## APPENDIX 1 Viability Appraisals

Site Name	8a.		Point with S106					
Boiton Appreisei Templete 1e - 100% Tolai Aree	4 Reside		litional Housing			2.95		
Total Area	3.04	Acres		Approx De	velopable Area	2.95	Acres	
Housing Density	14.5	Units/Acre				42.8	Houses	
						12.0		
Affordable Units based on	76% 25%	Social Rent Shared Equ		Discounted	<u>29</u>	35% 70%	of DMV	
		O I I II I I I I I I I I I I I I I I I	niy .	Discou Rec		1030	OI ORIT	
Affordable Provision REVENUE	5%		, be be		No			
REVENUE Housing Ground Leases			Units 43	0	Per Annum 150.00		£6,416	
I to the same and sam				2				
			Net annual income Capitalised at Yeld of		7.50%		£5,410 £85,650	
			Less: Purchasers costs :	ni.	5.50%		£1,480	£81,098
			Natiannual income					
			Capitalised at Yield of		8.0%		0	
			Less: Purchasers costs :	el.				£f
B	Mo.	sq ft 850		4.46	155.00		44 41-441	
3-bed House - Open Market Value 3-bed House - Social Renied	24	899	20,285 1,798	sqft @	155.00		£3,144,214 £97,542	
3-bed House Shared Equity	1	899	674	eqfi @	108,60		£73,150	
4-Bed House = 40% of Total ONV Houses	16	1050	16,706	sqfi @	150.00		£2,605.825	
Total Affordable Houses	3							
Total Net Saleable area - Houses			39,463	agh				
						ļ	£00	
			Total Direct Sales				AN .	£5,820.784
			Inv Sales.	4° 000				
rnete			Br Suice	5,620 736			REVENUE	C5,901.620
COSTS Sits Cost							£405,000	
Site Stamp Duty			æi	4.00%			£16,200	
VAT on Stemp Duty (Usually brownfield land) Site Legal Fees			EI EI	0.50%	Or min SR, Whichese	a a line in whee	£2,430 £5,000	
Site Agency Fees			at at	1,00%	Cartellesia, mengrapes	i ilia ilia ilia ilia	£4,060	
Still Contributions - Health & Well Being			ore than 26 dwellings	43	49	£224	£0	
Local Area of Play Soutpment - Calculated at 1 per Public Open Space - Refer to sliding scale	ce/12 glots		rore than 20 dwellings rore than 20 dwellings	3.6 43		£3,000 £1,031	£10,694 £44,101	
Public Open Space			ess than 20 dwellings	43	20	2.1,001	200	
Education - Primary & Secondary		For sites of m	ore than 26 dwellings	0.232xG66x7K	+	0.187xC6x10K	£149,456	
						House &		
Public Art		On 1 Haplana	C (ca)	1%	ж	costs (H54)	£32,300	
Highways				43	9	£1,000	£42,776	
Construction - Residential Houses				39.463	20	£82	£3.235.966	
Environmental abnormals and remediation					416		£00	
Highways sonomals						4.0	£00	
RSS EM18 Policy implications Code for Sustainable Homes (4) implications	Coursestives	orloed at £7 per	r foot	I rouses &	7500 per plot	£6	£0	
Exceptionals One							20	
Exceptionals Two Exceptionals Three							£00	£3,948,06
Exceptionals   mee Building Regs				0.61%			£20,000	2.0,9%0.00
Planning Feez				0.51%			£20,000	
Full Planning Application Fees £18,665 max ~ £10	II) over elect o	ear Git and a	If F64 is minus figure, use C64 in total box	£16.666	-722.5	14115.75	£14.190	
Contingency	o pur paur u	10 55 5710	udd Co'i ii i ibidi box	5.00%	122.0	11110.10	£197,402	
Architect				2.00%			£78,001	
Engineer Quantity Surveyor				0.00% 0.00%			20	
Mechanical / Electri				0.00%			£00	
Other				10.00%			£00	£380,660
Letting Agents Fee Letting Legal Fees			्रहा at	5.00%			20 20	-
Inv.sale Agents Fee			81	1.00%			£811	
Invasile Legal Fees Dissale Apenie Fee Comm			E1	0.50%			£405	
Dicate Agents Fee Resi			an an	1.20%			£69,849	
Dicade Legal Fees Comm			厨	0.50%	and a description		£0	
Dr.sale Legal Fees Resi Marketing Resi			et at	0.30% 1.6%	(plus £340 per pl	OK J	£17,462 £87,311	
Marketing Comm			u.				0	
Zurich / NHBC Premium-Office		43	E1	£350 Months Rant			14,971	
Premium-Office Premium-Retail			0	Months Rant		-	0	£190,810
	_	_				<del></del>	COSTS	4.400.880
								10,10400 .0004
						GROSS MARG	IN	1,432.433
INTEREST			(See CASHFLOW) 7.00%					228,630
Interest rate de			7.00%			NET PROFIT		1,198.60*
Gross Margin V: Gross Margin on Cost					24.27% 32.00%	-		
Net Profit %					20.31%			
Net Profit on Cost ( ino interest ) ROCE % ( before interest )					25.49% 42.74%			

Baltan Annuals of Tanadata day 4000	i Marakala		ivery Point with S					
Bolton Appraisel Templete 1a - 100% Tolsi Ares	3.04	Acres	intional Housing			2.95	Acres	
IONE PUBL	3.04	ACIES		Approx De	velopable Area	2.95	ACIDE	
Housing Density	14.5	Units/Acre				42.8	Houses	
Affordable Units based on	70%	Social Reni		Discounted	40.	35%	of OMV	
Autorosome Chics based on	25%	Shared Equ		Discounted	29 29	70%	of DMV	
Affordable Provision	15%							
REVENUE	10 /0		Units		Per Annum			
Housing Ground Lesses			43	<b>@</b>	150.00		£5,416	
			Net annual income	- 42			£6,410	
			Capitalised at Yield of Less: Purchasers costs :		7.50% 5.50%		£85,550 £4,480	£81,09
				al.	SAUTU		201,4400	201,00
			Natiannual income Capitalised at Yield of		8.0%		0	
			Less: Purchasers costs :	BL.	0.010		2	£r
	Mo.	sq ft						
3-bed House - Open Market Yalue 3-bed House - Social Renkid	22 5	850 899	18,643 4,336	sqft @	155.00 51.25		£2,874.169 £234.694	
3-bed House Shared Equity	2	899	1,442	eqfi @	108,60		£156,403	
4-Bed House = 40% of Total OMV Houses	15	1050	15,271	sqft@	150.00		£2,290.501	
Total Affordable Houses	6							
Total Net Saleable area - Houses			39,582	agh				
	-						£0	-
							£00	
			Total Direct Sales					£5,666.91
			Inv Sales. Sar Sales.	81 080 5,656 917			REVENUE	£6,637.00°
COSTS				-xense 1 F				a.u.,aar.da
Site Cost Site Stamo Duly			æt	4.00%			£235,000 £9,400	
VAT on Stemp Duty (Liqually proverfield Lend)			an an	4.00%			£1,410	
Site Legal Fees			E1	0.50%	Onmin 66, Whicheve	r is the higher	£1,175	
Site Agency Fees Sitis Contributions - Health & Weil Being		For sites of m	at fore than 26 dwellings	1,00%	50	£224	£2,360 £9,682	
Local Area of Play Equipment - Calculated at 1 p-e	ce/12 glots	For sites of m	ore than 20 dwellings	3.6	<b>a</b>	£3,000	£10,694	
Public Open Space - Refer to cliding scale Public Open Space			rore than 20 dwellings ass than 20 dwellings	43		£1,031	£44,101	
Education - Primary & Secondary			ore than 26 dwellings	0.232666x7K		0.187xC6x10K	£149.466	
			•			House &		
Public Art		On 1 Haplana	C COM	1%	х	mirastructure costs (HS4)	£32,457	
Highways				43	9	£1,000	£42,776	
Construction - Readential Houses				39.582	20	£82	£3.245.711	
Environmental abnormals and remediation					-		£00	
Highways abnormals RSS EM18 Policy implications				12m and 6	2 7500 ver elet	£co	£0 £0	
Code for Sustainable Homes (4) Implications	Currently p	riced at £7 per	r faci	Troubles (§	g rado per plot	20	20	
Exceptionals One							£0	
Exceptionals Two Exceptionals Three							£0	£3.784.111
Building Regs				0.60%			£19,000	
Planning Fees			If F64 is minus figure.	0.50%			£19,000	
Full Planning Application Fees £18,665 max + £10	10 per plot o	wer 60 unde	use CS4 in total box	£16,666	-722.5	14115.78	£14,190	
Contingency Architect				5.00% 2.00%			£189,206 £75,882	
Engineer				0.00%			£00	
Quantity Surveyor Mechanical / Electri				0.00% 0.00%			£0	
Other							£0	£317,078
Letting Agents Fee			<b>81</b>	10.00% 5.00%			20	
Letting Legal Fees Invasile Agents Fee			at at	1.00%			£61	
Invasile Legal Fees			EI.	0.50%			£405	
Dissale Agents Fee Comm Dissale Agents Fee Resi			æi æi	1,00%		<del>                                     </del>	£66,871	
Dicasie Legal Fees Comm			E	0.50%			£00	
Dr.sale Legal Fees Resi Marketing Resi			æi æi	0.30% 1.6%	(plus £340 per pl	ot)	£16,008 £83,339	
Marseting Comm							Ō	
Zurich / NHBC Premium-Office		43	81 0	£350 Months Rant			14,971	
Premium-Retail			0	Months Ram			0	£182,884
			-				COSTS	4,284.064
						Appen		
						GROSS MARG	rini .	1,352.95
IMTEREST			(See CASHFLOW)					207,000
Interest rate pa			7.00%					
						NET PROFIT		1,145.95
Oross Margin V:					24.00%			
Gross Margin on Cost					31.68%			
					31.68% 20.33% 25.62%			

Site Name	8c	Post Dei	ivery Point Witho	ut 8106 C	Contributions			
Bolton Appraisal Templete 1a - 100			itional Housing					
Total Area	3.04	Acres		Approx De	welopable Area	2.95	Acres	
Housing Density	14.5	Units/Acre				42.8	Houses	
Affordable Units based on	76%	Social Rent		Discounted	49	35%	of OMV	
	25%	Shared Equ	nly	Discounted	4	70%	of DMV	
Affordable Provision REVENUE	15%		Links		PerAnnum			
Housing Ground Leases			43	<b>Q</b>	150.00		£6,416	
			Net annual income	- 2			£6,410	
			Capitalised at Yield of Less: Purchasers costs :	ni.	7.50% 5.50%		£85,650 £1,480	£81,098
			Net annual income				0	
			Capitalised at Yield of Less: Purchasers costs:	m.1	8.0%		ō	£1
	No.	sq ft						
3-bed House - Open Market Value 3-bed House - Social Renied	22 5	850 899	18,643 4,336	sqft @	155.00 54.25		£2,874.169 £234.694	
3-bed House Shared Equity	2	899	1,442	eqfi @	108.60		£156,403	
4-Bed House = 40% of Total ONIV Houses	15	1050	15,271	aqfi @	150.00		£2,290.601	
Total Affordable Houses Total Niet Saleuble area - Houses	6		30,582	soft				
The American Company of the Company			Unity Phila					
							£0 £0	
			Total Direct Sales					25,665.917
			inv Sales Our Sales	51 080 5,656 917			REVENUE	£6.637.007
COSTS								
Site Cost Site Stamp Duly			an	4.00%			£435,000 £17,400	
VAT on Stemp Duty (Usually prownfield land) Site Legal Fees			El El	0.50%	On rain (iii), Whichese	rus the hinter	£2,610 £5,000	
Site Agency Fees			at	1,00%			£4,360	
Stili6 Contributions - Health & Well Being Local Area of Play Equipment - Calculated at 1 pe	ice/12 plots		nore than 26 dwellings nore than 20 dwellings	0.0	<b>9</b>	£224 £3,000	£0 £0	
Public Open Space - Refer to sliding scale Public Open Space			eore than 20 dwellings ass than 20 dwellings	43	9 9	£1,031	£44,101 £0	
Education - Primary & Secondary			nore than 26 dwellings	0.2325G6x7K		0.187xG6x10K	£0	
						House &		
Public Art		On 1 Haplana	C (ca)	0%	X	costs (HS4)	£0	
Highways				0	9	£1,000	€00	
Construction - Readential Houses Environmental abnormals and remediation				39,582	2	£82	£3,245,711 £0	
Highways abnomuls							£10,000	
RSS EM18 Policy implications Code for Sustainable Homes (4) implications	Currently 0	priced at £7 per	r fact	I∛ouses €	2 7500 per plot	£0	£00	
Exceptionals One Exceptionals Two							£00 £00	
Exceptionals Three								£3,784.172
Building Regs Planning Fees				0.50%			£19,000 £19,000	
Full Planning Application Fees, £18,666 max + £1	00 secolot s	war CO . Inda	if F64 is minus figure, use C64 in total box	£16.666	-722.5	14115.78	£14.190	
Contingency	GO SET PROTO	-rea D0 01110	USE COTTITICIES BUX	5.00%	122.0	11110.70	£188,209	
Architect Engineer				2.00%			£75,283	
Quantity Surveyor Mechanical / Electri				0.00% 0.00%			£0 £0	
Other							<b>£</b> 00	£315,682
Letting Agents Fee Letting Legal Fees			al al	10.00% 5.00%			£0 £0	
Invasile Agents Fee Invasile Legal Fees			81	1,00%			£811 £405	
Disale Agents Fee Comm			<b>2</b> 1	1.00%			£00	
Dr.sale Agents Fee Resi Dr.sale Legal Fees Comm			at Et	1.20%			£66,871 £0	
Orașie Legal Fees Resi Marketino Resi			æi	0.30%	(plus £340 per pl	ot)	£16,008 £83,330	
Marseting Comm			ari	1,6%			0	
Zurich / NHBC Premium-Office		43	#1 0	£350 Months Rant			14,971	
Premium-Retail			ŏ	Months Rem			ō	£182,880
							COSTS	4,202.720
						GROSS MARC	SIN	1,374.296
INTEREST			(See CASHFLOW)					214,317
interest rate pa			7.00%			Lier ree		
						NET PROFIT		1,159.971
de Harris M					E4 por:			
Gross Margin % Gross Margin on Cost					24.38% 32.24%			
Net Profit % Net Profit on Cost ( ino interest )					20.58% 25.01%			
ROCE % (before interest)					44.78%			
ROCE % (after interest)					37.80%			

Site Name	38a		Delivery Point with	3 IV0				
Bolton Appraisal Templata 1a - 100%			litional Housing					
Total Area	4.39	Acres		Approx Ds	velopable Area	3.95	Acres	
Housing Density	14.5	Units/Acre				57.3	Houses	
Affordable Units based on	75% 25%	Social Rent Shered Equ		Discounted	<u>29</u>	35% 70%	of DMV	
Affordable Provision	35%				_			
REVENUE	3076		Units		Per Annum			
Housing Ground Lasses			57	<b>Q</b>	150.00		£3,991	
			Net annual income	- 42			£8,691	
			Capitalised at Yeld of Less: Purchasers costs:	-1	7.50% 5.50%		£114,550 £5,972	£108.57
				al.	SAUTU		LOWIZ	£ 100,67
			Natiannual income Capitalised at Yield of		8.0%		0	
			Less: Purchasers costs :	BL.	0.010			£1
	No.	sq ft						
3-bed House - Open Market Value 3-bed House - Spc.el Renied	19 15	935 899	17,404 13,516	sqft @	175.00 61.20		£3,046,777 £827,866	
3-bed House Shared Equity	5	899	4,506	eqfi @	122,60		€551,011	
4-Bed House = 50% of Total ONV Houses	18	1150	20,700	aqfi @	175.00		£3,622.500	
Total Affordable Houses	20							
Total Net Saleable area - Houses			56,126	eqfi				
							£0	-
							£0	
			Total Direct Sales					£8,048.06
			Inv Sales. On Sales	10A,578 3,048 054			REVENUE	£8,166.63
COSTS			- mail # 1 (800), 73	A070 009				
Site Cost Site Stamo Duly			at	4.00%			£440,000 £17,000	
VAT on Stemp Duty (Usually Stownfield land)			an	4.00%			£17,000 £0	
Ste Legal Fees			EI.	0.50%	Onmin 66, Whicheve	r is the higher	£5,000	
Site Agency Fees State Contributions - Health & Well Being		For sites of m	at fore than 26 dwellings	1,00%	50	£224	£4,400 £12,830	
Local Area of Play Equipment - Calculated at 1 piec	:e/12 glots	For sites of m	ore than 20 dwellings	4.8	4	£3,000	£14,319	
Public Open Space - Refer to sliding scale Public Open Space			rore than 20 dwellings ass than 20 dwellings	57 53	<u> </u>	£1,031 £0	£50,051	
Education - Primary & Secondary			ore than 26 dwellings	0.2325G6x7K		0.187xC6x10K	£200,119	
						House &		
Public Art		On 1 Haplan s	ces	1%	х	mirastructure costs (HS4)	£46.023	
Highways				51	99	£1,000		
Construction - Residential Houses				56.126	20	£82	£4,602,334	
Environmental abnormals and Drainage Costs					-		£75,000	
Highways abnormals RSS EM18 Policy implications				12m and 6	2 7500 ver elet	£o	£0 £0	
	Currently p	i rioed at £7 per	r faci	Industria (C	g rado per plot	20	£0	
Exceptionals One							£0	
Exceptionals Two Exceptionals Three							£0	£5.478.870
Building Regs				0.60%			£27,600	
Planting Feet			If F64 is minus figure.	0.50%			£27,500	
Full Planning Application Fees £15,565 max ~ £10	0 per plot o	ver 60 unds	use CS4 in total box	£16,666	727.5	18900.75	£17,293	
Contingency Architect				5.00% 2.00%			£273,834 £109,633	
Engineer				0.00%			£00	
Quantity Surveyor Mechanical / Electri				0.00% 0.00%			නිර නිර	
Other							60	£455,66
Letting Agents Fee Letting Legal Fees			<b>81</b> at	10.00% 5.00%			£0 £0	
Invisale Agents Fee			E1	1,00%			£1,086	
Invasie Legal Fees			#I	0.50%			£543	
Dissale Agents Fee Comm Dissale Agents Fee Resi			at at	1,00%		<b>—</b>	£96,677	
Desale Legal Fees Comm			E	0.50%			£00	
Dr.sale Legal Fees Resi Marketino Resi			eri eri	0.30% 1.6%	(plus £340 per pl	ot)	£24,144 £120,721	
Marketing Comm							Ó	
Zurich / NHBC Premium-Office		57	#1 0	£350 Months Rant			20,046	
Premium-Retail			o o	Months Rant			0	£263,111
							COSTS	8,105.45
						GROSS MARG	iki	1,961,160
						ORUGO MARK	rn¶	1,9971.755
INTEREST			(See CASHFLOW)					369,613
Interest rate pa			7.00%					
						NET PROFIT		1,851.66
			-				-	+
Gross Margin V.					24.04%			
					31.88%			
Gross Margin on Cost Not Profit %					20.25%			
					20.25% 25.39% 43.93%			

Site Name	38b		Point Without S1					
Boiton Appreisel Templete 1e - 100% Tolsi Area	Reside	ntial - Trac Acres	ittional Housing			3.95		
ICAN AFOL	4.39	Acres		Approx De	velopable Area	3.95	Acres	
Housing Density	14.5	Units/Acre				57.3	Houses	
Affordable Units based on	76% 25%	Social Rent Shered Equ		Discounted Discounted	29 29	35% 70%	of OMV	
Affordable Provision	15%							
REVENUE			Units		Per Annum			
Housing Ground Lesses			57	<b>@</b>	150.00		£8,991	
			Net annual income	-			£8,691	
			Capitalised at Yield of Less: Purchasers costs :	ni.	7.50% 5.50%		£114,550 £5,972	£108.57
					WIWW IS			
			Natiannual income Capitalised at Yield of		8.0%		0	
			Less: Purchasers costs :	<u>si.</u>				£ī
3-bed House - Open Market Value	No. 24	sq ft 935	22.760	soft Ø	155.00		£3,627,746	
3-bed House - Sociel Rented	6	899	5,394	aqfi @	54.25		£292,625	
3-bed House Shared Equity 4-Bed House = 50% of Total ONV Houses	3 24	899 1150	2,907 27,993	eqfi @	108.G0 150.00		£292,825 £4,193,973	
4-Deg House - 50% or local Cally Houses	24	1150	21,3843	sqft@	150.00		£A, 190.913	
Total Affordable Houses	9							
Total Net Saleable area - Houses			58,844	agfi				
							£0	
			Take Dispersion				£0	ge or or
			Total Oireot Sales	106.678				£5,311,98
			Our States	3,341.新音			REVENUE	€8,420.547
COSTS							pages and	
Site Cost Site Stamp Duty			an	4.00%			£705,000 £28,200	
VAT on Stemp Duty (Lisually prownfield lend)							£0	
Ste Legal Fees Ste Agency Fees			<b>E</b> 1	0.50%	On min SK, Whicheve	ria lha higher	£5,000 £7,060	
Stiff Contributions - Health & Weil Being			ore than 26 dwellings	57	29	£224	£0	
Local Area of Play Soutpment - Calculated at 1 per Public Open Space - Refer to sliding scale	ce/12 glots		ore than 20 dwellings rore than 20 dwellings	4.8 57		£3,000 £1,031	£14,319	
Public Open Space - relief to sliding scale			rore train 20 dwellings	57	20	2.1,031	£0	
Education - Primary & Secondary		For sites of m	ore than 26 dwellings	0.2325666x7K	+	0.187xG6x10K	£0	
						House &		
Public Art		On 1 Hapting	C (ca)	1%	×	costs (H54)	£00	
Highways				67	- 3	£1,000	£00	
Construction - Residential Houses				58,844	ණ	£82	£4,825.192	
Environmental abnormals and Drainage Costs Highways abnormals							£75,000	
RSS EM18 Policy implications				litouses €	2 7500 ver elet	£o	£0 £0	
Code for Sustainable Homes (4) Implications	Currently p	riced at £7 per	rfact				<b>£</b> 0	
Exceptionals One Exceptionals Two							£00	
Exceptionals Three								£5,969.78
Building Regs Planning Fees				0.49%			£28,000	
			If F64 is minus figure,					
Full Planning Application Fees £18,665 max + £10 Continuency	O per plot o	wer 60 unds	use C64 in total box	£16,666 5,00%	727.5	18900.75	£14,190 £282,933	
Architect				2,00%			£113,196	
Engineer Quantity Surveyor				0.00% 0.00%			£0 £0	
Mechanical / Electri				0.00%			£00	
Other			_	-4.000			20	£466,37
Letting Agents Fee Letting Legal Fees			हा स	10.00% 5.00%			£0 £0	
Invisale Agents Fee			E1	1.00%			£1,086	
Invasile Legal Fees Dissale Agents Fee Comm				0.50%			£543 £0	
Dr.sale Agents Fee Resi			æi	1.20%			£99,744	
Dreade Legal Fees Comm			El .	0.50%	raina fillati ana d	483	£0	
Drawle Legal Fees Resi Marketing Resi			eri eri	0.30% 1.6%	(plus £340 per pl	SA)	£24,930 £124,680	
Marketing Comm							Ó	
Zurich / NHBC Premium-Office		57	- E1 0	£350 Months Rant			20,046	
Premium-Retail			ō	Months Rant			ė.	£271,034
							COSTS	8,307.160
						GROSS MARG	iN	2.023.370
						ACCORDED TOTAL PARTY	-	
INTEREST			(See CASHFLOW)					327,080
Interest rate pa			7.00%			LICT PROCES		
			-			NET PROFIT		1,899.264
Gross Margin %					24.03% 31.83%			
Gross Margin on Cost Net Profit %					31.83% 20.14%			
Net Profit on Cost ( ino interest ) ROCE % ( before interest )					25.23% 43.29%			

Site Name	43a D	elivery l	Point with S10	)6				
Bolton Appreisal Templato 1e - 10			litienal Housing					
Total Area	12.81	Acres		Approx De	veicpable Area	11.5	Acres	
Housing Denaity	14.5	UniteAcre				166.8	Houses	
							Laborator	
Affordable Units sased on	75% 25%	Social Rent Shared Equ		Discounted Discounted	- S20 - S00	35% 70%	of OMV of OMV	
		Dilated Equ		DESCUE ESC	_	10.0	SI CHIII	
Affordable Provision REVENUE	25%		Units		PerAnnum			
Housing Ground Leases			167	62	150.00		£25,013	
			Nat annual income	@			£25.013	
			Capitalised at Yield of		7.50%		£25,013 £333,600	
			Less: Purchasers costs a	al .	5,00%		£17,388	£816,114
			Nat annual income				Ď	
			Capitalised at Yield of		8,0%		0	
	No.	so ft	Less: Purchasers costs s					Đ
3-bed I lause - Osen Market Velue	63	950	50,405	soft ©	175.00		£10,020,020	
3-bed House - Social Rentled	31	899	28,103		€1.26		£1,721.903	
3-bed House Shared Equity 4-Bed House = 50% of Total OMV Houses	10 63	899 1150	9,363 71,911	soft ©	1,22,50 175,00		£1,147,735 £12,084,414	
4-Sed HJdss - Som billiosa Selv Houses	03	1130	7 1,3911	adır 65.	175.00		Z. ZASHINI IN	
Total Alfordable Houses	42			e				
Total Ne. Saleable area - Houses			168,793	sqf				
							£Ď	
							20	
			Total Direct Sales					£35,940.670
			InvSales Seles	316,114 26-840 6/2			REVENUE	£28.166.680
COSTS			CHILLY	2019 M (A) 2				z.co, 180-668
Site Cost				4 000			£2,285,000	
Site Stamp Duty VAT on Stamp Duty (Usually provinced and)			El .	4.00%			£91,400 £13,710	
Sie Legal Fees			- 86	0.547%	Or me SK, Whishoup	ris the higher	£11,425	
Site Agency Fees			ad	1,00%		€22*	222,850	
8186 Contributions - Health & Well Seing Local Area of Slay Foulpment - Calculated at 1 (	sessit 2 stote		crethan 25 dvellings	187	盤	£227 £3,000	£37,352	
Puti c Open Space - Refer to sliding scale		For sites of n	rore then 20 overlings	167	20	£856	£*42,238	
Puti c Open Space			ess men 20 destings	167	62	£0	£ò	
Education - Primary & Secondary		For sites of m	ore than 25 dvellings	0.232xC5x7K	+	0.187xG5x10K House &	£582,825	
						ministructure		
Public Ac Highwaya		On 1 Haptins	106	1% 51	X 50	costs (∺64) £1,000	£138,410 £50,750	
regimenye				51		2.7,030	£50,796	
Construction - Residential Houses				168,793	49	£82	£13,641.000	
Environmental abnomnals and remediation Highways abnormals							£350,000 £0	
RSS EM16 Policy mpl cations				Pouses &	7500 ver plat.	£00	£0	
Code for Sustainable Homes (4) Implications	Currently	priced at £7 per	foci				£b	
Exceptionals One Exceptionals Two							23 23	
Exceptionals Three								£17,808.447
Building Recs Planning Fees				0.60%			£88,000	
rianning rees			If P64 is minus floure.	UUAUW.			188,000	
Full Planning Application Fees £18,665 max • 1	2100 per plo: c	wer 60 units	use 384 in total box	216,688	11675	56027.5	£28,240	
Contingency Architect				5.00%. 2.00%.			£552,189	
Engineer				0.00%			£Ď	
Quantity Surveyor				0.00%			20	
Mechanical / Electri Other				0.00%			<u>න</u>	£1,438.831
Letting Agents Fee			ai	10.00%			£0	
Letting Legal Fees Invasie Agents Fee			81 81	5.00% 1.00%			£3.161	
Invade Agenis Fee			81 81	0.90%			£3,161 £1,581	
Distalle Agents Fee Comm			ai	1,00%			ණ	
Drusale Agents Fee Resi Drusale Legal Fees Comm			ai	1,20% 0,60%			£310,195 £0	
Dicasie Legal Fees Resi			81 81	0.30%	(plus £340 per pl	ot)	£77,646	
Marteting Resi			di	1,0%			£357,7-w	
Marketing Comm Zurich / NHBC		7 167	#1	£350			58,363	
Premium-Office		_	0	Months Rent			0	
Premium-Reteil			0	Months Rent			0	£838,69
							COSTS	19,883.670
						ORDSS MARG	N IPU	5,281.616
						UNIVARIENCE	eu il	9,401.010
INTEREST			(See CASHRLOW)					1,088,487
Interes: rate pa			7.00%					
						NET PROFIT		5,195 34
Gross Margin %					24.01%			
Gross Margin on Cost					31,59% 19,88%			
Net Profit %								
					24.77% 40.66% 33.53%			

Site Name	43b		Delivery Poin	L TTILIIO	u. 0 100			
Bolton Appraisel Template 1a - 100?			itional Housing			44.5		
IOIM Ares	12.81	Acres		Approx De	velopeble Area	11.5	Acres	
Housing Denaity	14.5	Units/Acre				166.8	Houses	
						100.0		
Affordable Units based on	75%	Social Koni		Inscounted Name related	- W	30% 70%	of OMV	
	25%	Shared Equ	HIN .	Discounted	-99	nu se	of OMV	
Affordable Provision	25%							
REVENUE			Units		Per Annum			
Housing Ground Leases			167	- 2	150.00		£25,013	
			Nat annual roome	- 13			£25,013	
			Capitalised a Yield of		7.50%		£333,500	
			Less: Hurchasers costs (	OL.	550%		£17,386	£316,11
			Net annual ricome				0	
			Capitalised at Yield of Less: Purchasers costs :		5.0%		0	£
	No.	sq ft	Less: ruichasers coms :	al.				
3-bed House - Open Market Value	63	950	59,405	sqfi @	175.00		£10,395,820	
3-bed House - Social Renied	31	899	28,108	soft @	61.26		£1,721.803	
3-bed House Shared Edulty 4-Bed House = 60% of Total OMV Houses	10 63	899 1150	9,369 71,911	sqft @ sqft @	122.60 175.00		£1,147,786 £12,684,414	
· ALS HOME - OUR DE LIME OF T FRANCES	30	.100	7 1,911	aqii <u>Q</u> g	110,00		2 (2,007711"	
Total Affordable Houses	42							
Total Net Saleable area - Houses			168,793	eqfi				
							£0	
							£0	
			Total Direct Sales					£25,649.67
			in Sales	gr0/14				
совта			Sir Malos	2) 840 b/2			REVENUE	£26,165.68
Site Cost	1						£3,105,000	
Site Stame Duty			æi	4.00%			£124,200	
VAT on Stamp Duty (Usually brownfield land)  Site Legal Fees			al	0.00%	Or nun (iK. Whichever		£18,630 £15,525	
24e Legai rees 24e Agency Fees			- 41 - 41	1,00%	COT MIN DIK, SPRIGNAUGI	risina nyaér	£15,525 £31,060	
St #6 Contributions - Health & Wall Being		For sites of n	cre than 25 dvellings	167	20	£224	£0	
Local Area of Play Equipment - Calculated at 1 per	ce/12 plots			10.8	皇	22,000	241,000	
Public Open Space - Refer to sliding scale Public Open Space			rare then 20 dwellings as than 20 dwellings	167	<u> </u>	£853 £0	£0 60	
Fub is open space Education - Primary & Secondary			nse than 20 dwellings icre than 26 dwellings	1232x66x7K		0.187x36x10K	£0	
Education - Filling & Salerdary		FOR SILES OF II	cia ilian so arannya	LEGERCHOU N	-	House &	10	
Paras a des					u u	offrestructure		
Public Art Highways		Cin 1 Hip plant s	CCB	1% 51	X SQ	costs (H54) £1,000	£0 £0	
- agentaj v								
Construction Residential Houses				168,703	9	£82	£13,811.000	
Environmental abnormals and remediation Highways abnormals							£350,000 £50,000	
RSS EM18 Policy Implications				Fourses &	) 7500 per plot	-30	£0.000	
Code for Sessainable Homes (4) Implications	Currently p	riced at £7 pe	foot				£0	
Exceptiones One Exceptiones Two							£0 £0	
Exceptionas Three							20	£17,077,09
Building Regs				<u>0</u> 61%			£89,000	
Planning Fees			f F64 is minus figure,	<u>0</u> 61%			000,000	
Full Planning Application Fees £13,565 max + £1	M per alat a	ver 50 unds	r revis minus rigure, use CS4 in total box	£16,585	11675	55027.5	£28,240	
Contingency				5.00%			£878,866	
Architect				200%			£351,642	
Engineer Quantite Surveyor				0.00% 0.00%			£0 £0	-
Mechanical / Electri				700#			£0	
Other							£0	£1,430.66
Letting Agents Fees Letting Legal Fees			est asi	10,00%. 5,00%.			£0	-
Invasie Azents Fee			en Ei	1,00%			£3,161	+
Invade Legal Fees			#i	0.50%			£1,581	
Dissale Agents Fee Comm			al	1,00%			£0	
Dr.sale Agents Fee Red Dr.sale Legal Fees Comm	-		ai ai	1,20% 0,00%			£310,195 £0	-
Dr.sale Legal Fees Resi			an Ei	0.30%	(plus £340 per pl-	ok)	£77,549	
Marketing Resi			æi	1.5%		·	£387,744	
Marketing Comm Zurioh / NHBC		167	at	£350			58,393	
Zunon / NHSC Premium-Office		107	#4 0	Months Rent			88,383	+
Premium-Retail			Ö	Months Rent			ō	£638,59
							COSTS	19,602.32
						GROSS MARC	SIN	6,213.36
INTEREST	-		(See CASHFLOW)					1,121.32
Mikrost rato pa			7.00%			NET PROFIT		6,102.04
								1995. (AT
	T							
					24.13%			
Gross Margin on Cost					31.80%			
Gross Margin % Gross Margin on Cost Nat Profit % Nat Profit on Cost ( ine interest )								
Orosa Margin on Cost Net Profit %					31.80% 19.84%			

Site Name	43c		Post Delivery Poir	it with 510	Ib Costs			
Bolton Appreissi Templete 1e - 100 Tolai Area	% Reside	ntial - Trac Acres	iltional Housing	Annen De	velopable Area	11.5	Acres	
TOTAL FIFTON	12.01	740100		Whiter or	reropanie Ali va	11.5	Actor	
Housing Density	14.5	Units/Acre				166.8	Houses	
Affordable Units based on	75%	Social Rent		Discounted	69	35%	of OMV	
	25%	Shared Equ	nky:	Discounted	<u> </u>	70%	of OMV	
Affordable Provision REVENUE	35%		Units		PerAnnum			
Housing Ground Leases			167	@	150.00		625,013	
			Net annual income	- 2			625.013	
			Capitalised at Yield of		7.50%		£333,500	
	_	-	Less: Purchasers costs :	ıL	5.60%		€17,388	£316,11-
			Net annual income				0	
			Capitalised at Yield of Less: Purchasers costs :	11	A DNs		۸	£
	Mo.	sq ft	Deba.   Gidinosia obada i	<u> </u>				
3-bed House - Open Markel Value	54	950	51,484	sqft @	175.00		£9,009.711	
3-bed House - Social Renied	44 15	899 899	39,361	sqft@	61.26		£2,110.244	
3-bed House Shared Equity 4-Bed House = 60% of Total DMV Houses	15 54	1150	13,117 62,323	eqfi @	122.50 175.00		£1,306,829 £10,308,492	
			,					
Total Affordable Houses Total Net Saleable area - Houses	58		156,275					
1456   1457 合則是確認的 知识的 。 [15] [15] [15]			100,270	sqft				
							m	
			Takel Ohn - 1 O-1				£0	gen one em
		-	Total Direct Sales	308,004				£23,933.270
		-	les Sales. De Sales.	316,114 78,193,778			REVENUE	£24.249.300
COSTS								
Site Cost Site Stamo Duty				4.00%			£1,265,000 £50,800	
VAT on Stamp Duty (Usually provnileld land)			at	1.00%			£7,590	-
Ste Legal Fees			割	0.90%	Committee, Weighout	ris the higher	£6,325	
Site Agency Feez S186 Contributions - Health & Well Sainty		See allow of o	et ore than 25 dwellings	1,00%	<b>Q</b>	£224	£12,850 £37,352	
Local Area of Play Equipment - Calculated at 1 p	ece/12 plois			13.9	<u> </u>	£3,000	641,988	
Public Open Space - Refer to sliding scale			nore than 20 dwellings	167	抽	£858	£142,238	
Puti c Open Space			ess than 20 dyrellings	167 0.232xG56x7k0	<u>\$2</u>	£0 0.187xG5x10K	£0 £582,625	_
Education - Primary & Secondary		POT MORE OF IT	ore than 25 dwellings	U.Z.3Z70.SSX/ N	<del>-</del>	House &	1502,023	
						ministructure		
Public Art Highways		con 1 Happins s	cos	1% 51	X 520	costs (H54) £1,000	£136,345 £50,750	_
				_		_ ,		
Construction - Residential Houses				165,275	ći)	£82	£13,334,531	
Shvironmental abnormals and remediation Highways abnormals							£350,000 £3	-
RSS EM18 Policy implications				l fouses @	7500 per plot	500	£0	
Code for Sustainable Homes (4) implications	Currently	priced at £7 per	foot				£D £D	
Exceptionals One Exceptionals Two							£0	
Exceptionals Three								£16,317.693
Building Regs				0.49%			250,000 280,000	
Planning Fees			If F64 is minus figure.	U.58%				-
Full Planning Application Fees £19,565 max ~ £1	00 per plot o	ver 50 units	use CS4 in total box	£16,565	11675	55027.5	£28,240	
Contingency Architect				5.00% 2.00%			£515,885 £326,354	
Engineer				0.00%			£0	
Quantity Surveyor Mechanical / Electri				0.00%			£0	
Other				SAME PA			£D	£1,330.476
Letting Agents Fee			Æ	10.00%			£Ď	
Letting Legal Fees Inv.sale Agents Fee	-		- E1	5.00% 1.00%			£0 £3.191	
Inv.sale Legal Fees			न्हा ना	0.60%			£1,081	
Dr.sale Agents Fee Comm			E	1,00%			£0	
Dicaste Agents Fee Resi Dicaste Legal Fees Comm	-	-	- El	1,20%			£267,199 ±D	
Disale Legal Fees Resi				0.30%	(plus £340 par pl	otj	671,800	
Marketing Rasi			æi	1,6%			£355,999	
Marketing Comm Zurich / NHBC		167	-61	£350			58,393	
Premium-Office			0	Months Rent			٥	
Premium-Retzii			0	Months Rent			0	£781,102
							COSTS	18,429.274
						OROSS MARC	III	5,020.410
INTEREST			(See CASHFLOW) 7.00%					914,681
Interest rate pa			7.00%			NET PROFIT		4.905.565
Gross Margin 15 Gross Margin on Cost	-				24.00% 31.58%			-
Net Profit %					20.23%			
					25.38% 44.09%			

