod flat	0,000	C142.00	202 000		
2 had flat	2,090	£ 142.00	303,009		
2 bed flat	7,000	£142.08	998,760		
3 bed flat	3,431	£142.68	489,571		
lotals	<u>43,603</u>		<u>6,221,205</u>	6,221,205	
Contingency		5.00%	311.060		
Abnormal costs	50 un	12 069 00 /un	603 450		
S106/S278	65 un	1 000 00 /un	65,000		
0100/02/0	00 011	1,000.007411	00,000	979,510	
		40.000/	000 400		
All professional fees		10.00%	622,120	622 120	
MARKETING & LETTING				022,120	
Marketing		4 00%	222 422		
Marketing		4.00 %	233,433	233 433	
DISPOSAL FEFS				200,400	
Sales Legal Fee	50 un	600.00 /up	30,000		
	00 011	000.007011	00,000	30 000	
FINANCE				50,000	
Debit Rate 6 500% Credit Rat	e 0.000% (N	lominal)			
Total Finance Cost				232 603	
				200,090	

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# APPRAISAL SUMMARY SAVILLS T5 30% AH East

TOTAL COSTS		5,687,290
PROFIT		
		1,053,343
Performance Measures		
Profit on Cost%	18.52%	
Profit on GDV%	15.63%	
Profit on NDV%	15.63%	
Development Yield% (on Rent)	0.09%	
Equivalent Yield% (Nominal)	6.00%	
Equivalent Yield% (True)	6.23%	
IRR	81.49%	
Rent Cover	200 yrs 8 mths	
Profit Erosion (finance rate 6.500%)	2 yrs 8 mths	

#### BNP T6 40% AH Inner West

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	18	9,684	£371.02	£199,609	3,592,958
2 bed flat	30	21,000	£371.02	£259,714	7,791,420
3 bed flat	12	10,980	£371.02	£339,483	4,073,800
1 bed flat	12	6,456	£77.57	£41,733	500,792
2 bed flat	20	14,000	£77.57	£54,299	1,085,980
3 bed flat	<u>8</u>	7,320	£77.57	£70,977	<u>567,812</u>
Totals	100	69,440			17,612,762
Rental Area Summary		Initial	Net Rent	Initial	
	Units	MRV/Unit	at Sale	MRV	
Ground rents	60	£150	9,000	9,000	
Totals	60		9,000	9,000	
Investment Valuation					
Ground rents					
Current Rent	9,000	YP @	6.0000%	16.6667	150,000 <b>150,000</b>
GROSS DEVELOPMENT VALUE				17,762,762	
NET REALISATION				17,762,762	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			(424,965)		
Stamp Duty		4.00%	117,302		
Agent Fee		1.00%	29,326		
Legal Fee		0.80%	23,460	(254 876)	
CONSTRUCTION COSTS				(234,070)	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
1 bed flat	11.393	£142.68	1 625 545		
2 bed flat	24,706	£142.68	3.525.035		
3 bed flat	12.918	£142.68	1.843.090		
1 bed flat	7.595	£142.68	1.083.697		
2 bed flat	16.471	£142.68	2.350.024		
3 bed flat	8.612	£142.68	1.228.727		
Totals	81.694		11.656.117	11.656.117	
				,,	
Contingency		5.00%	582,806		
S106/S278	100 un	1,000.00 /un	100,000	600.006	
				082,800	
PROFESSIONAL FEES					
All professional fees		10.00%	1,165,612		
•				1,165,612	
MARKETING & LETTING					
Marketing		4.00%	618,327	040.007	
				618,327	
Sales Legal Fee	100 un	600.00 /up	60.000		
Gales Legal I de		000.00 /uli	00,000	60,000	
FINANCE				,	
Debit Rate 6.500% Credit Rate	0.000% (N	lominal)			
Total Finance Cost				913,751	

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APPRAISAL SUMMARY		
BNP T6 40% AH Inner West		
TOTAL COSTS		14,841,736
PROFIT		
		2,921,026
Performance Measures		
Profit on Cost%	19.68%	
Profit on GDV%	16.44%	
Profit on NDV%	16.44%	
Development Yield% (on Rent)	0.06%	
Equivalent Yield% (Nominal)	6.00%	
Equivalent Yield% (True)	6.23%	
IRR	22.92%	

Rent Cover324 yrs 7 mthsProfit Erosion (finance rate 6.500%)2 yrs 9 mths

#### BNP T6 40% AH Inner East

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	18	9,684	£324.76	£174,721	3,144,976
2 bed flat	30	21,000	£324.76	£227,332	6,819,960
3 bed flat	12	10,980	£324.76	£297,155	3,565,865
1 bed flat	12	6,456	£77.57	£41,733	500,792
2 bed flat	20	14,000	£77.57	£54,299	1,085,980
3 bed flat	<u>8</u>	7,320	£77.57	£70,977	<u>567,812</u>
Totals	100	69,440			15,685,385
Rental Area Summary		Initial	Net Rent	Initial	
	Units	MRV/Unit	at Sale	MRV	
Ground rents	60	£150	9,000	9,000	
Totals	60		9,000	9,000	
Investment Valuation					
Ground rents					
Current Rent	9,000	YP @	6.0000%	16.6667	150,000 <b>150,000</b>
GROSS DEVELOPMENT VALUE				15,835,385	
NET REALISATION				15,835,385	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			(1,684,232)		
Stamp Duty		4.00%	66,932		
Agent Fee		1.00%	16,733		
Legal Fee		0.80%	13,386	(1 507 101)	
CONSTRUCTION COSTS				(1,567,181)	
Construction	ft <sup>2</sup>	Rate ft <sup>2</sup>	Cost		
1 bed flat	11 393	£142.68	1 625 545		
2 bed flat	24,706	£142.68	3,525,035		
3 bed flat	12 918	£142.68	1 843 090		
1 bed flat	7 595	£142.68	1,040,000		
2 bed flat	16 471	£142.68	2 350 024		
3 bed flat	8 612	£142.68	1 228 727		
Totals	81 694	2112.00	11 656 117	11.656.117	
lotalo	01,001		11,000,117	11,000,111	
Contingency		5.00%	582,806		
S106/S278	100 un	1,000.00 /un	100,000		
				682,806	
PROFESSIONAL FFFS					
All professional fees		10 00%	1 165 612		
		10.0070	1,100,012	1.165.612	
MARKETING & LETTING					
Marketing		4.00%	541,232		
				541,232	
DISPOSAL FEES	100		~~ ~~~		
Sales Legal Fee	100 un	600.00 /un	60,000	60,000	
FINANCE				00,000	
Debit Rate 6.500% Credit Rate	0.000% (N	ominal)			
Total Finance Cost				760,116	

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Date: 30/03/2012

APPRAISAL SUMMARY		
BNP T6 40% AH Inner East		
TOTAL COSTS		13,278,701
PROFIT		
		2,556,684
Performance Measures		
Profit on Cost%	19.25%	
Profit on GDV%	16.15%	
Profit on NDV%	16.15%	
Development Yield% (on Rent)	0.07%	
Equivalent Yield% (Nominal)	6.00%	
Equivalent Yield% (True)	6.23%	
IRR	25.17%	

Rent Cover	284 yrs 1 mth
Profit Erosion (finance rate 6.500%)	2 yrs 9 mths

BNP T6 30% AH South

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	21	11,298	£290.45	£156,262	3,281,504
2 bed flat	35	24,500	£290.45	£203,315	7,116,025
3 bed flat	14	12,810	£290.45	£265,762	3,720,665
1 bed flat	9	4.842	£77.57	£41,733	375,594
2 bed flat	15	10,500	£77.57	£54 299	814 485
3 bed flat	6	5 / 90	£77.57	£70 077	125 850
	100	<u>5,430</u> 60,440	211.51	210,911	45 724 122
Totals	100	69,440			15,754,152
Rental Area Summary		Initial	Net Rent	Initial	
-	Units	MRV/Unit	at Sale	MRV	
	70	£150	10.500	10.500	
Totals	70		10,500	10.500	
lotaio			10,000	10,000	
Investment Valuation					
Current Rent	10,500	YP @	6.0000%	16.6667	175,000
					175,000
GROSS DEVELOPMENT VALUE				15,909,132	
NET REALISATION				15,909,132	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			(1 679 239)		
Stamp Duty		4 00%	35 803		
Agent Fee		1.00%	8 973		
		0.80%	7 170		
Legal Fee		0.00%	7,179	(1 627 194)	
CONSTRUCTION COSTS				(1,021,104)	
Construction	ft <sup>2</sup>	Rate ft <sup>2</sup>	Cost		
1 bed flat	13 202	£1/2 68	1 806 /60		
2 bed flat	28 824	£142.00	1,000,400		
2 bed flat	15 071	C142.00	2 150 272		
3 Deu liat	15,071	£142.00	2,150,272		
	5,690	£142.08	012,772		
2 bed flat	12,353	£142.68	1,762,518		
3 bed flat	6,459	£142.68	921,545		
Totals	<u>81,694</u>		<u>11,656,117</u>	11,656,117	
Contingency		5.00%	582 806		
S106/S278	100 un	1 000 00 /un	100,000		
0100/0210	roo an	1,000.007411	100,000	682,806	
PROFESSIONAL FEES			4 40- 64-		
All professional fees		10.00%	1,165,612	1 165 610	
				1,105,012	
Marketing		4 00%	EG 1 700		
warkeung		4.00%	304,728	564 728	
DISPOSAL FEES				001,120	
Sales Legal Fee	100 un	600.00 /un	60,000		
-			-	60,000	
FINANCE					
Debit Rate 6.500% Credit Rate	۱) %000.0	Nominal)			
Total Finance Cost				824,134	

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APPRAISAL SUMMARY		
BNP T6 30% AH South		
TOTAL COSTS		13,326,202
PROFIT		
		2,582,930
Performance Measures		
Profit on Cost%	19.38%	
Profit on GDV%	16.24%	
Profit on NDV%	16.24%	
Development Yield% (on Rent)	0.08%	
Equivalent Yield% (Nominal)	6.00%	
Equivalent Yield% (True)	6.23%	
IRR	23.75%	