Site Name	172a		Delivery Point \					
Boiton Appraissi Templete 1e - 100 Tolsi Area	% Reside	Acres	litional Housing	Approx De	velopable Area	2.4	Acres	
				Addition to	reiopable rube		1 12122	
Housing Density	14.5	Units/Acre				34.8	Houses	
Affordable Units based on	70%	Social Reni	(el	Discounted	29	35%	of DMV	
PIPOTORUM OF IND DEBOG OFF	25%	Shared Equ		Discounted	2	70%	of DMV	
Affordable Provision	5%							
ATOMISCH PROVISION	276		Units		Per Annum			
Housing Ground Leases			35	@	150.00		£5,220	
			h	- 2			£5.220	
			Net annual income Capitalised at Yeld of		7.50%		£6,220 £69,600	
			Less: Purchasers costs :	gl.	5.50%		£3,628	£85,972
			Natiannual income				0	
			Capitalised at Yield of		8.0%		0	
		_	Less: Purchasers costs :	el.				£
3-bed House - Open Market Value	No.	sq ft 950	15.704		175.00		£2.748.113	
3-bed House - Upen Market Value 3-bed House - Social Renied	1	899	15,704	sqft @	61.25		£2,74d.11d £71,858	
3-bed House Shared Equity	0	899	381	eqfi @	122,60		£47,905	
4-Bed House = 50% of Total ON/V Houses	17	1150	19,010	aqti @	175.00		£3,326.663	
Total Affordable Houses	2							
Total Met Saleable area - Houses	_		36,277	agh				
							£00	
	-		Total Direct Sales				Đ	Feb. 184 688
			Incar Careo Sales	<b>(8)</b> 172				20,191.008
			Our States	6,194.58D			REVENUE	£6,260.510
COSTS								
Site Cost Site Stamp Duty			ati	4.00%		-	£590,000 £23,000	
VAT on Stemp Duty (Usually brownfield lend)			er.	1,00 W			£3,540	
Ste Legal Fees			æi	0.50%	Onmin SK, Whiches	ria lhe higher	£5,000	
Site Agency Fees St #6 Contributions - Health & Well Being		For the said of	at an at a second	1.00%	- 0	£224	£5,900 £2,795	
Local Area of Play Soutoment - Calculated at 1 o-	sce/12 clots		nore than 26 dwellings nore than 20 dwellings.	2.9	9 9	£3.000	£2,790 £8,700	
Public Open Space - Refer to sliding scale		For sites of a	rore than 20 dwellings	35	9	£1,031	£35,870	
Public Open Space			ess than 20 dwellings	35	20	£0	20	
Education - Primary & Secondary		For sites of m	ore than 26 dwellings	0.232566x7K	•	0.187xG6x10K House &	£121,891	
						mirasiructura		
Public Art		On 1 Haplins	c (ca)	174	X	costs (HS4)	£29,747	
Highways				51	- 3	£1,000	£50,760	
Construction - Residential Houses				35.277	20	£82	£2.974.735	
Environmental abnormals and remediation							£350,000	
Highways abnomals						4	£00	
RSS EM18 Policy implications  Code for Sustainable Homes (4) Implications	Currently	priced at £7 per	r fount	I *Outsot &	7600 per plot	\$0	£0	
Exceptionals One	Carenty	prioculation pe	1001				£0	
Exceptionals Two							£00	
Exceptionals Three Building Regs				0.60%			£21,000	£4,207.238
Planting Fees				0.50%			£21,000	
			if F64 is minus figure,		-1520			
Full Planning Application Fees £15,565 max + £1 Continuency	IOO per plot o	wer 50 unis	use C64 in total box	£16,666 5,00%	-1520	11484	£11,550 £210,362	
Architect				2,00%			£84,146	
Engineer				0.00%			20	
Quantity Surveyor Mechanical / Electri				0.00%			£0 £0	
Other				2000 is			20	£348,057
Letting Agents Fee			et et	10.00%			20	
Letting Legal Fees			at	5.00% 1.00%			£660	
Invasile Agents Fee Invasile Legal Fees	+		81 81	0.50%			£330	
Dr.sale Agents Fee Comm			æi	1.00%			£00	
Dr.sale Agents Fee Resi			ari	1.20%			£74,334	
Dr.sale Legal Fees Comm Dr.sale Legal Fees Resi			EI EI	0.50%	(plus £340 per pl	oti	£18,584	
Marketing Resi			al	1.6%			£92,918	
Marketing Comm		4.0					ė	
Zurich / NHBC Premium-Office		35	E1 0	£350 Months Rant			12,180	
Premium-Retail			ŏ	Months Rent			ō	€199,000
							COSTS	4.764.800
						GROSS MARG	IN	1,506.210
INTEREST			(See CASHFLOW)					262,943
interest rate pa	+		7.00%			NET PROFIT		1,243,287
								- (m-10/180/1
Gross Margin V.					24.08%			
Gross Margin on Cost		-			31.88%			
Net Profit % Net Profit on Cost ( ino interest )					24.78%			
Net Profit %								

Bolton Appraisal Templete 1s - 100%	Daelda		Post Delivery P					
Tolai Area	2.53	Acres	moner noceing	Approx De	welopable Area	2.4	Acres	
Housing Density	14.5	Units/Acre				34.8	Houses	
Affordable Units based on	75%	Social Rent		Discounted	49	35%	of OMV	
	25%	Shared Equ	ıty	Discounted	2	70%	of DMV	
Affordable Provision	15%							
REVENUE			Units		Per Annum			
Housing Ground Leases			35	<b>@</b>	150.00		£5,220	
			Net annual income				£5,220	
			Capitalised at Yield of Less: Purchasers costs :	nl	7.50% 5.50%		£3,028	- 285,975
			Natiannual income Capitalised at Yield of		8.0%		0	
			Less: Purchasers costs :	nl.	5.5.1		_	£1
	No.	sq ft						
3-bed House - Open Market Value 3-bed House - Spc-el Renied	15 4	950 899	14,061 3,520	sqft @	175.00 61.26		£2,468.868 £215.675	
3-bed House Shared Equity	1	899	1,173	eqfi @	122,60		£148,710	
4-Bed House = 50% of Total CMV Houses	15	1150	17,009	sqfi@	175.00		£2,976,468	
Total Affordable Houses	5							
Total Net Saleable area - Houses			35,762	egit				
							Độ Số	
			Total Oireot Sales				£00	£5.794.816
			Inv Sales.	<b>(b) 172</b>				
			Ser States.	5,794 616			REVENUE	€6,860.586
COSTS Site Cost (Industrial Values are £176K-£200K / acr							£375.000	
Size Stamp Duty	2)		arı	4,00%			£15,000	
VAT on Stemp Duty (Usually provefield land)							£2,250	
Site Legal Fees Site Agency Fees			<b>81</b>	0.50%	On min SK, Whichpeel	ria lha higher	£5,000 £3,760	
Still Contributions - Health & Well Being		For sites of m	ore than 26 dwellings	35	50	£224	£2,700	
Local Area of Play Equipment - Calculated at 1 plac	e/12 glots	For sites of m	ore than 20 dwellings	2.9	e e	£3,000	£8,700	
Public Open Space - Refer to sliding scale Public Open Space			rore than 20 dwellings as than 20 dwellings	35 35		£1,031 £0	£35,870	
Education - Primary & Secondary			ore than 26 dwellings	0.232566x7K		0.187x636x10K	£121,691	
						House &		
Public Art		On 1 Harplanes		1%	ж	mirastructure closts (H54)	£29.316	
Highways		can i marjerica	-fei	51	<u> </u>	£1,000	£50,760	
						A		
Construction - Residential Houses Environmental abnormals and remediation				35,752	2	£82	£2,931,646 £350,000	
Highways abnormals							£350,000 £0	
RSS EM18 Policy implications				I∛ouses €	7500 per plot	£0	£00	
Code for Sustainable Homes (4) Implications Exceptionals One	Currently p	riced at £7 per	fact				£0 £0	
Exceptionals Two							£0	
Exceptionals Three								£3,930.976
Building Regs Planning Fees				0.61% 0.51%			£20,000	
			If F64 is minus figure,					
Full Planning Application Fees £15,565 max ~ £10 Continuency	D per plot o	ver 60 units	use CS4 in total box	£16,666 5,00%	-1520	11464	£11,550 £196,834	
Architect				2.00%			£78,734	
Engineer				0.00%			Đ	
Quantity Surveyor Mechanical / Electri				0.00% 0.00%			ඩර ඩර	
Other				2000 is			20	£327,117
Letting Agents Fee			Ef.	10.00%			£0	
Letting Legal Fees Inv.sale Agents Fee			ari	5.00% 1.00%			£660	
Invasi e Agenta ree Invasi e Legal Fees			E1	0.50%			£330	
Dicaale Agents Fee Comm			æi	1.00%			£00	
Dissale Agents Fee Resi Dissale Legal Fees Comm			an En	1,20%			£69,636 £0	
Dr.sale Legal Fees Comm			E1	0.30%	(plus £340 per pl-	sk)	£17,384	
Marketing Resi			arl	1,6%			£86,919	
Marketing Comm Zurich / NHBC		35	E1	£350			12,180	
Premium-Office			0	Months Rant			12,100	
Premium-Retail			ė.	Months Rent			0	£187,008
							COSTS	4,460.602
						CDOPP MADE	-161	4 460 904
						GROSS MARG	101	1,409.764
INTEREST			(See CASHFLOW)					227,011
interest rate pa			7.00%					££0,011
						NET PROFIT		1,182,774
Grass Mannin V-					24 08%			
Oross Margin V. Oross Margin on Cost					24.00% 31.07%			
Gross Margin on Cost Net Profit %					31.87% 20.18%			
Gross Margin on Cost					31.87%			

Site Name	172c		Post Delivery P	SILL TYIN				
Bolton Appreisel Templete 1a - 1009		_	iltional Housing	I		0.4	_	
Total Area	2.53	Acres		Approx De	velopable Area	2.4	Acres	
Housing Density	14.5	Units/Acre				34.8	Houses	
Affordable Units based on	76% 25%	Social Rent Shared Equ		Discounted Discounted	<u>29</u>	35% 70%	of OMV	
		O Har CO ID GO	nug	DECCE REC	-	10,0	G GRIT	
Affordable Provision REVENUE	15%		Units		Per Annum			
Housing Ground Lesses	1		35	Q	150.00		£5,220	
			hina annual annua	- S			00 000	
			Net annual income Capitalised at Yeld of		7.50%		£5,220 £69,600	
			Less: Purchasers costs :	ni.	5.50%		£3,028	285,97
			Nat annual income				0	
			Capitalised at Yield of		8.0%		ō	
	Mo.	sq ft	Less: Purchasers costs :	NL				£I
3-bed House - Open Market Value	15	950	14,061	eqft 🙉	175.00		£2,468,868	
3-bed House - Sociel Renied	4	899	3,520	aqfi @	61.25		£215,676	
3-bed House Shared Equity 4-Bed House = 50% of Total ONV Houses	1 15	899 1150	1,173 17,009	eqfi @	122,60 175,00		£143,710 £2,976,498	
4-Sed Figure = 30% of ICES Char Houses	15	1100	17,000	sqfi @	175.00		EZ,BrCADO	
Total Affordable Houses	5							
Total Niet Saleable area - Houses	-		35,762	agh				
							<b>2</b> 00	
							<b>2</b> 00	
			Total Direct Sales					£5,794.911
			Inv Sales. On Sales.	@: 972 5.794 676			REVENUE	£6.860.56
COSTS			and CHRIST	OK 1 THE U. D.				z.0,00U.088
Sita Cost (Industrial Values are £176K-£200K / ac	re)						£590,000	
Site Stamp Duty VAT on Stemp Duty (Usually provedeld lend)			at	4.00%			£23,000 £3,540	
Ste Legal Fees			EI.	0.50%	On min SK, Whichese	ria lha higher	£5,000	
Site Agency Fees			at	1,00%		A. F. F. A.	£5,900	
Still Contributions - Health & Well Being Local Area of Play Soutoment - Calculated at 1 oe	ce/12 dots		nore than 26 dwellings nore than 20 dwellings.	35 2.9	9 9	£224 £3.000	£8.700	
Public Open Space - Refer to sliding scale		For sites of n	sore than 20 dwellings	35	<b>32</b>	£1,031	<b>£</b> 00	
Putric Open Space			ass than 20 dwellings	35	29	£0	£00	
Education - Primary & Secondary		For sites of m	rore than 26 dwellings	0.232bdG6x7K		0.187xG6x10K House &	£0	
						mirastructure		
Public Art		On 1 Haplans	CQS	1% 51	X	costs (H54) £1,000	£0 £0	
Highways				81	- 9	2.1,000	2.0	
Construction - Residential Houses				35,752	4	£82	£2,931.546	
Environmental abnormals and remediation Highways aphormals							£350,000 £15,000	
RSS EM18 Policy implications				I∛ouses €	2 7500 ver elet	£o	£15,000	
Code for Sustainable Homes (4) Implications	Currently (	priced at £7 per	rfacı				£0	
Exceptionals One Exceptionals Two							£0 £0	
Exceptionals Three								£3,933.384
Building Regs				0.61%			£20,000	
Planning Fees			If F64 is minus flaure.	0.51%			£20,000	
Full Planning Application Fees £15,665 max + £10	00 per plot o	wer 60 units	use C64 in total box	£16,666	-1520	11464	£11,550	
Contingency Architect				5.00% 2.00%			£196,669 £78,008	
Engineer				0.00%			E/OAGG Di	
Quantity Surveyor				0.00%			Độ Cô	
Mechanical / Electri Other				0.00%			£0 £0	£326.887
Letting Agents Fee			et et	10.00%			20	
Letting Legal Fees			at	5.00%			£0.	
Invasie Agents Fee Invasie Legal Fees			81 81	0.50%			£560 £330	
Dissale Agents Fee Comm			쾖	1.00%			20	
Dicaale Agents Fee Resi Dicaale Legal Fees Comm			at et	1.20%			£69,635 £0	
Drawie Legal Fees Comm Drawie Legal Fees Resi			et et	0.30%	(plus £340 per pl	ot)	£17,384	
Marketing Resi			at	1.6%			£86,919	
Marketing Comm Zurich / NHBC		35	E	£350			12,180	
Premium-Office		33	0	Months Rant			12,100	
Premium-Retail			0	Months Rant			0	£187,004
	<u> </u>	1			-		_	
							COSTS	4,447.281
						GROSS MARG	±1NJ	4 334 444
						ORUGO MMKI	FII 9	1,413.307
INTEREST	-		(See CASHFLOW)					229,444
Interest rate pa			7.00%					
						NET PROFIT		1,173.661
	-							
Gross Margin V:	-				24.12%			
Gross Margin on Cost					31.78%			
Net Profit %					20.03%			
Net Profit on Cost ( ino interest ) ROCE % ( before interest )					25.06% 41.64%			
					and the second second			

Site Name	346a		Delivery Point v	TIME OF THE	1			
Bolton Appraisel Templete 1e - 100 Itali Ares	% Reside	ential - Trac Acres	litional Housing	Annae De	velopable Area	1.6	Acres	
Total Page	1.00	raiss		Approx De	seropeon Area	1.0	Weight.	
Housing Density	14.5	Units/Acre				23.2	Houses	
Affordable Units based on	75%	Social Rent	rel	Discounted	49	35%	of DMV	
A ROTUBURG OF RES DARGOS OFF	25%	Shered Equ		Discounted	<b>8</b>	70%	of OMV	
Affordable Provision	5%							
REVENUE	276		Units		Per Annum			
Housing Ground Leases			23	0	150.00		£3,480	
			Net annual income	æ			£3.480	
			Capitalised at Yeld of		7.50%		£46,400	
			Less: Purchasers costs :	ni.	5.50%		£2,419	£43,981
			Net annual income				0	
			Capitalised at Yield of Less: Purchasers costs:		8.0%		Ó	£ń
	No.	sq ft	Dess: : "Gronesors coass	GL.				7.13
3-bed House - Open Market Value	11	950	10,466	agh @	175.00		£1,832.076	
3-bed House - Sociel Renied	1	899	889	aqti @	61,25		£55,064	
3-bed House Shared Equity 4-Bed House = 50% of Total OMV Houses	0	899 1150	261 12,673	eqfi @	122,60 175,00		£31,937 £2,217,775	
	-	1130	12,013	artin 45	17.5.00		22,217.119	
Total Affordable Houses	1							
Total Net Saleable area - Houses			24,302	agh				
	+						£00	
							ĐO	
			Total Oireot Sales					£4,130.861
	-		Inv Bales	48 481			REVENUE	81 466 666
COSTS			De Suiça	4,136 864			REFERUE	£4,180.832
Sile Cost							£305,000	
Site Stamp Duty VAT on Stemp Duty (Usually proverfield lend)			æt	4.00%			£12,200 £1,830	
Site Legal Fees			E1	0.50%	On rain SR, Whichese	ria the higher	£5,000	
Site Agency Fees			ari	1,00%			£3,060	
S166 Contributions - Health & Wei Being Local Area of Play Souloment - Calculated at 1 o-	contil 2 state		rore than 26 dwellings	1,9	9 9	£224 £3.000	£5.800	
Public Open Space - Refer to cliding scale	run iz gum		fore than 20 dwellings	23	30	£1,031	£23,010	
Public Open Space		For sites of le	ess than 20 dwellings	23	12	£0	£0	
Education - Primary & Secondary		For sites of m	ore than 26 dwellings	0.2325666x7K	+	0.187xC6x10K	£00	
						House & ∞rirastructure		
Public Art		On 1 Haplans		1%	ж	costs (HS4)	£19,927	
Highways.				51	39	£1,000	£50,760	
Construction - Residential Houses				24.302	20	£82	£1,992,740	
Environmental abnormals and remediation						202	£350,000	
Highways abnomals						Juni .	£00	
RSS EM18 Policy implications  Code for Sustainable Homes (4) Implications	Currently	priced at £7 per	r foot	I rouses &	2 7500 per plot	£o	£0	
Exceptionals One	Carana	processing per					£0	
Exceptionals Two							£0	00 770 047
Exceptionals Three Building Regs				0.61%			£14,000	£2,770.217
Planning Fees				0.51%			£14,000	
Full Planning Application Fees £18,665 max + £1	·		If F64 is minus figure, use C64 in total box	£16.066	-2680	7656	£7.590	
Continuency	oo per pari c	פוווע שנו באת	use con in sole but	5.00%	-2000	1030	£138.511	
Architect				2.00%			£55,404	
Engineer Quantity Surveyor				0.00% 0.00%			£0 £0	
Mechanical / Electri				0.00%			20	
Other							£0	£229,606
Letting Agents Fee Letting Legal Fees			हा स	10.00% 5.00%			£0 £0	
Invasile Agents Fee			E1	1,00%			£440	
Invasi e Legal Fees			E	0.50%			£220	
Dissale Agents Fee Comm Dissale Agents Fee Resi			at at	1,00%		ļ .	£19.842	
Ditsale Agenis Fee Resi Ditsale Legal Fees Comm			en El	0.50%			249,042 £0	
Dicade Legal Fees Resi			æi	0.30%	(plus £340 per pl	ok)	£12,411	
Marketing Resi Marketing Comm			art	1,6%			£62,053	
Zurich / NHBC		23	E1	£350			8,120	
Premium-Office			0	Months Rant			0	
Premium-Retali			0	Months Rant			ė .	£132,886
							COSTS	8,132.807
						GROSS MARG	iN	1,048.225
						ALTERNATION PROPERTY.		1,4-14.645
INTEREST			(See CASHFLOW)					1 55,691
Interest rate pa			7.00%					
						NET PROFIT		892,533
							+	
Gross Margin %					25.07%			
Gross Margin on Cost					33.46%			
					21,35%			
Net Profit %	_	-						
Net Profit % Net Profit on Cost ( ino interest ) ROCE % (before interest )					27.14% 48.98%			

	346b		Post Delivery Poli	DE TWINE CO. L.	20 GC818			
Boiton Appraisel Templete 1e - 100' Tolsi Ares	4 Reside	ential - Trac Acres	litional Housing			1.6	<b>-</b>	
ICUII AICU	1.53	Acres		Approx Ds	welopable Area	1.6	Acres	
Housing Density	14.5	Units/Acre				23.2	Houses	
Affordable Units based on	75% 25%	Social Rent Shered Equ		Discounted	<u>2</u>	35% 70%	of OMV	
Affordable Provision REVENUE	15%		Units		PerAnnum			
Housing Ground Leases			23	0	150.00		£3,480	
			Net annual income	- 2			£3,480	
			Capitalised at Yeld of		7.50%		£46,400	
			Less: Purchasers costs :	ni.	5.50%		£2,419	£43,98
			Natiannual income				0	
			Capitalised at Yield of		8.0%		Ō	
	Mo.	sq ft	Less: Purchasers costs :	<u> </u>				£
3-bed House - Open Market Value	10	950	9,367	agh @	175.00		£1,639.226	
3-bed House - Sociel Renied	2	899	1,798	eqti @	61.25		£110,128	
3-bed House Shared Equity 4-Bed House = 50% of Total ON/V Houses	10	899 1150	782 11.339	eqfi @	122,60 175,00		£95,811 £1,984,325	
TOTAL I DOSE - 30 N D I ICAN CHAT I IOCAES		1100	11,000	and 1.4%	17.000		2.19804.040	
Total Affordable Houses	3		7.5 A.A.S.					
Total Net Saleable area - Houses			23,280	agfi				
							ĐÔ	
			T				ĐO	60 ccc :-
	-		Total Oweol Sales	an are-				£3,829.48
			Inv Sales On Sales	49 991 3,626 488			REVENUE	€3,873.46
COSTS				Acres 700				20,010.90
Site Cost Site Stamo Duly				4.00%			£205,000 £8.200	
VAT on Stemp Duty (Usually provefield land)			æt	4,00%			£5,200 £1,230	
Ste Legal Fees			æi .	0.50%	On rate 68, Whichese	ria lha higher	£5,000	
Ste Agency Fees Still Contributions - Health & Well Being		Paradas at a	at fore than 26 dwellings	1,00%	40.	£224	£2,060	
or self-contributions - Health & Well Being Local Area of Play Equipment - Calculated at 1 pe	ce/12 dots			1,9	<b>9</b>	£3.000	£5. <b>8</b> 00	
Public Open Space - Refer to sliding scale		For sites of n	eore than 20 dwellings	23	<b>9</b>	£1,031	£28,010	
Public Open Space			ass than 20 dwellings	23	29	£10	20	
Education - Primary & Secondary		For sites of m	ore than 26 dwellings	0.232bdG6x7K		0.187xG6x10K House &	£0	
						mirastructure		
Public Art		On 1 Hapting	Cippi I	1% 51	X	costs (H54) £1,000	£19,095 £50,760	
Highways				01	39	z. 1,000	zou,reu	
Construction - Residential Houses				23,286	<b>©</b>	£82	£1,909,463	
Environmental abnormals and remediation Highways abnormals							£350,000 £0	
RSS EM18 Policy implications				Rouses &	2 7500 ver elet	£o	£00	
Code for Sustainable Homes (4) Implications	Currently (	orloed at £7 per	rfaci				£0	
Exceptionals One Exceptionals Two							£0 £0	
Exceptionals Three								£2,680.60
Building Regs				0.60%			£13,000	
Planning Fees			If F64 is minus flaure.	0.50%			£13,000	
Full Planning Application Fees £18,665 max + £1	00 per plot o	wer 60 unds	use C64 in total box	£16,666	-2680	7656	£7,590	
Contingency Architect				5.00% 2.00%			£129,625 £51,810	
Engineer				0.00%			20	
Quantity Surveyor				0.00%			Độ Cô	
Mechanical / Electri Other				0.00%			£0 £0	£214.22
Letting Agente Fee			et et	10.00%			20	
Letting Legal Fees			at	5.00%			£0	
Invasie Agents Fee Invasie Legal Fees			E1	1,00%			£440 £220	
Dissale Agents Fee Comm			al al	1.00%			£00	
Dr.sale Agents Fee Resi Dr.sale Legal Fees Comm			at	1,20%			£45,964 £0	
Drasie Legal Fees Comm Drasie Legal Fees Resi			El El	0.30%	(plus £340 per pl	ot)	£11,488	
Marketing Resi			at	1.6%			£57,442	
Marketing Comm Zurich / NHBC		23	E1	£350				
Premium-Office		23	0	Months Rant			0,120	
Premium-Retail			ė.	Months Rent			0	£123,66
							COSTS	2,918.39
						GROSS MARG	ilu	955.07
						SHOOD MMRC	PHT .	200,07
INTEREST			(See CASHFLOW)					138,23
Interest rate pa			7.00%					
						NET PROFIT		818,83
	-							
Gross Margin V:					24.00%			
Gross Margin on Cost					32.73%			
Net Profit %					21,14%			
Net Profit on Cost ( ino interest ) ROCE % ( before interest )					26.81% 48.61%			

	346c		Post Delivery P					
Boiton Appraissi Templete 1a - 100 Total Area	% Reside	Acres	itional Housing	Approx De	velopable Area	1.6	Acres	
Housing Density	14.5	Units/Acre				23.2	Houses	
Affordable Units based on	75%	Social Rent		Discounted Discounted	29	35%	of DMV	
	25%	Shared Equ	nty	Discounted	49	70%	OF DIMY	
Affordable Provision REVENUE	15%		Units		Per Annum			
Housing Ground Leases			23	<b>0</b>	150.00		£3,480	
			Net annual income	- 42			£3,480	
			Capitalised at Yield of Less: Purchasers costs :	al .	7.50% 5.50%		£46,400 £2,419	£43,981
				al.	DAUG!			275,941
			Natiannual income Capitalised at Yield of		8.0%		0	
			Less: Purchasers costs :	ni.				£Ċ
3-bed House - Open Market Value	Mo. 10	sq ft 950	9.367	soft Ø	175.00		£1,639,226	
3-bed House - Open Marks value 3-bed House - Sociel Renied	2	899	1,798	aqti @	61.25		£1,039.220 £110,128	
3-bed House Shared Equity	1	899	782	eqfi @	122,60		£95,811	
4-Bed House = 50% of Total ONV Houses	10	1150	11,339	sqfi @	175.00		£1,984.325	
Total Affordable Houses Total Net Saleuble area - Houses	3		23.200	soft				
Love LANG CAMERING SERVICE LIGHTER			23,000	aviii				
							£00	
			Total Direct Sales				£0	£3,829.488
			ino Sales.	48 981				
COSTS			Se Suiça.	3,676 488			REVENUE	€3,873.466
Sile Cost							£315,000	
Site Stamp Duty VAT on Stemp Duty (Usually proventield lend)			art	4.00%			£12,000 £1,890	
Site Legal Fees			æi	0.50%	Onmin SK, Whighpey	r is the higher	£5,000	
Site Agency Fees			at	1,00%	_		£3,160	
S166 Contributions - Health & Well Being Local Area of Play Souloment - Calculated at 1 or	ece/12 cicle.		ore than 26 dwellings ore than 20 dwellings	1,9	9 9	£224 £3.000	Đ	
Public Open Space - Refer to sliding scale		For sites of a	rore than 20 dwellings	23	ä	£1,031		
Puti c Open Space			ess than 20 dwellings	23	29	£10	20	
Education - Primary & Secondary		For sites of m	ore than 26 dwellings	0.232xG6x7K	•	0.187xG6x10K House &	20	
						mirachucture		
Public Art Highways		On 1 Hapting		1% 51	X 59	costs (HS4) £1,000		
-								
Construction - Residential Houses Environmental abnormals and remediation				23,286	4	£82	£1,909,463 £350,000	
Highways abnomula							£0	
RSS EM18 Policy implications  Code for Sustainable Homes (4) implications	Character 1	priced at £7 per	- 4	I∛ouses €	7600 per plot	£6	£0	
Exceptionals One	Guitanty	price u at x2 pe	luoi				£0	
Exceptionals Two							£00	
Exceptionals Three Building Regs				0.60%			£13.000	£2,697.103
Planning Fees				0.50%			£13,000	
Full Planning Application Fees £18,665 max ~ £1	i00 per plot o	wer 60 unde	If F64 is minus figure, use C64 in total box	£16.666	-2680	7656	£7.590	
Contingency				5.00%			£129,855	
Architect Engineer				2.00% 0.00%			£51,942	
Quantity Surveyor				0.00%			£0	
Mechanical / Electri				0.00%			£00	40.000
Other Letting Agents Fee			- E1	10.00%			£0 £0	£215,387
Letting Legal Fees			at	5,00%			£00	
Invasile Agents Fee Invasile Legal Fees			&1 	1.00%			£440 £220	
Disale Agents Fee Comm			en en	1,00%			£220	
Dr.sale Agents Fee Resi			ari	1.20%			£45,954	
Dicasie Legal Fees Comm Dicasie Legal Fees Resi	-			0.50%	(plus £340 per pl	ati	£11.488	
Marketing Resi			æi æi	1.0%	No mar 1-4 (MAI) M.		£57,442	
Marketing Comm Zurich / NHBC		23	E1	£350			⊕ 8,120	
Premium-Office		43	0	Months Rant			0	
Premium-Retzii			0	Months Rent			Ō	£123,664
							COSTS	2.938.154
						Appet		
						GROSS MARG	PIFY	937,315
INTEREST			(See CASHFLOW)					149,397
Interest rate pa			7.00%			NET PROFIT		787,919
Oross Margin ₹:					24.20%			
Oross Margin on Cost					31.92%			
Net Profit % Net Profit on Cost ( ino interest )					20.34%			
ROCE % (before interest)					43.88%			
ROCE % (after interest)					35.89%			

Site Name	587a		Delivery Point \	TIME OIL	- <del></del>			
Boiton Appraisel Templete 1e - 100 Tolsi Area	% Reside	ential - Trac Acres	litional Housing	Approx De	velopable Area	4	Acres	
				, com on oc				
Housing Density	14.5	Units/Acre				58.0	Houses	
Affordable Units based on	70%	Social Reni	(at)	Discounted	20	35%	of DMV	
	25%	Shared Equ		Discounted	ā	70%	of DMV	
Affordable Provision	35%							
REVENUE	33 75		Units		Per Annum			
Housing Ground Leases			58	Q	150.00		£8,700	
			Net annual income	- Q			£8,700	
			Capitalised at Yeld of		7.50%		£116,000	
			Less: Surchassers costs :	ni.	5.50%		£5,047	£109,953
			Natiannual income				0	
			Capitalised at Yield of		8.0%		Ó	
	No.	sq ft	Less: Purchasers costs :	el.				£Ė
3-bed House - Open Market Value	15	950	14,326	soft (2)	195.00		£2.793.670	
3-bed House - Sociel Renied	1	899	889	eqfi @	68.25		£61,357	
3-bed House Shared Equity	5	899	4,582	eqfi @	136,60		6622,771	
4-Bed House = 60% of Total ON/V Houses	23	1250	28,275	sqft@	190.00		£5,372.250	
Total Affordable Houses	20							
Total Net Saleable area - Houses			48,062	eat				
							£00	
			Total Oireot Sales				BOY .	£8,849.948
			Inv Bales	100,868				
			Ge Sales	3,646 948			REVENUE	£8,969.900
COSTS Site Cost	+	1			-		£1.265.000	
Site Stamp Duly			ari	4.00%			£50,000	
VAT on Stemp Duty (Usually prownfield land)					On this (iii), Whichese		£0	
Site Legal Fees Site Agency Fees			<b>E</b> I	1,00%	On min SW, Whichper	r is the higher	£6,325 £12,860	
6186 Contributions - Health & Well Being		For sites of m	ore than 26 dwellings	58	29	£224	£12,962	
Local Area of Play Equipment - Calculated at 1 p-	sce/12 plots			4.8	9	£3,000	£14,900	
Public Open Space - Refer to cliding scale Public Open Space			rore than 20 dwellings ass than 20 dwellings	58 58	- 10 10	£1,031 £0	£50,708	
Education - Primery & Secondary			ore than 26 dwellings	0.232566x7K		0.187xC6x10K	£202,662	
						House &		
Public Art		On 1 Hapters		1%	x x	mirastructure costs (H54)	£39,411	
Highways		On Lingspiece		51	ŝ	£1.000	£50,760	
-								
Construction - Residential Houses				45,062	20	£82	£3,941.119	
Environmental abnormals and remediation Highways abnormals							£350,000 £0	
RSS EM18 Policy implications				Rouses €	7500 per plot	£0	£00	
Code for Sustainable Homes (4) Implications	Currently	priced at £7 per	rfact				20	
Exceptionals One Exceptionals Two							£00	
Exceptionals Three							And .	£6,006.797
Building Regs				0.60%			£30,000	
Planning Fees			If F64 is minus flaure.	0.50%			£30,000	
Full Planning Application Fees £16,665 max + £1	00 per plot o	wer 60 units	use C64 in total box	£16,666	800	19140	£7,590	
Contingency Architect				5.00% 2.00%			£300,290	
Engineer				0.00%			£120,118	
Quantity Surveyor				0.00%			£0	
Mechanical / Electri				0.00%			£00	
Other Letting Agents Fee			- E1	10.00%			£0 £0	£487,996
Letting Legal Fees			al	5.00%			£00	
Inv.sale Agents Fee			et et	1.00%			£1,100	
Invasile Legal Fees Dissale Agents Fee Comm	+			0.50%			£550 £0	
Dicaale Agents Fee Resi			an an	1.20%			£106,199	
Dicasie Legal Fees Comm			E	0.50%	and the second		£00	
Dr.sale Legal Fees Resi Marketing Resi			et at	0.30%	(plus £340 per pl	ot)	£26,650 £182,749	
Marketing Comm			G.I				Ó	
Zurich / NHBC		58	E1	£350			20,300	
Premium-Office Premium-Retail			0	Months Rant Months Rant			0	£287,448
								ALCOT (TWO
							COSTS	8,781.241
						GROSS MARG	in	2,178.660
INTEREST			(See CASHFLOW)					425,716
Interest rate pa			7.00%			MET DEPOSIT		, 200 011
	-		-			NET PROFIT		1,752.944
Gross Margin %:					24.32%			
A 10 1 A .					32.13%			
Oross Margin on Cost								
Net Profit %					19.56%			
					19.56% 24.32% 36.44% 29.32%			

Site Name	587b		Delivery Point \					
Boiton Appraissi Templete 1a - 100 Tolsi Area	% Reside	ential - Trac Acres	ittional Housing	Approx De	velopable Area	4	Acres	
				replace as	Teropapio raba			
Housing Density	14.5	Units/Acre				58.0	Houses	
Affordable Units based on	70%	Social Reni	42	Discounted	20	35%	of DMV	
PARTITION OF THE DEBOG OFF	25%	Shared Equ		Discounted	2	70%	of DMV	
Affordable Provision	35%							
REVENUE	33 75		Units		Per Annum			
Housing Ground Leases			58	0	150.00		£8,700	
			Net annual income	æ			£8,700	
			Capitalised at Yeld of		7.50%		£116,000	
			Less: Purchasers costs :	al.	5.50%		£5,047	£109,953
			Net annual income				0	
			Capitalised at Yield of		8.0%		Ó	
	No.	sq ft	Less: Purchasers costs :	31.				£Ė
3-bed House - Open Market Value	15	950	14,326	eat Ø	195.00		£2.793.670	
3-bed House - Social Rented	1	899	889	aqfi @	68.26		£61,357	
3-bed House Shared Equity	5	899	4,582	eqfi @	136.50		2622,771	
4-Bed House = 60% of Total OMV Houses	23	1250	28,275	sqfi @	190.00		£5,372.250	
Total Affordable Houses	20							
Total Net Saleable area - Houses			48,062	eqfi				
	-						£0	
							£10 £00	
			Total Oireot Sales					£8,849.948
			Inv Sales	100,868				
00075			Oir States.	3,646 94a			REVENUE	£8,969.900
COSTS Site Cost							£1,605,000	
Site Stamp Duly			ari	4.00%			£64,200	
VAT on Stemp Duty (Usually prownfield lend)				4 500	Or min (iii), Vitrichees		03	
Site Legal Fees Site Agency Fees			et et	1,00%	Car nain sinc, Trenignigeng	ris ine nigaçı	£8,025 £16,060	
Stili6 Contributions - Health & Well Being			nore than 26 dwellings	58	49	£224		
Local Area of Play Equipment - Calculated at 1 p	ece/12 plots			4.8	9	£3,000	£14,900	
Public Open Space - Refer to cliding scale Public Open Space			eore than 20 dwellings ass than 20 dwellings	58 58		£1,031 £0	60	
Education - Primery & Secondary			ore than 26 dwellings	0.232xG6x7K		0.187x656x10K		
						House &		
Public Art		On 1 Haplanes	CDS	1%	×	mirastructure costs (H54)		
Highways		40. 1000 1000		51	ŝ	£1,000	£0	
						and the second		
Construction - Residential Houses Environmental abnormals and remediation				45,062	2	£82	£3,941,119 £350,000	
Highways abnormals and remaination							£10,000	
RSS EM18 Policy implications				Rouses €	7500 per plot	£0	20	
Code for Sustainable Homes (4) Implications Exceptionals One	Currently	priced at £7 pe	r fact				£0	
Exceptionals Two							£00	
Exceptionals Three								£6,008.894
Building Regs Planning Fees				0.60%			£30,000	
CHARGE CARE			If F64 is minus flaure.	UAUTR			£30,000	
Full Planning Application Fees. £18,065 max $\sim$ £1	00 per plot o	wer 60 units	use C64 in total box	£16,666	800	19140	£7,590	
Contingency Architect				5.00% 2.00%			£300,445 £120,178	
Engineer				0.00%			20	
Quantity Surveyor				0.00%			£00	
Mechanical / Electri Other				0.00%			£0	€488,213
Letting Agents Fee			<b>8</b> 1	10.00%			£0	2100,210
Letting Legal Fees			at	5.00%			£0	
Invasile Agents Fee Invasile Legal Fees			81 -	1.00%			£1,100 £550	
Dissale Agents Fee Comm			된	1,00%			£560	
Dr.sale Agents Fee Resi			at	1.20%			£106,199	
Dr.sale Legal Fees Comm Dr.sale Legal Fees Resi			EI EI	0.50%	(plus £340 per pl	HB1	£26,550	
Marketing Resi			ari	1.6%	thing count hat his	-n,	£182,749	
Marketing Comm							Ó	
Zurich / NHBC Premium-Office	-	58	E1 0	£350 Months Rant			20,300	
Premium-Retail			0	Months Ram			0	£287,448
	-				-		COSTS	8.784.664
						GROSS MARG	IN	2,175.346
INTEREST Introduction			(See CASHFLOW) 7,00%					444,301
Interest rate pa			7.00%			NET PROFIT		1,731.045
								a pared transfer
Gross Margin % Gross Margin on Cost					24.28% 32.06%			
Net Proft %					32.06% 19.32%			
	_	1		1	23.00%			
Net Profit on Cost ( ino interest )								
Roce % (before interest)  ROCE % (before interest)					25.18% 27.99%			

2.35 14.5 75%	Acres Units/Acre Social Rent Shered Equ		Apprex De	velopable Area	2.3 33.4	Acres	
76%	Social Rent					Houses	
76%	Social Rent		Discounted			Houses	
			Digenuntud				
25%	Shared Eco			120	35%	of DMV	
		uly	Discounted	<u> </u>	70%	of DMV	
25%							
		Units		Per Annum			
		33	0	150.00		£5,003	
		Net annual income	- 22			£5.003	
		Capitalised at Yeld of		7.50%		£66,700	
		Less: Purchasers costs :	9 <u>l.</u>	5.50%		£3,477	£63,223
		Natiannual income				0	
		Capitalised at Yield of		8.0%		0	
Mo.	so ft	Less: :-urchasers costs :	<u> </u>				Ēī
10	950	9,600	soft Ø	195.00		£1,862,600	
6	899	5,394	sqft @	68.26		£368,141	
_		· · · · · · · · · · · · · · · · · · ·					
15	1250	18,799	aqti @	190.00		£3,964.261	
å							
		35,527	agit				
	-					AL.	
+						£00	
		Total Oireot Sales					£6,040.700
		Inv Sales.	<b>©</b> 723				
		Ser Sules.	9,040 /GA			REVENUE	£6,103.92
						£555,000	
		ari	4.00%			£22,200	
						£0	
				On min SiK, Whilehoed	ria the higher		
	For sites of m		33	29	£:224	£7,470	
sece/12 glots			2.8	- ē	£3,000	£8,338	
_							
					House &		
	De l'Oralia		***			000, 100	
_	can i ma princia		51				
			_	_			
			35,527	2	£82		
			litouses €	7500 per piot	£0	Đô	
Currently p	priced at £7 per	rfact				20	
						20	£4,097.582
			0.49%			£20,000	
		If CGA to polymor Symme.	0.49%			£20,000	
100 per plot o	wer 60 unds		£16,666	-1665	11008.5	£10,890	
_							
			0.00%			£00	
			0.00%			£0	
			ac 0007				£387,72
		ari	1.00%			£632	
				-			
		E	0.50%			£0	
		El	0.30%	(plus £340 per pl	uk)	£18,122	
		at	1.U% <sub>1</sub>	-		£90,811	
	33	E1	£350			11,673	
		0	Months Rant			0	4.11
		0	Months Rent	-		ū	£193,840
						COSTS	4,629.144
+					GROSS MARG	:IN	1,474.781
+							.,-114.191
1		(See CASHFLOW)		-			253,684
	1						
		7.00%					
					NET PROFIT		1,221.193
					NET PROFIT		1,221.190
				54 1992	NET PROFIT		1,221.193
				24.19% 31.89%	NET PROFIT		1,221.193
				31.88% 20.01%	NET PROFIT		1,221.190
				31.86%	NET PROFIT		1,221.193
	6 2 15 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	10 950 6 899 2 899 15 1250 8 15 1250 8 For sites of mechanical process of the Forsites of the	Net annual importe Capitalised at Vield of Less: Purchasers costs   No. sq ft 10 950 9,000 6 899 5,394 2 899 1,874 15 1250 18,749 5 35,027  Total Direct Sales Inv Sal	Net annual income   Capitalised at Vision of	Net annual income   Capitalised at Yleid of   7.50%	Net annual income   Capitalised at Visio of   1.50%	Net annual monne

Site Name	608b		Delivery Point V	TUOUT 3	ivo Custs			-
Bolton Appreisal Template 1a - 100%			itional Housing					
Total Area	2.35	Acres		Approx De	velopable Area	2.3	Acres	
Housing Denaity	14.5	Units/Acre				33.4	Houses	
nosming beliefly	170.00					33.4	посеро	
Affordable Units based on	75%	Social Rent		Discounted	29	35% 70%	of DMV	
	25%	Shared Equ	nty	Discounted	2	run.	OT UMY	
Affordable Provision	35%							
REVENUE			Units 33	-	Per Annum		05 000	
Housing Ground Leases			33	<b>@</b>	150.00		£5,003	
			Natiannual income				€5,003	
			Capitalised at Yield of Less: Purchasers costs :	-1	7.50% 5.50%		£66,700 £3,477	083.22
				SI.	5,000		23,417	100,44
			Net annual income				0	
			Capitalised at Yield of Less: Purchasers costs :	al	8.0%		0	£
	Mo.	sq ft	Case: I dicinati a done					-
3-bed House - Open Market Value	8	950	7,600		195.00		£1,482.000	
3-bed House - Social Renied	9	899 899	8,091	aqti @	68.25 136.60		£552,211	
3-bed House Shared Equity 4-Bed House = 60% of Total ONV Houses	13	1250	2,923 16,268	eqfi @	190.00		£358,003 £3.089.044	
			10/2576	-ner day	180.00			
Total Affordable Houses	12							
Total Net Saleable area - Houses			34,573	agh				
							Đ	-
							Đ	
			Total Oireol Sales					£5,481.84
			Inv Sales.	<b>©</b> 723			N 20 40 40 10	BR 514 57
COSTS			Or Sales	5,491 348			REVENUE	€6,644.57
Site Cost-Appears Vettle							£505,000	
Site Stamp Duly			æl	4.00%			£20,200	
VAT on Stemp Duty (Usually provefield lend) Sie Leoni Fees			E1	0.50%	Or min SK, Whichese	rus lhe haber	£0 £5,000	
Ste Agency Fees			al	1,00%	Ca Hilliams, armyanyen	Talley Ingles	£5,060	
Stiff Contributions - Health & Well Being			ore than 26 dwellings	33	49	£224		
Local Area of Play Equipment - Calculated at 1 per Public Open Space - Refer to cliding scale	te/12 glots		ore than 20 dwellings fore than 20 dwellings	2.8	9	£3,000 £1,031	£0	
Public Open Space - refer to sliding scale			rore than 20 dwellings	33		£1,031 £0	60	
Education - Primary & Secondary			ore than 26 dwellings	0.232xG66x7K		0.187x06x10K		
						House &		
Public Art		On 1 Haplanus	rom.	1%	ж	mirastructure costs (H54)		
Highways		car i na jerica	i i i i i i i i i i i i i i i i i i i	51 - 51	<u> </u>	£1.000		
Construction - Residential Houses				34,573	20	£82	£2,834.947	
Environmental abnormals and remediation Highways abnormals							£350,000 £0	
RSS EM18 Policy implications				Rouses €	7500 per plot	£0	£00	
Code for Sustainable Homes (4) Implications	Currently p	riced at £7 pe	rfact				20	
Exceptionals One Exceptionals Two							£0 £0	
Exceptionals Three							20	£3,720,19
Building Regs				0.48%			£18,000	
Planning Fees			If F64 is minus flaure.	0.48%			£18,000	
Full Planning Application Fees £15,665 max ~ £10	0 per pict o	wer 60 units	use CS4 in total box	£16,666	-1665	11008.5	£10,890	
Contingency				5.00%			£186,010	
Architect Engineer				2.00%			£74,404	
Cuantity Surveyor				0.00%			£0	
Mechanical / Electri				0.00%			£0	
Other				+0.0007			£00	£307,30
Letting Agents Fee Letting Legal Fees			हा स	10.00% 5.00%			£0 £0	
Invisale Agents Fee			81 81	1.00%			£632	
Invasi e Legal Fees			E1	0.50%			£316	
Dissale Agents Fee Comm Dissale Agents Fee Resi			<b>21</b>	1,00%			£65.778	
Dr.sale Legal Fees Comm			21 21	0.50%			£86,778 £0	
Detaile Legal Fees Resi			æ1	0.30%	(plus £340 per pl	ok)	£16,444	
Marketing Resi			at	1,6%			£82,220	
Marketing Comm Zurich / NHBC		33	F1	£350			11,673	
Premium-Office			0	Months Rant			0	
Premium-Retail			O.	Months Rant			0	£177,08
					-			
							COSTS	4,204.560
						Appendus	-161	
						GROSS MARG	PIN	1,340.000
LITTERAT			D M. M. M. IN.					4.4
INTEREST Interest rate on			(See CASHFLOW) 7.00%					219,72
o entered terms pro-						NET PROFIT		1,120.26
Gross Margin V. Gross Margin on Cost					24.17%			
Cross Margin Y: Cross Margin on Cost Not Profit Y:					24.17% 31.87% 20.21%			
Gross Margin on Cost					31.87%			

Site Name	632a		Delivery Point \	MINI O IUC	1			
Boiton Appraisai Tempiate 1a - 100%			litional Housing				_	
Site	3.71	Acres		Apprex De	velopable Area	3.5	Acres	
Housing Density	14.5	Units/Acre				51	Houses	
<u> </u>	I'Thia	WILLIAM				J.	IIOMANA	
Afordable Units based on	75%	Social Rent		Discounted	20	35%	of OMV	
	25年	Shared Equ	ıty	Discounted	60	70%	of DMV	_
Affordable Provision	25%							
REVENUE			Units		PerAnnum			
Housing Ground Leases			51	<b>@</b>	150.00		£7,613	
			Net annual income	- 10			€7,813	
			Capitalised at York of		7.50%		£101,500	
			Less: Purchasers costs :	<u> </u>	5,50%		£5,291	£95,20
			Net annual income				0	
			Capitalised at Yield of		#0.8		0	
	No.	sq ft	Less: Surchasers costs :	<u> </u>				£
3-bed House - Open Market Value	23	850	19.660	soft @	155.00		£3.030,260	_
3-bed House - Spc-el Renied	10	899	5,555		54.25		£464,084	
3-bad House Shared Equity	3	899	2,997		108,60		£292,025	
	0	850	0	aqfi @	0.00		£D	
4-Bed House CMV Houses 40% of CMV units	15	1050	15,760	sqfi 🧟	155.00		£2,441.260	_
Total Affordable Houses	13							
Total Net Saleable area - Houses			45,552	aqfi				
								-
							£0 £0	-
			Total Olireot Sales				2.1.1	£6,228.20
			inv Sales	46 7gn				
			De Suiça.	6,276,701			REVENUE	£6,324.41
COSTS							AND THE	
Site Cost Site Stamo Duty			E1	4.00%			£75,000 £3.000	
VAT on Stemp Duty (Usually brownfield land)				-1.00 a			£450	
Ste Legal Fees			æi	0.60%			£5,000	
Ste Agency Fees			81	1.00%			£750	
S186 Contributions - Health & Well Seing Local Area of Play Squipment - Calculated at 1 per	ne/19 alole		ore than 25 dwellings ore than 20 dwellings	51 4.2	<u>20</u>	£224 £3.000	£11,424 £12,088	_
Public Open Space - Refer to sliding scale	ANI IN SCHOOL		ore than 20 dwellings	51	20	£1,031	£52,323	
Public Open Space		For sites of k	as than 20 dwellings	51	ě.	£0	£0	
Education - Primary & Secondary		For sites of m	ore than 25 dwellings	0.232xG5x7K	+	0.187xG5x10K	£177,321	
						House &		
Public Art		On 1 Halphis s	F06	1%	×	mirastructure costs (HS4)	£38,172	1
Highways		. 1		51	20	£1,000	£51,000	
Construct on Construct of Construction				46.000	e4	hen	00 047 007	
Construction - Residential Houses Environmental abnormals and remediation				46,662	40	£82	£3,817.227 £0	+
Highways abnormals							£D	
RSS EM16 Policy implications				l fouses (€	7500 per plot.	£0	£0	
	Currently p	riced at £7 per	foot				£D	
Exceptionals One Exceptionals Two							£0	_
Exceptionals Three							2.5	£4,244.36
Building Rage				0.49%			£20,750	
Planning Faces			If F64 is minus figure,	0.49%			£20,750	_
Full Planning Application Fees, £19,565 mag + £10	0 per piot o	ver 50 unes	use C64 in total box	£16,065	75	16747.5	£16,665	
Confingency				5.00%			£212,218	
Architect				2.00%			£54,887	
Engineer  Quantity Surveyor				0.00%			£0	
Mechanical / Electri				0.00%			£D	
Other							£	£355,27
Letting Agents Fee			at	10.00% 5.00%			£	
Letting Legal Fees Inv.sele Agents Fee			81 81	1.00%			£962	_
Invisale Legal Fees			21	0.60%			£481	
Dir.sale Agents Fee Comm			æı	1.00%			£0	
Dissale Agents Fee Real			E	1.20%			£74,739	
Dinsale Legal Fees Comm Dinsale Legal Fees Resi			eri eri	0.50%	(plus £340 par pl	oifi	£0 £18.885	_
Marketing Resi			E1	1.6%	January 10 per pr		£93,423	
Merketing Comm							0	
Zurich / NHSC Premium-Office		51	at O	£350 Months Post			17,793	
Premium-Cirice Premium-Retail			0	Months Rent			0	£206,05
				The second second				
							COSTS	4,805.67
						GROSS MARG	IIN	1,618.74
INTEREST			(See CASHFLOW)					212,20
			7.00%					الكونة الت
						NET PROFIT		1,308.62
Interest rate pa					2.4 A.4A.2			
Priorest rate pa Gross Margin V:					24.01% 31.60%			
Interest rate pa Interest rate pa Gross Margin % Gross Margin on Cost Not Profit %					24,01% 31,60% 20,80%			
Priorest rate pa Gross Margin 14 Gross Margin or Cost					31,60%			

Bolton Appraisal Template 1a - 100%	4 Reside	ntial - Trac	litional Housing					
Site	3.71	Acres		Approx De	velopable Area	3.5	Acres	
Housing Density	14.5	Units/Acre				51	Houses	
Affordable Units based on	75%	Social Rent		Discounted Discounted	29	35%	of OMV	
	25%	Shered Equ	ily	DISCOUNES	2	70%	of OMV	
Affordable Provision	35%							
REVENUE Housing Ground Leases			Units 51	0	Per Annum 150.00		£7,613	
				ā				
			Net annual income Capitalised at Yeld of		7.50%		£7,013 £101,500	
			Less: Purchasers costs :	al.	5.50%		£5,291	£96,20
			Nat annual income				0	
			Capitalised at Yield of		8.0%		0	
	No.	sq ft	Less: Purchasers costs :	BL.				£
3-bed House - Open Market Yalue	20	850	17,000	eqft@	155.00		£2,635,000	
3-bed House - Sociel Rented	13	899	11,976	aqti @	51.25		£649,718	
3-bed House Shared Equity 3-bed House Discounted Market Value	5 0	899 850	4,496	eqfi @	108.60		£487,708 £0	
4-Bed House OMV Houses	13	1050	18,960	sqfi @	155.00		£2,115,760	
Total Affordable Houses	18							
Total Net Saleable area - Houses	40		47,121	aqfi				
	-						£0	
			Total Olireot Sales				I.u	£5,888.171
			ine Sales.	96j 20N				
совта			Oir Sules.	5,648 1%			REVENUE	£5,984.38-
Site Cost–Not Viable							£1	
Site Stamp Duly			E	4.00%			£00	
VAT on Stemp Duty (Usually brownfield land) Site Legal Fees			at	0.60%			£0.000	
Site Agency Fees			at at	1,00%			£00	
S166 Contributions - Health & Well Seing Local Area of Play Squipment - Calculated at 1 pe	ro#12 state		ore than 25 dwellings	51 4.2		£224 £3.000	£11,424 £12,088	
Public Open Space - Refer to sliding scale	THE IS STORY		rore than 20 dwellings	51	20	£1,031	£52,323	
Puttic Open Space			ess than 20 dwellings	51	20	£i0	£00	
Education - Primary & Secondary		For sites of m	ore than 25 dwellings	0.232665x7K	+	0.187xC5x10K House &	£177,321	
						imfrastructure		
Public Art Highways		On 1 Halplins	CONF	1% 51	X SP	apsts (HS4) £1,000	£38,040 £51,000	
rigimays				81	28	2.1,000	231,000	
Construction - Residential Houses				47,121	99	£82	£3,803.962	
Environmental abnormals and remediation Highways abnormals							£0 £0	
R88 EM18 Policy Implications				I (ouses €	§ 7500 per plot	£0	20	
Code for Sustainable Homes (4) Implications	Currently p	orlead at £7 per	rfaot				£0 £0	
Exceptionals One Exceptionals Two							20	
Exceptionals Three								£4,212.54
Building Rags Planning Fass				0.48%			£20,250 £20,250	
			If F64 is minus figure.					
Full Planning Application Fees £18,565 max + £10 Continuency	JO per pict o	wer 50 unds	use CS4 in total box	£16,585 5.00%	75	16747.5	£16,665 £210,817	
Architect				2.00%			£84,247	
Engineer Chambile Statement				0.00% 0.00%			£0 £0	
Quantily Surveyor Mechanical / Electri				0.00%			20	
Other							20	£352,02
Letting Agents Fee Letting Legal Fees	-		at at	10.00% 5.00%			£0 £0	
Inv.sele Agents Fee			E	1,00%			£962	
Invisale Legal Fees De cale Assets See Corres	-		<b>2</b> 1	0.60%			£481	
Drusale Agents Fee Comm Drusale Agents Fee Real			21 21	1.20%			£70,658	
Dicasie Legal Fees Comm			ÆÍ	0.50%	and a discover		£00	
Dr.sale Legal Fees Resi Marketing Resi	-		at at	0.30%	(plue £340 per pl	Ot]	£17,005 £88,323	-
Merceting Comm							Ö	
Zurioh / NHBC Premium-Office		51	at O	£350 Months Rent			17,793	
Premium-Carce Premium-Retzii			0	Months Rent			0	£195,85
	$\overline{}$							
	-						COSTS	4.790.225
						GROSS MARG	IN	1,224.164
MERCET			A					241.74
IMTEREST Interest rate po	-		(See CASHFLOW) 7.00%					213,20
						NET PROFIT		1,020.67
Cross Mamin V:					20.46%			
Gross Margin 1½ Gross Margin on Cost					25.72%			
Gross Margin on Cost Nat Profit %					25.72% 17.00%			
Gross Margin on Cost					25.72%			
Gross Margin on Cost Net Profit % Net Profit on Cost ( ino interest )					25.72% 17.09% 20.67%			

Site Name	632c		Post Delivery P					
Boiton Appraisal Template 1a - 100 Site	% Reside	Acres	intensi Housing	Approx De	welopable Area	3.5	Acres	
Housing Density	14.5	Units/Acre				51	Houses	
Affordable Units based on	76%	Social Rent	(sti	Discounted	29	35%	of OMV	
	25%	Shered Equ	ily	Discounted	ē.	70%	of DMV	
Affordable Provision	35%							
REVENUE	30,10		Units		Per Annum			
Housing Ground Leases			51	0	150.00		£7,613	
	-		Net annual income	a	-		£7,013	
			Capitalised at York of		7.50%		£101,900	
			Less: Purchasers costs	al.	5,50%		£5,291	£96,209
			Natiannual income			-	0	
			Capitalised at Yield of		8.0%		ō	
	Mo.	84	Less: Purchasers costs	al.				£
3-bed House - Open Market Value	20	sq ft 850	17,000	soft @	155,00		£2.635.000	
3-bed House - Open Market Faise 3-bed House - Sociel Renkid	13	899	11,976	adi @	54.25		£2,636.560 £649.718	
3-bed House Shared Equity	5	899	4,406	eqfi @	108,60		£487,708	
4-Bed House OMV Houses	13	1050	13,600	aqfi @	155.00		£2,115,750	
Total Affordable Houses	18							
Total Net Saleable area - Houses			47,121	agit				
							£0.	
			Total Oireot Sales			<u>-</u>	£0	£5,888,170
			ine Sains.	98 700				aujusu. m
			The States	5.688 1Wi			REVENUE	€5,984.384
COSTS							person and	
Site Cost Site Stamp Duty			ati	4.00%			£105,000 £1,200	
VAT on Stemp Buty (Usually prounfield land)				1300 14			£630	
Ste Legal Fees			虧	0.50%			£5,000	
Site Agency Fees St #6 Contributions - Health & Well Being		Paradana at a	at fore than 26 dwellings	1,00%	90	£224	£1,060 60	
Local Area of Play Soutoment - Calculated at 1 or	ece/12 diols			4.2		£3.000	£0	
Public Open Space - Refer to sliding scale			eore than 20 dwellings	51	<b>3</b> 2	£1,031	£00	
Public Open Space			ess than 20 dwellings	51	49	£0	£0	
Education - Primary & Secondary		For sites of m	ore than 26 dwellings	0.232b666x7K		0.187xG6x10K House &	£0	
						mirasiructura		
Public Art		On 1 Haplana	C (SS)	1%	X	costs (HS4)	£00	
Highways				51	9	£1,000	£00	
Construction - Residential Houses				47.121	60	£82	£3,863,952	
Environmental abnormals and remediation				,			£0	
Highways abnomals						4	£00	
RSS EM18 Policy implications Code for Sustainable Homes (4) implications	Currently	priced at £7 per	r fount	I fouses §	2 7500 per plot	\$0	£0	
Exceptionals One	Carenty	prioculat zar pe	1001				20	
Exceptionals Two							£00	
Exceptionals Three Building Regs				0.61%			£20.260	£3,979.882
Planting Fees				0.61%			£20,250	
			If F64 is minus figure,					
Full Planning Application Fees £15,665 max + £1 Continuency	100 per plot o	wer 60 units	use CS4 in total box	£16,666 5.00%	75	16747.5	£16,665 £198.992	
Architect				2.00%			£79,607	
Engineer				0.00%			£0	
Quantity Surveyor Mechanical / Electri				0.00%			£0 £0	
Other				UJUU 78			20	£335,763
Letting Agents Fee			et .	10.00%			20	
Letting Legal Fees			arl	5.00%			20	
Invasie Agents Fee Invasie Legal Feez			E1	1.00%	-		£962 £461	
Dissale Agents Fee Comm				1,00%			20	
Dr.sale Agents Fee Resi			ari	1.20%			£70,068	
Dr.sale Legal Fees Comm Dr.sale Legal Fees Resi	-		E1	0.50%	(plus £340 per pl	ABT .	£17,065	
Marketing Resi			et at	1.6%	fbins 2340 bet hi	OK J	£88,323	
Marketing Comm							0	
Zurich / NHBC		51	E1	£350			17,763	
Premium-Office Premium-Retail			0	Months Rant Months Rant			0	£195,851
								a 20,001
							heres	4 844 471
							COSTS	4,611,430
						GROSS MARG	iN	1,472.946
INTEREST			(See CASHFLOW)					188,101
Interest rate pa			7.00%			NET PROFIT		
						NET PROFIT		1,266.767
Oross Margin V.					24.01%			
Gross Margin on Cost					32.00%			
Net Profit % Net Profit on Cost ( ino interest )					21,50% 27,30%			
ROCE % (before interest)	+				27.30% 53.80%		-	
ROCE % (after interest)					47.05%			

Site Name	703a		Delivery Point \	with \$10t	3			
Bolton Appreisel Templete 1e - 100			iltional Housing					
Total Area	1.04	Acres		Approx De	velopable Area	1.04	Acres	
Housing Density	14.5	Units/Acre				15.1	Houses	
Affordable Units based on	76% 25%	Social Rent Shared Eco		Discounted	<u>29</u>	35% 70%	of DMV	
		Official Edge	nuy	Discoul Rec		1 474	OI CAIT	
Affordable Provision REVENUE	35%		, k. h.		No			
Housing Ground Leases			Units 15	0	Per Annum 150.00		£2,262	
-				2				
			Net annual income Capitalised at Yeld of		7.50%		£2,202 £30,160	
			Less: Purchasers costs :	al.	5.50%		£1,572	£28,584
			Nat annual income				0	
			Capitalised at Yield of		8.0%		ő	
	Mo.	sq ft	Less: Purchasers costs :	al.				£I
3-bed House - Open Market Value	7	980	6.860	soft Ø	205.00		£1,406,300	
3-bed House - Sociel Rented	4	899	3,999	aqfi @	71.76		£255,336	
3-bed House Shared Souity	3	899	1,199	eqfi @	143.60		£170,224	
4-Bed House GMV Houses	3	1350	4,050	sqft@	205.00		£830,250	
Total Affordable Houses	5							
Total Net Saleable area - Houses			15,066	agh				
							£00	
							£0	
			Total Oireot Sales					£2,002.110
			inv Sales On Sales	28 588 2892 199			REVENUE	£2,600,684
COSTS			of Date	crec 118			REYEMUE	r_c,660.684
Sita CostAppears Viable							£475,000	
Site Stamp Duty VAT on Stemp Duty (Usually proverfield lend)			at	4.00%			£19,000 £2,850	
Sie Legal Fees			æti	0.50%			£5,000	
8rie Agency Fees			arl	1.00%	_		£4,760	
S186 Contributions - Health & Well Being Local Area of Play Equipment - Calculated at 1 p-	sce#12 stole		nore than 26 dwellings	1,3	9 9	£224 £3.000	£0 £0	
Public Open Space - Refer to sliding scale	THE IS NOW		eore than 20 dwellings	15	<u> </u>	£1,031	ĐÔ	
Putric Open Space			ess than 20 dwellings	15	49	£0	20	
Education - Primary & Secondary		For sites of n	nore than 26 dwellings	0.232b66br7K	•	0.187xG6x10K House &	£0	
						mirasinucture		
Public Art		On 1 Hapling	C(c)	14	X	costs (H54)	£0	
Highways				15	39	£1,000	£15,000	
Construction - Readential Houses				15,655	2	£82	£1,283,704	
Environmental abnormals and remediation Highways abnormals							£0 £0	
RSS EM18 Policy implications				Rouses &	2 7500 ver elet	£o	20	
Code for Sustainable Homes (4) Implications	Currently	priced at £7 pe	rfacı				£00	
Exceptionals One Exceptionals Two							£0 £0	
Exceptionals Three								£1,805,804
Building Regs				0.60%			£9,000	
Planning Fees			If F64 is minus flaure.	0.50%			£9,000	
Full Planning Application Fees £15,665 max + £1	00 per plot o	wer 60 units	use C64 in total box	£16,666	-3492	4976.4	£5,025	
Contingency Architect				5.00% 2.00%			£90,265 £86,100	
Engineer				0.00%			20	
Quantity Surveyor	1			0.00%			Độ Độ	
Mechanical / Electri Other	-			0.00%			£0 £0	£149,396
Letting Agents Fee			eri .	10.00%			20	
Letting Legal Fees Invasile Agents Fee			ai	1,00%			£266	
Invasie Agens Fee Invasie Legal Fees			81 81	0.50%			£143	
Dr.cale Agents Fee Comm			쾖	1,00%			20	
Dicsale Agents Fee Resi Dicsale Legal Fees Comm	-		at et	1,20%			£81,846 £0	
Dicade Legal Fees Resi			#1 #1	0.30%	(plus £340 per pl	ot)	£7,980	
Marketing Resi			arl	1.6%			£39,932	
Marketing Comm Zurich / NHBC		15	E1	£350			0 5,278	
Premium-Office			0	Months Rant			ô	
Premium-Retail			o o	Months Rent			Ō	£85,070
	1	<u> </u>		<del></del>				
							COSTS	2,040.271
						GROSS MARG	SIN	650.426
							rud	W. J. U. 1925
INTEREST			(See CASHFLOW)					122,794
Interest rate pa			7.00%					
						NET PROFIT		517,630
	-							
Gross Margin V.					24.17%			
Gross Margin on Cost					31.88%			
Net Profit % Net Profit on Cost ( ino interest )	1				19,24%			
	_				35.17%			
ROCE % (before interest) ROCE % (after interest)								

Subting Rags				costs	Vith S106	Delivery Point V		718a	Site Name
Note   14.5   United Ages							ntial - Traditional	Reside	Bolton Appreisal Template 1e - 100%
More about the based on		Acres	14	relopable Area	Approx De		Acres	14.63	Total Area.
More about the based on			202.0				IN INCOME.		
Principal Provision   20%   Principal Provision   20%   Principal Principa		HOUSE	203.0				Uniteracre	14.5	Honsiud Dausità
Ministration   1995									Affordable Units based on
Marting Count   Leases	-	of OMV	70%	- 10	Discounted		Binared Equaly	25%	
No.   15,000   15,0								35%	
		080 400				Units			REVENUE
Casilitation of Perchanam costs at   5.60%   27.166   2	-			130.00		200			nousing o conditiesses
Case   Purchasers costs at   Subject   Case   Cas				71 5000					
Not setted from the control	6364.834				ıl				
Capitalised and Vision of   Last Perchanser roots at   Capitalised and Vision of   Last Perchanser roots at   Capitalised and Vision of   Ca	,								
Less: Perchanent costs at	-			A DNs.					
Seed Prison - Open Metalet You	£t	_			ıL				
3-bast Prisone Shore Rambol 53 899 4.17,000 and \$ 1.500 1.50									
Seed Homes Charger (Enarty - Label 1998)   15,000   17,	-								
Total Note Schedule area - Houses									
Total Christ Sates after 1-houses		£13,282.500		175.00	eqfi @	75,900	1150	66	4-Bed House GMV Houses 60% of OWV units
Total Christ Sates after 1-houses								71	Tetal Affantable Houses
Total Orient Sales					sqfi	201,484			
Total Orient Sales									
Total Cheed delays									
Bits	£28,972.099	20				Total Direct Sales			
Bits					394.514	inv aatos			
Size Cost   Size Starms Duty (Usually recomfield and)	£29,350.933	REVENUE			VE 1777, CTU	Dir Sales			
Bits   District Duty   Distr	-	£1,750,000							
Set Loan Fees		£70,000			4.00%	ei ei			Site Stemp Duty
See Appen   Fees									
### SHR Contributions - Health & Well Being Local Arts of Pies Evatures - Contributions - Health & Well Being Local Arts of Pies Evatures - Contributions and it presents possible for size of more than 20 devellage									
Public Colors Space   Refer to alking scale   For size of more than 20 densitings   20.5		£45,472			208	6 dwellings			8486 Contributions - Health & Well Being
For sizes of less true 25 consists								cer12 glots	
For clase of more shan 26 devellings									
Public Art			0.187x66x10K	+					
Public Art									
Construction - Residential Houses   201,424   20   215,021 84   20   20   20   20   20   20   20   2		£165.217			1%		On 1 Halphis sces		Public Art
Environmental standard and remediation		£208,000	£1,000	20	208				Highways
Environmental standard and remediation	-	£15 (21 884	fri2	- Si	SAN ASIA				Construction - Residential Houses
RSB EITH 5 Policy and cations   Currently priced at £7 per foot   EG #20   Ecologic Code for Statishable Homes (\$) implications   Ecologic Currently priced at £7 per foot   Ecologic Code for Statishable Homes (\$) implications   Ecologic Currently priced at £7 per foot   Ecologic Code for Statishable Homes (\$)   Ecologic									
Code for Sustainable Homes (4) Implications   Currently priced at £7 per feot   £2			4.11						
Exception at Two			£D	7500 për plot	l'Gustés (2		feed at £7 per feet	Currentier e	
Exception de Titree		£n					Personal per 1901	Callellay p	Exceptionals One
Building Rage	£19.718.006	20							
Planning Fees	£13,718.00£	298.000			0.00%				
Full Parnsing Application Fees £18,665 max = £100 per plot over 60 units  Confingency  Confingency  Confingency  Confingency  Confine 500%  Co									
Confingency   Confingency   Confinency   C		631.865	FMSKNT	15300	£16 086		er 60 unds	il agraint o	Full Planning April cation Sees, £18,665 mas + £10
Engineer Charity \$urveyor Charity \$urvey		£965,900			5.00%			- pa. pa. e	
Cuently Surveyor									
Mechanical / Electric									
Letting Agents Fee		£							Mechanical / Electri
Leiting Legal Free	£1,603.120				55 009/	e.			
Invasile Agents Fee   st   0.00%   62,844   10.00%   62,924   10.00%   10									
Disable Agents Fee Comm   di   1,00%   20						-Ei			Invasile Agents Fee
Distalle Againts Field   #1   20%	-								
Desalt Legal Fies Real   #1   C.30%   (plus £340 per ulat)   £85,916     Marketing Rasi   #1   1.0%   £134,821     Marketing Comm   203   #1   £380   £380   £71,000     Premium-Office   0   Months Rans   0   0     Premium-Retail   0   Months Rans   0   0     GROSS MARGIN       INTEREST   (See CASHELDW)   1.00%			7						
Merkeding Rosi				Calles # = a=					Dr. sale Legal Fees Comm
Merveting Comm			X) *	(plue E340 ger ple					
Premium-Office	<u> </u>	0							Merceding Comm
Premium-Retail   0   Months Rend   0							203-		
GROSS MARGN  INTEREST (See CASHILOW) Interest also pa 7.00%	£945,080								
GROSS MARGN  INTEREST (See CASHR.CM) Interest rate pa 7.00%		_							
GROSS MARGN  INTEREST (See CASHR.CM) Infuncting to 100%	22,272.117	COSTS							
IMTEREST (See CASHRLOW) Interest rate ga 7.00%	ec,e(e.11)	90010							
Intercet rate ga 7.00%	7,084.617	an an	GROSS MARG						
Intercet rate ga									
	1,130,768								
REFFRONTI	5,954.054		NET PROCE			7.00%			inwood rate ga
	2,004.000		INDER I INDIFII						
Cross Margin W A4.13%									
Gross Margin on Cost         31.81%           Net Profit %         20.26%									
Net Profit on Cost (inc Interest ) 25.44%				25.44%					Net Profit on Cost ( inc interest )
ROCE % (before interest ) 49,03%  ROCE % (after interest) 36,08%									

Site Name	721a		Delivery Point V					
Bolton Appraisal Template 12 - 100 Total Area	% Reside 4.32	intial - Trac Acres	itteral Housing	Approx De	velopable Area	4	Acres	
				andria: son man	1010/00/00/00			
Housing Density	14.5	Units/Acre				58.0	Houses	
Affordable Units based on	75% 25%	Social Reni Shared Equ		Discounted Discounted	80 80	35% 70%	of OMV of OMV	
Affordable Provision	35%							
REVENUE Housing Ground Leases			Units 58	6	Per Annum 150.00		£8.700	
Housing O form creams				ā	130.00		,	
			Net annual income Capitalised at Yield of		7.50%		£5,700 £116,000	
			Less Purchasers costs :	al.	5.00%		€8,047	£109,08
			Ket annual income				0	
			Capialised at Yield of		#0.6		ō	
	Ho.	sq ft	Less Purchasers costs :	M.				£
3-bed House - Open Market Value	15	950	14,250	soft (D)	195.00		£2,773.750	
3-bed House - Sociel Rented	15	899	13,087	aqfi @	68.25		£934,157	
3-bed House Shared Equity 3-bed House Discounted Market Value	5	899 850	4,682	sqfi@ sqfi@	136.60		£622,771	
4-Bed House CMAY Houses	23	1250	28,700		195.00		£5,000 250	
Total Affordable Houses	20							
Total Net Saleable area - Houses			61,260	sqfi				
							00	
	1						£0 £0	
			Total Direct Sales					£9,941.925
			Ito Sacu	(Chigag				
COSTS			Oir Mags.	Albert ADY			REVENUE	£10,041.684
Site Coat							£1,000,000	
Site Stemp Duty VAT on Stemp Duty (Usually brownfield land)			- 81	4.00%			£40,000 £6,000	
24e Legal Fees			at	0.60%			£5,000	
Site Agency Fees		For the code	al al	1.00%	24	£224	£10,000 £12,992	
St 66 Contributions - Health & Well Being Local Ares of Play Equipment - Calculated at 1 p-	108/12 dots		nore then 25 dwellings nore then 20 dwellings	4.8	<u>&amp;</u>	£3,000	£12,992 £14,500	
Public Open Space - Refer to sliding scale		For sites of r	rore than 20 dwellings	58	50	£1,031	259,798	
Puti c Open Space			ess than 20 dwellings nore than 25 dwellings	55 0.2325655x7x0	告	£0 0.187xG5x10K	£202,652	
Education - Primary & Secondary		roraces or n	nore trein 25 Gwellings	U.Z.SERUSIX/K		House &	TAUANGA	
Public Art		On 1 Harpins 8	anse .	1%	×	infrastructure costs (H64)	£50,225	
Highmays				58	82	£1,000	£58,000	
Construction - Residential Houses				61,200	50	£962	€5.022.476	
Demo/Clear and Crush					_		£285,000	
Highways abnomials RCC EM16 Policy Implications				House 4	§ 7800 per plot	£6	£0 00	
Code for Sustainable Homes (4) Implications	Currently	priced at £7 pe	r fact	i rouseo (g	g resulter plus	10	£0	
Exceptionals One							£0	
Exceptionals Two Exceptionals Three							20	£6,700.042
Building Regs				0.49%			£33,000	
Planning Fees			If F64 is minus figure,	0.49%			£33,000	
Full Planning Application Fees. £16,553 max + £1	00 per plot o	wer 50 units	use GS/ in total box	£16,965	800	19140	£17,365	
Contingency Architect				5.00% 2.00%			£335,332 £135,233	
Engineer				0.00%			£0	
Quantity Surveyor Machanical / Electri				0.00%			£00	
Other							£0	£557,03%
Letting Agents Fee Letting Legal Fees			E1	10.00% 5.00%			£0 £0	
Invasie Agenta Fee				1.00%			£0,100	
Invisale Legal Fees			귊	0.60%			£550	
Dr.sale Agents Fee Comm Dr.sale Agents Fee Real			- E1	1.00% 1.20%			£119.303	
Dr.sale Legal Fees Comm			-EI	0.50%			£0	
Dr.sale Legal Fees Resi Merseting Real			æi æi	0.30% 1,6%	(plue £340 per pl	OK)	£29,828 £149,126	
Marketing Comm			NE I				0	
Zurioh / NHSC		58	al .	£350			20,300	
Premium-Office Premium-Retail			0	Months Rent Months Rent			0	£320,207
							COSTS	7,643.976
						GROSS MARG	in	2,408.001
INTEREST			(See CASHFLOW)					428,90
Interest rate pa			7.00%			NET PROFIT		1,979.03
Gross Margin %					23.96%			
Gross Margin on Cost					31.50% 19.89%			
Nat Profit V.								
Net Profit % Net Profit on Cost ( ino interest )					24.61%			

Site Name	721b		Delivery Point \	WILLIOUS 2	100 00323			
Bolton Appraisel Tempiate 1a - 1005 Total Area	6 Reside	ntial - Trac Acres	ilitional Housing			4	8.0-00	
Ida Area	4.32	AGIUS		Approx Je	velopable Area	4	Acres	
Housing Density	14.5	Units/Acre				58.0	Houses	
Affordable Units based on	78/2	Social Reni		Discounted	40.	35%	of DMV	
Autoromo culos cases en	25%	Shared Equ		Discounted	<b>9</b>	70%	of OMV	
	O.F.V							
Affordable Provision REVENUE	35%		Units		Per Annum			
Housing Ground Leases			58	4	150.00		£5,700	
				•			£8,700	
			Kat annual ricome Capitalised at Yield of		7.50%		£113,000	
			Less: Purchasers costs :	al .	E60%		£6,047	£109,963
			Kat annual income				0	
			Capitalised at York of		8.0%		ō	
	Mo.	so ft	Less: Purchagors costs :	al.				20
3-bed House - Open Market Value	MC.	950	14.260	soft &	195.00		£2.779.760	
3-bed House - Open Marital Name 3-bed House - Social Rented	15	899	13,687	ब्रवृत्ति (दि:	68.25		£934,157	
3-bed House Shared Equity	5	899	4,582		135.50		£522,771	
3-bed House Discounted Market Value 4-Bed House OMV Houses	0 23	850 1250	0 28.760	eqfi @	0.00 195.00		£5.000 £60	
TOTAL CHIEF CHIEF COMES	2.0	1200	20,100	adir (6):	130.00		20,000 200	
Total Affordable Houses	20							
Total Net Salestie area - Houses			61,250	aqfi				
							200	
							£00	
			Total Direct Sales					£9,941.928
			leu Salça.	100,840				
COSTS			Oir Xalies	1,841 108			REVENUE	£10,081.880
Site Cost							£1,350,000	
Site Stemp Duty			El .	4.00%			£54,000	
VAT on Stamp Duty (Usually brownfield land) Site Legal Fees			al	0.60%			£8,100 £8,760	
Ste Agency Fees			81 81	1.00%			£13,600	
81 NB Contributions - Health & Wall Being			nore than 26 dwellings	55	39	£224		
Local Area of Play Equipment - Calculated at 1 per Public Open Space - Refer to sliding scale	ce/12 plots		nore than 20 dwellings nore than 20 dwellings	4.8 58	<u> </u>	£3,000 £1,031	£0	
Public Open Space			ass than 20 dwellings	58	30	£0	60	
Education - Primary & Secondary			nore than 26 dwellings	0.232x056x7K		0.187xG5k10K		
						House A		
Public Art		On 1 Haplus s	cns	1%	x	mfrastructure costs (H54)		
Highways			i i	58	9	£1,000		
						£82		
Construction - Readential Houses  Destruction - and Cross				61,200	2	162	£5,022,475 £265,000	
Highways abrormals							20	
RSS EM18 Policy Implications				l fousies @	7500 per pol	£0	£0	
Code for Sustainable Homes (4) Implications Exceptionals One	Currently p	riced at £7 pe	rico				£00	
Exceptionals Two							20	
Exceptionals Three							50	£5,739.626
Building Regs Planning Fees				0.49%			£33,000	
rianing ress			# F64 is minus figure,	0.49%			£33,000	
Full Planning Application Fees £19,565 max + £10	0 per plot o	wer 50 units	use CS4 in total box	£16,665	800	19140	£17,365	
Contingency Architect				5.00% 2.00%			£335,991 £134,797	
Engineer				0.00%			20,787	
Quantity Surveyor				0.00%			60	
Mechanical / Electri				0.00%			£00	OFFE 1
Other Letting Agents Fee			el	10.00%			£00	£555,153
Letting Legal Fees			Eİ	5.00%			£0	
Inv.sale Agents Fee			al	1.00%			£1,100	
Invisele Legal Fees Dicaale Agenis Fee Comm			81 81	0.60%, 1.00%,			£550 £0	
Drusale Agenis Fee Resi			ai	1.20%			£113,308	
Dicasie Legal Fees Comm			相	0.50%		. m	£0	
Dr.sale Legal Fees Resi Marseting Resi			ai ai	0.30%, 1.6%	(plus £340 per pi	OKJ	£29,828 £149,129	
Marketing Comm			- GI	r.crtd			£146,126 0	
Zurioh : NHBC		58	al	£350			20,300	
Premium-Office Premium-Retzil			0	Months Rent Months Rent			0	£320,207
FIRST TRACES			ñ	MUNICIS MENI			0	1,520,207
							COSTS	7,915.165
						OROSS MARC	5 IN	2,436.666
INTEREST			(See CASHFLOW)					446,817
Interest rate pa			7.00%					
						NET PROFIT		1,989.678
Gross Margin %					24.24%			
Gross Margin on Cost					32.00%			
Gross Margin on Cost Net Profit %					32.00% 19.80%			
Gross Margin on Cost					32.00%			

Daken Assessinal TIst- 4s 4880	i Danis	malal Tur-	Delivery Point \			-		
Bolton Appreisei Templete 1e - 100% Tolsi Ares	4 Reside	ntial - Trac Acres	itional Housing	Anna Da	velopable Area	2	Acres	
	2.1	Acida		Approx De	Aciobenie Vien		Weigh	
Housing Density	14.5	Units/Acre				29.0	Houses	
Affordable Units based on	75%	Social Ront	(el	Discounted	30	35%	of DMV	
PIROTORUM DE IND DEBOUT UT	25%	Shared Equ		Discounted	2	70%	of OMV	
Affordable Provision	35%							
REVENUE	33 76		Units		Per Annum			
Housing Ground Leases			29	Q	150.00		£4,360	
			Net annual income	- 2			£4.360	
			Capitalised at Yeld of		7.50%		£58,000	
	-		Less: Purchasers costs :	ni.	5.50%		£3,024	£54,97
			Net annual income				0	
			Capitalised at Yield of Less: Purchasers costs :		8.0%		Ó	Ē
	Mo.	sq ft	Desa. Parcinesura Conta	<u> </u>				E
3-bed House - Open Market Yalue	10	935	9,360	eqfi@	175.00		£1,636.260	
3-bed House - Spc-el Renied	8	899 899	6,844	eqti @	61.25		£419,173	
3-bed House Shared Equity 3-bed House Discounted Market Value	0	850	1,708	eqfi @	122,60		£220,266 £0	
4-Bed House OMV Houses	9	1150	10,360		175.00		£1,811,260	
Pane Allandakia simona								
Total Affordable Houses Total Net Saleable area - Houses	10		28.342	acifi				
			may-a					
							£0	
			Total Direct Sales				£0	£4,080,921
			Inv Sets	M 976				
			Oir Sules.	4,098 928			REVENUE	£4,141.904
COSTS							pase ass	
Site Cost-Appears Verble as greater than EUV Site Starno Duty			E!	4.00%			£265,000 £10,600	
VAT on Stemp Duty (Usually brownfield land)							£1,590	
Ste Legal Fees			at et	0.60% 1.00%			£2,660	
Ste Agency Fees St 66 Contributions - Health & Well Being		For sites of m	ore than 25 dwellings	1,00%	2	£224	£2,600 £6,496	
Local Area of Play Souipment - Calculated at 1 pe	ce/12 plots	For eites of m	ore than 20 dwellings	2.4	<b>9</b>	£3,000	£7,260	
Public Open Space - Refer to sliding scale			rore than 20 dwellings	29 29	20	£1,031 £0	£29,800	
Public Open Space Education - Primary & Secondary			ess than 20 dwellings note than 25 dwellings	0.2325655x7K	<u> </u>	0.187x65x10K	£101,326	
LOCALDIT - I III III W G G G G G G G G G G G G G G		I OF SECTION OF IT	Die des 20 Greinige	WAVENUM !!		House &	E TO TABLE	
Photo A.						minastructure		
Public Art Highways		On 1 Haplins	COME	1%	X SQ	apsis (HG4) £1,000	£29,000	
Construction - Residential Houses				26,342	<b>3</b>	£62	£2,324.014	
Environmental abnormals and remediation Highways abnormals							£0 £0	
RSS EM16 Policy Implications				I⊀ouses ∉	§ 7500 per plot	£0	<b>£</b> 00	
Code for Sustainable Homes (4) Implications	Currently p	riced at £7 pe	r foot				£0	
Exceptionals One Exceptionals Two							£0	
Exceptionals Three								£2,782.926
Building Rags				0.49%			£13,900 £13,500	
Planning Fees			If F64 is minus figure,				£ 13,500	
Full Planning Application Fees £19,965 max + £10	0 per pict o	ver 50 unds	use CS4 in total box	£16,565	-2100	9570	£9,715	
Contingency Architect				5.00% 2.00%			£139,141 £55.067	
Engineer				0.00%			£00	
Quantity Surveyor				0.00%			£0	
Mechanical / Electri Other				0.00%			£0	£231.519
Letting Agents Fee			ari	10.00%			£00	
Letting Legal Fees			E1	5.00%			20	
Invasie Agents Fee Invasie Legal Fees			E1	1,00%			£550 £275	
Drusale Agents Fee Comm			ati	1.00%			<b>£</b> 0	
Drawle Agents Fee Resi			E1	1.20%			£49,043	
Desale Legal Fees Comm Desale Legal Fees Resi			et et	0.50%	folus £340 cer ul	oti	£12.201	
Marketing Resi			eri Eri	1,6%	A DELLA PERSONAL		£61,304	
Mercating Comm				nara.			0	
Zurich / NHBC Premium-Office		29	el O	£350 Months Rent			10,160	
Premium-Retzii			ō	Months Rem			ō	£133,580
	-						COSTS	3,147.92
						GROSS MARG	IN	993,084
MATERIAL			A. A. S.					
INTEREST Interest rate pa			(See CASHFLOW) 7.00%					1 62,05
or norm and the last pass			276 416			NET PROFIT		831,926
A					E 4 0602			
Gross Margin V: Gross Margin on Cost					24.00% 31.58%			
Net Profit %					20.00%			
Net Profit on Cost ( ino interest ) ROCE % ( before interest )					25.13%			
					42,68%			