Rent Cover	245 yrs 12 mths
Profit Erosion (finance rate 6.500%)	2 yrs 9 mths

#### BNP T6 40% AH North West

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	18	9,684	£319.54	£171,913	3,094,425
2 bed flat	30	21,000	£319.54	£223,678	6,710,340
3 bed flat	12	10,980	£319.54	£292,379	3,508,549
1 bed flat	12	6.456	£77.57	£41,733	500,792
2 bed flat	20	14 000	£77.57	£54 299	1 085 980
3 bed flat	20	7 320	£77.57	£70 977	567 812
Totals	100	69 440	211.01	210,011	15 467 899
Totals	100	00,440			10,407,000
Rental Area Summary		Initial	Net Rent	Initial	
· · · · · · · · ·	Units	MRV/Unit	at Sale	MRV	
Ground rents	60	£150	9 000	9 000	
Totals	60	2100	9,000	9,000	
Totalo			0,000	0,000	
Investment Valuation					
Ground rents					
Current Rent	9.000	YP @	6.0000%	16.6667	150.000
	0,000		010000,0		150,000
GROSS DEVELOPMENT VALUE				15,617,899	
NET REALISATION				15,617,899	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			(1,826,328)		
Stamp Duty		4.00%	61,248		
Agent Fee		1.00%	15,312		
Legal Fee		0.80%	12,250		
				(1,737,518)	
CONSTRUCTION COSTS					
Construction	ft²	Rate ft <sup>2</sup>	Cost		
1 bed flat	11,393	£142.68	1,625,545		
2 bed flat	24,706	£142.68	3,525,035		
3 bed flat	12,918	£142.68	1,843,090		
1 bed flat	7.595	£142.68	1.083.697		
2 bed flat	16 471	£142.68	2 350 024		
3 bed flat	8 612	£142.68	1 228 727		
Totals	81 694	2142.00	11 656 117	11 656 117	
Totals	01,034		<u>11,000,117</u>	11,000,117	
Contingency		5.00%	582.806		
S106/S278	100 un	1.000.00 /un	100,000		
0.00.01.0		.,	,	682,806	
				,	
PROFESSIONAL FEES					
All professional fees		10.00%	1,165,612		
				1,165,612	
MARKETING & LETTING					
Marketing		4.00%	532,533		
				532,533	
DISPOSAL FEES	100	000 00 /	~~~~~		
Sales Legal Fee	100 un	600.00 /un	60,000	60.000	
FINANCE				60,000	
Debit Rate 6 500% Credit Rate	0 000% /N	lominal)			
Total Finance Cost	5.55570 (I			743 711	
				1-10,111	

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APPRAISAL SUMMARY		
BNP T6 40% AH North West		
TOTAL COSTS		13,103,260
PROFIT		
		2,514,639
Performance Measures		
Profit on Cost%	19.19%	
Profit on GDV%	16.10%	
Profit on NDV%	16.10%	
Development Yield% (on Rent)	0.07%	
Equivalent Yield% (Nominal)	6.00%	
Equivalent Yield% (True)	6.23%	
IRR	25.51%	
	070	

Rent Cover279 yrs 5 mthsProfit Erosion (finance rate 6.500%)2 yrs 9 mths

BNP T6 30% AH North

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	21	11,298	£253.14	£136,189	2,859,976
2 bed flat	35	24,500	£253.14	£177,198	6,201,930
3 bed flat	14	12.810	£253.14	£231.623	3.242.723
1 bed flat	9	4 842	£77.57	£41 733	375 594
2 bed flat	15	10,500	£77.57	£54 200	814 485
2 bed flat	6	5 400	£77.57	£70 077	425 950
	400	<u>5,490</u>	£11.51	£70,977	420,009
lotais	100	69,440			13,920,567
Rontal Area Summary		Initial	Not Pont	Initial	
Rental Alea Summary	11	MDV//List			
	Units		at Sale		
	70	£150	10,500	10,500	
Totals	70		10,500	10,500	
Investment Valuation					
Current Pent	10 500	VP @	6 0000%	16 6667	175 000
Guirent Kent	10,500	IF @	0.0000 /8	10.0007	175,000
GROSS DEVELOPMENT VALUE				14,095,567	
NET REALISATION				14,095,567	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			(2,880,796)	(2 990 706)	
CONSTRUCTION COSTS				(2,000,790)	
Construction	<b>f</b> +2	Data ft2	Cost		
1 had flat	10.000		1 906 460		
	13,292	£142.08	1,896,469		
2 bed flat	28,824	£142.68	4,112,541		
3 bed flat	15,071	£142.68	2,150,272		
1 bed flat	5,696	£142.68	812,772		
2 bed flat	12,353	£142.68	1,762,518		
3 bed flat	6.459	£142.68	921,545		
Totals	81,694		11,656,117	11,656,117	
				,,	
Contingency		5.00%	582,806		
S106/S278	100 un	1.000.00 /un	100.000		
			,	682,806	
PROFESSIONAL FEES					
All professional fees		10.00%	1,165,612		
				1,165,612	
MARKETING & LETTING					
Marketing		4.00%	492,185		
C C				492,185	
DISPOSAL FEES					
Sales Legal Fee	100 un	600.00 /un	60,000		
-				60,000	
FINANCE					
Debit Rate 6.500% Credit Rate	0.000% (1	Nominal)			
Total Finance Cost				689,740	
IUIAL COSTS				11,865,663	

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BNP T6 30% AH North PROFIT

2,229,904

#### Performance Measures

18.79%
15.82%
15.82%
0.09%
6.00%
6.23%
27.07%
212 yrs 4 mths 2 yrs 8 mths

BNP T6 30% AH East

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	21	11,298	£243.52	£131,014	2,751,289
2 bed flat	35	24,500	£243.52	£170,464	5,966,240
3 bed flat	14	12,810	£243.52	£222,821	3,119,491
1 bed flat	9	4,842	£77.57	£41,733	375,594
2 bed flat	15	10,500	£77.57	£54 299	814 485
3 bed flat	6	5 490	£77.57	£70,977	425 859
Totals	100	69 440	211.01	210,011	13 452 958
10(813	100	03,440			10,402,000
Rental Area Summary		Initial	Net Rent	Initial	
Roman Aroa Gammary	Unite	MD\//I Init	at Salo	MD\/	
	70	0150	10 500	10 500	
Totala	70	£150	10,500	10,500	
lotais	70		10,500	10,500	
Investment Valuation					
Current Rent	10,500	YP @	6.0000%	16.6667	175,000
					175,000
GROSS DEVELOPMENT VALUE				13,627,958	
NET REALISATION				13,627,958	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			(3.210.700)		
			(-,,_,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	(3,210,700)	
CONSTRUCTION COSTS					
Construction	ft <sup>2</sup>	Rate ft <sup>2</sup>	Cost		
1 bed flat	13 292	£142.68	1 896 469		
2 bed flat	28 824	£142.68	4 112 541		
3 bed flat	15 071	£142.00	2 150 272		
3 bed flat	5,071	£ 142.00	2,150,272		
	5,090	£ 142.08	012,772		
2 bed flat	12,353	£142.08	1,762,518		
3 bed flat	6,459	£142.68	921,545		
Totals	<u>81,694</u>		<u>11,656,117</u>	11,656,117	
Contingonov		5 000/	502 006		
	100	5.00%	582,800		
5106/5278	100 un	1,000.00 /un	100,000		
				682,806	
DDOEESSIONAL EEES					
All professional fees		10.00%	1 165 612		
All professional lees		10.0070	1,103,012	1 165 612	
				1,105,012	
Marketing		4 00%	172 101		
Marketing		4.00%	473,401	173 181	
DISPOSAL FEES				77,401	
Sales Legal Eee	100 un	600.00 /up	60,000		
Cales Legal 1 de		000.00 /uli	00,000	60 000	
FINANCE				00,000	
Debit Rate 6.500% Credit Rate (	0.000% (1	Nominal)			
Total Finance Cost		,		655.625	
				000,020	
TOTAL COSTS				11,482,940	

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BNP T6 30% AH East PROFIT

2,145,018

#### Performance Measures

Profit on Cost%	18.68%
Profit on GDV%	15.74%
Profit on NDV%	15.74%
Development Yield% (on Rent)	0.09%
Equivalent Yield% (Nominal)	6.00%
Equivalent Yield% (True)	6.23%
IRR	28.54%
Rent Cover	204 yrs 3 mths
Profit Erosion (finance rate 6.500%)	2 yrs 8 mths

SAVILLS T6 40% AH Inner West

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	18	9,684	£312.34	£168,039	3,024,701
2 bed flat	30	21,000	£312.34	£218,638	6,559,140
3 bed flat	12	10,980	£312.34	£285.791	3,429,493
1 bed flat	12	6 4 5 6	£77.57	£41 733	500 792
2 bed flat	20	14 000	£77.57	£54 200	1 085 980
3 bed flat	20	7 320	£77.57	£70 977	567 812
	100	<u>69,440</u>	211.51	210,311	15 167 012
Totals	100	05,440			15,107,910
Rental Area Summary		Initial	Net Rent	Initial	
······································	Unite	MRV/Unit	at Salo	MRV	
Ground rents	60	£150	9 000	9,000	
Totale	60	2100	9,000	9,000 <b>0,000</b>	
Totals	00		9,000	3,000	
Investment Valuation					
Ground rents					
Current Rent	9 000	YP @	6 0000%	16 6667	150 000
Guilent Kent	0,000		0.000070	10.0007	150,000
					100,000
GROSS DEVELOPMENT VALUE				15,317,918	
NET REALISATION				15,317,918	
OUTLAY					
Regulation COSTS			(2 609 019)		
Residualised Flice			(3,000,010)	(2 609 019)	
				(3,000,010)	
Construction	<b>£</b> +2	Data #2	Cost		
1 had flat	10 10F		4 707 444		
	12,105	£142.08	1,727,141		
2 bed flat	26,250	£142.68	3,745,350		
3 bed flat	13,725	£142.68	1,958,283		
1 bed flat	7,595	£142.68	1,083,697		
2 bed flat	16,471	£142.68	2,350,024		
3 bed flat	8,612	£142.68	1,228,727		
Totals	<u>84,758</u>		<u>12,093,221</u>	12,093,221	
Contingency		5.00%	604,661		
Abnormal costs	100 un	12,069.00 /un	1,206,900		
S106/S278	100 un	1,000.00 /un	100,000		
				1,911,561	
PROFESSIONAL FEES		10.000	4 000 000		
All professional fees		10.00%	1,209,322	4 000 000	
				1,209,322	
MARKETING & LETTING		4.000/	500 500		
Marketing		4.00%	520,533	500 500	
				520,533	
DISPOSAL FEES	400	000 00 /	~~~~~		
Sales Legal Fee	100 un	600.00 /un	60,000	60.000	
FINANCE				60,000	
Debit Rate 6 500% Credit Pate 6	۸/ %000 C	lominal)			
Total Finance Cost		voninai)		713 126	
				710,120	
TOTAL COSTS				12,899,746	
				, . , . ,	