Site Name	780a		Delivery Point \	Wth 8106	Costs			
Bolton Appraisel Templete 12 - 1007	Reside	ntiel - Trec Acres	itional Housing	L.		5	Acres	
TOWN AIRE	3.43	PAINE		Approx De	velopable Area	J	ACTES	
Housing Density	14.5	Units/Acre				73	Houses	
Affordable Units based on	/5%	Social Rom		Lagraguntag	171	30%	of OMV	
Artoroadio Onies based on	25%	Sitered Equ		Discounted		70%	of OMV	
Affordable Provision REVENUE	35%				Per Annum			
Housing Ground Leases			Units 73	- a	150.00		€10.875	
			beer and a second	- 8			£10.875	
			Net annual income Capitalised & Yield of		7.50%		£10,878 £145,000	
			Less: Hurchasers costs	OL.	530%		£27,556	£137,441
			Net annual roome				0	
			Capitalised a Yield of Less: Purchasers costs :	9L	#0.6		0	60
	No.	sq ft						
3-bed House - Open Market Value	19	950	18,050	sqfi @	195.00		£3,519.750	
3-bed House - Social Runted 3-bed House Shared Eduky	20 6	899 899	17, <b>98</b> 0 5,703	sqfi 🚱 sqfi 🚱	68.26 136.60		£1,227.186 £778.464	
3-bed House Discounter Market Value	0	850	0	sqri @	0.00		£0	
4-Bed House GMV Houses	28	1250	35,000	sqft @	195.00		£6,825.000	
Total Alfordable Houses	25							
Total Not Calculate area Houses			76,733	aqft				
							£0	
			Total Direct Sales				£0	£12,350,349
			in Sales	197,461				2.12.300.246
			Sir Malos	127,661 17,860,948			REVENUE	£12,487.780
COSTS								
Site Cost-Appears Viette Site Stamo Duis			æ	400%			£1,300,000 £52,000	
VAT on Stamp Duty (Usually brownfield land)			- 10	7074			£7,800	
81e Legal Fees			at	0.00%			£5,600	
Site Agency Fees. 0196 Contributions - Health & Well Being		Familian of a	£1 cre than Σ6 d⊬ellings	100%	- 12	£224	£13,000 £16,352	
Local Area of Play Equipment - Calculated at 1 p-e	m/12 plots			6.0	9	£3,000	£18,125	
Public Open Space - Refer to sliding scale			rere than 20 dwellings	73	Ð	£1,031	274,748	
Public Open Space			es than 20 dwellings	78	20	£	£0	
Education - Primary & Secondary		For sites of n	nore than 26 dwellings	∴232xG6x7K	-	0.187x66x10x House & Infrastructure	£253.315	
Public Art Highways		Cin 1 Ha place	ri(6	1% 78	X 50	oosts (HG1) £1,000	£52,921 £73,000	
-							·	
Construction - Residential Houses				76,733	49	£82 PC Sun	£6,292.109 £85.000	
Re-divert olivert and pipe under Road. Highways sonormals						PG 3011	£00,000	
RSS EM18 Policy Implications	_			l fousies &	0 7500 ver plot	£0	£0	
Code for Sestainable Homes (4) Implications EO Levels et £1500/plot	Currently p	riced at £7 pe	ricot				£109.500	
Exceptionas Two							£103,866	
Exceptions a Three							100	£8,364.569
Building Regs Planning Fees				049% 049%			£41,000	
			f F64 is minus figure,					
Full Planning Application Fees £18,665 mas + £10 Contingency	perplot o	ver 60 units	use 384 in total box	£16,686 500%	2250	23925	£18,865 £418,218	
Architect				200%			£167,287	
Engineer				0.00%			£0	
Quantity Surveyor Mechanical / Electri			-	000%	-		£0 £0	
Other							20	2504,27
Letting Agents Fee			ai	10,00%			£0	
Letting Legal Fees Inv.sele Agents Fee				500% 100%			£0 £1,374	
Inv.sale Legal Fees			at at	0.00%			£687	
Drugale Agents Fee Comm			ai	1 00%,			£0	
Dr.sale Agenis Fee Red Dr.sale Legal Fees Comm			ai #i	120% 050%			£146,204 £0	
Dr.sale Legal Fees Resi				030%	jplus £340 per pl	ok)	£37,051	
Marketing Resi			ai	1 GK			£185,355 0	
Marketing Comm Zurloh / NHBC		73	aı	£850	-		25,376	
Premium-Cifice			Ö	Youths Rent			0	
Premium-Reseil			0	Youtha Rent			0	£297,941
							Совта	9,448.661
						GROSS MARC	IIN	8,080.402
INTEREST			(See CASHF_OW)					127,688
Interest rate pa			7.00%			NET DESCRIP		
						NET PROFIT		2,601.614
Gross Margin %					34.34%			
Gross Margin on Cost Net Profit %					82.10% 20.03%			
					INCOME OF			
Net Profit on Cost ( ine interest )					25.00%			

Site Name	781a		Delivery Point V	WITH DIVE	COSTS			
Bolton Appraissi Tempiste 1a - 180 Total Area	% Reside 7.31	ntiel - Trec Acres	litional Housing	Approx De	velopable Area	6.8	Acres	
Housing Denaity	14.5	Units/Acre				99	Houses	
Affordable Units based on	76% 26%	Social Rent Shared Equ		Discounted Discounted	14 14	35% 70%	of OMV	
Affordable Provision	35%							
REVENUE Housing Ground Leases			Units	- a	Per Annum 150.00		£14.700	
Housely Crownia Carates			99	2	180.00		2.14,790	
			Net annual income				£14,700	
			Capitalised at Yield of Less Purchasers costs :	-1	7.50% 5.50%		£197,200 £10,261	£186.91
			Less : G'CIMSSIS COSO :		U-200 (V		a regact	a. rooye i
			Net annual income Capitalised at Med of		8.0%		0	
			Less Purchasers costs :	<u> </u>	500 10			Đ
	No.	sq ft						
3-bed House - Open Market Value 3-bed House - Social Renied	26 26	950 899	34,700 23,268		195.00 65.26		£4,816.500 £1,588.066	
3-bed House Shared Equity	9	899	25,200 7.760		135.60		£1,068,711	
4-Bed House CMV Houses	38	1250	47,600		195.00		£9,202,600	
Total Alfordable Houses	35							
Total Autoriable Houses Total Net Saleutie area - Houses	36		103,224	soft				
The state of the s			00,821					
							e	
			Tatal May A-r				£	4.2 94.1
	-		Total Direct Sales		-			£16,725.77
	-		ins Sales. Lit Sales.	196,919 16 745,477			REVENUE	£16,912.690
COSTS				16 11.5.1.			ICE VERVOL	210,512.000
Site CostAppears Velble							£2,100,000	
Site Stamp Duty VAT on Stamp Duty (Usually prosmiteld land)			Ef.	4.00%			£84,000 £12,600	
Site Legal Fees			E1	0.50%			£10,900	
Site Agency Fees			æi .	1,00%			£21,000	
8186 Contributions - Health & Well Being			ore than 26 dwellings	99	50	£224	£22,176	
Local Area of Play Equipment - Calculated at 1 p- Public Open Space - Refer to sliding scale	ecer12 plots		tors than 20 dwellings nore than 20 dwellings	8.2	50)	£3,000 £921	£90,811	
Education - Primary & Secondary			nore than 26 dwellings	0.2525066x7k9		0.187xGGeriók	£344,603	
education- rimery & Secondary		POF SIGS OF II	ione (nan 26 Gwellings	UZXZDUBR/N	T	House &	ESTITUTE .	_
						rifestucture		
Public Art Highways	_	On 1 Hapins s	CB6	1%	500	costs (+164) £1.000	£84,044 £99,000	-
regerrate				22	- 126	2. 1,000	2.55,000	
Construction - Residential Houses				103 224	釶	£82	£8,464.408	
Environmental abnormals and remediation							Ð	
Highways abnormals RSS EM18 Policy Implications				No mas 5	§ 7500 uer pipt	£00		
Code for Sustainable Homes (4) Implications	Currently o	। eioad at ਹੋ7 per	ricat	Parages &	g 1000 per piet	202	<b>20</b>	
Exceptionals One							Ð	
Exceptionals Two							Ð	B. 4 B. 4 B. 4
Exceptionals Three Building Regs				0.66%			£55,900	511,858,297
Planting Fees				0.46%			£55,500	
			If F64 is minus figure,		4000		004 405	
Full Planning Application Fees £18,665 mas + £1 Contingency	100 per plet o	wer 60 unds	use 284 in total box	£16065 5.00%	4860	32538	£21,465 £567,615	
Architect				2.00%			£227.108	
Engineer				0.00%			£D	
Quantity Surveyor Manhaminal & Claster				0.00%			Ð	
Mechanical / Electri Other	+			0.00%			<u> </u>	£927,540
Letting Agents Fee			ati	10.00%			en en	
Letting Legal Fees			E	5.00%			ற	
Invasie Agents Fee Invasie Lacel Fees	-		E1	1,00%			£1,869 £965	-
Disale Agenis Fee Comm				1,00%			13C5	+
Dir.sale Agents Fee Resi			at	1.20%			£200,709	
Dissale Legal Fees Comm			E	0.90%	I was on the second		Ð	
Dicade Ligal Fees Hasi Merceting Resi	-		81 81	0.38.% 1.5%	(plue £340 per pi	ot)	£250,177 £250,867	-
Marketing Comm	1			rec til			0	
Zurioh / NHBC		99	æi	£350			34,610	
Premium-Office			0	Morths Rent			0	APAA. A41
Premium-Reteil	+		ė.	Morths Rent			0	£539,083
							00575	12,624.230
						GROSS MARC	in .	4,087.766
INTEREST			(See CASHFLOW)					767,99
Interest ate pa			7.00%					
	-					NET PROFIT		3,319.770
								+
Gross Margin %					24.17%			
Gross Margin on Cost					31.87%			
Net Profit % Net Profit on Cost (inc interest)	-		I		13,03%			-
ROCE % ( before interest )	+				24.42% 37.73%		-	_
					30,64%			

Bolton Appraisal Template 1a - 100% Residential - Traditional Housing Total Area  2.09 Acres Approx Davelopable Area 1.7  Housing Danaity 14.5 Units/Acre 25.0  Affordable Units based on 76% Social Rented Discounted © 35% 25% Shared Equity Discounted © 76% Affordable Prevision REVENUE Units Housing Ground Lesses 25 © 150.00  Net annual income Capitalised at Visit of Capitalised at Visit of East Surface Scote at 5.50% Less: Purchasers costs at 5.50%		
Alfordable Units based on 75% Social Rented Discounted 1 35% Shared Equity Discounted 1 70% 70% Affordable Prevision 5% Units Per Annum REVENUE 25 150.00 Net annual income Capitalised at Visits of	VMC to control to cont	
Affordable Units based on 75% Social Rented Discounted 10 35% 25% Shared Equity Discounted 10 70%  Affordable Prevision 5%  REVENUE Units Per Annum  REVENUE 25 150.00  Net annual income Capitalised at Visits of Less: Purchasers costs at 5.50%  Net annual income Capitalised at Visits of Capitalis	VMC to control to cont	
Affordable Prevision   5%	of OMV £3,760	
REVENUE Units Per Annum Housing Ground Leases 25 @ 150,00  Net annual income Capitalised at Visits of 7,50% Leas: Purchasers costs at 5,50%  Net annual income Capitalised at Visits of 7,50% Leas: Purchasers costs at 5,50%		
Housing Ground Leases  25 © 150.00  Net annual income Capitalised at Viels of 7,50% Less: Purchasers costs at 5,50%  Net annual income Capitalised at Viels of 7,50% Less: Purchasers costs at 5,00%  Net annual income Capitalised at Viels of 8,0% Less: Purchasers costs at		
Net annual income  Capitalised at Maior of 7.50%  Less: Purchasers costs at 5.00%  Nest end of 6.0%  Capitalised at Maior of 8.0%  Less: Purchasers costs at		
Net annual income Capitalised at Vield of 7.50% Less: Purchasers costs at. 5.50%  Net annual income Capitalised at Vield of 8.0% Less: Purchasers costs at.	£3.760	
Less: Purchasers costs at 5,50%  Net annual income Capitalised at Vield of 8,0% Less: Purchasers costs at		
Net annual recorse Capitalised at Yield of 6.0% Less: Purchasers costs at	£50,000 £2,807	€47.391
Capitalised at Yield of 8.0% Less: Surchasers costs at		artir (sea
Less: Purchasers costs at	0	
bt t.	2	£r
No. sq ft		
3-bed House - Open Market Yalue 12 935 11,103 sqt @ 175,00 3-bed House - Social Reniad 1 899 843 sqt @ 61,25	£1,943.047 £51,622	
Shed House Shared Equity 0 899 281 eq. 2 122.00	£34,415	
4-Bed irlouse = 50% of Total ONIV Houses 12 1150 13,800 sqft @ 175.00	£2,415,000	
Total Affordable Houses 1	-	
Total Net Saleable area - Houses 26,027 agt		
	£00	
Total Circol Sales	ZU ZU	£4,444.084
Inv States 44 SUS		
Tar Sales. 4,444 ()\$4	REVENUE	£4,401.47
COSTS Site Cost	£535.000	
Site Stamp Duty at 4.00%	£21,400	
1971 on Stemp Duty (Usually prownfield land) Site Legal Fees at 0,50% Chronicis, Whichestris the higher	£3,210 £5,000	
Site Legal Fees         at         0.50%         Or mon 68, Whichever is the higher           Site Agency Fees         at         1,00%	£5,000	
\$186 Contributions - Health & Well Being For sites of more than 26 dwellings 26 🕸 £224	20	
Local Area of Play Equipment - Calculated at 1 pecent 2 plots   For sites of more than 20 dwellings   2.1	£6,250 £25,775	
Pour Copen Space Fells to strong scarce for state of more visit at developings 25 50 £00	20,770	
Education - Primary & Secondary For sites of more than 26 dwellings 0.232xd56x7K + 0.187xd6x10K	20	
House 8		
Public Art On 1 Ha plant stops 1% X costs (1/54)	£0	
Highways 51 😩 £1,000	£50,750	
Construction - Residential Houses 26.027 60 £82	£2.134.204	
Environmental abnormals and remediation	£200,000	
Highways abnormals	20	
RSS EM18 Policy implications   Fourier   Fouri	£0	
Exceptionals One	<b>£</b> 00	
Exceptionals Two Exceptionals Three	£0	£2,980,986
Exceptionals inte	£15.000	2.2,900.900
Planning Fees 0.50%	£15,000	
If F64 is minus figure,   Full Planning Application Fees £16,666 max = £100 per plot over 60 units   use £64 in total box £16,666 -2500 8250	£8,250	
Contingency S.00%	£149,347	
Architect 2,00%   Engineer 0.00%	£50,730	
Countity Surveyor 0.00%	20	
Mechanical / Electri 0.00%	£00	
Other   10,00%	£00	£247,336
Letting Legal Fees at 5.00%	20	
Inv.sdie Agents Fee at 1,00%	£474	
Invasie Lega Fees #1 0,50%   Disaale Agents Fee Comm #1 1,00%	£237	
Dr.safe Agents Fee Resi at 1,20%	£53,329	
Desaile Legal Fees Comm 81 0.50%   See Comm 82 0.50%   See Comm 82 0.50%   See Comm 83 0.50%   See Comm 84	£00	
Docade Legal Fees Resi         et         0.30%         (plus £340 per pict)           Marketing Resi         at         1.0%	£13,332 £66,001	
Merceting Comm	0	
Zurich / NHBC         25         at         £350           Premium-Office         0         Months Rent	8,750	+
Premium-Retail 0 Months Rent	0	£142,783
	$\overline{}$	
	COSTS	8,377.066
GROSS MAR	GIN	1,114,419
INTERCOT	-	191,063
INTEREST (See CASHFLOW) Interest rate be 7,00%		923,300
Interest rate pa 7.00%		
Interest rate pa 7,00% NET PROFIT		
NET PROFIT   NET		
T.00%   NET PROFIT		
Pikerest nate pa   7.00%   NET PROFIT		

Balton Annualest Tanadate de 1886			i — — — — — — — — — — — — — — — — — — —		S106 Costs			
Bolton Appreisel Templete 12 - 100º Tolsi Ares	2.09	Acres	intensi Housing		welopable Area	1.7	Acres	
ICAN AIRE	2.09	ACIES		Approx De	welopable Area	1.7	Acres	
Housing Density	14.5	Units/Acre				25.0	Houses	
Affordable Units based on	75% 25%	Social Rent Shared Equ		Discounted	<u>2</u>	35% 70%	of OMV	
Affordable Provision REVENUE	15%		Units		PerAnnum			
Housing Ground Leases			25	Ø	150.00		£3,750	
-				2				
			Net annual income Capitalised at Yeld of		7.50%		£3,700 £50,000	
			Less: Purchasers costs :	ni.	5.50%		£2,807	£47,39
			Natiannual income				0	
			Capitalised at Yield of		8.0%		0	
			Less: Purchasers costs :	nl.				£
3-bed House - Open Market Value	No.	sq ft 935	9,034	soft Ø	175.00		£1,738.616	
3-bed House - Spc-el Renied	3	899	2,528	aqti @	61.25		£154,867	
3-bed House Shared Equity	1	899	843	eqfi @	122,60		£108,246	
4-Bed House = 50% of Total ONV Houses	10	1150	11,500	eqft@	175.00		£2,012.500	
Total Affordable Houses	4							
Total Net Saleable area - Houses			24,806	agh				
	-						<b>.</b> 20	
							£10 £00	
			Total Direct Sales					£4,009.12
			Inv Bales	49 300				
COSTS			Or Sules	4.006 127			REVENUE	£4,066.52
Site Cost							£355,000	
Site Stamp Duty			at	4.00%			£14,200	
VAT on Stemp Duty (Usually prownfield land) Site Legal Fees			EI.	0.50%	On min (W. Whichese	rus the higher	£2,130 £5,000	
Site Agency Fees			at	1,00%			£3,660	
S186 Contributions - Health & Well Being			ore than 26 dwellings	25 2.1	9	£224 £3.000	£6.250	
Local Area of Play Equipment - Calculated at 1 per Public Open Space - Refer to cliding scale	Kenz pos		fore than 20 dwellings	25	<u> </u>	£1,031	£25,776	
Public Open Space		For sites of le	ess than 20 dwellings	25	120	£10	£0	
Education - Primary & Secondary		For sites of m	ore than 26 dwellings	0.2325666x7K	+	0.187xG6x10K	20	
						House &		
Public Art		On 1 Halphras	C (MI)	1%	х	costs (H54)	£0	
Highways				51	9	£1,000	£50,760	
Construction - Residential Houses				24,806	€2	£82	£2,034.061	
Environmental abnormals and remediation							£200,000	
Highways sonomals RSS EM18 Policy implications				lin ene d	2 7500 ver plot	\$10	£0 £0	
Code for Sustainable Homes (4) Implications	Currently (	orloed at £7 per	rfaci	1.50000	g rado per plot	Z.C	20	
Exceptionals One							20	
Exceptionals Two Exceptionals Three							£0	£2.000.711
Building Regs				0.60%			£13,600	
Planning Fees			If F64 is minus flaure.	0.50%			£13,500	
Full Planning Application Fees £16,665 max + £1	00 per plot o	wer 60 unds	use C64 in total box	£16,666	-2500	8250	£8,250	
Contingency				5.00%			£134,836	
Architect Engineer				2.00%			£53,034	
Quantity Surveyor				0.00%			£00	
Mechanical / Electri Other				0.00%			£0 £0	£224,02
Leting Agents Fee			81	10.00%			<u>20</u> 0	x.269,02
Letting Legal Fees			æi	5.00%			20	
Invasie Agents Fee Invasie Legal Fees			81	1,00%			£474 £237	
Dicasile Agents Fee Comm			#1 #1	1.00%			£0	
Dr.sale Agents Fee Resi			æi	1.20%			£48,110	
Dr.sale Legal Fees Comm Dr.sale Legal Fees Resi				0.50%	(plus £340 per pl	e#1	£12,027	
Marketing Resi			an an	1.6%	genera destró (ASI (A	en j	£12,027 £60,137	
Marketing Comm				70.74			0	
Zurich / NHBC Premium-Office		25	- E1	£350 Months Rant			8,750	
Premium-Retail			ŏ	Months Rent			ŏ	£129,73
							COSTS	8,060.47
							LIE.	
						GROSS MARG	PIN	1,006.044
IUTERCOT			Man CARLES ALLA					
INTEREST Interest rate co			(See CASHFLOW) 7.00%					1 58,13
						NET PROFIT		847,91:
Gross Margin V.					24.80%			
Gross Margin on Cost					24.80% 32.98%			
Net Profit %					20.90%			
Net Profit on Cost ( ino interest )					26.43% 44.80%			
ROCE % (before interest )								

Dalbar Arresto d Tarrelate do 1460	V M		Halland Harrian		out <b>S10</b> 6 Co			
Boiton Appraisel Templete 1a - 100' Tolsi Area	2.09	Acres	iniensi Housing		velopable Area	1.7	Acres	
ICAN AIRE	2.09	ACTES		Approx De	welopable Area	1.7	Acres	
Housing Density	14.5	Units/Acre				25.0	Houses	
Affordable Units based on	76% 25%	Social Reni Shered Equ		Discounted Discounted	<u>29</u>	35% 70%	of DMV	
Affordable Provision	15%				_			
REYENUE	1076		Units		Per Annum			
Housing Ground Leases			25	0	150.00		£3,750	
			Net annual income	- 2		-	£3,760	
			Capitalised at Yeld of		7.50%		£50,000	
			Less: Purchasers costs :	ni.	5.50%		£2,007	£47,39
			Net annual income				0	
			Capitalised at Yield of Less: Purchasers costs:	Bi.	8.0%		Ō	r e
	Mo.	sq ft						
3-bed House - Open Market Yalue 3-bed House - Social Renied	11 3	935 899	9,034	sqft@	175.00 61.20		£1,733.616 £154.867	
3-bed House Shared Equity	1	899	2,528 843	eqfi @	122,60		£108,246	
4-Bed House = 50% of Total OMV Houses	10	1150	11,500	aqti @	175.00		£2,012.500	
Total Affordable Houses	4							
Total Attornable Houses Total Net Saleable area - Houses			24,800	agh				
							£0 £0	
			Total Oireot Sales				20	£4,009.12
			inv Sales.	44 300				
COCTE			Se Sales	4.006 127			REVENUE	£4,066.52
COSTS Sits Cost							£455,000	
Site Stamp Duty			æi	4.00%			£18,200	
VAT on Stemp Duty (Usually brownfield land) Sile Legal Fees			E	0.50%	On min SR, Whichese	r.s. the barber	£2,730 £5,000	
Ste Agency Fees			at	1,00%	Cartelleris, mengrapes	i ilia ilia ilia ilia	£4,660	
Stili6 Contributions - Health & Well Being			nore than 26 dwellings	25	49	£224	20	
Local Area of Play Equipment - Calculated at 1 per Public Open Space - Refer to sliding scale	ice/12 glots		rore than 20 dwellings core than 20 dwellings	2.1 25		£3,000 £1,031	£0 £0	
Putric Open Space			ess than 20 dwellings	25	20	£00	£00	
Education - Primary & Secondary		For sites of n	ore than 26 dwellings	0.232xG6x7K	+	0.187xC6x10K	20	
						House &		
Public Art		On 1 Haplanes	c (ca)	1%	×	costs (H54)	£0	
Highways				51	- 3	£1,000	£00	
Construction - Residential Houses				24.806	20	£82	£2,034,061	
Environmental abnormals and remediation							£200,000	
Highways sonomals RSS EM18 Policy implications				Linuene S	2 7500 ver plot	\$10	£0 £0	
Code for Sustainable Homes (4) Implications	Currently	priced at £7 pe	r fact				<b>£</b> 00	
Exceptionals One Exceptionals Two							£0 £0	
Exceptionals Three							20	£2,719.54
Building Regs				0.60%			£13,600	
Planning Fees			If F64 is minus figure.	0.50%			£13,500	
Full Planning Application Fees £18,665 max + £1	00 per plot o	over 60 units	use C64 in total box	£16,666	-2500	5250	£8,250	
Contingency Architect				5.00% 2.00%			£135,977 £54,301	
Engineer				0.00%			<b>£</b> 0	
Quantity Surveyor Mechanical / Electri				0.00% 0.00%			£0 £0	
Other				WAVE TH			£00	£225,61
Letting Agents Fee			at	10.00%			20	
Letting Legal Fees Invaste Agents Fee	-	-	at at	5.00% 1.00%			£0 £474	-
Invade Legal Fees			El El	0.50%			£237	
Discale Agents Fee Comm			zi -	1,00%			£48.110	
Dicaale Agents Fee Resi Dicaale Legal Fees Comm			an En	0.50%			£48,110	-
Dr.sale Legal Fees Resi			æi	0.30%	(plus £340 per pl	at)	£12,027	
Marketing Resi Marketing Comm	-	-	at	1,6%			£60,137	-
Zurich / NHBC		25	朝	£350			8,750	
Premium-Office Premium-Retail			0	Months Rant Months Rant			0	£129.73
r-remikalii-fikkkii			u u	MONORS REM			<u> </u>	1.129,73
							Anere	0.001.00
							COSTS	3,074.69
						GROSS MARC	\$IN	981,620
IMTEREST			(See CASHFLOW) 7,00%					170,47
Interest rate pa			7.00%			NET PROFIT		811,15
Gross Margin V: Gross Margin on Cost					24.20% 31.92%			
Net Profit %					20.00%			
Net Profit on Cost ( ino interest ) ROCE % ( before interest )					24.00% 40.88%			
					199.00%			1

Site Name	954a		Post Delivery P	OIM WITH	i 8106 Gosts			
Bolton Appreisal Templata 1a - 100%			itional Housing					
Total Area	6.22	Acres		Approx Ds	welopable Area	4.35	Acres	
Housing Density	14.5	Units/Acre				63.1	Houses	
Affordable Units based on	76% 25%	Social Rent Shered Equ		Discounted Discounted	<u>9</u>	35% 70%	of OMV	
	EU M	oneres esp	nly	DESCUE REC	- Car	10.76	UI CIRT	
Affordable Provision	35%							
REVENUE Housing Ground Lesses			Units 63	0	Per Annum 150.00		£9,461	
Comment of the commen				ā				
			Net annual income Capitalised at Yeld of		7.50%		£9,481 £126,150	
			Less: Purchasers costs :	ni.	5.50%		£126,160 £8,577	£119,571
			Natiannual income Capitalised at Yield of		8.0%		0	
			Less: Purchasers costs :	ni.			_	£1
	No.	sq ft						
3-bed House - Open Market Value 3-bed House - Spc.el Renied	25 16	850 899	20,909 14,384	sqft @ sqft @	155.00 54.25		£3,240.961 £780.332	
3-bed House Shared Equity	6	899	4,982	eqfi @	108,60		£538,338	
4-Bed House = 40% of Total CMV Houses	16	1050	17,219	aqt @	155.00		£2,669.019	
Total Affordable Houses	22							
Total Net Saleable area - Houses			57,474	agh				
			<u> </u>				£00	
			Total Oireot Sales				ZU	£7,228.686
			ino Sales.	118,623				
			The States.	7,279 Gan			REVENUE	€7,348.213
COSTS Site Cost					-		£1	
Site Stamp Duly			at	4.00%			20	
AT on Stemp Buty (Usually prownfield lend)							£0	
Ste Legal Fees Ste Agency Fees			<b>E</b> 1	0.50%	On min SK, Whicheve	r is the higher	£0 £0	
81 86 Contributions - Health & Well Being			ore than 26 dwellings	63	29	£224	£14,129	
Local Area of Play Equipment - Calculated at 1 plet	e/12 glots			5.3	2	£3,000	£15,769	
Putilic Open Space - Refer to sliding scale Education - Primary & Secondary			rore than 20 dwellings nore than 26 dwellings	63 0.232x656x7K	<b>9</b>	£921 0.187x(35x10K	£58,002 £220,384	
Education - Fillingly & Securidary		PUI SALUS CI II	Dia nisi so awalings	U.ZoZODOM/ N		House &	2,220,004	
						mirastructure		
Pusic Art Highways		On 1 Haptins		1% 51	X SP	closts (HS4) £1,000	£47,129 £50,750	
Footpath Diversion/easement resolution				,	- Valle	A. 1,00%	£40,000	
Construction - Residential Houses				57,474	49	£312	£4,712.907	
Environmental abnormals and remediation Highways abnormals							£0	
RSS EM18 Policy implications				I fousies ∉	2 7500 per plot	£0	£0	
Code for Sustainable Homes (4) Implications	Currently p	riced at £7 per	fact				20	
Exceptionals One Exceptionals Two							£0 £0	
Exceptionals Three								£5,159.181
Building Rags				0.68%			£30,000	
Planning Fees			If P64 is minus flaure.	0.68%			£30,000	
Full Planning Application Fees. £18,665 max ≈ £10	O per plot o	ver 60 units	use 284 in total box	£16,686	1307.5	20814.75	£17,565	
Contingency Architect				5.00% 2.00%			£257,658 £103,183	
Engineer				0.00%			20,100	
Quantity Surveyor				0.00%			20	
Mechanical / Electri Other				÷200.0			£0	£438.70
Letting Agents Fee			ari	10.00%			£00	m/T505/, 1 Set
Letting Legal Fees			EI.	5.00%			£0	
Invisale Agents Fee Invisale Legal Fees			ari ari	1,00% 0,60%			£1,198 £568	
Dicaste Agents Fee Comm			El El	1,00%			£00	
Dissale Agents Fee Resi			æi	1,20%			£86,744	
Drusale Legal Fees Comm Drusale Legal Fees Resi			21 E1	0.30%	folus £340 per ul	ati	£21,686	
Marketing Resi			E1	1.5%	дения выторы р	,	£108,430	
Marketing Comm							0	
Zurioh / NHBC Premium-Office		63	et ô	£350 Months Rent			22,076 0	
Premium-Retail			ŏ	Months Rant			ō	£240,726
							COSTS	5.838.594
						GROSS MARG	in	1,608.617
INTEREST Interest rate pa			(See CASHFLOW) 7.00%		-			249,007
п когоот тако ра			r :GUVa			NET PROFIT		1,259,956
					W- W-10"			
Gross Margin % Gross Marrie on Cost					20.54% 56.88%			
Gross Margin % Gross Margin on Cost Not Profit %					20.54% 25.86% 17.16%			
Gross Margin on Cost					25.80%			

Site Name	954b		Delivery Point W	ininout of	00 0000			
Boiton Appreisel Templete 1e - 100% Tolsi Ares	6.22	Acres	intensi Housing	Annex De	welopable Area	4.35	Acres	
	U.LL	- 10.00		Approx Do	seichenie vase	4.00	A-1401-948	
Housing Density	14.5	Units/Acre				63.1	Houses	
Affordable Units based on	75%	Social Reni	42	Discounier	20	35%	of OMV	
THO DECIDE OF THE DECIDED OF	25%	Shared Equ		Discounted	9	70%	of DMV	
Affordable Provision	35%							
REVENUE	0070		Units		Per Annum			
Housing Ground Leases			63	9	150.00		£9,461	
			Net annual income	162			£9,481	
			Capitalised at Yeld of Less: Purchasers costs		7.50%		£126,150 £8.577	€119,579
				N.	5.50%		20,077	2719,572
			Nat annual income Capitalised at Yield of		8.0%		0	
			Less: Purchasers costs	Mi.	0.0%		U	£ť
	Ho.	sq ft						
3-bed House - Open Market Value 3-bed House - Social Renied	25 16	850 899	20,906		155.00 54.25		£3,240.961 £780.332	
3-bed House Shared Equity	6	899	14,384 4,982	eqfi @	108.60		£/50,332 £538,338	
4-Bed House = 40% of Total ONV Houses	16	1050	17,219	eqfi @	155.00		£2,669.019	
Total Affordable Houses	22							
Total Attordable Mouses Total Alet Saleable area - Houses	EE		57,474	agh				
							£0 £0	
			Total Oireot Sales				žU.	£7,228.989
			Inv Sales.	118,623				
			Oir Sales.	7,278 Gan			REVENUE	£7,348.213
COSTS Site Cost							£135,000	
Site Stamp Duty			ati	4.00%			£5,400	
VAT on Stemp Duty (Lisually prownfield lend)				0.50%	On our AS. Whichese	11- 11	£0 £5,000	
Site Legal Fees Site Agency Fees			ei ai	1,00%	CONTINUE COR., SATERICANDOS	ris ins nigeri	£1,360	
Still Contributions - Health & Well Being			ore than 26 dwellings	63	49	£224	£00	
Local Area of Play Soutpment - Calculated at 1 per Public Open Space - Refer to sliding scale	ce/12 glots		nore than 20 dwellings eore than 20 dwellings	5.3 63	<u> </u>	£3,000 £921	£15,769 £0	
Education - Primary & Secondary			ore than 26 dwellings	0.232xG6x7K		0.187x05x10K	20	
						House &		
Puttic Art		On THaplace	734	1%	х	infrastructure closts (HS4)	ĐÒ	
Highways				51	9	£1,000	£00	
Footpath Diversion/easement resolution						F312	£40,000	
Construction - Residential Houses Environmental abnormals and remediation				57,474	29	1312	£4,712.907 £0	
Highways abnormals							£15,000	
RSS EM16 Policy implications	Character of	priced at £7 per	- K1	Cuses €	7500 yer pict	£0	£0 £0	
Code for Sustainable Homes (4) Implications Exceptionals One	Currently p	лово асклуч	rigoi				20	
Exceptionals Two							ĐÒ	
Exceptionals Three Building Reas				0.49%			£24.000	£4,930,426
Planning Fees				0.49%			£24,000	
Full Planning Application Fees £18,665 max = £10	IO operated o	over CO contra	If P64 is minus figure, use C64 in total box	£16.686	1307.5	20814 75	£17.565	
Contingency	o per patro	פוווע שנו נאוי	use con in coal bux	5.00%	1007.0	200 14.70	£246,621	
Architect				2.00%			£98,609	
Engineer Quantity Surveyor				0.00%			£0	
Mechanical / Electri				±0.00%			£00	
Other Letting Agents Fee			ati	10.00%			£0 £0	£410,695
Letting Legal Fees			81	5.00%			20	
Inv.sal e Agents Fee			ari	1,00%			£1,190	
Invasie Legal Fees Draafe Agents Fee Comm			81 81	0.60% 1.00%			£598 £0	
Drugale Agents Fee Resi			at at	1.20%			£86,744	
Dissale Legal Fees Comm Dissale Legal Fees Resi			at	0.60%	folus £340 per ul	-41	£21,686	
Dr.sale Legal Fees Resi Merteting Resi			El El	0.30%	Library Franchis	un j	£21,636 £108,430	
Marketing Comm							Ô	
Zurioh / NHBC Premium-Office		63	81 0	£350 Months Rent			22,076 0	
Premium-Retail			0	Months Rant			0	£240,720
							COSTS	5,581.650
						GROSS MARC	iN	1,766.363
INTEREST			Mary DESCRIPTIONS					Apr. 107.0
INTEREST Interest rate pa			(See CASHFLOW) 7.00%					231,716
						NET PROFIT		
						NET PROFIT		
Interest rate pa					24,04%	NET PROFIT		
Interest rate pa  Gross Margin % Gross Margin on Cost					31.84%	NET PROFIT		
Interest rate pa  Gross Margin % Gross Margin on Cost Net Profit %					31.84% 20.88%	NET PROFIT		
Interest rate pa  Gross Margin % Gross Margin on Cost					31.84%	NET PROFIT		231,716 1,534.646

Site Name	972a		Delivery Point \					_
Boiton Appreisei Templete 1e - 100% Tolai Aree	4 Reside	Acres	litional Housing			3.3	Acres	
ICAN PARI	3./3	ACIES		Approx De	velopable Area	3.3	ACIDE	
Housing Density	14.5	Units/Acre				47.9	Houses	_
Affordable Units based on	76% 25%	Social Rent Shared Equ		Discounted Discounted	<u>29</u>	35% 70%	of DMV	
		Dilates Espa	in y	DECCE ESC	-	10,0	OI CAIT	
Affordable Prevision	35%							
REVENUE Housing Ground Leases			Units 48	0	Per Annum 150.00		£7,178	_
I to-make the control of the control				ā	100.00			
			Net annual income		7 500		£7,178	
			Capitalised at Yeld of Less: Purchasers costs	ni	7.50% 5.50%		£95,700 £4,989	£90,711
								,
			Nat annual income Capitalised at Yield of		8.0%		0	
			Less: Purchasers costs	BL.	0.070			£r
	Mo.	sq ft						
3-bed House - Open Market Value	16	935	14,640		175.00		£2,644.673	
3-bed House - Social Renied	13	899 899	11,292	aqti @	61.25		£691,635	
3-bed House Shared Soulty 4-Bed House = 50% of Total ONV Houses	16	899 1150	3,794 17,884	eqfi @	122,60 170,00		£3.040,269	
TOTAL INDUSE - 50% OF ICENTONY HOUSES	10	1130	17,000	artis (G	170.00		E30*C.209	
Total Affordable Houses	17							
Total Net Saleable area - Houses			47,480	agh				_
								+
							£0	_
			Total Oireot Sales				200	26,737.60
			Inv Bales	%) /*:				
			The States.	6,737 56a			REVENUE	€6,828.270
COSTS								
Site Cost				4.00%			£335,000 £18,400	
Site Stamp Duty VAT on Stemp Duty (Usually provinfield lend)			at	-1.00Te			£18,400 £2,010	+
Ste Legal Fees			Ei.	0.50%	On min SiK, Whitchese	ris the higher	£5,000	
Site Agency Fees			ari	1,00%			£3,360	
61 66 Contributions - Health & Well Being			ore than 26 dwellings	48	49	£224	£10,718	
Local Area of Play Equipment - Calculated at 1 per Public Open Space - Refer to sliding scale	CECTE POR		rore than 20 dwellings rore than 20 dwellings	4.0 48		£3,000 £1,031	£11,963 £49,333	_
Education - Primary & Secondary			ore than 26 dwellings	0.232x66x7K		0.187x056x10K	£167,188	
Edecadari - Filling y o centride y		FOI MIDS OF IT	Die dies zo Gwellings	DESERVORAL N	· ·	House &	2.107,100	_
						imfrastructure		
Public Art		On 1 Halphins	CEN .	1%	X	costs (HS4)	£38,934	
Highways				51	9	£1,000	£50,750	_
Construction - Residential Houses				47.480	50	£82	£3,893,569	
Environmental abnormals and remediation							£0	
Highways abnormals							£00	
RSS EM16 Policy Implications		1 1 1 100		Couses €	7500 per piot	£0	£00	
Code for Sustainable Homes (4) Implications Exceptionals One	Currently (	priced at £7 per	1001				£0	
Exceptionals Two							ĐÒ	
Exceptionals Three								£4,581.094
Building Regs				0.60%			£23,000 £23,000	
Planning Fees			If P64 is minus flaure.	0.60%			£23,000	_
Full Planning Application Fees £18,665 max = £10	10 per plot o	wer 60 units	use 384 in total box	£16,686	-215	15790.5	£15,840	
Contingency				5.00%			£229,652	
Architect				2.00%			£91,621 £0	
Engineer Quantity Surveyor				0.00%			£0	+
Mechanical / Electri				0.00%			£0	
Other							£0	£382,513
Letting Agents Fee			at	10.00%			£00	
Letting Legal Fees Inv.sale Agents Fee			El al	5.00% 1.00%			£907	+
Invade Agents rec			81 81	0.60%			£454	_
Dicaste Agents Fee Comm			E1	1,00%			£0	
Dicade Agents Fee Resi			æl .	1.20%			£80,861	
Dr.sale Legal Fees Comm Dr.sale Legal Fees Resi			at et	0.00%	folus £340 der ul	ed 1	£20.213	-
Mercuting Resi			EI EI	1.5%	prima 2.340 (M) (II	ua j	£20,213 £101,084	+
Marketing Comm							0	
Zurioh / NHBC		48	at	£350			16,748	
Premium-Office Premium-Retail			0	Months Rent Months Rent			0	\$220,234
FT FIRST CONTRACTOR CO				MOTIVE RET			0	2.220,23
							COSTS	5,183.783
						GROSS MARG	: IkJ	1,644.486
						SPECIO MARK	1178	1,044.468
IUTEBOOT			Mar District one					8,000
INTEREST Interest rate pa			(See CASHFLOW) 7.00%					255,220
п-отава (виз ра			7.00 M			NET PROFIT	+	1.389.274
								a person and a
Gross Margin %					24.08%			
Gross Margin on Cost Not Profit %					31.72%			
Net Profit on Cost ( inc interest )					20.80% 25.64%			
ROCE % (before interest)					44.69%			