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#### SAVILLS T6 40% AH Inner West

#### PROFIT

#### 2,418,172

Performance Measures	
Profit on Cost%	18.75%
Profit on GDV%	15.79%
Profit on NDV%	15.79%
Development Yield% (on Rent)	0.07%
Equivalent Yield% (Nominal)	6.00%
Equivalent Yield% (True)	6.23%
IRR	27.96%
Rent Cover	268 yrs 8 mths
Profit Erosion (finance rate 6.500%)	2 yrs 8 mths
SAVILLS T6 40% AH Inner East

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	18	9,684	£258.45	£139,046	2,502,830
2 bed flat	30	21,000	£258.45	£180,915	5,427,450
3 bed flat	12	10,980	£258.45	£236,482	2,837,781
1 bed flat	12	6,456	£77.57	£41,733	500,792
2 bed flat	20	14,000	£77.57	£54,299	1,085,980
3 bed flat	8	7,320	£77.57	£70,977	567,812
Totals	100	69,440			12,922,645
Rental Area Summary		Initial	Net Rent	Initial	
	Units	MRV/Unit	at Sale	MRV	
Ground rents	60	£150	9,000	9,000	
Totals	60		9,000	9,000	
Invostment Valuation					
Ground ronte					
Current Pont	0.000	VD @	6 0000%	16 6667	150,000
Current Rent	9,000	rr @	0.0000%	10.0007	<b>150,000</b>
					·
GROSS DEVELOPMENT VALUE				13,072,645	
NET REALISATION				13,072,645	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			(5.188.779)		
			(0,.00,)	(5,188,779)	
CONSTRUCTION COSTS					
Construction	ft²	Rate ft <sup>2</sup>	Cost		
1 bed flat	12.105	£142.68	1.727.141		
2 bed flat	26,250	£142.68	3 745 350		
3 bed flat	13 725	£142.68	1 958 283		
1 bed flat	7 505	£142.68	1,000,200		
2 bed flat	16 471	£142.68	2 350 024		
2 bod flat	0 612	£142.00	1 2200,024		
	0,012	£142.00	1,220,727	40.000.004	
lotais	<u>84,758</u>		12,093,221	12,093,221	
Contingency		5.00%	604,661		
Abnormal costs	100 un	12 069 00 /un	1 206 900		
S106/S278	100 un	1 000 00 /un	100 000		
5100/52/6	100 011	1,000.007011	100,000	1 011 561	
				1,911,001	
PROFESSIONAL FEES					
All professional fees		10.00%	1,209,322		
				1,209,322	
MARKETING & LETTING					
Marketing		4.00%	430,722		
				430,722	
DISPOSAL FEES					
Sales Legal Fee	100 un	600.00 /un	60,000	60.000	
FINANCE				60,000	
Debit Rate 6 500% Credit Rate (	0.000% (N	Nominal)			
Total Finance Cost		· · · · · · · · · · · · · · · · · · ·		559,738	
TOTAL 000T0					
IUIAL COSTS				11,075,786	

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# SAVILLS T6 40% AH Inner East

#### PROFIT

#### 1,996,859

Performance Measures	
Profit on Cost%	18.03%
Profit on GDV%	15.28%
Profit on NDV%	15.28%
Development Yield% (on Rent)	0.08%
Equivalent Yield% (Nominal)	6.00%
Equivalent Yield% (True)	6.23%
IRR	39.84%
Rent Cover	221 yrs 10 mths
Profit Erosion (finance rate 6.500%)	2 yrs 7 mths

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# SAVILLS T6 30% AH South

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	21	11,298	£263.81	£141,930	2,980,525
2 bed flat	35	24,500	£263.81	£184,667	6,463,345
3 bed flat	14	12,810	£263.81	£241,386	3,379,406
1 bed flat	9	4.842	£77.57	£41,733	375.594
2 bed flat	15	10,500	£77.57	£54 299	814 485
3 bed flat	6	5 / 90	£77.57	£70 977	125 850
	400	<u>5,490</u>	211.51	210,911	44 420 245
Totals	100	09,440			14,455,215
Rental Area Summary		Initial	Net Rent	Initial	
-	Units	MRV/Unit	at Sale	MRV	
	70	£150	10,500	10,500	
Totals	70	2.00	10,500	10,500	
lotaio	10		10,000	10,000	
Investment Valuation					
Current Rent	10,500	YP @	6.0000%	16.6667	175,000
					175,000
GROSS DEVELOPMENT VALUE				14,614,215	
NET REALISATION				14,614,215	
OUTLAY					
ACOULISITION COSTS					
Residualised Price			(4 535 401)		
Residualised File			(4,555,401)	(4.535.401)	
CONSTRUCTION COSTS				(1,000,101)	
Construction	ft <sup>2</sup>	Rate ft <sup>2</sup>	Cost		
1 bed flat	14 123	£142.68	2 014 998		
2 bed flat	30 625	£142.68	4 369 575		
2 bed flat	16 013	£142.00	2 284 664		
3 bed flat	6 052	£ 142.00	2,204,004		
1 Ded flat	0,053	£142.08	803,571		
2 bed flat	13,125	£142.68	1,8/2,6/5		
3 bed flat	6,863	£142.68	979,142		
Totals	<u>86,800</u>		<u>12,384,624</u>	12,384,624	
Contingonov		5 00%	610 221		
	100	5.00%	019,231		
Abnormal costs	100 un	12,069.00 /un	1,206,900		
S106/S278	100 un	1,000.00 /un	100,000		
				1,926,131	
PROFESSIONAL FEES					
All professional fees		10.00%	1 238 462		
		10.0070	1,200,402	1,238,462	
MARKETING & LETTING				.,,	
Marketing		4.00%	512,931		
5			,	512,931	
DISPOSAL FEES					
Sales Legal Fee	100 un	600.00 /un	60,000		
				60,000	
FINANCE	0.0000/ //	1 1)			
Debit Rate 6.500% Credit Rate	J.UUU% (ľ	vominal)		700 005	
I OTAL FINANCE COST				709,035	
TOTAL COSTS				12.295.782	
				, ,	

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# SAVILLS T6 30% AH South

#### PROFIT

#### 2,318,433

Performance Measures	
Profit on Cost%	18.86%
Profit on GDV%	15.86%
Profit on NDV%	15.86%
Development Yield% (on Rent)	0.09%
Equivalent Yield% (Nominal)	6.00%
Equivalent Yield% (True)	6.23%
IRR	29.59%
Rent Cover	220 yrs 10 mths
Profit Erosion (finance rate 6.500%)	2 yrs 8 mths

SAVILLS T6 40% AH North West

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation 1 bed flat 2 bed flat	<b>Units</b> 18 30	<b>ft</b> <sup>2</sup> 9,684 21,000	<b>Rate ft<sup>2</sup></b> £298.45 £298.45	Unit Price £160,566 £208,915	Gross Sales 2,890,190 6,267,450
3 bed flat	12	10,980	£298.45	£273,082	3,276,981
1 bed flat	12	6,456	£77.57	£41,733	500,792
2 bed flat	20	14,000	£77.57	£54,299	1,085,980
3 bed flat	<u>8</u>	7,320	£77.57	£70,977	<u>567,812</u>
Totals	100	69,440			14,589,205
Rental Area Summary	Units	Initial MRV/Unit	Net Rent at Sale	Initial MRV	
Ground rents	60	£150	9,000	9,000	
Totals	60		9,000	9,000	
Investment Valuation Ground rents	0.000		6 0000%	16 6667	150.000
Current Kent	9,000	TF @	0.0000%	10.0007	<b>150,000</b>
GROSS DEVELOPMENT VALUE				14,739,205	
NET REALISATION				14,739,205	
OUTLAY					
ACQUISITION COSTS Residualised Price			(4,014,556)	(4.014.556)	
CONSTRUCTION COSTS Construction	ft²	Rate ft <sup>2</sup>	Cost	(1,011,000)	
1 bed flat	12,105	£142.68	1,727,141		
2 bed flat	26,250	£142.68	3,745,350		
3 bed flat	13,725	£142.68	1,958,283		
1 bed flat	7,595	£142.68	1,083,697		
2 bed flat	16,471	£142.68	2,350,024		
3 bed flat	8,612	£142.68	1,228,727		
Totals	<u>84,758</u>		<u>12,093,221</u>	12,093,221	
Contingency		5.00%	604,661		
Abnormal costs	100 un	12,069.00 /un	1,206,900		
S106/S278	100 un	1,000.00 /un	100,000		
				1,911,561	
PROFESSIONAL FEES					
All professional fees		10.00%	1,209,322		
·				1,209,322	
MARKETING & LETTING Marketing		4.00%	497,385		
				497,385	
DISPOSAL FEES	100 up	600.00 /up	60.000		
Sales Leyal ree		000.00 /UN	00,000	60,000	
FINANCE Debit Rate 6.500% Credit Rate (	0.000% (1	Nominal)		00,000	
Total Finance Cost		·······,		672,145	
TOTAL COSTS				12,429,077	

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# SAVILLS T6 40% AH North West

#### PROFIT

2,310,128

Performance Measures	
Profit on Cost%	18.59%
Profit on GDV%	15.67%
Profit on NDV%	15.67%
Development Yield% (on Rent)	0.07%
Equivalent Yield% (Nominal)	6.00%
Equivalent Yield% (True)	6.23%
IRR	29.67%
Rent Cover	256 yrs 8 mths
Profit Erosion (finance rate 6.500%)	2 yrs 8 mths

# SAVILLS T6 30% AH North

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	21	11,298	£222.78	£119,856	2,516,968
2 bed flat	35	24,500	£222.78	£155,946	5,458,110
3 bed flat	14	12,810	£222.78	£203,844	2,853,812
1 bed flat	9	4,842	£77.57	£41,733	375,594
2 bed flat	15	10.500	£77.57	£54,299	814,485
3 bed flat	6	5,490	£77.57	£70.977	425.859
Totals	100	69,440			12,444,828
Rental Area Summary		Initial	Net Rent	Initial	
	Units	MRV/Unit	at Sale	MRV	
	70	£150	10,500	10,500	
Totals	70		10,500	10,500	
Investment Valuation					
Current Rent	10 500	VP @	6 0000%	16 6667	175 000
Guilent Kent	10,500	11 @	0.000070	10.0007	175.000
					,
GROSS DEVELOPMENT VALUE				12,619,828	
NET REALISATION				12,619,828	
OUTLAY					
ACOUISITION COSTS					
Residualised Price			(5.954.903)		
			(0,000,000)	(5,954,903)	
CONSTRUCTION COSTS					
Construction	ft²	Rate ft <sup>2</sup>	Cost		
1 bed flat	14.123	£142.68	2 014 998		
2 bed flat	30,625	£142.68	4 369 575		
3 bed flat	16 013	£142.68	2 284 664		
1 bod flat	6 052	£142.00	2,204,004		
2 bod flat	12 125	£142.00	1 972 675		
2 bed flat	6 062	£142.00	1,072,075		
	6,863	£142.68	979,142		
lotais	86,800		12,384,624	12,384,624	
Contingency		5.00%	619 231		
Abnormal costs	100 un	12 060 00 /up	1 206 000		
S106/S279	100 un	1 000 00 /un	1,200,900		
3100/3278	100 011	1,000.007011	100,000	1 026 121	
				1,920,131	
PROFESSIONAL FEES					
All professional fees		10.00%	1,238,462		
				1,238,462	
MARKETING & LETTING					
Marketing		4.00%	433,156	400.450	
				433,156	
Sales Legal Fee	100 un	600.00 /up	60,000		
Sales Legal I de		000.00 /uli	00,000	60 000	
FINANCE				00,000	
Debit Rate 6.500% Credit Rate	1) %000.0	Nominal)			
Total Finance Cost				570,394	
				40.000	
IUTAL CUSTS				10,657,865	
FINANCE		Nominal)		00,000	
Sales Legal Fee	100 un	600.00 /un	60,000	60,000	
Total Finance Cost	J.000% (ľ	nominal)		570,394	
TOTAL COSTS				10.657.865	
				, ,	

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# SAVILLS T6 30% AH North

#### PROFIT

1,961,964

Performance Measures	
Profit on Cost%	18.41%
Profit on GDV%	15.55%
Profit on NDV%	15.55%
Development Yield% (on Rent)	0.10%
Equivalent Yield% (Nominal)	6.00%
Equivalent Yield% (True)	6.23%
IRR	49.69%
Rent Cover	186 yrs 10 mths
Profit Erosion (finance rate 6.500%)	2 yrs 7 mths

# SAVILLS T6 30% AH East

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	21	11,298	£239.32	£128,754	2,703,837
2 bed flat	35	24,500	£239.32	£167,524	5,863,340
3 bed flat	14	12,810	£239.32	£218,978	3,065,689
1 bed flat	9	4,842	£77.57	£41,733	375,594
2 bed flat	15	10,500	£77.57	£54,299	814,485
3 bed flat	6	5.490	£77.57	£70.977	425.859
Totals	100	69,440		··· ·· ·· ·· ·· ·· ·· ·· ·· ·· ·· ·· ··	13,248,805
Rental Area Summary	Units	Initial MRV/Unit	Net Rent at Sale	Initial MRV	
Totals	70 <b>70</b>	£150	10,500 <b>10,500</b>	10,500 <b>10,500</b>	
Investment Valuation					
Current Rent	10,500	YP @	6.0000%	16.6667	175,000 <b>175,000</b>
GROSS DEVELOPMENT VALUE				13,423,805	
NET REALISATION				13,423,805	
OUTLAY					
ACQUISITION COSTS Residualised Price			(5,380,063)	(5 380 063)	
CONSTRUCTION COSTS				(3,380,003)	
Construction	ft <sup>2</sup>	Rate ft <sup>2</sup>	Cost		
1 bed flat	14 123	£142.68	2 014 998		
2 bed flat	30 625	£142.68	4 369 575		
3 bed flat	16 013	£142.68	2 284 664		
1 bed flat	6 053	£142.00	863 571		
2 bed flat	13 125	£142.00	1 872 675		
2 bod flat	6 962	£142.00	070 142		
Totals	86.800	£142.00	12.384.624	12.384.624	
				,,-	
Contingency		5.00%	619,231		
Abnormal costs	100 un	12,069.00 /un	1,206,900		
S106/S278	100 un	1,000.00 /un	100,000		
				1,926,131	
PROFESSIONAL FEES					
All professional fees		10.00%	1,238,462	1 238 462	
MARKETING & LETTING				1,200,402	
Marketing		4.00%	465,315	465 215	
				405,515	
Sales Legal Fee	100 un	600.00 /un	60,000		
FINANCE				60,000	
Debit Rate 6 500% Credit Rate (		Jominal)			
Total Finance Cost	J.000 /0 (I	torriniar)		625,356	
TOTAL COSTS				11,319,825	

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# SAVILLS T6 30% AH East

#### PROFIT

#### 2,103,980

Performance Measures	
Profit on Cost%	18.59%
Profit on GDV%	15.67%
Profit on NDV%	15.67%
Development Yield% (on Rent)	0.09%
Equivalent Yield% (Nominal)	6.00%
Equivalent Yield% (True)	6.23%
IRR	36.32%
Rent Cover	200 yrs 5 mths
Profit Erosion (finance rate 6.500%)	2 yrs 8 mths

# BNP T7 40% AH Inner West

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	15	8,070	£371.02	£199,609	2,994,131
2 bed flat	30	21,000	£371.02	£259,714	7,791,420
3 bed flat	15	13,725	£371.02	£339,483	5,092,250
1 bed flat	10	5,380	£77.57	£41,733	417,327
2 bed flat	20	14,000	£77.57	£54,299	1,085,980
3 bed flat	<u>10</u>	<u>9,150</u>	£77.57	£70,977	<u>709,765</u>
Totals	100	71,325			18,090,873
Rental Area Summary		Initial	Net Rent	Initial	
	Units	MRV/Unit	at Sale	MRV	
Ground rents	60	£150	9,000	9,000	
Totals	60		9,000	9,000	
Investment Valuation					
Ground rents					
Current Rent	9,000	YP @	6.0000%	16.6667	150,000 <b>150,000</b>
GROSS DEVELOPMENT VALUE				18,240,873	
NET REALISATION				18,240,873	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			(435,517)		
Stamp Duty		4.00%	120,526		
Agent Fee		1.00%	30,132		
Legal Fee		0.80%	24,105	(000 755)	
CONSTRUCTION COSTS				(260,755)	
CONSTRUCTION COSTS	<b>5</b> 12	D.4. 62	0		
Construction	π-	Rate ft <sup>2</sup>	Cost		
1 bed flat	9,494	£142.68	1,354,621		
2 bed flat	24,706	£142.68	3,525,035		
3 bed flat	16,147	£142.68	2,303,862		
1 bed flat	6,329	£142.68	903,080		
2 bed flat	16,471	£142.68	2,350,024		
3 bed flat	10,765	£142.68	1,535,908	44 070 504	
lotais	83,912		<u>11,972,531</u>	11,972,531	
Contingency		5.00%	598,627		
S106/S278	100 un	1,000.00 /un	100,000		
				698,627	
PROFESSIONAL FEES					
All professional fees		10 00%	1 107 253		
All professional lees		10.0070	1,197,200	1 197 253	
MARKETING & LETTING				1,107,200	
Marketing		4 00%	635 112		
		1.0070	000,112	635.112	
DISPOSAL FEES				,· <b>·</b> =	
Sales Legal Fee	100 un	600.00 /un	60,000		
<u> </u>				60,000	
FINANCE					
Debit Rate 6.500% Credit Rate	0.000% (N	lominal)			
Total Finance Cost				938,452	

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APPRAISAL SUMMARY		
BNP T7 40% AH Inner West		
TOTAL COSTS		15,241,219
PROFIT		
		2,999,654
Performance Measures		
Profit on Cost%	19.68%	
Profit on GDV%	16.44%	
Profit on NDV%	16.44%	
Development Yield% (on Rent)	0.06%	
Equivalent Yield% (Nominal)	6.00%	
Equivalent Yield% (True)	6.23%	
IRR	22.92%	

Rent Cover	333 yrs 4 mths
Profit Erosion (finance rate 6.500%)	2 yrs 9 mths

# BNP T7 40% AH Inner East

#### Summary Appraisal for Phase 2 AH

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	10	5,380	£77.57	£41,733	417,327
2 bed flat	20	14,000	£77.57	£54,299	1,085,980
3 bed flat	<u>10</u>	<u>9,150</u>	£77.57	£70,977	<u>709,765</u>
lotals	40	28,530			2,213,072
NET REALISATION				2,213,072	
OUTLAY					
ACQUISITION COSTS					
Residualised Price		(3	3,448,668)	(2,440,000)	
CONSTRUCTION COST	s			(3,448,668)	
Construction	ft²	Rate ft <sup>2</sup>	Cost		
1 bed flat	6,329	£142.68	903,080		
2 bed flat	16,471	£142.68	2,350,024		
3 bed flat	10,765	£142.68	1,535,908		
Totals	<u>33,565</u>		<u>4,789,012</u>	4,789,012	
Contingency		5.00%	239,451		
				239,451	
PROFESSIONAL FEES					
All professional fees		10.00%	478,901		
				478,901	
FINANCE	dit Data 0.0000/ (N	lominal)			
Total Finance Cost	uii Rale 0.000% (r	vominar)		29.107	
				,	
TOTAL COSTS				2,087,804	
PROFIT					
				125,268	
Performance Measures					
Profit on Cost%		6.00%			
Profit on GDV%		5.66%			
Profit on NDV%		5.66%			
IRR		(8.25)%			
Profit Erosion (finance i	rate 6.500%)	0 yrs 11 mths			