Site Name	972b	mailai Turi	Delivery Point \					
Boiton Appraisei Templete 1a - 100% Tolsi Ares	3.73	Acres	intional Housing	Approx De	velopable Area	3.3	Acres	
	00	.,		TOPE OF DO	sciopanie vies	0.0	279190	
Housing Density	14.5	Units/Acre				47.9	Houses	
Affordable Units based on	75%	Social Reni	42	Discounted	29	35%	of DMV	
THO DECEMBER OF THE PERSON OF	25%	Shared Equ		Discounted	9	70%	of DMV	
Affordable Provision	35%							
REVENUE	0070		Units		Per Annum			
Housing Ground Leases			48	<b>@</b>	150.00		£7,178	
			Net annual income	- 42			£7,178	
			Capitalised at Yeld of		7.50%		£95,700	000 744
			Less: Purchasers costs :	el.	5,50%		£1,989	£90,711
			Net annual income				0	
			Capitalised at Yield of Less: Purchasers costs:	ni.	8.0%		Ô	£r
	Mo.	sq ft						
3-bed House - Open Market Yalve	16	935	14,640	sqft@	175.00		£2,644.673	
3-bed House - Sociel Renied 3-bed House Shared Equity	13 4	899 899	11,292 3,704	eqfi @	61,25 122,60		£691,635 £461,000	
4-Bed House = 50% of Total OMV Houses	16	1150	17,884	aqfi @	170.00		£3,040.269	
	_							
Total Affordable Houses Total Net Saleable area - Houses	17		47,480	soft				
1 17 18 18			11.5-200					
							£00	
			Total Direct Sales				ĐÔ	-06.737.684
			Inc Sales	90 711				or .053
			Our States	6.737 56A			REVENUE	€6,828.271
COSTS							0005 000	
Site Cost Site Stamp Duty			at	4.00%			£805,000 £24,200	
VAT on Stemp Duty (Usually prownfield land)			u.				£3,630	
Sie Legal Fees			et .	0.50%	Onmin SR, Whichese	ris the higher	£5,000	
Site Agency Fees Sit \$6 Contributions - Health & Well Beling		For sites of n	at nore than 26 dwellings	1,00%	90	£224	£8,060 £0	
Local Area of Play Equipment - Calculated at 1 per	te/12 glots	For sites of n	ore than 20 dwellings	4.0	4	£3,000	£11,953	
Public Open Space - Refer to sliding scale			eore than 20 dwellings	48	<b>3</b> 2	£1,031	£0	
Education - Primary & Secondary		For sites of n	nore than 26 dwellings	0.232bdGEx7K	+	0.187x056x10K House &	£0	
						mirastructure		
Public Art		On THaplans	Class	174	X	costs (H54)	£00	
Highways				51	2	£1,000	£0	
Construction - Residential Houses				47,480	49	£82	£3,893.589	
Environmental abnormals and remediation							20	
Highways abnormals RSS EM16 Policy Implications				Processes &	i 7500 ver piet	£o	£25,000 £0	
Code for Sustainable Homes (4) Implications	Currently p	priced at £7 pe	rfaci				£00	
Exceptionals One Exceptionals Two							£0 £0	
Exceptionals Three							200	£4,574,230
Building Regs				0.60%			£28,000	
Planning Fees			If F64 is minus floure.	0.60%			£23,000	
Full Planning Application Fees £18,665 max = £10	O per plot o	wer 60 units	use 284 in total box	£16,686	-215	15790.5	£15,840	
Contingency Architect				5.00%			£226,712	
Architect Engineer				2.00%			£91,485	
Quantity Surveyor				0.00%			200	
Mechanical / Electri				0.00%			Độ Cô	£382.036
Other Letting Agents Fee			at	10.00%			£0	2.502,639
Letting Legal Fees			at a	5.00%			£0	
Invisale Agents Fee Invisale Legal Fees			at	1,00% 0,60%			£907	
Dr.sale Agents Fee Comm			81 81	1,00%			£454 £0	
Dicaale Agents Fee Resi			al	1.20%			£80,861	
Dr.sale Legal Fees Comm Dr.sale Legal Fees Resi			at et	0.00%	folus £340 per ul-	45	£20.213	
Marketing Resi			ei ei	1,5%	fama staen bet he	in j	£20,213 £101,084	
Marketing Comm							0	
Zurich / NHBC Premium-Office		48	et 0	£350 Months Rent			16,74a Ó	
Premium-Circe Premium-Retail			0	Months Rant			0	£220,234
							COSTS	5,176.500
						GROSS MARG	IN	1,661.776
INTEREST Interest rate pa			(See CASHFLOW) 7,00%					289,620
n resident lette per			r :007/a			NET PROFIT		1,382.250
Gross Margin % Gross Margin on Cost					24.19% 31.91%			
Net Profit %					20.24%			
Net Profit on Cost (inc Interest)					25.38%			
					25.38% 42.98% 35.96%			

Bolton AHVA Appreisal Templete 1b - Sub:	irban Mis	ced Llee /3	Storeve Mex)					
olai Area	13.76	Acres	omeje muzi		elopable Area	12.5	Ac res	
pproximate Proportion of Apartments	10% 5.74%			Poss	ible Total of	181.25	Houses	
roportion of Land for Apartments Jouelng Denetty	14.5	Units/Acre		18.13	Apartments	163	Houses	
partment Density	21.5	Unite/Acre						
Mordable Units based on	75% 25%	Social Reni Shared Ecu		Discounted Discounted	<u>50</u>	35% 70%	of OMV	
Affordable Provision	35%				- 4			
REVENUE			Units		Per Annum			
lousing Ground Leases tps://ment.Ground Leases			163 18	<u>@</u>	150.00 150.00		£21,460 £2,719	-
SCHOOL CHOOL			Nat annual ncome	-			£27,188	
			Capitalised at Meld of Less: Purchasers costs (		7.50% 5.5 <b>0%</b>		£362,500 £18,898	£343.603
Commercial - Rete /			Less G CIMBBIS CORA	@	J.M.A		£0	Linijota
Commercial - 2				6			£D	
			Net annual recome Capitalised at Yield of		9.0%		0	-
			Less: Purchasers costs :	N.	5.50%		0	£
- Bed Apartments - Open Market Value	Mo. 3.00	50 ft 450	1,350	agh (C)	200.00		£270.000	
- Bed Apartments - Social Rented	2.00	450	900	eqfi @	70,00		£63,000	
- Bed Apertments - Shared Equity	1.00	450 e.e.o	450	sqf @	140.00		£63,000	-
- Bed Apartments - Open Market Value - Bed Apartments - Social Rented	9 2.0	650 699	5,850 1,308	sqf @ sqf @	190.00 88.60		£1,111,500 £22,987	-
- Bed apartments - Shared Equity	1.0	699	699	soft @	133.00		£92,967	
- Bed House - Open Market Value	53	935	49,570	soft @	175.00		£5,674.092	
B- Bed House - Social Rented B- Bed House - Shared Gounty	43 14	899 899	38,496 12,832	eqfi@	61.26 122.60		£2,367.947 £1,571.998	+
I- Bed House - Open Market Value 59% of OMV units	53	1150	609,00	sqf @	175.00		£10,869.595	
otal Affordable Apartmenis	6							
iotal Affordable Houses iotal Net Saleable area - Houses	57		161,885	sqf1				-
oisi Nel Saleable area - Apartments			9,948	eqf1				
Car Parking Revenue - Underground			0	aqfi			£0	
Car Parking Revenue - Surface			Total Olineot Sales	each			£D	£24,967,260
			Inv Sales	360,817				ZZ-13001 ZAC
			Sir Hales	74 197,274			REVENUE	£25,310.867
COBTS							£1,200,000	
Ste Cost Ste Stamp Duty			#i	4.00%			£1,200,000	
AT on Stamp Duty (Usually trownfield land)							£7,200	
Ste Legal Fees			Eİ	0.50% 1.00%	Or real SK, Whichever	s the higher	26,000	
8 to Agency Fees 61 0 6 Contributions - Health & Well Being		For sites of n	as rore than 26 dwellings	1.00%	50	£224	£12,000 £40,600	-
ocal Area of Play Equipment - Calculated at 1 precent2 plo	is.		ore than 20 dwellings	15	9	£5,000	£90,625	
Ablic Open Space - Refer to sliding scale			nore than 20 dwellings	181		£853	£154,606	
Public Open Space Education - Primary & Secondary			rese than 20 dwellings nore than 25 dwellings	51 0.232bE9+G8x7K	89	£0 0.187xE8+G8x10K	£033.288	
COCARDII - Mariany & Sect. Decy		FOR SILES OF IT	Ole alse 123 avenualite	U.ESERES TORATE		House &	1203,200	
3 av - Au						infrastructure costs	0.45.000	
Subject Art Hermanys	-	On I Harring		1% 51	X 20	(H60+H61) £1.000	£146,098 £50,750	-
Construction - Commercial 1				_	- 40		£D	
Construction - Commercial 2 Construction - Residential Apertments	502 Ones	to Net Ratio /	ton mand	11.938	- 10 - 10	£112	£1,337,011	_
Construction - Residential Houses	20% Giber	E IO INGLI PARGO	-GEOT ROU	161.865	10	562	£13,272.918	
nvironmental abnormals and remediation							£0	
lighways strongers							20	
RSS EM18 Policy implications	Aprils (§M50		£0	Fouses @	7500 për plot	£6	£0	
Code for Sustainable Homes (4) Implications Ecospfichals One	Currently p	niced at £7 pe	rfoot				£0	
Ecospilanais Two							£0	
Exceptionals Three							£D	£16,969.098
Building Regs Approx 0.5% Planning Fees Approx 0.6%	-			0.60%			£85,000 £85,000	_
			f F64 is minus figure.					
Full Planning Application Fees. £18,665 max ~ £100 per plo Contingency	tover 60 vn	is.	use C84 in total box	£16,605 5,00%	13125	18125	£31,250 £849.065	-
Consingency Architect				2.00%			£330,032	
Structural Engineer				1.00%			£16,999	
Quantity Surveyor Mechanical / Electri			I	1.00% 0.10%			£16,999	-
Other							£10,888	£1,442.184
Letting Agents Fee			EI	10.00%				
Letting Legal Fees Inv.ssle Agents Fee			#1 #1	5.00% 1.00%			£3,436	+
inv.sale Legal Fees			en Ei	0.50%			£1,718	
Drusale Agents Fee Comm			ai	1,00%			£0	
Dr.sale Agents Fele Resi Dr.sale Legal Feles Comm			ai ai	1,20% 0,90%			£299,807 £0	+
Dr.sale Legal Fees Resi			ai	0.30%	(plue £340 per plo	t)	£74,902	
Memoring Red			al al	1.2%			£299,807	
Merseting Comm Surjoh / MHBC		181	ai	£350			63,438	_
Premium-Office			0	Months Rant			0	
Pre mium-Retail			0	Months Rent			٥	£742,707
	-				-			-
							COSTS	19,183.968
								g 234 r · ·
						GROSS MARGIN		6,120.666
BUTTOLPY			AP					BP- 0 -
INTEREST Interest rate pa			(See CASHFLOW) 7.00%					878,340
						NET PROFIT		5,248,525
3ross Margin %					24.21%			
orose Margin w Grose Margin on Cost					31,94%			
Net Profit %					20.74%			
Net Profit on Cost ( ino interest ) ROCE % (before interest )					26.16% 46.15%			

Bolton AHVA Appraisal Template 1b - Gubu	rban Mb	ced Use (3	Delivery Point W Storeys Max)					
iolai Area	13.76	Acres			elopable Area	12.5	Acres	
pproximate Preportion of Apartments	10%			Poes	ible Total of	181.25	Houses	
roportion of Land for Apartments ou sing Density	5.74% 14.5	Unite/Acre		18.13	Apartments	163	Houses	
partment Density	21.5	Unite/Acre		10.13	Apartmenta	104	nouses	
fordable Units based on	75/%	Social Ren		Discounted	CP)	35%	of OMV	
	25%	Shared Eq.	rity	Discounted	020	70%	of OMV	
ffordable Prevision	35%							
REVENUE lousing Ground Lasses			Units 163	- 8	PerAnnum 150.00		634,480	
iger iment Ground Leases			18	6	150.00		£2,71G	
			Kat annual income				£27,188	
			Capitalised at Yeld of		7.50%		£362,600	C0 40 0
om merciai - Rela i			Less: Purchasers costs :	al (2)	5.50%		£18,898 £0	£343,6
ommercial - 2				6			Ð	
			Kat annual income				0	
			Capitalised at Yield of		9.0% 5.90%		0	
	Mo.	sa ft	Less: Purchasers costs :	<u>a.</u>	5.00%			
- Bed Apartments - Open Market Value	3.00	450	1,360	eqfi 🚱	200.00		£270,000	
- Bed Apartments - Social Rented	2.00	450	900	soft @	70.00		£53,000	
Bed Apartments - Shared Equity	1.00	450	450	soft 🕰	140.00		£63,000	
- Bed Apartments - Olpen Market Value - Bed Apartments - Social Rented	9	650 650	5,860 1,300	soft @	190.00 66.00		£1,111,500 £85,480	
- Bed Apertments - Strated Squity	1.0	650	950 650	oph <u>ଅଧି</u> ଗୋଲିଆ	133.00		£25,460	
- Bed House - Open Market Value	53	935	49,670	soft @	175.00		£8,974.992	
- Bed House - Social Rented	43	830	35,641	eat @	61.26		£2,176,978	
- Bed House - Shared Eduty	14 53	830 1150	11,847 40,000	soft@	122,00		£1,461.262	+
- Bed House - Open Market Value 60% of CMV units lots! Affordable Acurtments	53 6	1100	50,08	soft 🕰	175.00		£10,089,896	_
otsi Affordable Houses	57							
otal Net Saleatile area - Houses			157,926	eqfi				
otal Net Saleable area - Apartments			9,800	aqfi				
Car Parking Revenue - Underground			0	eqfi.			<u> </u>	
ar Parking Revenue - Surface			Total Direct Sales	each			£	€24,062.0
			In Sales	343,870				
			De Salça	24 652,50G			REVENUE	£24,996.24
COSTS								
de Cost				4 000			£2,320,000	
Ste Stamp Duty AT on Stemp Duty (Usually Snownfield land)			lis .	4.00%			£92,800 £13,920	
te Legal Fees			a	0.60%	Or non GK, Whichever	is the higher	£11,600	
te Agency Fees			æi	1.00%			£23,200	
108 Contributions - Health & Wall Seing			nore than 26 dwellings	181	<u> </u>	6224	£0	
ocal Area of Play Equipment - Calculated at 1 pecel/12 plok No⊪c Open Space - Refer to aliding scale	5		nore than 20 dwellings nore than 20 dwellings	16 161	(2)	£5,000 £555	£90,625 £0	
Public Open Space			ase than 20 decellings	51	<u>a</u>	£000	£0	
Soucation - Primary & Secondary			nore than 26 dwellings	0.232xE6+G6x7K		0.187ME6+G6x10K	£D	
,,						House &		
Aublic Art		Chall Haveland	one.	1%	x	infrastructure costs (H80⇒ H81)	£	
ruo is art Iighways		Cin 1 Ha pins s	-08	1%. 51	<u>, , , , , , , , , , , , , , , , , , , </u>	£1,000	20 20	+
Construction - Commercial 1					(3)		£0	
Construction - Commercial 2					<u>oğ</u>		20	
Construction - Readential Apertments Construction - Readential Houses	20% Gross	to Net Ratio	ksoumed	11,820 157,926	(3) (3)	£112 £82	£1,323,940 £12,949,882	
				107 (1020)	- 14	201		
nvironmental abnormals and remediation fightways, abnormals							£0	
ngrivaya acromara RSS EM18 Poliov implications.	April (5/150	Ti sur elet	£0	He rose St	7800 ver elot.	100	£0	
Code for Sustainable Homes (4) Implications		riced at £7 pe		110000000	recoper per		£	
ocepitonale One							<b>a</b>	
cosplianais Two							€5	
Exceptionals Three Pulleting Page Assess C.C.				0.48%			£80,000	£16,825.84
Building Regs Approx C.5% Planning Fees Approx C.5%				0.48%			£80,000	
			If F64 is minus figure,					
Full Planning Application Fees. £19,665 max + £100 per plot Continues::	over 60 uni	16.	use 384 in total box	£16,585	13125	18128	£31,250	
Con lingency Architest				5.00% 2.00%			£841,293 £336,517	
tructural Engineer				1,00%			£16,828	
Quantity Surveyor				1,00%			£16,826	
Mechanical / Electri Other				0.10%			£16,828	£1,419.68
Other Letting Agents Fee			-81	10.00%			20	2.1,419.52
Letting Legal Fees				5.00%				
Inv.sele Agonts Fee			ei	1.00%			£3,438	
Inv.sele Legal Fees Descript Associa See Corres			- 41	1,00%			£1,712	
Dr.sale Agents Fee Comm Dr.sale Agents Fee Resi			at at	1,00%			£295.831	
				0.60%			20	
			æi	0.30%	(glus £340 per plo	4)	£73,958	
Draule Legal Fees Resi			ai	1.2%			£295,831	-
Drawle Legal Fees Resi Marketing Rad					-		63,438	
Drawle Legal Fee: Resi Merketing Radi Merketing Comm		181	24	£350				
Dr.sale Legal Fees Resi Merketing Cortin Merketing Cortin Merketing Cortin Premium-Office		181	ad O	£350 Months Rent			0	
Dr.sale Legal Fees Resi Merketing Cortin Merketing Cortin Merketing Cortin Premium-Office		181					0	£734,2
Dr.safe Legal Fees Resi Merketing Rod Merketing Comm burloh (MHBC Premium-Office		181	ū	Months Rent				£734,2
Dr.safe Legal Fees Resi Merketing Rod Merketing Comm burloh (MHBC Premium-Office		181	ū	Months Rent			Ó	
Dr.sale Legal Fees Resi Merketing Cortin Merketing Cortin Merketing Cortin Premium-Office		181	ū	Months Rent				
Dr.sale Legal Fees Resi Merketing Cortin Merketing Cortin Merketing Cortin Premium-Office		181	ū	Months Rent		GROSS MARGIN	Ó	18,970.6
Dr.safe Legal Fees Resi Merketing Rod Merketing Comm burloh (MHBC Premium-Office		181	ū	Months Rent		GROSS MARGIN	Ó	18,970.6
Draufe Legal Fees Resi Merketing Radi Merketing Comm briton i MHBC Premium-Place Premium-Ressi		181	ū	Months Rent		GROSS MARGIN	Ó	18,070.6
Draufe Legal Fees Resi MeReting Rad MeReting Comm unton's NeBC Premium-Office Premium-Retail		181	0	Months Rent			Ó	18,970.8 6,010.5 996,6
Draufe Legal Fees Resi MeReting Rad MeReting Comm unton's NeBC Premium-Office Premium-Retail		181	0 0	Months Rent		GROSS MARGIN	Ó	18,970.8 6,010.5 996,6
Draufe Legal Fees Resi Merketing Rad Merketing Comm Jurion 1: MHBC Premium-Office Premium-Retail		181	0 0	Months Rent			Ó	5,016.58 996,68
Drawfe Legal Fees Resi Marweting Radi Merketing Comm burlot : NHBC Premium-Pitce Premium-Retail		181	0 0	Months Rent	24.07%		Ó	18,970.8 6,010.5 996,6
Drawfe Legal Fees Resi Merketing Rad Merketing Comm Aurion / MHBC Premium-Retail  MTEREST Priorest hale pa  Gross Margin % Gross Margin on Cost		181	0 0	Months Rent	31.70%		Ó	\$,018.50 996,6
Drawfe Legal Fees Resi Marweling Rati Meriketing Comm Aurion 7 MeBC Tremium-Retail  INTEREST Interest ratio pa  Gross Margin % Gross Margin on Cost We Profit %		181	0 0	Months Rent	31.70%		Ó	\$,018.50 996,6
Drawie Legal Fees Resi Merveting Rad Merveting Comm Zurion's AMBC Premium-Retail  INTEREST Interest nate pa  Gross Margin % Gross Margin on Cost Net Profit to Gost ( inc interest )		181	0 0	Months Rent	31.70% 20.08% 25.13%		Ó	£734,21 18,979.81 6,016.59 996,68 8,019.86
Double Legal Fees Comm Double Legal Fees Resi Mervering Rad Mervering Comm Zurich / MHSC Premium-Office Premium-Retail  INTEREST Intoreot ratio pa  Gross Margin on Cost Net Profit 36  Net Profit on Cost ( inc interest )  ROCE % ( later interest )  ROCE % ( later interest )		181	0 0	Months Rent	31.70%		Ó	18,970.8 6,010.5 996,6

Balan Annalas Post 1-1 4- 100	1015a	-	Delivery Point \	WIV				
Boiton Appreisel Templete 1e - 100' Tolsi Area	A Reside	ential - Trac Acres	antional Housing	A	velopable Area	2	Acres	
IOM Piet	2.2	Acies		Approx De	чеюралю Агец	_	Acres	
Housing Density	14.5	Units/Acre				29.0	Houses	
KW. data. I take to a set	mar de	Social Reni		Wilson of a			. J fly n a	
Affordable Units based on	75% 25%	Shered Equ		Discounted Discounted	29 29	35% 70%	of DMV	
Affordable Provision	15%							
REVENUE	1076		Units		Per Annum			
Housing Ground Leases			29	<b>Q</b>	150.00		£1,350	
			Net annual income	- 42			£1,360	
			Capitalised at Yeld of Less: Purchasers costs:		7.50% 5.50%		£58,000 £3,024	£54.97
				SL.	ודטעכ		13,024	2.54,97
			Nat annual income Capitalised at Yield of		8.0%		0	
			Less: Purchasers costs :	Bi.	0.070		<u> </u>	£1
	No.	sq ft						
3-bed House - Open Market Value 3-bed House - Social Renied	13 3	935 899	12,165 2,933	sqft @	175.00 61.20		£2,127.126 £179,645	
3-bad House Shared Equity	1	899	889	eqfi @	122.00		£110,128	
4-Bed House = 50% of Total ONV Houses	12	1150	13,800	sqfi @	175.00		£2,415,000	
Total Affordable Houses	4							
Total Net Saleable area - Houses			29,787	soft				
							£0	
							£10 £00	
			Total Direct Sales					£4,831.89
			Inv Sales	54 976 4 006 000			REVENUE	F4 655 67
COSTS			Or Sules	4.63° 868			KEYENUE	£4,886.87
Site Cost							£595,000	
Site Stamp Duty VAT on Stemp Duty (Usually prownfield land)			at	4.00%			£23,800	
Ste Legal Fees			EI.	0.50%	On min SK, Whichese	ria lha higher	£5,000	
Site Agency Fees Sitis Contributions - Health & Well Being		Paradan at a	at ore than 26 dwellings	1,00%	•	£224	£5,960 £5,496	
or we Continuousns - Health 6, well being Local Artis of Play Soutoment - Calculated at 1 or	ce/12 dots			2.4	9 9	£3.000	£7,260	
Public Open Space - Refer to sliding scale			eore than 20 dwellings	29	<b>32</b>	£1,031	£29,800	
Public Open Space Education - Primary & Secondary			ess than 20 dwellings fore than 26 dwellings	29 0.232x666x7K	29	£0 0.187x06x10K	£101,226	
coucadon - inimesy & assoridary		POF SHIES OF IT	tore usen zo awallings	UZSZODORYN		House &	2.101,020	
Public Art		On 1 Haplanes		1%	x	mirasinucture costs (H54)	£24,425	
Highways		can i risa princia	I (e)	29	<u> </u>	£1,000	£29,000	
						Aug.		
Construction - Residential Houses Environmental abnormals and remediation				29,787	4	£82	£2,442.533	
Highways abnormula							£0	
RSS EM18 Policy implications Code for Sustainable Homes (4) implications	Comments	orloed at £7 per	r forest	Rouses &	7600 per plot	20	£0	
Exceptionals One	Guidality (	nocualiza pe	i ido:				£0	
Exceptionals Two							£00	60 000 000
Exceptionals Three Building Regs				0.60%			£16,600	£3,270.97
Planning Fees				0.50%			£16,500	
Full Planning Application Fees £19,665 max ~ £1	00 per dict o	wer 60 unde	If P64 is minus figure, use C64 in total box	£16.666	-2100	9870	£9.570	
Contingency				5.00%			£163,534	
Architect Engineer				2.00%			£65,414	
Quantity Surveyor				0.00%			£00	
Mechanical / Electri Other				0.00%			£0 £0	267× F4-
Letting Agents Fee			e:	10.00%			£00	£271,61
Letting Legal Fees			at	5.00%			£0	
Invasie Agents Fee Invasie Legal Fees			81 81	1,00%			£550 £275	
Dicasile Agents Fee Comm			al al	1.00%			£00	
Dicsale Agents Fee Resi Dicsale Legal Fees Comm			at Et	1.20%			£57,983 00	
Drawie Legal Fees Comm Drawie Legal Fees Resi			EI EI	0.30%	(plus £340 per pl	ot)	£14,498	
Marketing Resi			arl	1.6%			£72,478	
Marketing Comm Zurich / NHBC		29	E	£350			10,150	
Premium-Office			0	Months Rant			0	1
Premium-Retzii			0	Months Rent			0	£155,93
							COSTS	8,668.126
						GROSS MARG	in	1,188.744
INTEREST			(See CASHFLOW)					220,620
interest rate pe			7.00%			NET PROFIT		958.22
								- 40,42
Gross Margin V: Gross Margin on Cost					24.33% 32.14%			
Net Profit %					19.81%			
Net Profit on Cost ( ino interest ) ROCE % ( before interest )					24.71% no. 4007			
		1			38.19%			

Dalkan Amerikal Tanasista da dest	i Dasida		delanal Harretea		8106 Costs			
Boiton Appraisel Templete 1a - 100º Tolal Area	4 Reside	ntial - Trac Acres	aldenet Housing	Approv P-	velopable Area	2	Acres	
				- repertue to	Actobanie voes	_	279190	
Housing Density	14.5	Units/Acre				29.0	Houses	
Affordable Units based on	76%	Social Reni	(a)	Discounted	20	35%	of OMV	
	25%	Shared Equ	uly	Discounted	ā	70%	of DMV	
Affordable Provision	25%							
REVENUE			Units		Per Annum			
Housing Ground Leases			29	<b>@</b>	150.00		£1,350	
			Net annual income				£4,360	
			Capitalised at Yeld of Less: Purchasers costs:	nl	7.50% 5.50%		£58,000 £3,024	£54.97
								Anri (IPI
			Nat annual income Capitalised at Yield of		8.0%		0	
			Less: Purchasers costs :	hi.	5.5 tu			£1
	Ho.	sq ft						
3-bed House - Open Market Value 3-bed House - Social Renied	11 5	935 899	10,285 4,888	sqft @ sqft @	175.00 61.20		£1,799.976 £299.409	
3-bed House Shared Equity	2	899	1,708	eqfi @	122,60		£220,266	
4-Bed House = 50% of Total ONV Houses	11	1150	12,600	eqti @	175.00		£2,213.750	
Total Affordable Houses	7							
Total Net Saleable area - Houses			29,621	eqfi				
		-						-
							£0 £0	
		Ļ	Total Direct Sales					£4,633.29
			Inv Sales	54 978 4 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5			programmer var	84 82 7 7 7
COSTS			Or Stales	4,633 29n			REVENUE	£4,688.26
Site Cost							£425,000	
Site Stamp Duty VAT on Stemp Duty (Usually prownfield lend)			ari	4.00%			£17,000	
Site Legal Fees			ei ei	0.50%	Onmin 68, Whichese	rus lihe higher	£5,000	
Site Agency Fees			arl	1,00%	_		£4,260	
Still Contributions - Health & Well Being Local Area of Play Souloment - Calculated at 1 or	ce/12 cicle		nore than 26 dwellings nore than 20 dwellings.	29 2.4	9 9	£224 £3.000	£6,496 £7,250	
Public Open Space - Refer to sliding scale			eore than 20 dwellings	29	ä	£1,031	£20,800	
Putric Open Space			ass than 20 dwellings	29	29	£0	20	
Education - Primary & Secondary		For sites of n	nore than 26 dwellings	0.232bdG6x7K		0.187xG6x10K House &	£101,326	
						mirastructura		
Public Art Highways		On 1 Haplanes		1%	X 59	costs (HS4) £1,000	£24,289 £29,000	
riigimays				23	- 18	z. 1,000	129,000	
Construction - Residential Houses				29,621	2	£82	£2,428.948	
Environmental abnormals and remediation Highways abnormals							£0 £0	
RSS EM18 Policy implications				Rouses €	7500 per plot	£0	£00	
Code for Sustainable Homes (4) implications Exceptionals One	Currently p	riced at £7 pe	rfaci				20	
Exceptionals Two							£0 £0	
Exceptionals Three								£3,078.46
Building Regs Planning Fees				0.49%			£15,000 £15,000	
<del>_</del>			If F64 is minus figure,					
Full Planning Application Fees £18,665 max ~ £1. Continuency	00 per plot o	wer 60 unde	use C64 in total box	£16,665 5,00%	-2100	9870	£9,570 £153.\$23	
Architect				2.00%			£61,600	
Engineer				0.00%			20	
Quantity Surveyor Mechanical / Electri				0.00%			£0	
Other							£00	£255,080
Letting Agents Fee Letting Legal Fees	-		at at	10.00% 5.00%			£0 £0	
Invisal e Agents Fee			ati ati	1.00%			£550	
Invasile Legal Fees			E	0.50%			£275	
Dicaale Agents Fee Comm Dicaale Agents Fee Resi	-		at at	1,00%			£54,399	
Dicade Legal Fees Comm			<b>E</b> I	0.50%			£00	
Drawle Legal Fees Resi			<b>2</b> 1	0.30%	(plus £340 per pl	ot)	£13,000 £67,000	
Marketing Resi Marketing Comm			æl	1,6%			£957,9989 0	
Zurich / NHBC		29	E	£350			10,150	
Premium-Office Premium-Retail	-		0	Months Rant Months Rant			0	£146,97
e isomond II TI (CREAT)			-	some PCIII				a. Projekt
							COSTS	0.10-0.10-
							-0313	3,480.480
						GROSS MARG	IN	1,107.772
INTEREST	1		(See CASHFLOW)					192,94
Interest rate pa			7.00%			NET PROFIT		\$14,830
								- / 7/400
Gross Margin V: Gross Margin on Cost	-				24.14% 31.83%			
Net Profit %					19.94%			
Net Profit on Cost ( ino interest ) ROCE % ( before interest )					24.90% 40.34%			
					Lord 1 Alfa-Nov			

Baltan Annual at Tanadata da 1600	10150		Post Delivery P					
Bolton Appreisel Templete 1e - 100º Tolsi Ares	2.2	Acres	intensi Housing	Approx De	velopable Area	2	Acres	
Housing Density	14.5	Units/Acre				29.0	Houses	
Affordable Units based on	76% 25%	Social Rent Shared Equ		Discounted Discounted	29 60	35% 70%	of DMV of DMV	
Affordable Provision	25%							
REVENUE			Units		Per Annum		04.000	
Housing Ground Leases			29	<b>@</b>	150.00		£1,350	
			Net annual income				£4,360	
			Capitalised at Yeld of Less: Purchasers costs:	_1	7.50% 5.50%		£58,000 £3,024	£54.97\
			Less: Hurchassers coats	BI.	5.0%		23,024	251,97
			Natiannual income				0	
			Capitalised at Yield of Less: Purchasers costs:	-1	8.0%		Ó	£i
	Mo.	sq ft	Dess. / Gichasses Coacs	MI.				- 1
3-bed House - Open Market Value	11	935	10,286	eqfi@	175.00		£1,799.876	
3-bed House - Sociel Rented	5	899	4,888	aqfi @	61,25		£299,409	
3-bad House Shared Equity	2	899	1,708	eqfi @	122,60		£220,266	
4-Bed House = 50% of Total Ot//V Houses	11	1150	12,690	sqft@	175.00		£2,213.750	
Total Affordable Houses	7							
Total Net Saleable area - Houses			29,621	agit				
							£0	
							£0	
			Total Oireot Sales					£4,633.29
			Inv Sales.	54 976				
COCTE			Oir Sales	4,633 290			REVENUE	£4,688.26
COSTS Site Cost							£595.000	
Site Stamp Duty			ati	4.00%			£23,800	
VAT on Stemp Duty (Usually brownfield land)							£0	
Ste Legal Fees Ste Agency Fees			et et	1,00%	Onmin 68, Whichers	ria lha hgbor	£5,000 £5,000	
ane agency rees 81 #6 Contributions - Health & Well Being		For sites, of m	nore than 26 dwellings	1,00%	50	£224	£25,9900 £00	
Local Area of Play Equipment - Calculated at 1 pe	ice/12 glots	For sites of m	ore than 20 dwellings	2.4	2	£3,000	£00	
Public Open Space - Refer to sliding scale			eore than 20 dwellings	29	49	£1,031	£00	
Putric Open Space			ass than 20 dwellings	29	29	£10	20	
Education - Primary & Secondary		For sites of m	nore than 26 dwellings	0.232xG6x7K		0.187xG6x10K House &	£00	
						mirasiructura		
Public Art		On 1 Hapting	cea	1%	×	costs (HS4)	£0	
Highways.				29	39	£1,000	£00	
Construction - Readential Houses				29,621	ණ	£82	£2,428,948	
Environmental abnormals and remediation				a.e.ya.i		a vit	20	
Highways abnomula							£10,000	
RSS EM18 Policy implications		1 1		I∛ouses €	7500 per plot	£6	£00	
Code for Sustainable Homes (4) implications Exceptionals One	Currently	orioed at £7 per	r 1001				£0	
Exceptionals Two							£0	
Exceptionals Three								£3,008.99
Building Regs Planning Fees				0.49%			£15,000	
riaming ress			If F64 is minus flaure.	U.PBTR			£15,000	
Full Planning Application Fees £15,565 max + £1	00 per plot o	wer 60 units	use C64 in total box	£16,086	-2100	9870	£9,570	
Contingency Architect				5.00% 2.00%			£153,435 £61,374	
Engineer	+			0.00%			2051,374 200	-
Quantity Surveyor				0.00%			£00	
Mechanical / Electri				0.00%			£0	****
Other Letting Agents Fee			-	10.00%			£0 £0	£254,371
Letting Legal Fees	+		al al	5.00%			£0	+
Inv.sale Agents Fee			81	1,00%			£550	
Invasie Legal Fees			EI.	0.50%			£275	
Dissale Agents Fee Comm Dissale Agents Fee Resi	-		at at	1,00%			£54,399	-
Ditsale Agenis Fee Resi Ditsale Legal Fees Comm			an Ei	0.50%			201,768 20	
Dicade Legal Fees Resi			æi	0.30%	(plus £340 per pl	ot)	£13,800	
Marketing Resi			ati	1.6%			£67,999	
Marketing Comm Zurich / NHBC		29	E1	£350			10,150	
Premium-Office			0	Months Rant			0,150	
Premium-Retzii			0	Months Rent			0	£146,977
							COSTS	8,470.060
						GROSS MARG	ilN	1,118,216
								_
INTEREST Interest rate on			(See CASHFLOW) 7.00%					281,829
						NET PROFIT		916,386
~								
Gross Margin % Gross Margin on Cost					24.37% 32.22%			
								-
Net Profit %					19.97%			
Net Profit % Net Profit on Cost ( ino interest )					24.00%			
Net Profit %								