BNP T7 30% AH South

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	17	9,146	£290.45	£156,262	2,656,456
2 bed flat	35	24,500	£290.45	£203,315	7,116,025
3 bed flat	18	16,470	£290.45	£265,762	4,783,712
1 bed flat	7	3,766	£77.57	£41,733	292,129
2 bed flat	15	10.500	£77.57	£54,299	814,485
3 bed flat	8	7.320	£77.57	£70.977	567.812
Totals	100	71,702		,	16,230,618
NET REALISATION				16,230,618	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			(3,251,164)	(3 251 164)	
CONSTRUCTION COSTS				(0,201,104)	
Construction	ft <sup>2</sup>	Rate ft <sup>2</sup>	Cost		
1 bed flat	10 760	£137.67	1 481 329		
2 bed flat	30,625	£137.67	1,401,020		
3 bed flat	20,588	£137.07	2 834 281		
1 bed flat	4 708	£137.07	648 082		
2 bed flat	4,700	£137.07	1 806 010		
2 bed flat	0 150	£137.07	1,000,919		
	9,150	£137.07	12 246 425	12 246 425	
Totals	00,900		12,240,433	12,240,455	
Contingency		5.00%	612,322		
Abnormal costs	100 un	12,069.00 /un	1,206,900		
S106 allowance	100 un	1,000.00 /un	100,000	1 919 222	
				1,010,222	
All professional fees		10.00%	1.224.643		
·			, ,	1,224,643	
MARKETING & LETTING				, , ,	
Marketing		4.00%	582.248		
			,	582.248	
DISPOSAL FEES				,	
Sales Legal Fee	100 un	600.00 /un	60.000		
			,	60.000	
FINANCE				,	
Debit Rate 6.500% Credit	Rate 0.000% (Nc	minal)			
Total Finance Cost	X	,		837,167	
TOTAL COSTS				13,618,551	
PROFIT					
-				2,612,067	
Performance measures		10 100/			
Profit on CDV/%		19.10%			
Profit on NDV%		10.09%			
		10.09%			
IRR		24.99%			
Profit Erosion (finance rate	e.500%)	2 yrs 9 mths			

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BNP T7 30% AH South

# SAVILLS

# BNP T7 40% AH North West

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	15	8,070	£319.54	£171,913	2,578,688
2 bed flat	30	21,000	£319.54	£223,678	6,710,340
3 bed flat	15	13,725	£319.54	£292,379	4,385,687
1 bed flat	10	5,380	£77.57	£41,733	417,327
2 bed flat	20	14,000	£77.57	£54,299	1,085,980
3 bed flat	<u>10</u>	<u>9,150</u>	£77.57	£70,977	<u>709,765</u>
Totals	100	71,325			15,887,786
Rental Area Summary		Initial	Net Rent	Initial	
	Units	MRV/Unit	at Sale	MRV	
Grond rents	60	£150	9,000	9,000	
Totals	60		9,000	9,000	
Investment Valuation					
Grond rents					
Current Rent	9,000	YP @	6.0000%	16.6667	150,000 <b>150,000</b>
GROSS DEVELOPMENT VALUE				16,037,786	
NET REALISATION				16,037,786	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			(1,874,921)		
Stamp Duty		4.00%	62,950		
Agent Fee		1.00%	15,737		
Legal Fee		0.80%	12,590	(1 702 644)	
CONSTRUCTION COSTS				(1,783,644)	
Construction	ft <sup>2</sup>	Rate ft <sup>2</sup>	Cost		
1 bed flat	0 / 0/	£1/2 68	1 354 621		
2 bed flat	24 706	£142.00	3 525 035		
3 bed flat	16 1/17	£142.00	2 303 862		
1 bed flat	6 3 2 0	£142.00	2,000,002		
2 bed flat	16 471	£142.00	2 350 024		
3 bed flat	10,765	£142.00	1 535 008		
Totals	83 912	2142.00	1,000,000	11 972 531	
10(813	00,912		11,972,001	11,372,331	
Contingency		5.00%	598,627		
S106/S278	100 un	1,000.00 /un	100,000		
				698,627	
PROFESSIONAL FEFS					
All professional fees		10 00%	1 197 253		
		10.0070	1,107,200	1.197.253	
MARKETING & LETTING				.,,	
Marketing		4.00%	546,989		
				546,989	
DISPOSAL FEES					
Sales Legal Fee	100 un	600.00 /un	60,000	60.000	
FINANCE				00,000	
Debit Rate 6.500% Credit Rate	0.000% (N	lominal)			
Total Finance Cost				763,828	

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APPRAISAL SUMMARY		
BNP T7 40% AH North West		
TOTAL COSTS		13,455,583
PROFIT		
		2,582,204
Performance Measures		
Profit on Cost%	19.19%	
Profit on GDV%	16.10%	
Profit on NDV%	16.10%	
Development Yield% (on Rent)	0.07%	
Equivalent Yield% (Nominal)	6.00%	
Equivalent Yield% (True)	6.23%	
IRR	25.51%	

Rent Cover	286 yrs 11 mths
Profit Erosion (finance rate 6.500%)	2 yrs 9 mths

BNP T7 30% AH North

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	17	9,146	£253.14	£136,189	2,315,218
2 bed flat	35	24,500	£253.14	£177,198	6,201,930
3 bed flat	18	16,470	£253.14	£231,623	4,169,216
1 bed flat	7	3,766	£77.57	£41,733	292,129
2 bed flat	15	10,500	£77.57	£54,299	814,485
3 bed flat	8	7.320	£77.57	£70,977	567,812
Totals	100	71 702	211.01	210,011	14 360 790
Totala	100	11,102			14,000,700
Rental Area Summary		Initial	Net Rent	Initial	
	Unite	MRV/Unit	at Sale	MRV	
Ground rents	70	£150	10 500	10 500	
Totale	70	2150	10,500	10,500	
Totals	70		10,500	10,500	
Investment Valuation					
Ground ronte					
Current Dent	10 500	VD @	6 0000%	16 6667	175.000
Current Rent	10,500	TP @	0.0000%	10.0007	175,000
					175,000
				14 535 700	
GROSS DEVELOPMENT VALUE				14,555,790	
				14 535 790	
NET REALISATION				14,555,790	
ΟΠΤΙ ΑΧ					
OUTEAT					
ACQUISITION COSTS					
Residualised Price			(2 978 837)		
			(_,0:0,00:)	(2,978,837)	
CONSTRUCTION COSTS				(_,,,	
Construction	ft <sup>2</sup>	Rate ft <sup>2</sup>	Cost		
1 bed flat	10 760	£142.68	1 535 237		
2 bed flat	28 824	£142.68	1,000,207		
2 bed flat	10 276	£142.00	2 764 625		
1 had flat	19,070	£142.00	2,704,033		
	4,431	£ 142.08	032,100		
	12,353	£142.68	1,762,518		
3 bed flat	8,612	£142.68	1,228,727		
Totals	<u>84,355</u>		<u>12,035,813</u>	12,035,813	
		= 000/	004 704		
Contingency		5.00%	601,791		
S106/S278	100 un	1,000.00 /un	100,000		
				701,791	
PROFESSIONAL FEES		40.000/	4 000 504		
All professional fees		10.00%	1,203,581		
				1,203,581	
MARKETING & LETTING					
Marketing		4.00%	507,455		
				507,455	
DISPOSAL FEES					
Sales Legal Fee	100 un	600.00 /un	60,000		
				60,000	
FINANCE					
Debit Rate 6.500% Credit Rate	U.UUU% (N	vominal)			
I otal Finance Cost				711,505	
				40.044.000	
101AL CUS15				12,241,308	

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BNP T7 30% AH North PROFIT

2,294,483

# Performance Measures

Profit on Cost%	18.74%
Profit on GDV%	15.79%
Profit on NDV%	15.79%
Development Yield% (on Rent)	0.09%
Equivalent Yield% (Nominal)	6.00%
Equivalent Yield% (True)	6.23%
IRR	27.05%
Rent Cover Profit Erosion (finance rate 6.500%)	218 yrs 6 mths 2 yrs 8 mths

BNP T7 30% AH East

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	17	9,146	£243.52	£131,014	2,227,234
2 bed flat	35	24,500	£243.52	£170,464	5,966,240
3 bed flat	18	16,470	£243.52	£222,821	4,010,774
1 bed flat	7	3,766	£77.57	£41,733	292,129
2 bed flat	15	10,500	£77.57	£54,299	814,485
3 bed flat	8	7,320	£77.57	£70,977	567,812
Totals	100	71.702			13.878.674
		, -			-,,-
Rental Area Summary		Initial	Net Rent	Initial	
	Units	MRV/Unit	at Sale	MRV	
Ground rents	70	£150	10,500	10.500	
Totals	70	2.00	10,500	10,500	
			,	10,000	
Investment Valuation					
Ground rents					
Current Rent	10 500	VP @	6 0000%	16 6667	175 000
Current Kent	10,500	IF W	0.000078	10.0007	175,000
					175,000
				14 052 674	
GRUSS DEVELOPMENT VALUE				14,053,074	
				44.050.074	
NET REALISATION				14,053,674	
OUILAY					
ACQUISITION COSTS					
Residualised Price			(3,319,295)		
				(3,319,295)	
CONSTRUCTION COSTS					
Construction	ft²	Rate ft <sup>2</sup>	Cost		
1 bed flat	10,760	£142.68	1,535,237		
2 bed flat	28,824	£142.68	4,112,541		
3 bed flat	19,376	£142.68	2,764,635		
1 bed flat	4,431	£142.68	632,156		
2 bed flat	12,353	£142.68	1,762,518		
3 bed flat	8,612	£142.68	1,228,727		
Totals	84.355		12.035.813	12.035.813	
Contingency		5.00%	601,791		
S106/S278	100 un	1.000.00 /un	100.000		
		,	,	701,791	
PROFESSIONAL FEES					
All professional fees		10 00%	1 203 581		
		10.0070	1,200,001	1 203 581	
MARKETING & LETTING				1,200,001	
Marketing		4 0.0%	488 170		
Marketing		7.0070	400,170	/88 170	
				400,170	
Salaa Lagal Eaa	100	600.00 /up	60.000		
Sales Legal Fee	100 un	600.00 /un	60,000	60.000	
				60,000	
Debit Data & E000/ Credit Data (		(lominal)			
Total Einanaa Cost	J.UUU% (ľ	Nominal)		676 000	
TOTAL FINANCE COST				070,280	
TOTAL COSTS				44 046 046	
101AL 00313				11,846,346	