Appreiael Templete 1¢ - Suburben M Total Area	0.36	Acres			Jevelopable Area	0.36	Acres	
Approximate Proportion of Apartments	100%				osarbia Total of	5.22	Houses	
Proportion of Land for Apartments	100%			_		σ.		
fousing Density Spartment Density	14.5 21	Units/Acre Units/Acre		B B	Apartments	0	Houses	
Viordable Units based on	75%	Social Ront	-	Discounted	50	35%	of OMV	
on siles of 15 units or more Affordable Provision	25% 100%	Shared Equ	Lý	Discounted	9	70%	of DMV	-
Affordable Provision REVENUE	1100%		Units		Per Annum			
			******				ණ	
Aparlment Ground Leases			8	- 6	150.00		£1,134	
			Nat annual income Capitalised at Yield of		7.50%		£1,134 £15,120	
			Less: Purchasers costs	al	5.00%		£788	£14,33
Commercial - Retail				0	12.00		0	
Commercial - 2	-		Net annual income	-6			0	
			Capitalised at Yield of		8.5%		ŏ	
			Less: Purchasers costs	al	5.60%		Ó	Đ
- Bed Apartments - ONV	No. 0.00	sq ft -450	0	soft @	220		£D)	
- Bed Apartments - Social Rented	0.00	450	ō	soft 🚱	77.00		£b	
1 - Bed apartments - Shared Equity	2.00	450	900	eqfi @	154.00		£138,000	
2 - Bed apartments - OMV	0.0	650	٥	soft@	198.00		£b	
2 - Bed Apartments - Social Rented	1.00	650 660	650 • 200	egft @	95.00		£13,226	
2 - ted apertments - Shared Equity	2.00	650	1,300	contrade	133.00		£172,000	
5 - Bed Apartments - Open Market Value 5 - Bed Apartments - Social Renled	0.00	850 850	û 850	soft @	175.00 61.20		£52.003	
5 - Bed Apartments - Social Remed 5 - Bed Apartments - Shared Equity	2.00	850	1,700	egri @	122.00		£208,250	
Total Affordable Apartments	8							
Total Apartments	ĕ							
Total Net Saleable area - Apartments			5,400	egit				
Car Parking Revenue - Underground			ō	aqti			£b	
Car Parking Revenue - Surface			O Table of Cale	each	0		£b	80.00
	-		Total Office Sales					£615,03
			Inv Sales De Sales	14.332 011,058			REVENUE	£629.36
COSTS				. 1975				The State of the
Srie Cost							£1	
Site Stamp Duty VAT on Stamp Duty (Usually provintield land)			et .	4.00%			£0	
Site Legal Fees			æ1	0.50%	Or 5500) mm - whohoser	s the higher	£5.000	
Brie Agency Fees			ei	1.00%		i i	£b	
Stiff Contributions - Health & Weil Being			e Bern 25 dwellinge	8	9	£224 £5.000	£0 £0	
Local Area of Play Equipment - Calculated at 1 pred Public Open Space - Refer to slicing scale	E/12 9/085		is them 20 dwallinge ig them 20 dwallinge	8		£1,031	£ó	
Public Open Space			Ihan 20-dwellinge	8	8	£0	£0	
Education - Primary & Secondary		For a less of more	e then 75 dwellings	0.232nE8x7K		0.187xE8x10K	£0	
						House &		
						ritasiructure		
Public Art Highways		On 1 Haghiya	788	1%	X 59	costs (HGS) £1.000	£6 £0	
Construction - Commercial 1				-	50	2.000	£	
Construction - Commercial 2					***		£	
Construction - Residential Apartments	Gross to N	et Ratio of 164	. assumed	6,210	50	£112	0606,620	
Acariment Car Parking - Surface				0	- 23	£1.100	ණ	
Car Parking - Underground/Semi Besement				0	<u> </u>	£8,500	20	
					_			
Environmental abnormals and remediation							£0	
Highways abnormals RSS EM18 Policy implications	Apris (8-450	O nor niet	<u>an</u>				£0	
Code for Sustainable Homes (4) Implications		riced at £7 per					£b	
Exceptionals One							20	
Exceptionals Two	1 mm C1 F 01	NO					£120,000	
Code for Sustainable Homes (6) Implications	Apts £15.0	on her box					2120,000	£820.52
Building Regs				3.17%			£26,000	
Planning Fees Approx 0.5%			16 CE 4 la pertensa	2,44%			£20,000	
Full Planning Application Fees £18,665 max + £101	Digeralet ow	er 60 units	If F64 is minus figure, use C64 in total box	£16,066	-4244	2494.6	-£1,749	
Contingency				5.00%.			£11,020	
Architect Structural Engineer				2.00% 1.00%			£16,410 £8,206	
Siruolurai Engineer Quantity Surveyor				1,00%			£8,206	
Mechanical / Electri				1.00%			€3,206	
Other				0.000			£00	£126,300
Letting Agents Fee Letting Legal Fees			ei ei	0.00% 5.00%			න £57	
Invasio Agenta Fee			E:	1.00%			£143	
			E1	0.50%			572	
Invasio Legal Foos	_			1.00%		1	<u></u>	
Disale Agents Fee Comm			<b>5</b> 1					
			हां हा हा	0.00%			£0	
Disale Agents Fee Comm Disale Agents Fee Real Disale Legal Fees Comm Disale Legal Fees Real			<b>2</b> 1	0.00% 0.60% 0.30%	(glue £340 per plot)		£0 £1,420	
Dissie Agents Fee Comm Dissie Agents Fee Red Dissie Legal Fees Comm Dissie Legal Fees Red Merketing Resi			हा हा	0. <b>00%</b> 0. <b>00%</b>	(plus £340 per plot)		£1,420 £1,420 £1	
Dosale Agents Fee Comm Dosale Agents Fee Read Dosale Legal Fees Comm Dosale Legal Fees Red Werketing Red Werketing Comm		8	हा हां हां हां	0.00% 0.60% 0.30%	(glue £340 per pioli)		£1,420 £1,420 £1	
Detaile Agente Fise Comm Detaile Agente Fise Read Detaile Agente Fise Read Detaile Legal Fises Comm Detaile Legal Fises Red Merketing Red Merketing Red Merketing Red Merketing Comm Zurich / MHBC Perrikam-Ofice		8	हा हा हा	0.00% 0.60% 0.30% 0.00% £350 Months Revi	(glue £340 per plot)		£1,420 £1,420 £1	
Detaile Agente Fise Comm Detaile Agente Fise Read Detaile Agente Fise Read Detaile Legal Fises Comm Detaile Legal Fises Red Merketing Red Merketing Red Merketing Red Merketing Comm Zurich / MHBC Perrikam-Ofice		8	हा हा हा हा	0.00% 0.60% 0.30% 0.00%	(galus £340 par plot)		£1,420 £1,420 £5 0	21,34
Disale Agents Fee Comm Disale Agents Fee Red Disale Legal Fees Comm Disale Legal Fees Comm Disale Legal Fees Red Merketing Resi Merketing Comm Zurich / MHBC		8	हा हा हा हा हा	0.00% 0.60% 0.30% 0.00% £350 Months Revi	(plus £340 per plot)		£0 £1,420 £0 0 2,848	21,34
Detaile Agente Fise Comm Detaile Agente Fise Read Detaile Agente Fise Read Detaile Legal Fises Comm Detaile Legal Fises Red Merketing Red Merketing Red Merketing Red Merketing Comm Zurich / MHBC Perrikam-Ofice		8	हा हा हा हा हा	0.00% 0.60% 0.30% 0.00% £350 Months Revi	(plus £340 per plot)		£0 £1,420 £0 0 2,848	£1,341
Distalis Agents Fise Comm Distalis Agents Fise Read Distalis Legal Fises Comm Distalis Legal Fises Reci Merketing Resi Merketing Resi Merketing Comm Zurich / MHBC Pernium-Ofice		8	हा हा हा हा हा	0.00% 0.60% 0.30% 0.00% £350 Months Revi	(plus £340 per plot)		£1,420 £2,646 0 2,646 0 0	981,17
Distalis Agents Fise Comm Distalis Agents Fise Read Distalis Legal Fises Comm Distalis Legal Fises Reci Merketing Resi Merketing Resi Merketing Comm Zurich / MHBC Pernium-Ofice		8	हा हा हा हा हा	0.00% 0.60% 0.30% 0.00% £350 Months Revi	(plus £340 per plot)	GROSS MARG	£1,420 £2,646 0 2,646 0 0	
Disale Agents Fee Comm Disale Agents Fee Red Disale Legal Fees Comm Disale Legal Fees Comm Disale Legal Fees Red Mereting Resi Mereting Resi Mereting Resi Mereting Comm Zurich / MHBC Premium-Ofice Premium-Resale		8	eri eri eri eri eri	0.00% 0.60% 0.30% 0.00% £350 Months Revi	(plus £340 per plot)	GROSS MARG	£1,420 £2,646 0 2,646 0 0	961,47 -821,89
Details Agents Fee Comm Details Agents Fee Red Details Agents Fee Red Details Legal Fees Comm Details Legal Fees Red Mereding Red Mereding Comm Zurich i NHBC Phemium-Retail		8	at et at et	0.00% 0.60% 0.30% 0.00% £350 Months Revi	(plus £340 per plot)	GROSS MARG	£1,420 £2,646 0 2,646 0 0	981,17
Disale Agents Fee Comm Disale Agents Fee Red Disale Legal Fees Comm Disale Legal Fees Comm Disale Legal Fees Red Mereting Resi Mereting Resi Mereting Resi Mereting Comm Zurich / MHBC Premium-Ofice Premium-Resale		8	eri eri eri eri eri	0.00% 0.60% 0.30% 0.00% £350 Months Revi	(plus £340 per plot)		£1,420 £2,646 0 2,646 0 0	961,47 -821,89 51,89
Details Agents Fee Comm Details Agents Fee Red Details Agents Fee Red Details Legal Fees Comm Details Legal Fees Red Mereding Red Mereding Comm Zurich i NHBC Phemium-Retail		8	at et at et	0.00% 0.60% 0.30% 0.00% £350 Months Revi	(plus £340 per plot)	GROSS MARG	£1,420 £2,646 0 2,646 0 0	961,47° -821,893
Desale Agenta Fee Comm Desale Agenta Fee Read Desale Legal Fees Comm Desale Legal Fees Comm Desale Legal Fees Comm Desale Legal Fees Red Merteting Resi Merteting Resi Merteting Resi Merteting Resi Merteting Resi Merteting Resi Merteting Resi Merteting Resi Merteting Resi Merteting Resi		8	at et at et	0.00% 0.60% 0.30% 0.00% £350 Months Revi			£1,420 £2,646 0 2,646 0 0	961,47 -821,89 51,89
Desait Agents Fee Comm Desait Agents Fee Read Desait Legal Fees Comm Desait Legal Fees Comm Desait Legal Fees Reci Meredian Comm Zurich / NHBC Phembarr-Price Phembarr-Retail IMTEREST Inferost raite pa  Gross Margin M.		8	at et at et	0.00% 0.60% 0.30% 0.00% £350 Months Revi	-51.13%		£1,420 £2,646 0 2,646 0 0	961,47 -821,89 51,89
Deutile Agents Fee Comm Deutile Agents Fee Read Deutile Agents Fee Read Deutile Legal Fees Comm Deutile Legal Fees Read Mersein Res Hersi Mersein Res Hersi Mersein Res Hersi Mersein Res Hersi Mersein Resi		8	at et at et	0.00% 0.60% 0.30% 0.00% £350 Months Revi	-51.13% -33.83%		£1,420 £2,646 0 2,646 0 0	961,47 -821,89 51,89
Details Agents Fee Comm Details Agents Fee Red Details Agents Fee Red Details Legal Fees Comm Details Legal Fees Red Mereding Red Mereding Comm Zurich i NHBC Phemium-Retail		8	at et at et	0.00% 0.60% 0.30% 0.00% £350 Months Revi	-51.13%		£1,420 £2,646 0 2,646 0 0	961,17* -821,800 51,600

Appraisal Template 1d - Urban Mixe Total Area	2.1	Acres	ments ( to store)	_	Deve loosible Area	1.5	Acres	
Approximate Proportion of Apartments	100%				casible Total of	21.75	Houses	
Proportion of Land for Apartments	100%							
Housing Density Apartment Density	14.5 56.77	Unite/Acre		100	Apartments	0	Houses	
Alfordable Units based on	78%	Social Ronk	od	Discounted	60	35%	of OMV	
on sites of 15 units or more	25%	Shared Equ	dy	Discounted	Ð	70%	al OMV	
Affordable Provision REVENUE	0%		Units		Per Annum			
RESERVE			O RA		TWO AND MILE		£D	
Agarlment Ground Leases			100	- a	150.00		£15,022	
	_		Net annual income Capitalised at Meto of		7.50%		£15,023 £200,310	
	_		Less: Purchasers costs	nd.	5.50%		£10,443	£169,88
Commercial - Offices			30,000	Ø	12.00		360,000	
Commercial - Retail			3,000 Net sonual income	<u> 2</u>	14.00		42,000	
	_		rvet annual income Capitalised at Yeld of		8.5%		402,006 4,729,412	
			Less: Purchasers costs	뻼	5.50%		246,657	£4,482.95
a Deal Secretaries ONES	No	50 ft 450	4.507	0.69	215		£969.000	
1 - Bed Apartments - OkfV 1 - Bed Apartments - Social Renied	0.00	450	100%	sqfi@ sqfi@	75.26		EPOPACION CO	
1 - Bed apartments - Shared Equity	0.00	450	ō	egft 🕸	150.00		£	
2 - Bed apertments - OVIV	80.0	650	\$2,000	agt @	200.00		£10,400,000	
2 - Bed Apartments - Social Ranled	0.00	650	٥	con 2	70.00		£	
2 - bad apartments - Shared Equity	0.00	650	0	coff 20	140,00		£	
9 - Bed Apartments - Open Market Value	10.02	850	8,613		185.00		£1,674.087	
3 - Bed Apartments - Social Renied 3 - Bed Apartments - Shared Equity	0.00	850 850	0	ogfi (2) ogfi (2)	64.76 129.60		<u>en</u>	-
S-sepaparitants - strated signing Total Affordable Apartments	0.00				22.00		20	
Total Apartments	100						-	
Total Net Saleable area - Apartments			65,020	saft				
Car Parking Revenue - Underground Share	_		100		8000		2500,000	
Car Parking Revenue - Underground Sale			35	each	10:000		£350,000	
			Total Cired Sales			L I		£13,793.93
			inv Sales De Sales	43V7 /72 13 /95,657			REVENUE	£18,466,661
совтв	+		design	re a designar			ne renue	m.1 ib., 9499 .6551
Site Cost							£1	
8re Stamp Duty			al	4.00%			<u></u>	
VAT on Stamp Duty (Usually brownfield land) Site Legal Fees	_			0.60%	Christophia - whicheverie	Be Setter	£0 £0	
Site Agency Fees			al al	1.00%	11110100		20	
6186 Contributions - Health & Well Being			rs Ihan 26-dwallinge	100	\$	£224	£22,435	
Local Area of Play Equipment - Calculated at 1 pe Public Open Space - Refer to eliding scale	rea/12 plots		ro Ihan 20-Swellings ro Ihan 20-Swellings	100	<u>\$0</u>	£9,000	£50,078 £92,243	
Public Open Space - North to allong scale	_		i fran 20 de dinge	100	S S	50 20	£0	
Education - Primary & Secondary			rs them 26-dwallings	0.232xE8x7K		0.187xE8x10K	£349,942	
						House &		
						minastructure		
Public Art		On 1 Happings	C\$ 66	1%	X	costs (HSS)	£100.155	
Highways	_			30000	8	£1,000		
Construction - Commercial 1 Construction - Commercial 2	_			3.000	100 100	£110 £65	£3,300,000 £195,000	
Construction - Residential Apertments	Gross to A	et Rustic of 15%	i assumed	74,778	Ñ	£112	£8,374,696	
Apertment Car Parking - Surface Car Parking - Underground/Semi Basement	_			70	<u>50</u>	£15,000	£0 £00,000,000	
Out I having Glide-ground account busic rich					-	215,000	2.00.00	
Environmental abnormals and remediation							£50,000	
Highways abnormals RSS EM 18 Policy Implications	Laura de des	00 per plot	£				£0	
Code for Sustainable Homes (4) Implications		origed at £7 per					20	
Exceptionals One							න	
Exceptorals Two							£	
Exceptionals Three Building Regs	_			0.50%			£55,000	£13,684.444
Planning Fees Approx C.5%				0.60%			£68,000	
	00 are -'	er 60 · · · · ·	If F64 is minus figure,	£16,905	501.5.5	33051.15	£38.067	
Full Planning Application Fees £18,565 max.+ £1 Contingency	oo see piot of	er an nulla	use C64 in total box	£16,923 5.00%	3013.3	33931.15	£579.222	
Achitect				2.00%			£271,089	
Structural Engineer				1,00%			£135,844	
Quantity Surveyor Mechanical / Electri	_			1,00% 1,00%			£135,844 £135,844	
Other							20	£1,632,61
Letting Agents Fee			<b>21</b>	10.00%			£/11,702	
Letting Legal Fees Inv.sale Agents Fee	_		हां स	1,00%			£20,861 £46,727	
Invasio Legal Fees			E1	0.50%			£23,384	
Dr.sale Agenis Fee Comm			8f	1,00%			£0	
Dr.sale Agents Fee Resi Dr.sale Legal Fees Comm	-		81 81	120%			£149,099	
Dr.sale Legal Fees Comm Dr.sale Legal Fees Resi	1		21 21	0.30%	(plue £340 per plot)	,	£37,426	
Merketing Resi			æl el	125%			£175,424	
Marketing Comm Zurich / NHBC		100		£350			<u>0</u> 35.064	
Edian Miss	_	700	et 0	£350 Months Rent			35,054	
Premium-Office			ő	Months Rant			ŏ	£557 ,241
Premium-Office Premium-Retzii								
							CDATA	
							COSTS	15,844.200
						GROSS MARGI		
Prerrium-Retail						GROSS MARG		2,822.45
Premium-Retail			(See CASHFLOW)			OROSS MARO		2,822.45
Premium-Retail			(See CASHFLOW) 7.00%					2,822.45 1,003.71
Premium-Retail						GROSS MARG		2,822.45 1,003.71
Premium-Retail  IMTEREST  Intercet rate po								2,822.45 1,003.71
Premium-Rotal  IMTEREST Inforcet rate pe					15.28%			2,822.45 1,993.71
Premium-Rotal  IMTEREST Interest rate pe  Gross Margin %: Gross Margin %:					18,04%			2,822.45 1,003.71
Premium-Rotal  IMTEREST Inforcet rate pe								2,822.451 1,093.711 1,729.731

Approximate Proport on of Apartments Proportion of Land for Apartments Proportion of Land for Apartments Proseing Density Apartment Density Provided on on select of 15 miles or more Affordable Provision REVENLE Paparament Ground Leases Commercial - Offices Commercial - Retail  1 - Bed Apartments - OM// 1 - Bed Apartments - Social Reniad 1 - Bed Apartments - Social Reniad 2 - Bed apartments - Social Reniad 3 - Bed Apartments - Social Reniad 5 - Bed Apartments - Social Reniad 5 - Bed Apartments - Social Reniad 6 - Bed Apartments - Social Reniad 7 - Bed Apartments - Social Reniad 7 - Bed Apartments - Social Reniad 7 - Bed Apartments - Social Reniad 7 - Bed Apartments - Social Reniad 7 - Bed Apartments - Social Reniad 7 - Bed Apartments - Social Reniad	100% 100% 14.5 66.77 75% 25% 0%	Un ta/Acre Un te/Acre Social Kent Shared Equ		P 183 Discontec Discontec	æ	21.75	Houses Houses of DMV	
Hossing Deskity Apartment Denkity Apartment Denkity Affordable Units based on on sies of 15 units et more Affordable Previsien REVENLE  Queramental - Offices Commercial - Offices Commercial - Retail  1 - Bed Apartments - ONV - Bed Apartments - Social Reniad - Bed apartments - Show Fruity 2 - Bed apartments - ONV	14.5 56.77 75% 25% 0%	Unite/Acre Social Kent	Links	Liscountec	æ			
Apartment Deneity Microbios Units based on on sies of 15 anits or more Microbios Provisien REVENUE  Qualitative Travisien Commercial - Offices Commercial - Offices Commercial - Retail  1 - Bed Apartments - OMV - Bed Apartments - Special Reniad - Bed apartments - CMW  2 - Bed apartments - OMV	6E.77 /596 2596 0%	Unite/Acre Social Kent	Links	Liscountec	æ			
on sees of 16 units or more Witordable Provision REVENLE  Spaniment Ground Leases  Commercial - Offices  Commercial - Retail  1 - Bed Apartments - ONV  1 - Bed Apartments - Spanime (Pully)  2 - Bed apartments - ONV	25% C%		Links			35/4	Of 3000	
Afforelable Provision REVENLE  Aparament Ground Leases  Commercial - Offices  Commercial - Retail  1 - Bed Apartments - OM// 1 - Bed Apartments - Special Reniad 1 - Bed apartments - Showl Faulty  2 - Bed apartments - OM/	6%		Links		1 20	71%	of DMV	
Commercial - Offices Commercial - Offices Commercial - Retai  1 - Bed Abertments - ONV  1 - Bed Abertments - Social Rented  2 - Bed apertments - Show Fruity  2 - Bed apertments - Show Fruity			100					
Commercial - Offices Commercial - Retail  1 - Bed Apartments - OMV  1 - Bed Apartments - Social Reniad  2 - Bed apartments - Showed Flysiby  2 - Bed apartments - OMV					Per Annuar		£	
Commercial - Rosal  - Bad Abartments - OM/ - Bad Abartments - Socal Reniad - Bad abartments - Showal Faulty 2 - Bad apartments - Showal Faulty 2 - Bad apartments - OMV			National answer	- Q	150.00		£15,623	
Commercial - Rosal  - Bad Abartments - OM/ - Bad Abartments - Socal Reniad - Bad abartments - Showal Faulty 2 - Bad apartments - Showal Faulty 2 - Bad apartments - OMV			Captalised at Yeld of		7.50%		£15,023 £200,010	
Commercial - Rosal  - Bad Abartments - OM/ - Bad Abartments - Socal Reniad - Bad abartments - Showal Faulty 2 - Bad apartments - Showal Faulty 2 - Bad apartments - OMV			Less Purchasers costs	ML.	5.50%		£10,443	£189,86
n - Bed Apartments - OM// n - Bed Apartments - Social Renied n - Bed Apartments - Shured Epility 2 - Bed apartments - OM/			30,000	Ø.	12.00		360,000	
1 - Bed Assitments - Socal Rented 1 - Bed aperiments - Shared Fpuily 2 - Bed aperiments - OMV			3,000 Net annual mooms	•	14.00		42,400 402,000	
1 - Bed Assitments - Socal Rented 1 - Bed aperiments - Shared Fpuily 2 - Bed aperiments - OMV			Capitalised at Yelo of		8.5%		4,729.412	
1 - Bed Assitments - Socal Rented 1 - Bed aperiments - Shared Fpuily 2 - Bed aperiments - OMV	No.	sq t	Less Purchasers costs	MI.	5.50%L		246,557	£4,482.95
1 - Berl aperiments - Shared Equity 2 - Bed aperiments - OMV	10.02	450	4.507	eaft@	228		£291.#35	
2 - Bed aperiments - CMVV	0.00	450 450	0	aqh@	77.00 154.00		<u>an</u>	
	80.0	650	52.000	eqti 🕸	200.00		£10,400,800	
	0.00	650	95,000	edi 🧐	70,00			
- Sed apertments - Shared Equity	0.00	650	٨	anfi @	140 DC		en en	
8 - Bed Apartments - Open Market Value	10.02 0.00	850 850	8,613	eqfi @	188.00 64.70		£1,674.937	
3 - Bed Apartments - Social Reniec 3 - Bed Apartments - Shared Equity	0.00	850	0	eqti @ Ge tipe	64.70 129.00		<u></u>	
Total Affordable Apartments	0							
ota Apartmerts	500							
feta Nel Saleuble area - Apartments			65,000	enf1				
Car Parking Revenue - Underground Share Car Parking Revenue - Underground Sale			100 35	eech	5000 10000		£500,000 £350,600	
come a march 16 a year an unes on the state of come a.			Total Direct Sales	well-H	10000		anno (MA)	£13,810.47
			Iro Saça	49-77 772				
C0818			Sr Sings	13 914,432			REVENUE	£18,489.10
Site Cost.							£1	
Bite Starrp Duty (AT on Samp Duty (Usually brownfield land)			æl	4 00%			£0	
Brie Legal Fees			æı	0.60%	On /6000 mm - whether	er is the higher	£5,000	
Brie Agency Fres			at	1.00%		E-0 E-1	£0	
6166 Contributions - Health & Well Being Local Area of Play Equipment - Calculated at 1 pe	ece/12 dots		m Ihan 26-deolinge m Ihan 20-deolinge	100	20	£224 £6,400	£0	
Pub is Open Sonse Refer to cliding scale		Forniss of mor	m Ihan 20 deollings	100	90	£921	£0	
Education - Primary & Secondary		For ales of mor	rs than 20-declings	0.232xE8x7<	+	0.187xE8x10K	£0	
						House &		
Pub is Art		On I Ha pris s	C)#6	1%	x	costs (H98)	മാ	
lgkways				100	<b>©</b>	£1,400	03	
Construction - Commercial 1 - Refurs Construction - Commercial 2 - New-Eu (d				30000 3000	9	£110 £6E	£3,300,000 £195,600	
Construction - Sescionial Aperiments	Smes in N	et Ralin of 1/59	i assimed	71,779	20	£157	£0,40A 103	
Nacriment Car Parking Surface				٥	20	£1.100	80	
Car Parking - Underground Sami Basement				70	- 2	£15,000	£1,060,000	
Environmental abcormals and remediation							250,000	
: nvrommental accomals and remediation Highways abnormals							£50,000	
RSS EM18 Policy implications	April (045)		80				£0	
Code for Sustainable Homes (4) limplications Exceptionals One	Currently	riced at £? per	1001				ණ න	
Exceptionals Two							£D	
Exceptionals Three Building Regs				0.50%			270,000	£14,098.19
Planning Fees Approx 6.5%				0.50%			£70,000	
rull Manning Application - ses £18,465 max. • £16	IUU oer dict ov	er St. unda	If F64 is minus figure, use 664 in total box	£16.665	5015.5	J3051 15	£38.067	
Contingency				500%			2704,810	
Architect Bruotural Engineer			-	200%			£261,824 £140,862	
Quantity Surveyor				1 00%			£140,902	
Mechanical / Electri Otter				1 0094			£140,962 £0	£1,087.88
Leting Agents Fee			at	10.00%			£41,702	2.,001.00
Leting Lagai Fees Invasie Agenis Fee			&1 &1	5 00% 1 UU%			£20,851 £98,727	
Invasio Logal Foos			en En	0.50%			£23,364	
Dissale Agents Fee Comm			81	1 00%			£0	
Drusie Acents Fee Red Drusie Legal Fees Comm			- E1 - E1	1 20% 0 50%			£149,699	
D-custo Legal Foos Resi			eri	0.30%	(plus £340 per plo	ŋ	237,426	
Marketing Rasi Marketing Comm			- E1	1 25%			£172,706	
Zuribh / NHBC		100	-81	£350			35,054	
Premium-Ofice Premium-Retail			0	Youths Rent Youths Rent			0	£521,62
Less and UT 99 Mill				COLUMN PART			0	Andre ( Marie
							COSTS	18 941 101
			-		-		00010	15,211,401
						GROSS MARG	М	2,277.780
INTEREST Interest rate pa			(See CASHFLOW) 7,00%					1,127.02
11 TAN COS 1000 PC			F 100 78			NET PROFIT		1,164.76
Oress Margin %					1232%			
Gress Margin on Cost					14.06%			
Net Profit 4.					4.22% 6.64%			
Net Profit on Cost ( ino interest ) ROCE % ( before interest )			-		14.4690			

Site Name	1062a	ì	Delivery Point V	Nith 8106	i Costs			
Bolton Appraisal Template 1a - 100'	K Reside	nt el - Tred	itiona. Heusing					
Tota' Area	27.03	Aeres		Ардител Ве	svelopable Area	25.5	Acres	
Housing Density	14.5	Units/Acre				370	Houses	
Affordoble Units speed on	78%	Social Ronk	ÚE.	Decourted	90	34%	of OMV	
	26%	S terred Equ	ly	Decourted	40	76%	of DMV	
Affordable Provision	35%							
REVENUE	33,,		Units		PerAmum			
Housing Ground Leases			370	Ø	150.00		£95,463	
			Net annual income				£55.463	
			Capitalised at Yield of		7.50%		£729.600	
			Less: Purchacors ocsts :	4	\$.60%		£35,662	£700,318
			Rat annual income				0	
			Capitalised at Yield of		8.0%		ŏ	
			Less: Purchaeers oosts :	al.				£00
	Ho.	sq ft			450.55		A. S. S. A. A. A.	
3-bed House - Open Market Value 3-bed House - Social Rented	96 97	950 899	91,200 87,206	adh @ adh @	195.00 68.26		£17,781,000 £5,965,248	
3-bed House Shared Equity	32	899	29,085	soft @	136,50		£3.970.165	
4-Bed House OMV Houses	145	1250	181,250	adi 6	195.00		635,340.750	
Total Affoedable Houses Total Net Saleable area - Houses	150		388.702	soft				
( OR WAS THE OWN TO SEE THE OWN TO SEE THE OWN THE O			999, 92	enge i				
							£0	
							£0	
			Total Olerca Sales					£63,053.163
			Ira Salça.	701,948			CHES AND AND	pys mas
COSTS			Er Sales	68 965,168			REVENUE	£62,764.111
COSTS Site Cost-Appears Visite							£8,100,000	
Site Stamp Duty			-R1	4.30%			£324,000	
SAT on Sterip Duty (Usually provintible lend)				0.700			£48,600	
Ste Legal Fees Ste Aggney Fees			al ar	0.50%			£40,600 £81,000	
81 86 Contributions - Health & Well Being		Fer sites of m	ore than 26 dwellings	370	90	£224	£82,880	
Local Area of Play Equipment - Calculated at 1 pe	peri2 dots			30.8	40	£3.000	£92,438	
Public Oper Space - Refer to sibling scale			ore than 20 dwellings	370	-	£817	£302,290	
Public Oper Space			es then 20 dwellings	370 0.232x65x7K	20	£0 0.1875/5/6anOK	£00	
Education - Primary & Secondary		PW SILES OF IT	ore than 26 dwellings	U.232003007N	-	House&	£1,291.907	
						minastructure		
Public Art		On 1 Happins sa	egs.	1%	X	costs (H54)	£316,809	
Highways				370	20	£1,000	£370,000	
Construction - Residential Houses				358,792	50	£82	631,880,931	
Environmental abnormals and remediation							£0	
Highways abnomula							£0	
RSS EM16 <sup>a</sup> olley mpi cations Code for Sustainable Homes (4: Implications	O and all a se	riced at £7 per	.e	Cuses (	2) 7500 per pist	£00	£0 £0	
Location Sustainable Homes (4, Implications	Currently p	noso acer per					±0	
Exceptionals Two							£0	
Exceptione's Three								.042,900.054
Building Rags Planning Fees				0.50% 0.50%			£213,000 £213,000	
Planting Fass.			If F64 is minus figure.	11 11%			£213,000	
Full Planning Application Fees £15,565 max + £1	00 per plet o		use C6/ in total box	£16,585	31975	122011.5	£48,565	
Conlinguing				5.30%			£2,146.668	
Architect Ensirem				2.30%			£555,667 £0	
Quantily Surveyor				0.30%			£00	
Machanical/ Electri				0.30%			<b>A</b> 0	
Other				- 4 4 4 4 *			£0	£8,479.300
Letting Agents Fee Letting Legal Fees			.et .et	10.00% 5.00%			£0 £0	
Invasio Agenta Fee			Ei	1.30%			£7,009	
Invesie Legal Fees			eri	0.50%			£3,606	
Dicasile Agents Fee Comm			Æ	1,30%			£0	
Disselle Agents Feet Resi Disselle Legal Feet Comm	_		at l	1.20% 0.50%			£7:55,638 £0	
Dicale Legal Feez Comm Dicale Legal Feez Resi			-R1 -R1	0.30%	(glue £340 per plo	<b>a</b>	£0 £140,150	
Marketing Rasi			ai ai	1,5%			£945,707	
Marteting Comm							0	
Zurion / NHBC Premium-Cifice		370	at O	£350 Months Rent			129,413	
Premium-Cance Premium-Retail			0	Months Rant			0	£2.031.322
							***	49
							COSTS	48,444.775
						GROSS MARG	ille -	15,309.336
								-,
INTEREST			(See CASHFLOW)					2.921.839
Interest rate pa			7.00%					
						NET PROFIT		12,387.386
An in House W					54 0447			
Gross Maryin 14. Gross Maryin on Cost					24.01% \$1.00%			
Gross Margin 14 Gross Margin on Cost Not Profit 4					24.01% \$1.80% *9.43%			
Gross Margin on Cost					\$1.80%			

Site Name	1062t	,	Delivery Point V	Almonts	ection 106			
Bolton Appraisal Templata 1a - 100!	4 Reside	etial - Trec	litional Housing					
Total Area	27.03	Acres		Approx D	ewelepable Area	25.5	Acres	
Housing Density	14.5	Units/Acre				370	Houses	
Affordable Units based on	76%	Social Reni	del	Discounted	- 60	35%	of DWV	
The state of the s	25%	Shared Equ		Discounted	ě	70%	of DVIV	
Affordable Provision REVENLE	35%				See a community			
Mousing Ground Leases			Units 370	a	Per.eanum 150.00		£55.483	
I Made in a constant of the co			0.0	ā	135.55		220, 42	
			Net armual income				£55,483	
			Capitalised at Yield of Less: Purchasers costs :		7.50% £.00%		£739,500	£700.04
			LONG : PU GENT OF STORY		BA976		M.00,994	Buruuyan
			Not arrival moumo				3	
			Capitalised at Yield of		£0.8		2	
	No.	sq ft	Less: Furchasers cosss s					D
3-bed House · Open Market Yalve	96	950	91,200	sgft 🕸	195.00		217,734,000	
3-had Hn se - Shoel Reded	97	Agg	A7,200	anfi 🕸	4A 2G		65,975 24B	
3-bed House Shared Equity	32	899	29,066	eqfi 🕸	186.60		£3,970.166	
4-Ded Lipuse GMV Houses - 40% of Total OMV	145	1250	161,200	aqfi 🙊	195.00		235,040.700	
Toss Affordable Houses	-29							
Total Met Saleuble area - Ibuses			356.792	act				
			-					
							80	
			Total Observation				න	A23 A24 ***
			Total Olirect States	e :-				£53,083.40
			ire Sales. Or Sales.	70%848 63.05%793			REVENUE	£63,754.11°
COSTS					1		INC FERRICE	204,794.11
Sits Cost-Appears Vieble							£10,100,000	
Oits Stamp Daty			ei ei	4,40%			200,000	
VAT on Samp Duty (Usually brownfield land) See Legal Fees			81	0.40%			£30,600 £50,000	
Ste Agency Fees			el el	1,00%			£101,000	
8188 Centribetions - Health & Wall Seing		For eites of n	one than 26 evelings	370	82	£224	£0	
Local Area of Play Equipment - Calculated at 1 pla	ce'12 pols	For sites of n	ose than 20 swellings	30.3	箱	£3,000	£92,438	
Public Open Space - Refer to eliding scale			rore than 20 dwellings	870 870		£81?	<u> </u>	
Public Open Scace			ess then 20 decellings			0.187xGEx10K	មា ស	
Education - Primary & Secondary		POF GIOBS OF N	note than 26 evellings	0.2325dG6cx7H	T	MOUSE &	20	
						rritasirucure		
Public Art		un i tapiis s	GBE .	15	×	0055 (MM)	20	
Highwaya				370	鱼	£1,000	Ð	
Construction - Residential Houses				388.792	60	£82	231,830,931	
Environmental abnormals and remediation							ව	
Highways abnermals							£160,000	
RS8 EM18 Policy implications	A	1 1 . 20		l'ouses ;	<u>ම</u> 7600 per plet	Ð	<u>ව</u>	
Code for Bustalinable Horres (4) tinglications Exceptionals One	Commencing p	ekand at £7 per	IUM					
Exceptionals (40							0	
Exceptionals Three								£42,839.40
Building Regs				0.60%			£213,000	
Planning Fees			If F54 is minus figure.	0,60%			£213.000	
Full Planning Application Fees, £16,565 max + £16	li) per pict o	uer Sili unde	use G64 in Intal hox	616,665	31975	192017 5	£48,565	
Conlingency				5.00%			£2,141.973	
Armitest				2,40%			£856,720	
Engineer Quantity Surveyor				0.00%			<u>ව</u>	
Mechanical / Electri				0.00%			Đ	
Other							ē	£3,473.52
Leting Agents Fee			ad .	10,00%			50	
Leting Legal Fees Invisale Agents Fee			#1 21	5.00% 1.00%			£0 67,000	
Invasio Agents Hee Invasio Local Fees			21 81	0.50%	1		63.505	
Dissale Agents Fee Comm			as as	1,40%			20	
Disale Agents Fee Res			21	1.20%			£756,638	
Desaile Legal Fees Corns	_		ei 	0.40%	cal a finer		£2	
Dissale Legal Fees Resi Marketing Rasi	-		ai ai	0.30% 1.6%	(plus £340 per ploi	y .	£159,169 £945,707	
Marketing Comm			13	197 19			2,00,700	
Zurioh / NHBC		870	al	£350			129,413	
Premium-Office			n	Menths Rent			2	
Premium-Retzil			0	Menths Rent			2	£2,001.62
					<del>                                     </del>			
							COSTS	48,3-4.31
						GROSS MARC	3PA	1 5,409.763
IMTEREST			(See CASHFLOW)					3,019.36
Interest rate pa			7.00%			NET PROFIT		12,390.42
						MET PRUPII		12,390.42
Grees Margin %					24. 7%			
Green Margin un Gunt					31.88%			
Net Profe %					19,43%			
Net Profit on Cost (Inc interest )					24.12%			
ROCE % ( before interest )					36,49%			

Dalton Annual and Tourneless de 1800	Of Burnish		Delivery Point					
Bolton Appraisel Templeta 1a - 100 Iotal Area	1.51	Agres	andonal Housing	Approx Des	relopable Area	1.4	Acres	
Housing Density	74.5	Units/Acre				20	Houses	
Affordable Units based on	78% 25%	Social Roni Stated Equ		Discounted Discounted	Olda Cito	34%. 70%.	of OMV of OMV	
AM 111 B. 1	20%	Shared Equ	rty	Disconusso	(22	1976	OF UMV	
Affordable Provis on REVENUE	0%		Units		PerAnnum			
Housing Conuncil sesses			20	6	150.00		£3,045	
			Nat annual income	-			£3,045	
			Capitalised at Yield of Less: Purchasers costs	ם	7.50% 5.60%		£40,800 £2,117	£38,48
			Net annual income				ō	
			Capitalised at Yield of Less: Aurobasers costs	mi.	8.0%		0	2
	No.	sq ft						
3-bed House - Open Market Value	11 0	850 899	9,350		155.00		£1,449,250	
3-bed House - Socal Rented 3-bed House Shared Equity	0	899	0	ह्याँ क्रि ह्याँ क्रि	54.26 106.60		£0	
4-Bed House OMV Houses	9	1050	9,450		155.00		£1,464.750	
Total Alfordable I louses	0							
Total Net Saleable area - Houses			18,800	eqfi				
	+						£D	
			Total Direct Sales				£n	£2.914.00
			Inv Sales	39 44L				
AAA7A			Car Mallys	2,014 30n			REVENUE	£2,962.48
COSTS Site Cost.	1						£310,000	
Site Stamp Duty			ai	4.00%			£12,400	
VAT on Stamp Duty (Usually provinted land)  Ste Legal Fees				0.50%			£1,860 £5,000	
Site Agency Fees			El Zi	1,00%			£3,100	
81 86 Contributions - Health & Wall Seim			none than 26 dwellings	20	980	£224	£0	
Local Area of Play Equipment - Calculated at 1 p	ece/12 plots			1.7	(i)	£3,000	£n	
Public Open Space - Refer to sliding scale Public Open Space	_		nore than 20 dwellings see than 20 dwellings	20	(1) (1)	£1,031	£D	
Education - Primary & Secondary			nore than 25 dwellings	0.232dG5x7K	+	0.187x65x10K	£0	
PARTICIPAL INCIDE, A MANAGEMENT,		Total White Of It	and district an energy	TO MANAGEMENT IN		House &		
Public Art Highmaps	-	On 1 Hapters	cital	1%. 20	X	costs (H54) £1,000	£0 £20,000	
Construction - Residential Houses				18,800	<u> </u>	DUZ PC SUM	£1,641.800	
Site Demo/Clear and Crush Highways abnomials						PC SUM	£85,000 £0	
RSS EM18 Policy Implications				l touses (8)	7500 per plot	20	£0	
Code for Sustainable Homes (4) Implications	Currently	priced at £7 pe	rfoot				£0	
Exceptionals One Exceptionals Two							£0 £0	
Exceptionals Three							20	£1,978,99
Building Regs				0.51%			£10,000	,
Planning Fees			Market I I II	0.51%			£10,000	
Full Planning Application Fees £15,565 max + £	100 cer det e	over 50 units.	If P64 is minus figure, use C64 in total box	£16,085	-2970	899	£6,700	
Contingency				5.00%			£25,948	
Architect				2.00%			£20,579	
Engineer Quantity Surveyor	_			0.00%			£0	
Mechanical / Electi				0.00%			£0	
Other							£0	£165,22
Letting Agents Fee Letting Legal Fees	-		al al	10,00% 5,00%	-		£n	
Invasie Apenta Fea	_			1,00%			£385	
Invasio Legal Fees			El El	0.50%			£192	
Drasie Agents Fee Comm			超	1,00%			£D	
Dr.sale Agents Fee Resi Dr.sale Legal Fees Comm	+		al al	1.20% 0.60%	-		£34,968 £0	
Dr.sale Legal Fees Comm				0.30%	folus £340 per ul	ott	£5.742	
Marketing Rasi			al	1.0%			£43,710	
Marketing Comm		8.4	_	£350			2.100	
Zurluh / NHBC Premium-Office	_	20	eti O	Months Rent	-		7,100	
Premium-Retail			ō	Months Rem			ō	£95,10
							COSTS	2,239,28
						GROSS MARGI	N	713.19
INTEREST			(See CASHFLOW)					121,85
Interest rate pa			7.00%			NET PROFIT		591,33
Gross Margin W.					24.16% 31.86%			
Gross Margin on Cost	_	-			20.03%			
Net Profit %								
Net Profit % Net Profit on Cost ( ino interest )					25.04%			

Bolton Appraisal Template 1a - 100%	1073b		Post Delivery Poi	ni Without	Section 19	•		
Total Area	Reside	ntial - Trac Acres	itional Housing			1.4	B.a	
IOM Arel	1.51	Atres		Approx Dev	elopable Area	1.4	Acres	
Housing Denaity	14.5	Units/Acre				20	Houses	
Afforceble Units based on	706	Baulal Baal		Planerand	40.	10.00m	of DMV	
Androsole Units based on	75% 25%	Social Rent Shared Equ		Discounted	<b>9</b>	35% 70%	of OMV	
			~				2. 2	
Affordable Provision REVENUE	5%		Unis		Per Annum			
Housing Ground Leases			20	a	150.00		£3,046	
			Net annual manne	色			£3.040	
			Captaised at Yeld of		7.50%		£40,600	
			Less: Purchasers costs at		5.50%		£2,117	£38,483
			Net amual income				0	
			Capitalised at Yield of		8.0%		0	
	No.	sq ft	Less: Purchasers costs at					£ť
3-bed House - Open Market Value	8 8	850	6.800	sqti të	155.00		£11,004,0000	_
3-bed House - Social Rented	1	899	684	eqft 🕸	54.20		£37,127	
3-bed House Shared Equity	0	899 850	226		106.90		£24.751	
3-bed House Discounted Market Value 4-Bed House OMV Houses	5	1050	5.250	eqft @	0.00 155.00		£813,790	
			-1					
Total Affordable Houses Total Net Salesble area - Houses	1		12.982	saft				-
I vane into Generalic Med * Filebeth			12,802	eq.				
							£	
			Total Orect Sales				50	£1,829,626
			Inter Orect Sees.	31 48%				z. 1,342% (92%)
			Dr Saige	31 465 1979 628			REVENUE	£1,968.411
CO8*8								
Oite Cost-DUV is greater, ideal site for Assisted C Site Starno Duty	ans Ochems		at	400%			£155,000 £6,200	-
VAT on Stamp Duty (Loually trownfield land)							£930	
Ste Legal Fees			æl	060%			£5,000	
Site Agency Fres SiteS Contributions - Health & Wall Being		For sizes of m	et pre then 25 dwellings	100%	<b>d</b> 0	£224	£1,660 £0	_
Local Area of Play Equipment - Calculated at 1 plex	ceri2 plots	For sizes of m	ore than 20 dwellings	1.7	20	£3,000	£Ď	
Public Open Space - Refer to sliding scale			one than 20 dwellings	20	9	£1,031	<u> </u>	
Public Open Space Education - Primary & Secondary			se than 20 dwellings one than 25 dwellings	20 0232b/G5x7K	<b>a</b>	0.187xG5x16K	20	
Everyoni-1 mines a water-ne-y		TWI WARR WITH	ne des en en en en en en en en en en en en en	VEVENORI N		House &		
PublicArt		On 1 Faiphis s		1%	x x	infrastructure obste (H64)	æ	
rup sent Highwys		van i na pais si		70	â	P1,000	£th	
Construction - Residential Houses Site Demo/Clear and Crush				12,982	- 2	£62 PG 3UM	£1,002,924 £65,000	
Highways abnomals						LO 90 %	230,000	
RSS EM18 Policy implications	_		_	l 'cuses ∰	7500 per plot	£00	£	
Code for Sustainable Homes (4) Implications Exceptionals One	Currency p	riced at £7 per	TO(0)				<u> </u>	_
Exceptionals Two							ಖ	
Exceptionals Three							60 000	£1,010,004
Building Rage Planning Faces				049%			£5,500	
			If F64 is minus figure, use					
Full Planning Application Fees £15,565 max - £10 Continue nov	U ger pict o	ver 50 units	G64 in letal box	£16,965 500%	-2970	<b>40</b> 99	£6,700 £65.830	
Architect				200%			£25,332	
Engineer				^nn%.			£m en	
Quantity Surveyor Mechanical / Electri				000% 000%			<u>e</u>	
Other							<b>£</b>	£111.562
Letting Agents Fee Letting Legal Fees			- 81 - 81	10.00% 500%			<u> </u>	
Invade Agena Fee			-81 -81	100%			£385	
Invade Legal Fees			-R1	050%			£192	
Disale Agens Fee Comm Disale Agens Fee Resi			at -at	100%			£23,160	+
Drusale Legal Fees Comm			-ei	060%			£	
Directle Legal Fees Resi			æı	030%	(June £345 per J	ot)	£5,789	
Marketing Resi Marketing Comm			<i>8</i> 1	16%			£25,944 0	+
Zurich / NHBC		30	.et	£350			7,105	
Premum-Office			0	Months Rent			0	265,671
Premum-Retail			0	Months Rant			-	asb,071
							CUSTS	1,494.087
						GROSS MARGI	N	474.074
			(See CASHFLOW)					75,484
INTEREST								
INTEREST Interest rate pa			7.00%			NET DOCET		100 mm
			7.00%			NETPROFT		398,010
			7.00%			NET PROFT		398,010
Interest nate pa			7.00%		24.09%	NET PROFT		358,810
Interest rate pa  Ornest Margin 14: Ornest Margin on Cost			7.00%		21.73%	NET PROFT		398,010
Interest nate pa			7.00%			NET PROFT		398,010

THE INC. A. LEWIS CO. A. AMORT		74a	Delivery Point \					
Boiton Appreisei Templete 1e - 100% Tolei Aree	4 Reside	ntial - Trac Acres	iltional Housing			1	Acres	
IOM PIEC	1.21	ACION		Approx De	velopable Area		ACIOS	
Housing Density	14.5	Units/Acre				15	Houses	
Affordable Units based on	75%	Mr. of all Marcol		Discounted		35%	of DMV	
Anordadia Unite based on	25%	Social Rent Shered Equ		Discounted	- 19 - 19	70%	of DMV	
600 al-late formation	0%							
Affordable Provision REVENUE	U%		Units		Per Annum			
Housing Ground Leases			15	0	150.00		£2,175	
			Net annual income	- 2			£2.176	
			Capitalised at Yeld of		7.50%		£29,000	
			Less: Purchasers costs :	91.	5.50%		£1,512	£27,48
			Net annual income				0	
			Capitalised at Yield of		8.0%		Ō	£1
	Mo.	sq ft	Less: Purchasers costs :	e.				
3-bed House - Open Market Value	9	850	7,600	agh @	155.00		£1,185.760	
3-bed House - Sociel Renied	0	899	0	sqfi@	51.25		£00	
3-bed House Shared Equity 3-bed House Discounted Market Value	0	899 899	0	eqfi @	108.60		£0	
4-Bed House OMV Houses	6	1050	6,300		155.00		£976,600	
Total Affordable Houses Total Met Saleable area - Houses	ō		13,960	acifi				
1 18 Table 18								
							£0	
			Total Oliveou Sales				£0	£2.102.26
			Inv Sales	7º 488				
			Oir Sales.	2,162 250			REVENUE	£2,189.73
COSTS							page non	
Site Cost-Merginal Vietnity Site Stamp Duty			E	4.00%			£135,000 £5,400	
'AT on Stemp Duty (Usually provefield lend)							£810	
Site Legal Fees Site Agency Fees			at et	0.60% 1.00%			£5,000 £1,360	
Ste Agency Fees Stee Contributions - Health & Well Being		For sites of m	nore than 25 dwellings	15	9	£224	£1,300	
Local Area of Play Souipment - Calculated at 1 pe	ce/12 glots	For sites of m	ore than 20 dwellings	1.2	<b>9</b>	£3,000	£00	
Public Open Space - Refer to sliding scale Public Open Space			eore than 20 dwellings was then 20 dwellings	15	29 29	£1,031 £0	£0 £0	
Education - Primary & Secondary			nore than 25 dwellings	0.232665x7k		0.187xC5x10K	£0	
annual I lilling water and			mar anni na arranniga			House &		
Public Art		On 1 Haplins		1%	x	mirastructure opsis (HG4)	20	
rus san Highrays		un i mapus s	ries	15	<u> </u>	£1.00G	20 20	
Construction - Residential Houses Demo/Crush and Cleer				13,960	- 10	£62 PC Sum	£1,143,900 £65,000	
Sol Import						ro sun	£19,300	
Telecoms Hardware Costs				P	C Sum	£0	£85,000	
Code for Sustainable Homes (4) Implications Exceptionals One	Currently p	riced at £7 per	r faoi				£00	
Exceptionals Two							£0	
Exceptionsis Three							20	£1,460.926
Building Regs Planning Fees				0.49%			£7,200 £7,200	
			If F64 is minus figure.					
Full Planning Application Fees £15,565 max + £10 Contingency	JU ger plot o	wer 50 unds	use CS4 in total box	£16,585 5.00%	-3550	4755	£5,025 £73,041	
Architect				2.00%			£29,210	
Engineer				0.00%			£0	
Quantity Surveyor Mechanical / Electri				0.00%			£0 £0	
Other							£0	£121,680
Letting Agents Fee			ai	10.00% 5.00%			£0 £0	
Letting Legal Fees Invasile Agents Fee			81 81	1,00%			£275	
Invisale Legal Fees			zi zi	0.60%			£137	
Dr.sale Agents Fee Comm Dr.sale Agents Fee Resi			at et	1,00%			£25,947	
Disale Legal Fees Comm			E1	0.50%			£00	
Dicsale Legal Fees Resi			at	0.30%	(plus £340 per pl	ot)	£6,487	
Merceting Resi Merceting Comm			Et .	1,6%			£32,434 0	
Zurioh : NH9C		15	광	£350			5,076	
Premium-Office			0	Months Rent			0	
Premium-Reteil			0	Months Rent			Ó	£70,35
							COSTS	1,662.667
						GROSS MARG	IN	618,80°
								www.jage
IMTEREST			(See CASHFLOW)					84,027
Interest rate pa			7.00%					
						NET PROFIT		452,85
							+	+
Gross Margin %					24.62%			
Gross Margin on Cost					32.48%			
Net Profit % Net Profit on Cost ( ino interest )					20.08% 26.07%			
ROCE % ( before interest )					44.30%			
ROCE % (after interest)					37.36%			

Site Name	1094a		Delivery Point V	11111 0 100				
Boiton Appraisal Tempiate 1a - 100			Iltional Housing					
Total Area	9.66	Acres		Approx Dev	relopable Area	8.5	Acres	
Housing Denaity	14.5	Units/Acre				123	Houses	
Affordable Units based on	75% 25%	Social Rent Shared Equ		Discounted Discounted	(a) (b)	35% 70%	of OMV	
Affordable Provision	35%							
REVENUE	2070		Units		PerAnnum			
Housing Ground Leases			123	0	150.00		£18,422	
			Not sensal income	<u> </u>			£15.400	
			Capitalised at Yeld of		7.50%		£245,500	
			Less: Purchase's costs :		8.60%		£12,861	£283 640
			Net sensal income Capitalised at Yeld of		8.0%		0	
			Less: Surchase's costs :	h.	5.014		_	£Ċ
	No.	sqft						
3-bed House - Spen Market Value 3-bed House - Scool Renied	32 32	950 899	30,400 29,086	eqft @ eqft @	195.00 68.26		£5,928,000 £1,985,088	-
3-bed House Shared Equity	11	899	25,000 9,006	eqit @	136,60		£1,323.388	
4-Bed House GMV Houses	48	1250	60,000	eqti 🕸	195.00		£11,700,000	
lotal Allordable Houses	43							
Total Net Saleable area - Houses			129,181	aqfi				
							On.	
							£0 £0	
			Total Cirect Sales				200	£20,936471
			Inv Salos	733,546				
COSTS			the Sales	70 906,471			REVENUE	£21,170 120
Site Cot-Appears Vebre		-					£2,650,000	
Site Stamp Duty			æi	4.00%			£108,000	
VAT on Stemp Duty (Usually provinteld land)				5. <b>60%</b>			£15,900	
Ore Legal Fees Site Agency Fees			et Et	1,00%			£25,500	-
S166 Contributions - Heath & Well Being			ore than 25 dwellings	123	CÓP	£224	£27,552	
Local Area of Play Equipment - Calculated at 1 p	epe/12 plate			10.3	5i0 c's	£3000 £8/3	£30,919	
Public Open Space - Refer to sliding scale Education - Primary & Secundary			rore than 20 dwellings one than 26 dwellings	123 1,232b@6x7K	(B)	2.573 0.187x06x10K	£107,597 £130,838	
coulatini-rilling & Seurice y		POI SIUS CITI	OIB (IIB) 20 GWBINGS	J.ESERISER K		House &	Eriau,uau	
Maria de						-niastructure		
Public Art Highways		сэн 1 нд рама	34	1%	X 69	costs (H54) £1 000	£105,928 £123,000	
I affermate.					ur	A - 500	4.40,000	
Construction - Residential Houses				129,181	<b>30</b>	(3)(2	£10,602.810	
Environmental abnormals and remediation Highways abnormals							£0	
RSS EM16 Policy implications				Pouses @	7500 per pitt	£0	£0	
Code for Sustainable Homes (4) Implications	Currently p	priced at £7 per	foot				£0	
Exceptionals Two							.£o ⊕n	
Exceptionals Three							£0	£14,229 986
Building Rage				5.48% 5.48%			£69,000	
Planning Fees			If F64 is minus floure.	J.noru			108,000	-
Full Planning April cation Fres £16,665 max • £	100 per plot o	ver 60 units	use G\$4 in total box	016,666	7325	40572.5	£23,865	
Contingency Architect				5.00% 2.00%			£711,499 £264,600	
Engineer				5.00%			£0	
Quantity Surveyor Machanical / Electri				0.00% 0.00%			±10	
Other				J.00%			£0	£1,167,984
Letting Agents Fee			eri	10.00%			£0	
Letting Legal Fees Invasile Agents Fee			E1	5.00% 1.00%			£0 £2,330	
Investe Legal Face			ari	5.60%.			££,330 £1,198	
Dicaste Agents Fee Comm			E1	1.00%			£0	
Drusale Agents Fee Resi Drusale Legal Fees Comm			ari ari	1.20% 2.60%			£251,238 £0	-
Dr.sale Legal Fees Resi			ari ari	0.30%	(plus £340 per pl	otj	£62,809	
Marketing Resi			E	1.5%			£314,047	
Merketing Comm Zurich / NHBC	-	123	ET .	6350			0 43,138	-
Premium-Office		-14	0	Months Rent			0	
Premium-Retail			0	Months Rent			0	£674 730
							COSTS	16,062 686
						caner was		
						GROSS MARC	/81	5,107 434
IMTER38T Inlivreid rate pa			(See CASHFL6W) 7.00%					984 170
						NET PROFIT		4,143 265
Gross Margin %					24.13%			
Gross Margin or Cost					31.30%			
Net Prefit %					19.77%			
Net Prefit on Cost ( ino interest ) ROCE % ( before interes: )	-	-		-	24.33% 37.36%			-
	_				30.17%			

Site Name	1095a	1	Delivery Point \	With 8100	5 Costs			
Bolton Appraisal Templete 1a - 10	0% Reside	nt al - Trac	litional Hausing					
Total Area	9.32	Acres		Approx De	welopable Area	8.75	Agree	
Housing Density	145	Unite/Acre				127	Houses	
Affordable Units based on	75%	Social Rent		Discounted	(0)	35%	of OMV	
	25%	9 tered Equ	nty	Discounted	69	70%	of OMV	
Affordable Prevision	35%							
REVENUE			Unts		Per Annum			
Housing Grownd Leases			127	- 6	150.00		£19,021	
			T	- 2			4.4.441	
			Net annual ocome Cacitalisant at York of		7.50%		£19,031 £258,760	
			Less: Purchasers costs :	ni.	5,50%		£13,229	£240.52
			Net annual ricome				Ü	
			Capitalised at Meld of Less: Purchasers costs :	-1	8.0%		0	£
	No.	sq ft	Deba, Pulcillabels Coals (	al.				2
3-bed House - Open Market Value	33	950	31,390	sqft 🛱	195.00		£6.113.250	
3-bed House - Social Rented	33	899	29,941	ngfi (fi)	63.25		£2,042.467	
3-bed House Stared Eculty	11	899	9,980		136,90		£1,362,312	
4-Bed House CMV Houses	50	1250	62,900	sqfi @	195.00		£12,187,500	
Takas Afficialistis siama a	44							
Total Affordable Houses Total Net Saleable area - Houses	44		183,771	eqft				-
reservat careane area - Fibilities			190,11	out:			-	
							£D	
							<u></u>	
			Total Direct Sales					£21,708.52
			Inv Sales	740 (67)				
			Din Halips	F. VON PAS			REVENUE	\$21,947.35
COSTS								
Site Cost-Appears Vieble Site Starrio Duly				4.00%			£2,750,000 £110,000	
VAT or Stemp Duty (Usually brownfield lend)		_	a	4 JUNYO			£110000	-
Ste Legal Feet			P	0.50%			£13,750	
Site Acency Fees				1,00%			£27,500	
9186 Contributions - Health & Wall Being		Fer sites of m	ore than 25 divellings	127	69	£234	£28,448	
Local Area of Flay Equipment - Calculated at 1 :	peçe'12 alois			10.8	- 10	£3,000	£31,719	
Public Open Space - Refer to sliding scale			rore than 20 dwellings	127	9	£813	£110762	
Puti s Open Space			ess tran 20 dwellings	127	320	節	£	
Education - Primary & Geograficy		Fer aites of n	rore than 25 arrellings	0.2325cGGk2k	+	O. 107xGGxrOK House &	£143,001	
						niuse o niusinature		
Public Art		On 1 Haptive	I.Ua	156	×	custs (M54)	£108,692	
Highmys				127	69	£1,000	£127,000	
						4		
Construction - Hesidantial Houses				135,771	100	žū2	£10,080,240	
Environmental athornals and remediation Highways abnormals								
RSS EM18 Policy implications				Fouses 6	2 7500 per pist	£O	20	
Code for Sustanable Homes (4: Implications	Currently (	priced at £7 per	rfact				en	
Exceptionals One							£	
Exceptonals Two Exceptonals Three							<u>en</u>	4. 4 989 54
Exceptorses Innee Building Regs				0.48%			£71,900	£14,737.31:
Planting Fees				0.48%			£71,500	
			# F64 is minus figure,					
Full Planning Application Food 210,000 mas + 6	2100 per plat a	wer60 unto	use 264 in total box	244,666	7687.5	41869.75	£24,265	
Contingency				5.00%			£736,890	
Architect Equipmen				2.00% 0.00%			£294,758	
Quantity Surveyor				0.00%			20	
Machanigal / Electri				0.00%			<b>20</b>	
CRher							ŁD.	£1,198.71
Letting Agents Fee			æ	10,00%			<u>60</u>	
Letting Legal Fees Inv.sale Agents Fee			a a	5.00% 1.00%			£2406	
Invisae Agenis ree Invisae Legal Rees				1.04% 0.04%			£2,400 £1,203	-
Dicase Cega Tess Dicase Agenti Fee Comm			8	1,00%			£ 1,200 £0	
Douals Agents Fee Red			E	1.20%			£260,478	
Dissale Legal Fees Comm			*	0.00%			£00	
Discale Legal Fees Resi			2	0.30%	(plue £340 per pl	ol)	285,120	
Marketing Resi Marketing Comm	-		2	1,0%			£325,608	
Zurish/ MI IBC		127	a:	6365			44,400	
Premium-Office			Ď	Months Rent			0	
Premium-Resell			ō	Moeths Rent			ō	£609,21
	-						A CONTRACTOR	, a aaa ~
	-		-				COSTS	16,636.34*
	-					GROSS MARC	3 PH	6,311,009
						S.C. S.C. III di Ri		ayo 1 1 1000
METRICE			Ana, magaziri masa			$\vdash$		222 500
INTEREST Interest rate pa			(See CASHFLOW) 7.00%					998,35
n was sale tome has			2.0078			NET PROFIT		4,312.15
								**yo ##. 158
							<del></del>	<del></del>
Gross Margin %					24.20%			
Gross Marginon Cost					31.92%			
Not Profit %	-				*9.66%.			
Net Profit on Cost ( inc interest )					24.46% 37.70%			
ROCE % (before interest) ROCE % (after interest)	-				37.70%			
witness memory)								

Bolton Appraised Template 1s - 100 Total Area Housing Denaity Affordable Units based on Affordable Prevision REVENUE Housing Ground Lesses	% Reside 2.82 14.5 75% 25%	Acres Units/Acre Social Rent Shared Equ	Lord		velopable Area	2.5 36	Acres	
Affordable Units based on Affordable Prevision REVENUE	75% 25%	Social Rent				36	Houses	
Affordable Units based on Affordable Prevision REVENUE	75% 25%	Social Rent		Planer		36	Houses	
Affordable Prevision REVENUE	25%			Plane			1	
REVENUE		oneres equ		Discounted	9 9	35% 70%	of OMV	
REVENUE	30%	_	ж	DESCOUPESO	ᅄ	run.	OL CHUA	
Housing Ground Lasses			Units		Per Annum			-
			36	Q	150.00		£5,438	
			Net annual income	- 2			£5.438	
			Capitalised at Yeld of		7.50%		£72,900	
			Less: Purchasers costs :	aL	5.50%		£3,780	£58,720
			Natiannual income				0	
			Capitalised at Yield of Less: Purchasers costs :	el .	8.0%	-	0	£ť
	Mo.	sq ft						
3-bed House - Open Market Value	11	935	10,285		175.00		£1,799.876	
3-bed House - Social Rented 3-bed House Shared Equity	10 3	899 899	8,995 2,862	eqfi @	61.25 122.60		£523,966 £349,311	
4-Bed House GMV Houses	12	1150	13,800		175.00		£2,415.000	
Total Affordable Houses	13							
Total Met Saleable area - Houses	10		35,491	egit				_
							£0 £0	
			Total Oireot Sales				2.0	£5,088.162
			Inv Sales.	<b>(8)</b> 720				
COCTE	-		Se Sales.	5,098 162			REVENUE	€6,166.872
COSTS Site Cost-Appears Vettle		+					£135,000	_
Site Stamp Duty			ari	4.00%			£5,400	
VAT on Stemp Duty (Usually provefield lend) Site Legal Fees			El El	0.50%			£810 £5.000	
Site Agency Fees			ati	1,00%			£1,360	
S166 Contributions - Health & Well Being Local Area of Play Souloment - Calculated at 1 o-			nore than 26 dwellings	36 3.0	- 19 - 12	£224 £3.000	£8,064 £9,000	
Public Open Space - Refer to sliding scale	ever iz pos		sore than 20 dwellings	3.6	9	£1,031	£37,374	
Public Open Space			ess than 20 dwellings	36	22	£10	£0	
Education - Primary & Secondary		For eites of m	nore than 26 dwellings	0.232x66x7K	+	0.187x056x10K House &	£126,668	
						mirasiructuse		
Public Art Highways		On 1 Halphin s	Cipa	1%	X SD	closts (HS4) £1,000	£29,103 £36,000	
				- 00	- 4	2.1,000	£35,000	
Construction - Residential Houses				35,491	2	£82	£2,910.267	
FW Pump and Chamber Highways abnormals		-				PC Sum PC Sum	£85,000 £65,000	_
RSS EM18 Policy implications				Rouses €	2 7500 per plot	£0	£00	
Code for Sustainable Homes (4) Implications Exceptionals One	Currently	priced at £7 per	r fact				£0 £0	
Exceptionals Two							20	
Exceptionals Three							20	£3,464.026
Building Regs Planning Fees		+		0.49%			£17,000	
			If F64 is minus figure,					
Full Planning Application Fees £15,565 max + £1 Continuency	IOO per plot o	wer 50 units	use CS4 in total box	£16,666 5.00%	-1375	11952.5	£12,060 £172,701	
Architect				2.00%			180,036	
Engineer Quantity Surveyor				0.00% 0.00%		-	£0 £0	
Mechanical / Electri				0.00%			20	
Other				- 4 6662			£00	£287,842
Letting Agents Fee Letting Legal Fees		+	al al	10.00% 5.00%			£0 £0	_
Inv.sale Agents Fee			81	1,00%			£687	
Invasile Legal Fees Dissale Agents Fee Comm			된	0.50%			£344 £0	
Disale Agents Fee Resi			at	1.20%		•	£61,068	
Desale Legal Fees Comm			E	0.50%	and a design of		200	
Dr.sale Legal Fees Resi Marketing Resi		+	ei ati	0.30%	(plus £340 per pk	ax)	£15,264 £76,322	-
Marketing Comm							ė.	
Zurich / NHBC Premium-Office	-	36	E1 0	£350 Months Rant			12,688	+
Premium-Retali			ŏ	Months Rent			0	£166,383
	+	+	<del>                                     </del>					
							COSTS	3,908.230
						GROSS MARG	iN	1,248.642
IMTEREST			(See CASHFLOW)					182,143
Interest rate pa			(See CASHILLOV) 7.00%					
						NET PROFIT		1,000.500
	1							
Gross Mamin %					54 21%	-		
Gross Margin 14. Gross Margin on Cost					24.21% 31.96%			
Gross Margin on Cost Net Profit %					31.96% 20.68%			
Gross Margin on Cost					31.90%			

Site Name	1106a	_	Delivery Point \	mui oʻiut				
Bolton Appraisal Templete 1a - 100%			itional Housing					
Total Area	2.67	Acres		Approx De	velopable Area	2.5	Acres	
Housing Density	14.5	Units/Acre				36	Houses	-
Logaring bausits	19.3	UnitedAcre				36	nouses	
Affordable Units based on	75%	Social Rent		Discounted	29	35%	of OMV	
	25%	Shared Equ	nty	Discounted	2	70%	of DMV	
Affordable Provision	5%							
REVENUE			Units 36	-	Per Annum		25 (02	
Housing Ground Leases			30	<b>Q</b>	150.00		£5,438	
			Natiannual income				£5,438	
			Capitalised at Yeld of Less: Purchasers costs :	-1	7.50% 5.50%		£72,900 £3,780	£88.726
			LARGE, TO CHARMIS CORES	N.	32070		23,100	2,00,12
			Net annual income				0	
			Capitalised at Yield of Less: Purchasers costs :	al	8.0%		Ó	£r
	Mo.	sq ft						
3-bed House - Open Market Value	11	935	10,285	eqfi@	175.00		£1,799.976	
3-bed House - Social Renied	0	899 899	1,222	aqfi@	61.25		£74,852	
3-bed House Shared Equity 3-bed House Discounted Market Value	0	850	407	eqfi @	122,60		£49,902	
4-Bed House CMV Houses	12	1150	13.800		175.00		£2,416,000	
			,					
Total Affordable Houses Total Net Saleable area - Houses	2		25,714	aciti				+
COMPLETE OF COMPLETE OF SECTION SECTIO			AU; I''					
							£00	
			Posts Alberta A				£0	64 644 5***
	-	-	Total Ofreot Sales					£4,339.62t
			inv Sales. Our Sales.	<b>4.339 620</b>			REVENUE	£4,408,344
COSTS			om Alliga	-,300 0KH			REFERUE	2/1,100.344
Site Cost							£575,000	
Site Stamp Duty			El .	4.00%			£23,000	
VAT on Stemp Duty (Usually brownfield lend) Site Legal Fees			at	0.60%			£3,450 £5,000	
Site Agency Fees			eti Eti	1,00%			£5,760	
S186 Contributions - Health & Well Being		For sites of m	ore than 25 dwellings	36	2	£224	£8,064	
Local Area of Play Souipment - Calculated at 1 p-e	ce/12 glots			3.0	9	£3,000	29,000	
Public Open Space - Refer to sliding scale Public Open Space			rore than 20 dwellings use then 20 dwellings	36 36	29 29	£1,031 £0	£37,374 £0	
Education - Primary & Secondary			nes crein 20 dwellings nore than 25 dwellings	0.2325655x7K		0.187xC5x10K	£126,658	_
LOCALATI- I III III W G GEOGRAPHY		I VI WARD WIT	Die des 25 aveilige	WAVENUM !		House &	a doyeau	
						mhastructure		
Public Art Highways		On 1 Halplins	GBG .	1%	X SQ	apsis (HS4) £1,000	£21,080 £36,000	
ngmayo				- 00	29	2.1,000	2.30,000	
Construction - Residential Houses				25,714	9	£82	£2,108.684	
Environmental abnormals and remediation							£00	
Highways abnormals R88 EM16 Policy Implications					) 7800 per plot	£0	£00	-
Code for Sustainable Homes (4) Implications	Currently (	riced at £7 per	r foot	1 TOUBOS IL	g rado por plot	EU	£0	
Exceptionals One							£00	
Exceptionals Two							20	AT AT A A
Exceptionals Three Building Regs				0.51%			£15,000	£2,963.964
Planning Fees				0.61%			£15,000	
			If F64 is minus figure,	£16.065	4075	11982.5	£12.060	
Full Planning Application Fees £15,565 max + £10 Contingency	AU ger pict o	Warsu Unda	use CS4 in total box	£76,666 5.00%	-1375	11902.5	£12,060 £147,048	
Architect				2.00%			£59,179	
Engineer				0.00%			£0	
Quantity Surveyor Machanical / Electri				0.00%			£00	
Mechanical / Electri Other				UJUUTe			£0	£249.186
Letting Agents Fee			at	10.00%			20	
Letting Legal Fees			ari .	5.00%			£0	
Invasie Agents Fee Invasie Legal Fees			E1	1,00%			£567	
Inv.sale Legal Fees Dicsale Agents Fee Comm			at at	1,00%			£344 £0	+
Dicaste Agents Fee Resi			E	1.20%			£52,076	
D-caste Legal Fees Comm			EI.	0.50%	and the second		£00	
Dissale Legal Fees Resi Marseding Resi			at at	0.30%	(plue £340 per pl	OK J	£18,019 £65,064	
Marketing Comm			en	-30 96			2705,004	
Zurioh : NH9C		36	æl	£350			12,088	
Premium-Office			0	Months Rent			0	A. 48 A.
Premium-Retzii			0	Months Rent			Ó	£143,907
							COSTS	3,362.060
						GROSS MARG	ilki	a puna none
						SICUSE MARG	TITS .	1,066.290
INTERCET			Mar PROVIDED					442.64
INTEREST Interest rate pa			(See CASHFLOW) 7.00%					217,304
n werenes (some post			r vee at			NET PROFIT		848,980
Oross Margin V.					23.98%			
Gross Margin on Cost Net Profit %					31.51%			
Net Profit on Cost ( ino interest )					23.80%			
ROCE % (before interest)					35.18%			
ROCE % (after interest)					29.08%			

Site Name	1106b		Post Delivery P	WITH TTIME				
Bolton Appreisel Templete 1e - 100%			iltional Housing				_	
Total Area	2.67	Acres		Approx De	velopable Area	2.5	Acres	
Housing Density	14.5	Units/Acre				36	Houses	
					_			
Affordable Units based on	76% 25%	Social Rent Shered Equ		Discounted Discounted	- 19 - 19	35% 70%	of OMV	
600 add to Demoisium	15%				_			
Affordable Provision REVENUE	19%		Units		Per Annum			
Housing Ground Leases			36	Q	150.00		£5,438	
			Net annual income	- 2		-	£5.438	
			Capitalised at Yeld of		7.50%		£72,900	
			Less: Purchasers costs :	ni.	5.50%		£3,780	£88,72
			Natiannual income				0	
			Capitalised at Yield of Less: Purchasers costs :	al .	8.0%		0	£r
	No.	sq ft						
3-bed House - Open Market Yalue	11	935	10,285	eqh@	175.00		£1,799.876	
3-bed House - Social Renied 3-bed House Shared Equity	4	899 899	3,666 1,222	sqft @ eqft @	61.25 122.60		£224,557 £149,705	
3-bed House Discounted Market Value	0	899		eqti @	0.00		£0	
4-Bed House GMV Houses	12	1150	18,800	sqft @	175.00		£2,416,000	
Total Affordable Houses	5							
Total Net Saleable area - Houses			28,973	aqfi				
							£0	
							£0	
			Total Ofrect Sales					£4,689.186
			inv Sales.	報 720 4,589 136			REVENUE	£4.657.857
COSTS			.m Sulya	e,090 1 <i>8</i> h			REYEMUE	24,007.557
Site Cost-Appears Unviable - a greater capital re-	ceipt could b	e achieved fic					£465,000	
Site Stamp Duty VAT on Stamp Duty (Usually proventield land)			E	4.00%			£18,600 £2,790	
Site Legal Fees			ati	0.60%			£5,000	
Site Agency Fees			81 	1,00%		£224	£4,660	
S186 Contributions - Health & Well Being Local Area of Play Squipment - Calculated at 1 per	ce/12 clois		nore than 25 dwellings nore than 20 dwellings.	36 3.0		£3.000	£8,064 £9,000	
Public Open Space - Refer to sliding scale		For sites of n	eore than 20 dwellings	36	20	£1,031	£37,374	
Public Open Space			ess than 20 dwellings	36	<u> </u>	£10	£0	
Education - Primary & Secondary		FOR SECTION OF IT	nore than 25 dwellings	0.232665x7K	-	0.187xC5x10K House &	£126,658	
						mhastructure		
Public Art Highways		On 1 Haptins	G86	1%	X SQ	apsis (HS4) £1,000	£28,768 £36,000	
Construction - Residential Houses				28,073	- 10	£62	£2,376.812	
Environmental abnormals and remediation Highways abnormals							£0	
R88 EM18 Policy Implications	_			Houses €	ž 7800 per plot	£0	20	
Code for Sustainable Homes (4) Implications Exceptionals One	Currently p	riced at £7 per	rfoot				£0	
Exceptionals Two							20	
Exceptionals Three								£3,112,708
Building Rags Planning Faces				0.48%			£15,000 £15,000	
			If F64 is minus figure.					
Full Planning Application Fees: £19,565 max + £10 Contingency	JU per plot o	wer 50 unds	use CS4 in total box	£16,585 5.00%	-1375	11952.5	£12,060 £155,835	
Architect				2.00%			£62,264	
Engineer Quantity Surveyor				0.00%			£00	
Machanical / Electri				0.00%			£0	
Other							20	£259,644
Letting Agents Fee Letting Legal Fees			at at	10.00% 5.00%			£0	
Inv.sale Agents Fee			E1	1,00%			£687	
Inv.sale Legal Fees Dicsale Agents Fee Comm			æl æl	0.60%			£344 £0	
Ditsale Agents Fee Resi			at Et	1.20%		,	£55,070	
Dicasie Legal Fees Comm			æi	0.50%	and a discover		£0	
Dr.sale Legal Fees Resi Merseting Resi			at at	0.30%	(plus £340 per pl	SK)	£18,707 £68,837	
Marketing Comm							0	
Zurioh / NHBC Premium-Office		36	at 0	£350 Months Rent		1	12,088	
Premium-Retzii			0	Months Rent			0	£151,395
							COSTS	3,524.047
						GROSS MARG	III	1,133.610
INTEREST			(See CASHFLOW)					281,423
INTEREST Interest nate pa			(See CASHFLOW) 7.00%					261,42
						NET PROFIT		912,387
Gross Margin V:					24.34%			
Gross Margin on Cost					32.17%			
Net Profit % Net Profit on Cost ( ino interest )					20.02% 25.03%			
ROCE % (before interest)					25.03% 39.64%			
					32.60%			

Site Name Bolton Appraisal Template 1a - 100°	1106c		Delivery Point \		<b></b>			
Botton Appressa: Template 12 - 100° Total Area	2.67	Acres	Intional Housing	Annes De	velopable Area	2.5	Acres	
Total Page	2.07	raiss		Approx De	veropeore Area	2.5	AND THE REAL PROPERTY.	
Housing Density	14.5	Units/Acre				36	Houses	
Affordable Units based on	75%	Social Reni	(el	Discounted	20	35%	of DMV	
THO MEDIO DE IND EDECE OF	25%	Shared Equ		Discounted	2	70%	of DMV	
Affordable Provision	15%							
REVENUE	1976		Units		Per Annum			
Housing Ground Leases			36	Q	150.00		£5,438	
			Net annual income	- 2			£5.438	
			Capitalised at Yield of		7.50%		£72,900	
			Less: Purchasers costs :	<u>ol.</u>	5.50%		£3,780	£58,726
			Natiannual income				0	
			Capitalised at Yield of		8.0%		ò	
	Mo.	sq ft	Less: Purchasers costs :	al.				£ī
3-bed House - Open Market Value	11	935	10.285	soft Ø	175.00		£1,799.876	
3-bed House - Sociel Rented	4	899	3,666	aqfi @	61,26		£224,557	
3-bed House Shared Equity	0	899	1,222	eqfi @	122,60		£149,705	
3-bed House Discounted Market Value 4-Bed House GMV Houses	12	850 1150	18.800	eqfi @ eqfi @	0.00 175.00		£2,416,000	
			_,					
Total Affordable Houses Total Net Saleable area - Houses	5		26.973	aufi				
I YOU I YOU CANNELLINE MENN ! FILESSEE			20,913	angri				
							ĐO	
			Total Object Acc				€0	
			Total Ofrect Sales	GH 720				£4,689.184
			Our States.	4,549 136			REVENUE	£4.657.85
COSTS								
Site Cost Site Stamp Duty			.E.	4.00%			£705,000 £28,200	
VAT on Stemp Duty (Usually brownfield land)			an an	WOUTH			£4,230	
Site Legal Fees			ari	0.60%			£5,000	
Site Agency Fees State Contributions - Health & Well Being		Can oben all m	et pre than 25 dwellings	1,00%	9	£224	£7,060 £0	
Local Area of Play Souipment - Calculated at 1 ps	se/12 dole			3.0	<u> </u>	£3.000	20	
Public Open Space - Refer to sliding scale		For sites of n	rore than 20 dwellings	36	22	£1,031	20	
Public Open Space			ess than 20 dwellings	36 0.2325655x7K	2	£10 01.187%C55x10K	£0 £0	
Education - Primary & Secondary		rorates or n	ore than 25 dwellings	UZSZOCEKYN	-	House &	20	
						mirasinucture		
Public Art Highways		On 1 Haplins	GBG .	1%	X	apsis (H64) £1.000	£00	
I symmeto					-	21,000	200	
Construction - Residential Houses				28,973	9	£82	£2,376.812	
Environmental abnormals and remediation Highways abnormals							£0 £0	
RSS EM16 Policy implications				I⊀ouses ∉	) 7500 yer plot	£0	20	
Code for Sussainable Homes (4) Implications	Currently	priced at £7 pe	r foot				£0	
Exceptionals One Exceptionals Two							£0 £0	
Exceptionals Three							20	£3,126.290
Building Rags				0.50%			£15,900	
Planning Fees			If F64 is minus figure.	0.60%			£15,500	
Full Planning Application Fees £16,565 max + £1	00 per plot o	wer 50 units	use CS4 in total box	£16,685	-1375	11982.5	£12,060	
Contingency Architect				5.00% 2.00%	-		£156,205 £62,600	
Engineer				0.00%			£02,000	
Quantity Surveyor				0.00%			£0	
Mechanical / Electri Other				0.00%	-		£0 £0	£261,836
Letting Agents Fee			at	10.00%			£0	and I fulfill
Letting Legal Fees			Et	5.00%			20	
Invasi e Agents Fee Invasi e Legal Fees				1,00%			£567 £344	
Dicsale Agents Fee Comm			ari	1,00%			20	
Dosale Agents Fee Real			E1	1.20%		,	£55,070	
Dicade Legal Fees Comm Dicade Legal Fees Resi			eri eri	0.50%	(plue £340 per pi	ell	£13,797	
Marketing Resi			Ef.	1.6%			£68,837	
Mercuting Comm Zurioh / NHBC		0.0		£350			43,000	
Premium-Office		36	et 0	Months Rent			12,088	
Premium-Retzii			Ö	Months Rent			ő	£151,395
	-		1		1	-		
							COSTS	3,538.514
						nan-i		
						GROSS MARG	IN	1,119,342
INTEREST			(See CASHFLOW)					4,040
INTEREST Interest rate de			(See CASHFLOW) 7.00%					216,35
						NET PROFIT		942,980
						1	T	
Ornes Marrie K.					54 0395			
Oross Margin 15. Gross Margin on Cost					24.03% 31.63%			
Gross Margin on Cost Not Profit %					31.63% 19.30%			
Gross Margin on Cost					31.63%			

Site Name	1135a 		Post Delivery w					
Bolton Appreisel Templete 1e - 100 Tolsi Ares	% Reside 2.81	Acres	itional Housing	Approx De	velopable Area	2.6	Acres	
Housing Density	14.5	Units/Acre				38	Houses	
Affordable Units based on	76% 25%	Social Rent Shared Equ		Discounted Discounted	29 60	35% 70%	of DMV of DMV	
Affordable Provision	0%							
REVENUE			Units		Per Annum			
Housing Ground Leases			36	<b>@</b>	150.00		£5,655	
			Net annual income				£5,000	
			Capitalised at Yeld of Less: Purchasers costs:	-1	7.50% 5.50%		£75,400 £3,931	£71.48
				N.	32070		Edgedi	27 1,95
			Net annual income				0	
			Capitalised at Yield of Less: Purchasers costs:	el.	8.0%		ō	£r
	Mo.	sq ft						
3-bed House - Open Market Yalve	23	935	21,160	eqft@	175.00		£3,701.198	
3-bed House - Social Rented 3-bed House Shared Equity	0	899 899	0	eqfi @	61.25 122.60		£0 £0	
4-Bed House = 40% of Total ONV Houses	15	1150	17.342	soft @	175.00		£3,034,850	
Total Affordable Houses Total Net Saleuble area - Houses	Ō		38.492	soft				
1996-1996 分配性出口性 推荐的 - 门边边接到			30,462	agri				
							£00	
							ĐÔ	
			Total Oireot Sales					26,730.040
	-		Inv Sales. Our Sales.	7" 480 6,736 048			REVENUE	£6,807.517
COSTS			and CHRYS	SCHOOL DAN			REFERUE	z.o,ou7.611
Site Cost							£905,000	
Site Stamp Duty VAT on Stemp Duty (Usually brownfield lend)			ati	4.00%			£36,200 £5,430	
Site Legal Fees			at .	0.50%	Onmin (iii), Venichtes	rus the higher	£5,430 £5,000	
Site Agency Fees			arl	1,00%			£9,060	
S186 Contributions - Health & Well Being			ore than 26 dwellings	38	49	£224	£8,446	
Local Area of Play Equipment - Calculated at 1 p- Public Open Space - Refer to cliding scale	ecenia pos		nore than 20 dwellings nore than 20 dwellings	3.1 38		£3,000 £1,031	£9,425 £38,800	
Public Open Space			ass than 20 dwellings	38	20	£00	20	
Education - Primary & Secondary		For sites of m	ore than 26 dwellings	0.232xG66x7K	+	0.187xC6x10K	£131,724	
						House &		
Public Art		On 1 Haplana	COM .	1%	x	costs (H54)	£31,983	
Highways				51	9	£1,000	£50,760	
Construction - Residential Houses				38,492	<u></u>	£82	£3.156.319	
Environmental abnormals and remediation				30,*92	GAL	LOZ	£3,190,319	
Highways abnomula							£00	
RSS EM18 Policy implications	_			Rouses €	7500 per plot	£0	20	
Code for Sustainable Homes (4) Implications Exceptionals One	Currently	priced at £7 per	r faci				£0	
Exceptionals Two							20	
Exceptionals Three							£00	£4,037.771
Building Regs Planning Fees				0.50%			£22,600 £22,500	
			If F64 is minus figure,					
Full Planning Application Fees £15,665 max = £1	100 per plot o	wer 60 unde	use C64 in total box	£16,666 5,00%	-1230	12441	£12,540 £226,889	
Contingency Architect				2,00%			£220,009 £90,766	
Engineer				0.00%			£0	
Quantity Surveyor				0.00%			£00	
Mechanical / Electri Other				0.00%			£0	£375,184
Letting Agents Fee			<b>8</b> 1	10.00%			£0	2010,10
Letting Legal Fees			at	5.00%			£0	
Invasie Agents Fee Invasie Legal Feez			81 81	1.00%			£715 £357	
Dissale Agents Fee Comm			at at	1,00%			£30/ £0	
Dr.sale Agents Fee Resi			at	1.20%			£80,833	
Dr.sale Legal Fees Comm			E	0.50%	est séments s		£20,208	
Dr.sale Legal Fees Resi Marketing Resi			ei ati	0.30% 1.6%	(plus £340 per pl	ok)	£20,208	
Marketing Comm							Ó	
Zurich / NHBC		38	EI ^	£350 Months Rant			13,195	
Premium-Office Premium-Retail			0	Months Rant			0	£216,3%
				- Per Company of the U.S.				mate - septil 19
							COSTS	6.128.804
	-							8,729.800
						GROSS MARG	iN	1,678.206
								_
INTEREST			(See CASHFLOW)					318,623
Interest rate pa			7.00%			NET PROFIT		1,394.564
	+					INCI PROPII		1,399.558
Gross Margin V.					24.90%			
Gross Margin on Cost					32.72%			
Gross Margin on Cost Net Profit %					32.72% 20.05%			
Gross Margin on Cost					32.72%			