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BNP T7 30% AH East PROFIT

2,207,328

#### Performance Measures

Profit on Cost%	18.63%
Profit on GDV%	15.71%
Profit on NDV%	15.71%
Development Yield% (on Rent)	0.09%
Equivalent Yield% (Nominal)	6.00%
Equivalent Yield% (True)	6.23%
IRR	28.52%
Rent Cover	210 yrs 3 mths
Profit Erosion (finance rate 6.500%)	2 yrs 8 mths

SAVILLS T7 40% AH Inner West

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	15	8,070	£312.34	£168,039	2,520,584
2 bed flat	30	21,000	£312.34	£218,638	6,559,140
3 bed flat	15	13,725	£312.34	£285,791	4,286,867
1 bed flat	10	5,380	£77.57	£41,733	417.327
2 bed flat	20	14 000	£77.57	£54 299	1 085 980
3 bed flat	10	9 150	£77.57	£70 977	700 765
	100	74 225	211.51	210,911	15 570 662
Totals	100	71,325			15,579,002
Rontal Area Summary		Initial	Not Ront	Initial	
Kental Alea Summary	l lucito			MDV/	
One of a set to	Units		at Sale		
Grond rents	60	£150	9,000	9,000	
Totals	60		9,000	9,000	
Investment valuation					
Grond rents			/		
Current Rent	9,000	YP @	6.0000%	16.6667	150,000
					150,000
GROSS DEVELOPMENT VALUE				15,729,662	
NET REALISATION				15,729,662	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			(4,014,707)		
				(4,014,707)	
CONSTRUCTION COSTS					
Construction	ft²	Rate ft <sup>2</sup>	Cost		
1 bed flat	10,088	£142.68	1,439,285		
2 bed flat	26,250	£142.68	3,745,350		
3 bed flat	17 156	£142.68	2 447 854		
1 bod flat	6 725	£142.00	050 522		
2 bod flat	17 500	£142.00	2 406 000		
	17,500	£142.00	2,490,900		
3 bed flat	11,438	£142.68	1,631,903		
Totals	<u>89,156</u>		<u>12,720,814</u>	12,720,814	
			000 044		
Contingency		5.00%	636,041		
Abnormal costs	100 un	12,069.00 /un	1,206,900		
S106/S278	100 un	1,000.00 /un	100,000		
				1,942,941	
PROFESSIONAL FEES					
All professional fees		10.00%	1,272,081		
				1,272,081	
MARKETING & LETTING					
Marketing		4.00%	534.664		
				534,664	
DISPOSAL FEES				001,001	
Sales Legal Fee	100 un	600.00 /up	60,000		
Cales Legal I de		000.00 /uli	00,000	60.000	
FINANCE				00,000	
Debit Rate 6 500% Credit Poto (		lominal)			
Total Finance Cost	J.00070 (N	ionninar)		700 645	
				/// 616	
				722,015	
TOTAL COSTS				13 238 407	

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# SAVILLS T7 40% AH Inner West

#### PROFIT

2,491,255

Performance Measures	
Profit on Cost%	18.82%
Profit on GDV%	15.84%
Profit on NDV%	15.84%
Development Yield% (on Rent)	0.07%
Equivalent Yield% (Nominal)	6.00%
Equivalent Yield% (True)	6.23%
IRR	29.13%
Rent Cover	276 yrs 10 mths
Profit Erosion (finance rate 6.500%)	2 yrs 8 mths

SAVILLS T7 40% AH Inner East

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	15	8,070	£298.45	£160,566	2,408,492
2 bed flat	30	21,000	£298.45	£208,915	6,267,450
3 bed flat	15	13,725	£298.45	£273,082	4,096,226
1 bed flat	10	5,380	£77.57	£41,733	417,327
2 bed flat	20	14.000	£77.57	£54,299	1.085.980
3 bed flat	10	9,150	£77.57	£70.977	709.765
Totals	100	71.325			14,985,240
		,•=•			,,
Rental Area Summary		Initial	Net Rent	Initial	
Rental Alou Cuminal y	Unite	MRV/Unit	at Salo	MRV	
Grand ranta	60	£150		0.000	
	60	2150	9,000	9,000	
Totais	00		9,000	9,000	
Investment Valuation					
Crend rente					
Grond rents	0 000		C 00000/	40.0007	450.000
Current Rent	9,000	YP @	6.0000%	16.6667	150,000
					150,000
				45 405 040	
GROSS DEVELOPMENT VALUE				15,135,240	
NET REALISATION				15,135,240	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			(4,432,281)		
				(4,432,281)	
CONSTRUCTION COSTS					
Construction	ft²	Rate ft <sup>2</sup>	Cost		
1 bed flat	10,088	£142.68	1,439,285		
2 bed flat	26,250	£142.68	3,745,350		
3 bed flat	17,156	£142.68	2.447.854		
1 bed flat	6 725	£142.68	959 523		
2 bed flat	17 500	£142.68	2 496 900		
3 bed flat	11 / 38	£142.68	1 631 003		
Totala	00 156	2142.00	10 700 914	40 700 044	
Totals	09,100		12,720,014	12,720,014	
Contingonov		E 0.0%	626 044		
Contingency	100	5.00%	030,041		
Abhormal costs	100 un	12,069.00 /01	1,206,900		
\$106/\$278	100 un	1,000.00 /un	100,000		
				1,942,941	
PROFESSIONAL FEES		10.000	4 070 00 1		
All professional fees		10.00%	1,272,081	1 <b></b>	
				1,272,081	
MARKETING & LETTING					
Marketing		4.00%	510,887		
				510,887	
DISPOSAL FEES					
Sales Legal Fee	100 un	600.00 /un	60,000		
				60,000	
FINANCE					
Debit Rate 6.500% Credit Rate (	1) %000.0	Nominal)			
Total Finance Cost				681,563	
TOTAL COSTS				12,756,004	

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SAVILLS T7 40% AH Inner East

#### PROFIT

2,379,236

Performance Measures	
Profit on Cost%	18.65%
Profit on GDV%	15.72%
Profit on NDV%	15.72%
Development Yield% (on Rent)	0.07%
Equivalent Yield% (Nominal)	6.00%
Equivalent Yield% (True)	6.23%
IRR	31.13%
Rent Cover	264 yrs 4 mths
Profit Erosion (finance rate 6.500%)	2 yrs 8 mths

# SAVILLS T7 30% AH South

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	17	9,146	£263.81	£141,930	2,412,806
2 bed flat	35	24,500	£263.81	£184,667	6,463,345
3 bed flat	18	16,470	£263.81	£241,386	4,344,951
1 bed flat	7	3,766	£77.57	£41,733	292,129
2 bed flat	15	10,500	£77.57	£54,299	814,485
3 bed flat	8	7,320	£77.57	£70,977	567,812
Totals	100	71,702			14,895,528
Rental Area Summarv		Initial	Net Rent	Initial	
· · · · · · · · ·	Units	MRV/Unit	at Sale	MRV	
Ground rents	70	£150	10,500	10.500	
Totals	70	2.00	10,500	10,500	
Investment Valuation					
Ground rents	40 500		0.00000/	40.0007	475 000
Current Rent	10,500	YP @	6.0000%	16.6667	175,000 <b>175,000</b>
GROSS DEVELOPMENT VALUE				15,070,528	
NET REALISATION				15,070,528	
ΟΠΤΙ ΦΧ					
Residualised Price			(4.652.293)		
			( .,,,	(4,652,293)	
CONSTRUCTION COSTS					
Construction	ft²	Rate ft <sup>2</sup>	Cost		
1 bed flat	11,433	£142.68	1,631,189		
2 bed flat	30,625	£142.68	4,369,575		
3 bed flat	20,588	£142.68	2,937,425		
1 bed flat	4,708	£142.68	671,666		
2 bed flat	13,125	£142.68	1,872,675		
3 bed flat	9,150	£142.68	1,305,522		
Totals	<u>89,628</u>		12,788,052	12,788,052	
Contingency		5 00%	639 403		
Abnormal costs	100 un	12 069 00 /un	1 206 900		
S106 allowance	100 un	1 000 00 /un	100 000		
		1,000.007411	100,000	1,946,303	
PROFESSIONAL FEES		40.000/	4 070 005		
All professional fees		10.00%	1,278,805	1 279 905	
MARKETING & LETTING				1,270,005	
Marketing		4.00%	528,844		
5			,	528,844	
DISPOSAL FEES					
Sales Legal Fee	100 un	600.00 /un	60,000	60.000	
FINANCE				00,000	
Debit Rate 6.500% Credit Rate	۸) %000.C	lominal)			
Total Finance Cost	- (-	,		730,837	
TOTAL COSTS				12,680,548	

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# SAVILLS T7 30% AH South

#### PROFIT

2,389,980

Performance Measures	
Profit on Cost%	18.85%
Profit on GDV%	15.86%
Profit on NDV%	15.86%
Development Yield% (on Rent)	0.08%
Equivalent Yield% (Nominal)	6.00%
Equivalent Yield% (True)	6.23%
IRR	29.59%
Rent Cover Profit Erosion (finance rate 6.500%)	227 yrs 7 mths 2 yrs 8 mths

SAVILLS T7 40% AH North West

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation 1 bed flat 2 bed flat	Units 15 30	<b>ft</b> <sup>2</sup> 8,070 21,000	Rate ft <sup>2</sup> £298.45	Unit Price £160,566 £208,915	Gross Sales 2,408,492 6 267 450
3 bed flat	15	21,000	£298.45 £298.45	£208,915 £273.082	4 096 226
1 bed flat	10	5.380	£77.57	£41.733	417.327
2 bed flat	20	14,000	£77.57	£54,299	1,085,980
3 bed flat	<u>10</u>	<u>9,150</u>	£77.57	£70,977	709,765
Totals	100	71,325			14,985,240
Rental Area Summary	Units	Initial MRV/Unit	Net Rent at Sale	Initial MRV	
Grond rents	60	£150	9,000	9,000	
Totals	60		9,000	9,000	
Investment Valuation Grond rents					
Current Rent	9,000	YP @	6.0000%	16.6667	150,000 <b>150,000</b>
GROSS DEVELOPMENT VALUE				15,135,240	
NET REALISATION				15,135,240	
OUTLAY					
ACQUISITION COSTS Residualised Price			(4,432,281)	(4 432 281)	
CONSTRUCTION COSTS	ft²	Rate ft <sup>2</sup>	Cost	(4,402,201)	
1 bed flat	10.088	£142.68	1.439.285		
2 bed flat	26,250	£142.68	3,745,350		
3 bed flat	17,156	£142.68	2,447,854		
1 bed flat	6,725	£142.68	959,523		
2 bed flat	17,500	£142.68	2,496,900		
3 bed flat	11,438	£142.68	1,631,903		
Totals	<u>89,156</u>		<u>12,720,814</u>	12,720,814	
Contingency		5.00%	636,041		
Abnormal costs	100 un	12,069.00 /un	1,206,900		
S106/S278	100 un	1,000.00 /un	100,000		
				1,942,941	
PROFESSIONAL FEES		40.000/	4 070 004		
All professional fees		10.00%	1,272,081	1.272.081	
MARKETING & LETTING Marketing		4.00%	510,887		
				510,887	
Sales Legal Fee	100 un	600.00 /un	60,000	60,000	
FINANCE				00,000	
Debit Rate 6.500% Credit Rate (	1) %000.0	Nominal)		601 562	
TOTAL FINANCE COST				001,003	
TOTAL COSTS				12,756,004	