Site Name	1135b		Delivery Point v					
Bolton Appreisel Templete 1s - 100 Total Ares	% Reside 2.81	Acres	litional Housing	Approx De	velopable Area	2.6	Acres	
Housing Density	14.5	Units/Acre				38	Houses	
Affordable Units based on	75% 25%	Social Rent Shared Equ		Discounted Discounted	2 <u>0</u>	35% 70%	of OMV of OMV	
Affordable Provision	0%							
REVENUE			Units		Per Annum			
Housing Ground Leases			36	<b>@</b>	150.00		£5,055	
			Net annual income				£5,000	
			Capitalised at Yeld of Less: Purchasers costs:	-1	7.50% 5.50%		£75,400 £3.931	£71.48
			Less: Hurchassers coass:	n).	5.0%		22,951	271,00
			Natiannual income				0	
			Capitalised at Yield of Less: Purchasers costs:		8.0%		Ò	£r
	Mo.	sq ft	Desa, Parcinesula Conta	<b>1</b>				- El
3-bed House - Open Market Value	23	935	21,100	sqft@	175.00		£3,701.198	
3-bed House - Sociel Rented	0	899	0	aqfi @	61,25		£00	
3-bed House Shared Equity	0	899	0	eqfi @	122,60		£00	
4-Bed House = 40% of Total Ot/V Houses	15	1150	17,342	sqfi @	175.00		£3,034.950	
Total Affordable Houses Total Net Saleuble area - Houses	Ō		38,492	soft				
The state of the s								
							£0 £0	
			Total Direct Sales	M 41**				26,730.04
			Inv Sales. De Sales.	₹ 480 € 736 048			REVENUE	£6,807.517
COSTS Site Cost							£1,200,000	
Site Cost Site Stamp Duty			arı	4.00%			£1,200,000 £48,000	
VAT on Stemp Duty (Usually provefield land)							£7,200	
Ste Legal Fees			El El	0.50%	On rain SK, Välighers	ris the higher	£6,000	
Site Agency Fees Sit #6 Contributions - Health & Well Being		Can obser at m	at fore than 26 dwellings	1,00%	50	£224	£12,000 £0	
Local Area of Play Soutoment - Calculated at 1 or	ece/12 clots			3.1	- <del>2</del>	£3.000	£00	
Public Open Space - Refer to sliding scale			rore than 20 dwellings	38	<u>ā</u>	£1,031	£00	
Public Open Space			ess than 20 dwellings	88	12	£0	£0	
Education - Primary & Secondary		For sites of m	ore than 26 dwellings	0.232xG6x7K	+	0.187xC6x10K	£0	
						House &		
Public Art		On 1 Haplana	CREA	1%	x	costs (H54)	£00	
Highways			ii .	51	9	£1,000	20	
Construction - Residential Houses Environmental abnormals and remediation				35,492	20	£82	£3,156,319 £150,000	
Environmental apriormals and remediation Highways abnormals							£150,000 £0	
RSS EM18 Policy implications				I∛ousos €	7500 per plot	£0	£0	
Code for Sustainable Homes (4) implications	Currently	priced at £7 per	rfact				£0	
Exceptionals One							£00	
Exceptionals Two Exceptionals Three	_						£0 £0	£4.679.618
Building Regs				0,60%			£23,000	21,010.01
Planning Fees				0.50%			£23,000	
Full Planning Application Fees £15,665 max ~ £1			If F64 is minus figure, use C64 in total box	£16.666	-1230	12441	£12.540	
Continuency	ioo ger prore	ALCO DIO ALLIES	user Cori III IOIRI BUA	5,00%	-1200	16771	£228,976	
Architect				2,00%			£91,600	
Engineer				0.00%			20	
Quantity Surveyor Mechanical / Electri				0.00%			£0	
Other				UUU78			£0	£379,100
Letting Agents Fee			<b>61</b>	10.00%			20	
Letting Legal Fees			ari	5.00%			£00	
Invasile Agents Fee			at .	1,00%			£715	
Invasile Legal Fees Dissale Apprils Fee Comm				0.50%			£357	
Disale Agents Fee Resi	_		at	1.20%			£80,833	
Dicasie Legal Fees Comm			El El	0.50%			£00	
Desale Legal Fees Resi			EI.	0.30%	(plus £340 per pl	ot)	£20,208	
Marketing Resi Marketing Comm			arl	1.6%			£101,041	
Warseang Comm Zurich / NHBC		38		£350			13,195	+
Premium-Office			0	Months Rant			0	
Premium-Retail			0	Months Rent			Ō	£216,346
							COSTS	5.174.974
						GROSS MARG		1,632.542
						- crosse mpiss	rul	1,4646.294
INTEREST Interest rate on			(See CASHFLOW) 7.00%					335,723
II WALLAND JOB			7.0078			NET PROFIT		1,299.615
Gross Margin V.					23.98%			
Gross Margin on Cost Net Profit %	-				31.00%			
Net Profit on Cost ( ino interest )					79.05% 23.63%			
ROCE % (before interest)					34.91%			
ROCE % (after interest)					27.73%			

Site Name			Delivery Point \	with Dilut	- CUSIS			
Bolton Appreisal Templete 1e - 100! Total Area	K Reelde 12.36	ntial - Tree Acres	litienal Housing			11.5		
IONI A DIL	12.36	ACIOS		Approx De	velopable Area	11.5	Acres	
Housing Danalty	14.5	UniteAcre				167	Houses	
Affordable Units pased on	75% 25%	Social Rent Shared Fou		Discounted Discounted	- S2 - S0	35% 70%	of DMV	
		O IBICA ENG	nigr	DISSUU RUU		10.5	ALCHAIA	
Affordable Provision	15%				_			
REVENUE Housing Ground Legges			Units	80	Per Annum 150.00		£25.013	
nuasing direction creases			101	6	130.00		E23,014	
			Natiannual acome				£25,012	
			Capitalised at Yield of Less: Purchasers costs:	si	7.50% 5.60%		£17,388	£816.11-
				1	CTMW		E Ir, Jule	2.010,114
			Nat annual acome				Ö	
			Capitalised at Yiero of Less: Purchasers costs (	si .	5.0%		Ů	Đ
	No.	eq ft						
3-bes i isuse - Open Market Velue	71	935	200,300	aqti 🕸	175.00		£44,647,075	
3-bed House - Social Rented	19 6	899 899	16,805	sqfi 🗟	€1.26		£1,032,982	
3-bed House Shared Equity 4-Bed House GMV Houses	71	899 1150	5,622 81,663	soft (2)	1,22,50 175,00		£14,288,641 £14,288,750	
Trace   Louise Settly   Louise		1100	0.700	adu 48	170.00		as regional if the	
Total Afferdable Houses	25							
Total Ne. Saleable area - Houses	-		170,021	sqf				
							£Ď	
							20	
			Total Direct Sales					£27,027.72
			les Sales	816,114				
COSTS			Sir Xales	27.778			REVENUE	£27,043.64°
Site Cost-Appears Vietre as greater than EUV		<del>                                     </del>					£2,650,000	
Site Stemp Duty			.ei	4.00%			£106,000	
VAT on Stemp Duty (Usually provinfield and)							£15,900	
Site Legal Fees Site Agency Fees			- El - 21	0.547% 1.00%			£25,000 £26,600	
8166 Contributions - Health & Well Being		For sites of m	ore than 26 dwellings	167	<b>39</b>	£22/	£40,544	
Local Area of Play Foulpment - Calculated at 1 pe	ne/12 pints	For sites of m	renthan 20 dealings.	13.3	60	£3,000	645,300	
Public Open Space - Refer to alking scale			rore then 20 overlings	167	29	£1,031	£186,611	
Public Open Space			ess man 20 divertings	16?	<b>2</b>	20	£Ó	
Education - Primary & Secondary		For saltes of m	ore than 25 dvellings	0.232x65x7K	+	0.187xG5x10K House &	£582,826	
						mirastructure		
Publis Art		On 1 Halphis s	G06	18	X	oosis (H64)	£*39,827	
Highwayi				167	<b>50</b>	£1,000	£161,000	
Construction - Residential Houses				170,521	SQ.	£82	£13,982,741	
Demo,clear and crash						PC Sum	£585,000	
Soi Cover RSS EMI & Policy mplications				Linconn di	t 7500 ver pipt	£00	£197,780 £0	
Code for Sustainable Homes (4) Implications	Currentive	riced at £7 per	riad	I YOUNGS (C	F 1970 Net Dist	20	20	
Exceptionals One							225	
Exceptionals Two							න	
Exceptionals Three Building Reps				0.90%			£94.000	£15,744.60
Planning Fees				0.60%			£94,000	
			If P64 is minus figure,					
Full Planning Application Fees £18,665 max • £1 Continue nev	OU per plo: o	wer 50 unis	use 384 in total box	£16,688 6,00%	11675	56027.5	£29,665 £637,290	
Architect				2.00%			£874.898	
Engineer				0.00%			£0	
Quantity Surveyor Manhadani - Floord				0.00%			£0	
Mechanical / Electri Other				0.00%			ඩා ඩා	£1,620.80:
Letting Agents Fee			at	10.00%			£ò	- your Su
Letting Legal Fees			as	5.00%			20	
Invasie Agents Fee Invasie Legal Fees			81 81	1,00% 0,50%			£3,161 £1,581	
Dr.sale Agenis Fee Comm				1,00%			£1,561 £0	
Dr.sale Agents Fee Resi			#1	1,20%			£531,533	
Dissale Legal Fees Comm			at	0.60%	4.1 . ### ***	- 14	£n	
Drusale Legal Fees Resi Marveting Resi			81 di	0.30%	(plus £340 per pl	ot]	£52,883 £414,416	
Marketing Comm			- di	- JO 80			0	
Zurich / NHBC		167	超	£350			58,363	
Premium-Office			0	Months Rent			0	0004 00
Premium-Retail			0	Months Rent				£891,93
							COSTS	21,169.640
						GROSS MARG	NIN	e man ee
						ORUGO MAKE	en <b>s</b>	6,777.23
INTEREST			Mar Lydna umu					
INTEREST Interes: rate pa			(8ae CASHRLOW) 7.00%					1,184.82
n-serves thing put			5010			NET PROFIT		5,592 37
Gross Harris on Cont					24.20%			
Gross Margin on Cost Nat Profit %					32.02% 20.01%			
Net Profit on Cost ( ino interest )					25.02%			
ROCE % ( before interest )					40.19%			
ROCE S. ( after interest )					33.17%			

Bolton Appreisal Templeto 1a - 1001	/ market		Post De ivery P					
Benton Appresen: Templeto 14: - 1001 Total Area	12.36	Acres	ixiensi Housing	Accorde De	velcosble Ares	11.5	Acres	
				- Approx De				
Housing Denaity	14.5	UniterAcre				167	Houses	
Affordable Units paged on	75%	Social Rent	did .	Discounted	<b>2</b>	35%	of OMV	
	25%	Shared Equ		Discounted	30	70%	of DMV	
Affordable Provision	25%							
REVENUE	20.0		Units		PerAmum			
Housing Ground Leases			167	60	150.00		£25,013	
			Nat annual income	- @			£25,012	
			Capitalised at Yield of		7 50%		£533,800	£316.11
			Less: Purchasers costs:	31.	5.00%		£17,386	2,316,11-
			Nat annual income		A.IFC.		Ó	
			Capitalised at Yield of Less: Purchasers costs:	el.	8.0%		0	£
	No.	sq ft						
3-bed I leuse - Open Market Yelue	62	935	67,073	aqti 🕸	175.00		£10,144.700	
3-bed Hause - Social Rented 3-bed Hause Shared Equity	31	899 899	26,103 9,88)	sqfi 🛱	€1.26 122.60		£1,721.903 £1,211,403	
3-5ed Hause Discounted Market Value	0	850	0	soft 10	0.00		£D	
4-Bed House GMV Houses	63	1150	72,463	sqfi 👲	175.00		£12,678,790	
Total Alfordable Houses	42							
Total No. Saleable area - Mouses			166,417	6qf				
							80 80	
			Total Direct Sales					£25,768.60
			inv8ales	816,114				
совтя			British	26-766-696			REVENUE	F26,072 RH
Site Cost-Unviable as EUV a greater.	+	1			-		£1,650,000	
Site Stamp Duty			#i	4.00%			£56,000	
VAT on Stemp Duty (Usually provintield and) See Legal Fees			21	0.60%			£9,900 £5,000	
Site Agency Fees			ai	1,00%			£16,600	
S186 Contributions - Health & Well Being			crethan 25 dvellings	167	50	£22/	£40,544	
Local Area of Play Equipment - Calculated at 1 pla Public Coen Space - Refer to stiding scale	06/12 (0/0/6		rore than 20 overlings rore than 20 overlings	13.3	<b>数</b>	£3,000 £1,031	£45,300 £186,611	
Public Open Space			es than 20 dwellings	167		20	£0	
Education - Primary & Secondary		For sites of m	crethan 25 dvellings	0.232xG5x7K	+	0.187xG5x10K	£582,625	
						House &		
Putris Art		On 1 Ha place	nos	18	×	apots (H64)	£138,102	
Highways				167	盤	£1,030	£161,000	
Construction - Residential Houses				168.417	50	£82	£13.£10.177	
Demo, glear and grush						PC Sum	£585,000	
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Exceptionals Two Exceptionals Three							ණ ණ	£17.514.511
Building Rags				0.60%			£58,000	EVAINE
Planning Fees			M 100 A 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	0.90%			£88,000	
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Contingency				5.00%			£67.5,72 <b>6</b>	
Architect Engineer				2.00% 0.00%			£350,290 £0	
Quantity Surveyor				0.00%			£D	
Machanical / Electri				0.00%			80	
Öther Letting Agents Fee			di	10,00%			粒	£1,431.66
Letting Legal Fees			81	5.00%			£Ď	
Invaele Agenta Fre			<b>8</b> 1	1,00%			£3,161	
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Dicsale Agents Fee Resi			al	1.20%			£809,078	
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des se Massis N					54 100/			
Gross Margin % Gross Margin on Cost			-		24.13% 31.80%			
Net Profit %					20.22%			
Net Profit on Cost (Ino interest) ROCE S ( before interest )					28.84% 42.93%			-

Bolton Appraisel Templete 1a - 1809	4 Reside	ntiel - Trec	ilitional Housing					
Total Area	12.36	Acres		Approx De	velopable Area	11.5	Acres	
Housing Density	14.5	Units/Acre		-		167	Houses	
Affordable Units based on	75%	Social Rent	Cod.	Discounted	5 <u>0</u>	35%	of OMV	
PRINCIPLE OF THE PRINCIP OF	25%	Straned Equ		Discounted	14	70%	of DMV	
Affordable Provision REVENUE	25%		Units		PerAmum			
Housing Ground Leases			167	æ	150.00		£25,013	
			Net annual income	2			£25.012	
			Capitalised at Yield of		7.50%		£333,600	
			Less Purchasers costs		5,50%		£17,388	£316,11-
			Net annual income				0	
			Capitalised at Yeld of Less Purchasers costs :	al .	8.0%		0	Ð
	No.	sq ft						
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3-bed House Shared Equity	11	899	20,100	eqti de	122,60		£1,721,963 £1,211,403	
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							Ð	
							Ð	400
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Public Open Space Education - Primary & Secondary			nse tran 20 owelings Iore than 25 dwellings	0.252J/05x7K		0.187x05x10K		
						House 8		
Public Art		On 1 Haplas s	cus .	1%	×	infrastructure costs (H54)	Ð	
Highways				167	60	£1,000	வ	
Constructor - Residential Houses				168417	50	£62	£13.810.177	
Demo,clear and crush				1997-11		PC Sun	£585,000	
Sol Cover				Mariana 6	b Manage consisted	£00	£+97,700	
RSS EM16 Policy Implications Code for Sustainable Homes (4) Implications	Currently	i priced at £7 per	ricot	Fromses &	7500 per pist	£U		
Exceptionals One							Ð	
Exceptionals Two Exceptionals Three							en en	£17.501.937
Building Rage				0.50%			£88,000	2.17,007,300
Planning Faes			If FS4 is minus figure.	0.00%			£88,000	
Full Planning Application Fees. £18,665 mas. + £10	00 per plet c	wer 60 units	use 284 in total box	£16086	11675	56027.5	£29,665	
Contingency Architect				5.00% 2.00%			£875,007 £350,039	
Engineer				0.00%			£350,638 £0	
Quantity Surveyor				0.00%			Ð	
Mechanical / Electri Other				0.00%			<u></u>	£1,430.801
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Letting Legal Fees Inv.sale Agenta Fee			된	5.00%			£3.161	
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Interest sale pa  Gross Maroin %								1,083.236

# APPENDIX 2 Stakeholder Meeting Minutes



## AFFORDABLE HOUSING ECONOMIC VIABILITY STUDY STAKEHOLDER MEETING

**MINUTES** 

Friday 23rd Oct 2009. 10:00 a.m. - 12:00 noon

**Lancaster Suite, Bolton Town Hall** 

**Present:** Andrew Chalmers Bolton Council

Paul Stanley APS & Co

Alastair Sheehan APS & Co

Ted MacDougal Bardsley Construction

David Short Emerson Group / Jones Homes

Simon Artiss Bellway Homes

Sara Talai Broadway Malyan Architects

Paul Philbin Bolton Community Homes

Dominic Conway Bolton Council

Helen Ireland Darcy Lever Residents

Association

Mark Calvert

Taylor Wimpy Chris Kershaw

Graham Bee Arley Homes Ltd

Jones Homes Iain Crossland

Bolton Council

Ian Morgan

**Bolton Council** 

### 1 Welcome and Introduction

AC welcomed all before outlining the rationale for the meeting, to discuss the methodology and assumptions of the study rather than individual site specifics.

### 2 Purpose of the Study

- 2.1 AC explained the need to carry out an Affordable Housing Viability study, building on the SHLAA and SHMA to inform an affordable housing target, or range of targets.
- 2.2 DC explained some of the context to the study in relation to the SHMA and SHLAA findings and the changing economic conditions. There is a need to supply affordable housing in the borough that reflects the level of need. The current recommendation from the SHMA is a 35% affordable housing threshold. Bolton Council envisages that the affordable housing delivery would be split between 75% socially rented and 25% intermediate housing.
- 2.3 Stage 1 of the process is complete and relates to the level of housing need. Stage 2 is about how development can be delivered to meet this need.

### 3 Methodology Range of Sites / Sample Selection

- 3.1 AS outlined the proposed approach to the study. This has involved taking an initial sample of 70 more deliverable sites from across the Borough. Detailed analysis would then take place on 30 of these, using a method that has already proved successful in several other boroughs, such as Liverpool, Wirral, South Lakes and Rossendale. The 30 sites are mixed in size, Brownfield / Greenfield split, market areas, proposal sources, and priority (as defined in the SHLAA). See presentation slides.
- 3.2
  HI How have the consultants developed a local knowledge of the area?
  AS explained that they have carried out previous work in Bolton, and in the field of housing delivery more generally.
- 3.3
   DS Will the site become known or remain anonymous?
   AS They will remain anonymous at this stage as they are a guide, and real technical costs could only be explored at development phase.
   AC emphasised the indicative nature of the study.
- 3.4
  CK How would deliverability be split considering the deliverability difficulties in many areas?
  - AS-3 separate scenarios would be considered for each site each considering different circumstances. No conclusions have yet been made in relation to private sector development.

- 3.5 CK Affordable housing will be undevelopable in lower market areas, they could only take place in the better market areas. How will such difficult situations be addressed?
  - AS This situation has been accounted for within the model, and different sites will receive different allocations dependent upon their circumstances.
- 3.6 CK It is a difficult market in which to achieve enough sale value to cover affordable housing.
  - AS The model assumes that current market conditions will prevail and will therefore provide a realistic recommendation.
  - DC Emphasised that there is a viability versus need situation which needs to be balanced.

### **High Level Achievability Assessments**

3.7 A discussion took place as to what gross development margins most developers are working towards, as 24-25% has been built into the model. This appeared to be generally the case around the table.

### **Detailed Development Appraisals**

- 3.8 There was a general agreement around the make up of the model with the density levels target of 14.5 units per acre particularly welcome.
- 3.9 There was a discussion about current trends in development with a general agreement that the large higher value schemes are the main area of growth. Some house builders emphasised the difficulties in selling three storey units and that there was a move back towards three and four bed units. First time buyers have no real access at present to the market.

  DC indicated the need to provide a balance of affordable provision between social rented and intermediate housing (75%/25%). Different forms of shared equity/ownership schemes are currently under investigation by the Council and were welcome around the table as a possible solution, particularly for first time buyers.
- 3.10 Discussion around the build cost element of the model took place with some stakeholders considering that the £73 per ft² is set too low. £83 to £85 per ft² was considered more realistic

### Action: AS to reappraise this element of the model.

- 3.11 The model contains a 5% contingency figure for costs which was broadly accepted. AS emphasised the impact that S106 requirements can have on viability and the model can test this by looking at viability with and without them.
- 3.12 It was emphasised that if the model finds that a site is not viable with an affordable allocation then no affordable housing allocation would be made.

- 3.13 Some stakeholders consider that developers will struggle to deliver affordable housing without any greenfield releases.
- 3.14 Discussion around the building sales rates are based on 30 per year. There appeared to be some differences around the table but a general agreement that this is very difficult to predict at the present time.

### 4. Emerging Findings

- Brownfield sites are less deliverable especially at 35% affordability.
   Allocations are likely to be lower on these sites.
  - Greenfield sites can stand the full 35% target even with imposition of the full range of Section 106 requirements.
  - Section 106 cost impacts are being assessed by the Bolton Council on a site by site basis.
  - Affordable housing will be delivered on a site by site basis through a range of allocations.
  - It will be up to developers to evidence costs.
- 4.2 Study findings will be used to devise affordable housing target within the Core Strategy. The broader spatial strategy will not be revisited as a result of this study, although any consequences for affordable housing delivery may need to be considered.
- 4.3 The study will not result in finite requirements but will provide targets on a site by site basis. This may then be negotiated by the developer on presentation of robust evidence.
- 4.4 It was suggested that the model needs to take account of HCA regulations for social housing standards. Build costs for these could be up to £115 per ft².
- 4.5 Some discussion took place around the possibility of renewal in terms of providing greater capacity for affordable housing rather than relying new build. This will become an area of potential focus for central Government in future.

### 5. Next Steps

AC brought proceedings to a close. The draft report will be available in two weeks time, in order to meet with the timescale for consideration of the Core Strategy by the Executive Member Development, Regeneration and Skills on 23<sup>rd</sup> November and presentation to Full Council on 9<sup>th</sup> December.

### **APPENDIX 3**

LIST OF CONSULTEES

### **HOUSEBUILDING COMPANIES**

- BLOOR HOMES
- ROWLAND HOMES
- BARRATT
- MacInierney Homes
- Jones Homes
- TAYLOR WIMPEY
- BARDSLEY COSTRUCTION
- JCS Homes
- GREENAPPLE HOMES
- Bellway Homes
- NIKAL DEVELOPMENTS
- Urban Regen
- ARLEY HOMES

### **OTHER BODIES**

• DARCY LEVER RESIDENTS ASSOCIATION

### **ESTATE AGENCIES**

- ZOOPLA
- LAND REGISTRY
- House Prices.Co.Uk
- RIGHT MOVE

### **APPENDIX 4**

AFFORDABLE HOUSING IN BOLTON
CHALLENGES, SOLUTIONS AND DELIVERY

### 4 AFFORDABLE HOUSING IN BOLTON: CHALLENGES, SOLUTIONS AND DELIVERY

### 4.1 Introduction

This section draws together the findings of the analysis and highlights ways in which the council can overcome the challenges associated with ensuring the successful delivery of affordable housing. This is especially relevant given the current economic climate and the associated impact on the property market generally.

### 4.2 CHALLENGES AND SOLUTIONS

### **Locational Challenges**

Bolton Council are faced with two contradictory pressures; on the one hand there is a need (as identified by the 2008 SHMA) for substantial additional affordable housing, whilst on the other hand there is a desire to protect the areas of Greenbelt. There still remain numerous residential development opportunities throughout the Borough, most notably in the form of Previously Developed Land, in particular old mill buildings and factories, which are often situated in prime locations, adjacent to popular settlements and main roads. Such Brownfield sites are unlikely however, to yield high quantities of affordable accommodation.

4.3 In this context, and in light of our recommendation that the Council sets a site size threshold of 15 dwellings on Greenfield sites, we consider that the aforementioned challenges are not insurmountable.

### 4.4 Funding and Delivery of Affordable Housing

Funding issues are forever present, however detailed below are schemes which demonstrate a potential flow of affordable housing units and the ability for the consumer to benefit.

4.5 A change from the Housing Corporation's Approved Development Programme to the National Affordable Housing Programme 2008-11 introduced a range of qualifying criteria for RSLs who could access social housing grant. From 2008-11, the Homes and Communities Agency (HCA) will invest around £8.4 billion in affordable housing through the NAHP.

- 4.6 The programme's development partners will deliver 155,000 new homes and each year a proportion of homes built will be made available for low cost home ownership and social rent. Before applying for funding, housing providers must be awarded Investment Partner status through the pre-qualification status. There have been two pre-qualification rounds to date and 143 providers have been awarded Investment Partner accreditation.
- 4.7 The £400m Kickstart Housing Delivery Programme was announced in the 2009 budget and is targeted at stalled sites with the aim of constructing high quality, mixed tenure housing developments. Additional resources of £660m were also announced in Building Britain's Future on 29<sup>th</sup> June 2009. This extension to the Kickstart Programme means that additional resources will be available to schemes which have applied under the first round of Kickstart; the HCA will also run a second round of bidding which could include support for schemes due for completion in 2011 and 2012.
- 4.8 In the North West we are seeing a number of stalled schemes re-starting under this programme and this will eventually filter into housing schemes in Bolton. Up to 22,400 additional new homes could be built across England and Wales through the 270 bids, which were shortlisted. The 270 shortlisted schemes are promoted by a range of developers, including national and local housebuilders and RSL's.
- 4.9 The Public Land Initiative is designed to bring new construction players into the housing market using land in public ownership. Rather than selling land outright to developers, public landowners would take a 'deferred payment'. Partners will be selected from the forthcoming HCA Delivery Partner Panel and the sites will be briefed to the standards set for the Public land Initiative which include the Code for Sustainable Homes Level 4 and minimum space requirements. The land will then be disposed of through an agreement based upon a joint venture model that will take account of the value of the land invested, shared risk and returns, and available grant for social housing. The completed homes could then be transferred to a Registered Social Landlord (RSL), to Private Rental Sector Initiative partners, or sold on the open market to individuals.
- 4.10 This scheme could be extremely useful for delivering affordable units on schemes which for the foreseeable future are unviable delivered as private dwellings, or for utilizing the affordable element to kick-start schemes where private housing as the majority of the scheme is difficult to fund.

4.11 A number of regionally based housebuilders are attempting to arrive at solutions based on a joint-venture delivery of affordable stock, utilizing public-owned land. With the impact of the Economic Downturn having placed severe pressure on the ability of regional housebuilders to trade, there is a distinct opportunity for the Council to take advantage of the entrepreneurial efforts of such firms, the added benefit being that they would employ locally based skilled labour and therefore create positive spin-offs within the borough.

#### 4.12 Implications of the Economic Downturn

The economic climate has suffered nothing short of extreme deterioration in the past 24 months following some 15 years of favourable economic circumstances, with rising property values and high levels of activity across most property sectors. Professor Parkinson's report (2009)<sup>1</sup> on the implications of the credit crunch for regeneration stated that in simple terms the implications of the 'credit crunch' are that

> 'lenders won't lend, borrowers can't borrow. builders can't build and buyers can't buy'.

He has since been proven right.

- 4.13 The economy has deteriorated further since the report by Professor Parkinson with a continued decline in property prices, whilst the supply of credit has only marginally improved<sup>2</sup> for consumers. For producers, there is no significant increase in funding supply for housing schemes and no funding supply for apartment schemes whatsoever, save on sites where financial institutions are heavily committed and have no option other than to continue with their commitments to a build-out, in order to recover funds.
- 4.14 The funding market is directly linked to the liquidity problems that have affected the credit market and the significant challenges that face the banking and mortgage sectors. Where funding is available for housing development schemes, lenders are much more selective, require at least 35%-40% equity and the costs of lending, where available, are greater. It is our opinion however that fortunately, market forces will operate to ensure that this situation will change

<sup>2</sup> Regeneration and recession: unlocking the money

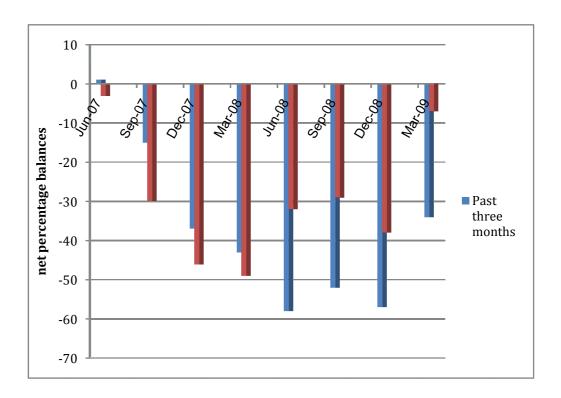
<sup>&</sup>lt;sup>1</sup> The Credit Crunch and Regeneration

during the course of the next 18 months -2 years. The supply of development funding will eventually improve.

4.15 The consequences have been severe for the residential property market, which has seen significant deterioration in both sales volumes and prices.
Development of sites for residential uses by the private sector has seen a marked decline. Where developers are acquiring sites, acquisitions are being made at a price materially lower than two years ago, although there may be a profit share or uplift arrangement should circumstances improve.

FIGURE 4.1

SUPPLY OF CREDIT TO COMMERCIAL REAL ESTATE



Source: Regeneration and recession: unlocking the money / Bank of England<sup>3</sup>

4.16 Typically, residential land values have fallen in secondary and tertiary areas by as much as 65% from their June 2007 peak and by as much as 35% in prime areas. The affordable housing sector has remained far more active and is more evident as

<sup>&</sup>lt;sup>3</sup> To calculate aggregate results, each lender is assigned a score based on their response. Lenders who report that credit conditions have changed 'a lot' are assigned twice the score of those who report that conditions have changed 'a little'. These scores are then weighted by lenders' market shares. The results are analysed by calculating 'net percentage balances' — the difference between the weighted balance of lenders reporting that, for example, demand was higher/lower or terms and conditions were tighter/looser. The net percentage balances are scaled to lie between +\_100.

a supplier of accommodation in the current market. Since 2007, RSL's have been a valuable source of funding, seen as a means of delivering housing development on site, which are no longer viable to the private sector. They were regarded as a means of recovering at least some of the substantial losses that investors/speculators and developers had made on residential sites. We estimate that this delivery activity will trail off towards the end of 2010, as competition begins to re-emerge into the funding markets.

- 4.17 Nationally, activity in the housing market peaked in 2006, before the start of the economic downturn, as affordability was being eroded by increasing property prices. It is likely that prices would have slowed but the 'credit crunch' intensified the decline with dramatic effect<sup>4</sup>.
- 4.18 The economic downturn has had a significant impact on house building rates. Over the last ten years house building rates in the UK have been low by international standards, despite picking up considerably between 2005 and 2007. Much of this increase was the result of greater densities, created by the restricted supply of land due, notably in the North West of England, to the restrictive planning moratoria on residential development.
- 4.19 Table 4.1 below shows house building rates peaked nationally and regionally in 2006. This has been followed by a sharp drop in the number of dwellings stated in Quarter 1 of 2009 with 18,270 starts in England and 1,260 starts in the North West, a decline of 62 per cent and 82 per cent respectively from 2006.
- 4.20 Moving forward, it is difficult to predict with any certainty the duration of the downturn and the longer-term impact on property prices. There remains a shortage of funds to finance development borrowing and when full liquidity will return to the market is unclear. Private sector developers are likely to be

'constrained by a weaker supply of credit, relative to the past ten years and higher risk premiums, particularly for more marginal projects'<sup>5</sup>.

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<sup>&</sup>lt;sup>4</sup> The Credit Crunch and Regeneration

<sup>&</sup>lt;sup>5</sup> Regeneration and recession: unlocking the money

TABLE 4.1

HOUSE BUILDING STARTS

		Dwellings	Dwellings
		Started	Completed
2006 Q1	England	48,180	37,720
	North West	4,990	4,310
2006 Q2	England	47,040	43,250
	North West	5,220	5,560
2006 Q3	England	39,860	37,670
	North West	3,030	4,240
2006 Q4	England	42,120	42,220
	North West	1,790	3,020
2007 Q1	England	43,270	44,540
	North West	4,990	4,310
2007 Q2	England	42,760	43,260
	North West	5,220	5,560
2007 Q3	England	42,660	38,680
	North West	3,030	4,240
2007 Q4	England	37,770	48,420
	North West	1,790	3,020
2008 Q1	England	33,250	37,780
	North West	5,220	5,560
2008 Q2	England	33,880	37,510
	North West	3,030	4,240
2008 Q3	England	22,310	31,450
	North West	1,790	3,020
2008 Q4	England	15,850	35,660
	North West	3,030	4,240
2009 Q1	England	18,280	29,210
	North West	5,220	5,560
2009 Q2	England	30,740	39,830
	North West	3,030	4,240

Source: CLG House Building Statistics

4.21 Following a critical analysis recently undertaken by AP Sheehan & Co on the Macro-economic climate, what is clear is that land values may not recover to any significant level. We estimate that sales values will likely increase by no more than 4%-5% per annum for the next few years. With the imposition of Code Level

3 of the Code for Sustainable Homes, the general implication of cost amounts to approximately £7 per sq ft, or approximately 10% of the net build cost of a house or apartment. In this respect, the impact on land values will likely be as much as a 20% reduction, thereby mitigating any land value increases during the course of the next 4 - 5 years. By such time, Code Level 4 will be implemented and will have a similarly detrimental effect of land value inflation in this regard. We suggest that this will have significant impact on the deliverability of Brownfield land for residential development and therefore the level of provision of affordable housing thereon.

- 4.22 This national picture has been reflected in the development picture in Bolton in 2009. Residential development is rather static with any development that is occurring being predominantly in the form of 100 per cent affordable housing. Some affordable housing providers have been able to secure sites in the Borough, which private developers have been unable to deliver whilst the economic climate remains unfavourable.
- 4.23 Affordable housing provision has been heavily related to development of open market sales through Section 106 agreements. Whilst there will likely be some impact on RSL build programmes, these could be impacted by the restricted supply of credit. However in light of the longer-term view generally taken by RSLs they are not likely to be as badly affected by the economic downturn.

### 4.24 AFFORDABLE HOUSING PRODUCTS

The Homes and Communities Agency (HCA) are responsible for the delivery of nearly all of the affordable housing in England. The HCA has an investment programme of £8.4 billion for 2008-11 agreed with their development partners (RSLs and private sector developers) to deliver at least 180,000 new affordable homes nationally. By 2010-11 the ambition is to see a building rate of 70,000 homes per year, with a minimum target of 45,000 for social rent and 25,000 for affordable sale.

### 4.25 HomeBuy Schemes

The National Affordable Housing Programme (NAHP), the HCA's investment vehicle for delivering new affordable homes invested £3.9 billion in 84,000 new affordable homes in England between 2006 and 2008. HomeBuy Agents, formerly Zone Agents, form part of the delivery process for intermediate housing products developed in the NAHP, providing the access point between the developers and the end purchasers. The role of HomeBuy Agents includes, inter alia, the following:

 holding the local waiting list and / or working with local authorities in assisting applicants for Government supported LCHO programmes funded through the NAHP;

- assessing eligibility for assistance and maintaining a database of all eligible applicants. These could include existing social tenants, and those on RSL and local authority waiting lists; key workers; and priority first time buyers as defined by Regional Housing Strategies;
- processing applications for LCHO schemes using a single standard application form; and
- liaising with local authorities, developing organisations, regional housing bodies and local employers to ensure effective targeting of assistance to eligible groups.
- 4.26 The HomeBuy agent for Bolton is Plumlife, part of the Great Places Housing Group. Bolton Borough Council are working in partnership with Plumlife to implement the HomeBuy Schemes. The Plumlife HomeBuy Agency service operated across Greater Manchester and Lancashire and is able to provide a one-stop-shop for first time buyers for all schemes in the area. This will have a positive impact on absorbing some demand for affordable products in Bolton.

### 4.27 Open Market HomeBuy

Open Market HomeBuy is a Government backed home-ownership scheme that aims to help people to purchase 100% of a property on the open market. It is a flexible equity loan scheme designed to help households earning up to a maximum household income of £60,000.00 a year (subject to certain criteria) to buy a home. There are currently two Open Market HomeBuy schemes:

- MyChoiceHomeBuy has been developed by 8 housing providers in partnership with the Government and the HCA and is being marketed via a national network of 23 HomeBuy Agents. The scheme works by allowing buyers to purchase a home on the open market and then providing as much as a 50 per cent or as little as a 15 per cent equity share. The purchaser will then pay a fee of 1.75 per cent on the share bought with MyChoiceHomeBuy.
- Ownhome is provided by a partnership between Places for People and The Co-operative Bank. Under the scheme, purchasers can borrow between 20% and 40% of the value (equity) of the home for 25 years (or the term of the mortgage). Interest payments are not paid on the Ownhome loan for the first five years. After five years interest is charged at a fixed rate of 1.75% on the Ownhome loan each year. After a further five years the interest will be increased to a fixed rate of 3.75% for the rest of the Ownhome loan period.

### 4.28 New Build HomeBuy

New Build HomeBuy enables people who cannot afford to buy a home outright, to purchase a share in a new build home. The properties are built with the aid of public subsidy or a grant from the HCA. The scheme is specifically aimed at helping local authority and housing association tenants, key workers, first time

buyers and others who are unable to afford a new home. Purchasers are expected to buy an initial share of between 25 per cent and 75 per cent and then pay rent on the portion they do not own. The option to staircase (buy further shares in the house) is available on most schemes. This is seen generally as the typical shared equity model historically available in Bolton and other parts of the North West.

### 4.29 HomeBuy Direct

HomeBuy Direct gives eligible buyers the opportunity to own a specified newly built property. Buyers are offered an equity loan of up to 30% of the value of the home, co-funded by the government and the developer, without any fees for the first five years. The purchaser then receives an equity loan of up to 30% of the purchase price of the chosen property (minimum 15%). The equity loan will be co-funded on equal terms by the government and by the developer supplying the property. The purchaser must contribute the remaining equity (a minimum of 70%), through their mortgage (which could be obtained from any lender regulated by the Financial Services Authority) and any deposit. After the first year, purchasers are able to redeem the equity loan in instalments or in full, purchasing up to 100% equity by buying additional equity at the market rate. Equal repayments must be made to both loans i.e. a minimum of 5% must be paid to both the government and the developer; therefore in total a minimum repayment of 10% is required.

4.30 Buyers will be able to sell their HomeBuy Direct home on the open market. When they do so, they will repay the equity loan by way of a share of the sale proceeds. This repayment will be shared equally between the government and the developer. If the value of the property has increased by the point of sale, the buyer, the developer and the government will all share in this increase. If the value of the property has gone down, the government and the developer will only share the sale proceeds that are left over once the mortgage has been repaid.

### 4.31 Social HomeBuy

The Social HomeBuy Scheme allows RSLs and Local Authorities to dispose of their rented housing at a discount on shared ownership terms to its secure and assured tenants who occupy properties eligible for the scheme.

4.32 Purchasers are able to buy an equity share based on a percentage of the full market value of the property they occupy. The range of the initial equity share can be any amount between 25% and 100%. All Social HomeBuy leases allow the purchaser to buy further shares and staircase to 100%.