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Date: 30/03/2012

# SAVILLS T7 40% AH North West

#### PROFIT

2,379,236

Performance Measures	
Profit on Cost%	18.65%
Profit on GDV%	15.72%
Profit on NDV%	15.72%
Development Yield% (on Rent)	0.07%
Equivalent Yield% (Nominal)	6.00%
Equivalent Yield% (True)	6.23%
IRR	31.13%
Rent Cover	264 yrs 4 mths
Profit Erosion (finance rate 6.500%)	2 yrs 8 mths

# SAVILLS T7 30% AH North

#### Summary Appraisal for Merged Phases 1 2

Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
17	9,146	£222.78	£119,856	2,037,546
35	24,500	£222.78	£155,946	5,458,110
18	16,470	£222.78	£203,844	3,669,187
7	3,766	£77.57	£41,733	292,129
15	10,500	£77.57	£54,299	814,485
8	7.320	£77.57	£70.977	567.812
100	71.702			12.839.269
	, -			,,
	Initial	Net Rent	Initial	
Units	MRV/Unit	at Sale	MRV	
70	£150	10 500	10 500	
70	2100	10,000	10,000	
10		10,500	10,000	
10 500	VD @	6 0000%	16 6667	175 000
10,500	rr @	0.0000%	10.0007	175,000
				175,000
			12 014 260	
			13,014,209	
			40.044.000	
			13,014,269	
		(0.445.000)		
		(6,115,902)	(0.445.000)	
			(6,115,902)	
		<b>.</b> .		
ft²	Rate ft <sup>2</sup>	Cost		
11,433	£142.68	1,631,189		
30,625	£142.68	4,369,575		
20,588	£142.68	2,937,425		
4,708	£142.68	671,666		
13,125	£142.68	1,872,675		
9,150	£142.68	1,305,522		
89.628		12.788.052	12.788.052	
			,,	
	5.00%	639,403		
100 un	12 069 00 /un	1 206 900		
100 un 100 un	12,069.00 /un 1 000 00 /un	1,206,900		
100 un 100 un	12,069.00 /un 1,000.00 /un	1,206,900 100,000	1 946 303	
100 un 100 un	12,069.00 /un 1,000.00 /un	1,206,900 100,000	1,946,303	
100 un 100 un	12,069.00 /un 1,000.00 /un	1,206,900 100,000	1,946,303	
100 un 100 un	12,069.00 /un 1,000.00 /un 10.00%	1,206,900 100,000	1,946,303	
100 un 100 un	12,069.00 /un 1,000.00 /un 10.00%	1,206,900 100,000 1,278,805	1,946,303	
100 un 100 un	12,069.00 /un 1,000.00 /un 10.00%	1,206,900 100,000 1,278,805	1,946,303 1,278,805	
100 un 100 un	12,069.00 /un 1,000.00 /un 10.00%	1,206,900 100,000 1,278,805	1,946,303 1,278,805	
100 un 100 un	12,069.00 /un 1,000.00 /un 10.00% 4.00%	1,206,900 100,000 1,278,805 446,594	1,946,303 1,278,805	
100 un 100 un	12,069.00 /un 1,000.00 /un 10.00% 4.00%	1,206,900 100,000 1,278,805 446,594	1,946,303 1,278,805 446,594	
100 un 100 un	12,069.00 /un 1,000.00 /un 10.00% 4.00%	1,206,900 100,000 1,278,805 446,594	1,946,303 1,278,805 446,594	
100 un 100 un 100 un	12,069.00 /un 1,000.00 /un 10.00% 4.00% 600.00 /un	1,206,900 100,000 1,278,805 446,594 60,000	1,946,303 1,278,805 446,594	
100 un 100 un 100 un	12,069.00 /un 1,000.00 /un 10.00% 4.00% 600.00 /un	1,206,900 100,000 1,278,805 446,594 60,000	1,946,303 1,278,805 446,594 60,000	
100 un 100 un 100 un	12,069.00 /un 1,000.00 /un 10.00% 4.00% 600.00 /un	1,206,900 100,000 1,278,805 446,594 60,000	1,946,303 1,278,805 446,594 60,000	
100 un 100 un 100 un 0.000% (N	12,069.00 /un 1,000.00 /un 10.00% 4.00% 600.00 /un ominal)	1,206,900 100,000 1,278,805 446,594 60,000	1,946,303 1,278,805 446,594 60,000	
100 un 100 un 100 un 0.000% (N	12,069.00 /un 1,000.00 /un 10.00% 4.00% 600.00 /un ominal)	1,206,900 100,000 1,278,805 446,594 60,000	1,946,303 1,278,805 446,594 60,000 588,016	
100 un 100 un 100 un 0.000% (N	12,069.00 /un 1,000.00 /un 10.00% 4.00% 600.00 /un ominal)	1,206,900 100,000 1,278,805 446,594 60,000	1,946,303 1,278,805 446,594 60,000 588,016 <b>10 991 867</b>	
	17 35 18 7 15 <u>8</u> 100 Units 70 70 10,500 10,500 10,500 10,500	17       5,140         35       24,500         18       16,470         7       3,766         15       10,500         8       7,320         100       71,702         Initial Units MRV/Unit 70         10,500       YP @         10,500       YP @	17       3,140       1222.78         35       24,500       £222.78         18       16,470       £222.78         7       3,766       £77.57         15       10,500       £77.57         100 <b>71,702</b> £150         Initial Net Rent MRV/Unit at Sale £150         70       £150       10,500         70       £150       10,500         10,500       YP @       6.0000%         10,500       £142.68       1,631,189         30,625       £142.68       4,369,575         20,588       £142.68       671,666         13,125       £142.68       1,305,522         9,150       £142.68       1,305,522         89,628       12,788,052       12,788,052   <	$\begin{array}{c ccccccccccccccccccccccccccccccccccc$

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# SAVILLS T7 30% AH North

#### PROFIT

2,022,401

Performance Measures	
Profit on Cost%	18.40%
Profit on GDV%	15.54%
Profit on NDV%	15.54%
Development Yield% (on Rent)	0.10%
Equivalent Yield% (Nominal)	6.00%
Equivalent Yield% (True)	6.23%
IRR	49.74%
Rent Cover	192 yrs 7 mths
Profit Erosion (finance rate 6.500%)	2 yrs 7 mths

# SAVILLS T7 30% AH East

#### Summary Appraisal for Merged Phases 1 2

REVENUE					
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales
1 bed flat	17	9,146	£239.32	£128,754	2,188,821
2 bed flat	35	24,500	£239.32	£167,524	5,863,340
3 bed flat	18	16,470	£239.32	£218,978	3,941,600
1 bed flat	7	3,766	£77.57	£41,733	292,129
2 bed flat	15	10,500	£77.57	£54,299	814,485
3 bed flat	8	7,320	£77.57	£70,977	567,812
Totals	100	71,702			13,668,187
Dental Area Summany		Initial	Not Dout	Initial	
Rental Area Summary	l lucito		Net Rent	initiai MDV/	
One of the set	Units		at Sale		
Ground rents	70	£150	10,500	10,500	
lotais	70		10,500	10,500	
Investment Valuation					
Ground rents					
Current Rent	10,500	YP @	6.0000%	16.6667	175,000
		C			175,000
				13 8/3 187	
GROSS DEVELOPMENT VALUE				13,043,167	
NET REALISATION				13,843,187	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			(5.523.206)		
			(	(5,523,206)	
CONSTRUCTION COSTS					
Construction	ft²	Rate ft <sup>2</sup>	Cost		
1 bed flat	11,433	£142.68	1,631,189		
2 bed flat	30,625	£142.68	4,369,575		
3 bed flat	20,588	£142.68	2.937.425		
1 bed flat	4,708	£142.68	671,666		
2 bed flat	13 125	£142.68	1 872 675		
3 bed flat	9 150	£142.68	1 305 522		
Totals	89.628	2142.00	12.788.052	12.788.052	
				, ,	
Contingency		5.00%	639,403		
Abnormal costs	100 un	12,069.00 /un	1,206,900		
S106 allowance	100 un	1,000.00 /un	100,000		
				1,946,303	
PROFESSIONAL FEES					
All professional fees		10.00%	1,278.805		
P			, , - ,	1,278,805	
MARKETING & LETTING					
Marketing		4.00%	479,750	470 750	
				479,750	
DISPOSAL FEES					
Sales Legal Fee	100 un	600.00 /un	60,000	60,000	
FINANCE				00,000	
Debit Rate 6.500% Credit Rate	0.000% (N	lominal)			
Total Finance Cost		,		644,626	
TOTAL COSTS				11 67/ 330	
				11,074,330	

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# SAVILLS T7 30% AH East

## PROFIT

#### 2,168,857

Performance Measures	
Profit on Cost%	18.58%
Profit on GDV%	15.67%
Profit on NDV%	15.67%
Development Yield% (on Rent)	0.09%
Equivalent Yield% (Nominal)	6.00%
Equivalent Yield% (True)	6.23%
IRR	36.33%
Rent Cover Profit Erosion (finance rate 6.500%)	206 yrs 7 mths 2 yrs 8 mths

Draft Charging Schedule

Representations by Savills on behalf of the House Builder Consortium Group



# Appendix 4

Appraisals Summary Tables

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th	North	West	E	ast	ON	rth
SAVILLS	BNPP	SAVILLS	BNPP	SAVILLS	BNPP	SAVILLS
£124,580	£222,794	£171,188	£124,093	£92,528	£133,869	£70,055
£347,190	£603,542	£474,703	£329,465	£257,040	£364,877	£199,972
£917,511	£1,629,936	£1,262,129	£873,646	£673,870	£969,351	£509,320
£1,180,854	£2,281,124	£1,292,440	£1,260,866	£600,002	£1,489,032	£234,066
-£2,316,300	-£851,461	-£2,112,261	-£1,531,798	-£2,634,671	-£1,363,349	-£2,928,466
-£4,535,401	-£1,826,328	-£4,014,556	-£3,210,700	-£5,380,063	-£2,880,796	-£5,954,903
-£4,652,293	-£1,874,921	-£4,432,281	-£3,319,295	-£5,523,206	-£2,978,837	-£6,115,902

990         E1,550,280         -30.9%         E6,035,420         E1,747,030         E1,288,390         -21.3%         E2,570,400         E724,550         -22.0%         E3,648,770         E1,649,050         E1,642,068         E1,642,068         E1,642,068         E1,647,080         E1,647,080         E1,647,080         E1,647,080         E1,647,080         E1,178,080         E1,178,080         E1,178,080         E1,178,080         E1,178,080         E2,281,124         E1,282,440         E988,684         -43.3%         E1,260,0002         E660,864         -52.4%         E1,489,032         E2,34,066         E1,178,080         E1,178,080         E1,178,080         E1,178,080         E1,178,080         E1,178,080         E1,178,080         E1,128,496         E1,286,4966         E0,00,002         E660,864         -52.4%         E1,189,032         E2,34,066         E1,264,966         E3,276,669         E3,246,069         E6,973,538         E3,276,669         E6,3726,496         E1,264,966         E3,276,669         E6,3726,688         E3,276,669         E6,3726,4966         E3,276,669         E6,3726,4966
Z76,825         c1,510,786         -31.6%         E4,507,604         c1,313,596         -22.6%         E3,120,164         E2,406,679         -E713,486         -22.9%         E3,461,968         E1,642,968         -67,642,968         -71,642,968         -71,642,968         -71,642,968         -71,642,968         -71,642,968         -71,642,968         -71,642,968         -71,642,968         -71,642,968         -71,642,968         -71,642,968         -71,642,968         -71,642,968         -71,642,968         -71,642,968         -71,642,968         -71,642,968         -72,9%         E1,690,032         E2,64,966         -71,642,968         -72,64,69         -72,34,066         -71,264,969         -72,34,966         -72,34,96
1800,854         -11,178,095         -49.9%         E2,281,124         E1,292,440         -E986,684         -43.3%         E1,260,866         E600,002         E660,864         -52.4%         E1,489,032         E234,066         E1,254,966         -           515,000         -25,666,145         -201.6%         -22,027,288         -55,001,905         -148.1%         -53,47,138         -65,273,026         -22,656,888         -72.0%         26,927,538         -53,776,496         -61,756,496         -61,756,496         -61,756,496         -61,756,496         -61,756,496         -72,756,496         -61,756,496         -61,756,496         -61,756,496         -61,756,496         -72,076         -61,420,969         -66,479         -61,420,969         -66,479         -61,234,966         -61,756,496         -72,156,496         -72,156,496         -74,129,696         -74,129,696         -74,129,696         -74,129,696         -74,129,696         -74,129,696         -74,129,696         -74,129,696         -74,126,496         -74,126,496         -74,126,496         -74,126,496         -74,129,496         -74,126,496         -74,129,496         -74,126,496         -74,126,496         -74,129,496         -74,126,496         -74,129,496         -74,128,496         -74,128,496         -74,128,496         -74,128,496         -74,128,496         -74,128,496
515,000       -£2,686,145       -201.6%       -£2,027,288       -£3,001,905       -148.1%       -£3,647,138       -£6,273,026       -£2,655,888       -72.0%       -£3,246,069       -£6,972,538       -£3,776,469       -£3,776,669       -£6,972,538       -£3,776,469       -£3,277,855       -£4,792,090       -£4,477,07       -£4,477,07       -£4,477,00       -£6,47,407       -£6,47,407       -£6,47,407       -£6,47,407       -£6,47,407       -£6,47,407       -£6,47,407       -£1,2,231,804       -£6,27,4130       -£6,247,106       -£1,2,231,804       -£6,27,4130       -£6,247,107       -£1,2,231,804       -£6,27,4130       -£6,247,107       -£1,2,231,804       -£6,27,130       -£7,231,804       -£6,27,130       -£6,27,107       -£6,297,107       -£6,297,107<
769,255       -14,262,928       -170.1%       -22,725,663       -25,991,875       -21,266,012       -119,8%       -24,792,090       -26,029       -26,0345       -27,37,855       -67,6%       -24,299,696       -26,1588,219       -27,568       -27,5683       -26,168       -27,5683       -26,178,015       -27,568       -27,578       -27,268,016       -28,168,219       -27,578       -27,278       -27,237,804       -26,158       -27,213,804       -26,138       -27,137,804       -26,138       -27,137,804       -26,138       -27,137,804       -26,138       -27,137,804       -26,138       -27,137       -27,137,804       -26,138       -27,137,804       -26,134,130       -27,137,804       -26,134,130       -27,137,822       -46,4%       -26,234,130       -26,134,130       -27,137,130       -27,137,130       -26,134,130       -26,134,130       -26,134,130       -26,134,130       -27,131,130
-43.04,586 -£2.802,258 -43.1% -£3.749,842 -£8,864,562 -£5,114,720 -136.4% -£6,638,590 -£11,046,412 -£4,407,822 - <b>66.4%</b> -£5,597,674 -£12,231,804 -£6,274,130 -

	-								_
	Difference (OM NIA SQ	-£35	-£32	-£33	-£36	-£64	-£63	-£63	
th	Difference (£)	-£1,595,350	-£1,649,050	-£1,642,968	-£1,254,966	-£3,726,469	-£4,588,219	-£6,274,130	
Nort	SAVILLS	£1,751,375	£1,999,720	£1,819,000	£234,066	-£6,972,538	-£8,887,915	-£12,231,804	
	ddN8	£3,346,725	£3,648,770	£3,461,968	£1,489,032	-£3,246,069	-£4,299,696	-£5,957,674	
	Difference (OM NIA SQ M)	-113-	-£14	-£14	-£19	-£45	-£45	-£44	
East	Difference (£)	-£789,125	-£724,250	-£713,486	-£660,864	-£2,625,888	-£3,237,855	-£4,407,822	
	SAVILLS	£2,313,200	£2,570,400	£2,406,679	£600,002	-£6,273,026	-£8,029,945	-£11,046,412	
	BNPP	£3,102,325	£3,294,650	£3,120,164	£1,260,866	-£3,647,138	-£4,792,090	-£6,638,590	
	Difference (OM NIA SQ M)	-£28	-£25	-£26	-£28	-£52	-£45	-£51	
th West	Difference (£)	-£1,290,150	-£1,288,390	-£1,313,596	-£988,684	-£3,001,905	-£3,266,012	-£5,114,720	ī
Nort	SAVILLS	£4,279,700	£4,747,030	£4,507,604	£1,292,440	-£5,029,193	-£5,991,875	-£8,864,562	
	ddN8	£5,569,850	£6,035,420	£5,821,200	£2,281,124	-£2,027,288	-£2,725,863	-£3,749,842	
	Difference (OM NIA SQ M)	-£32	-£30	-£30	-£34	-£64	-£59	-£28	
outh	Difference (£)	-£1,476,825	-£1,550,280	-£1,510,786	-£1,178,095	-£3,686,145	-£4,262,928	-£2,802,258	
S	SAVILLS	£3,114,500	£3,471,900	£3,276,825	£1,180,854	-£5,515,000	-£6,769,255	-£9,304,586	
	BNPP	£4,591,325	£5,022,180	£4,787,611	£2,358,949	-£1,828,855	-£2,506,327	-£6,502,328	
	Difference (OM NIA SQ M)	193-	-£58	-£58	+53-	6/3-	<b>2</b> 2 <del>3-</del>	-554	
er East	Difference (£)	-£2,782,400	-£2,951,150	-£2,920,293	-£1,905,168	-£4,591,212	-£5,230,667	-£5,406,626	
uul	SAVILLS	£2,963,025	£3,274,600	£3,086,379	£481,751	-£6,447,143	-£7,744,446	-£8,864,562	
	<b>BNPP</b>	£5,745,425	£6,225,750	£6,006,671	£2,386,919	-£1,855,931	-£2,513,779	-£3,457,936	:
	Difference (OM NIA SQ M)	-53	-53	-53	-550	<b>7</b> 23-	<del>5</del> 9 <del>3-</del>	1-	
er West	Difference (£)	-£2,415,250	-£2,703,890	-£2,649,193	-£1,750,528	-£4,204,119	-£4,750,825	-£7,158,380	
uu	SAVILLS	£4,746,925	£5,208,630	£5,001,121	£1,573,952	-£4,537,733	-£5,385,101	-£8,029,414	
	BNPP	£7,162,175	£7,912,520	£7,650,314	£3,324,480	-£333,614	-£634,276	-£871,034	
		Ħ	T2	Т3	Т4	T5	T6	77	
-	-	-	-	-	-	-	-	-	× 1

Bristol Community Infrastructure Levy

# Draft Charging Schedule

Representations by Savills on behalf of the House Builder Consortium Group

Inner East	
Inner West	

Table A: Comparison of Modelled Scenarios

	Inner	West	Inner	· East	Soi	utl
	BNPP	SAVILLS	BNPP	SAVILLS	BNPP	
١L	£286,487	£189,877	£229,817	£118,521	£183,653	
T2	£791,252	£520,863	£622,575	£327,460	£502,218	
T3	£2,142,088	£1,400,314	£1,681,868	£864,186	1,340,531	
41	£3,324,480	£1,573,952	£2,386,919	£481,751	£2,358,949	
T5	-£140,118	-£1,905,848	-£779,491	-£2,707,800	-£768,119	1
T6	-£424,965	-£3,608,018	-£1,684,232	-£5,188,779	-£1,679,239	1
77	-£435,517	-£4,014,707	-£1,728,968	-£4,432,281	-£3,251,164	1

# Table B: 'Financial impact of alternative viability appraisal assumptions'

Table B(1): 'Financial impact of alternative viability appraisal assumptions'