

Newark & Sherwood District Council Allocations & Development Management DPD Commercial Viability Assessment

August 2012





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Appendix 1 – Viability Appraisals & Assumptions



1.1 The report will provide an assessment of the viability of the commercial site allocations proposed in the Newark & Sherwood Site Allocations Development Plan Document. The study will consider viability in the context of adopted Core Strategy policies that might affect the cost and value of development (Affordable Housing, Community Infrastructure Levy, Infrastructure requirements and associated Sec 106 contributions, Design and Construction Standards) as well as site specific cost constraints identified by the Authority (eg contamination, site stability, flood defence etc). The study also considers delivery over the remaining 14 years of the Development Plan to 2026.

Study Area

1.2 The study area covers the whole of the administrative area of Newark and Sherwood District Council. The assessment first considers the existence of economic sub-market areas for commercial development within the District boundary which form the basis for the Authority's CIL Charging Zones.

Methodology

1.3 The study seeks to assess the viability of individual commercial development sites taking account of all relevant factors. The study considers delivery of sites within three time periods up to 2026 - 0.5 years, 5-10 years and 10-15 years (10-14 years being relevant to the plan period). The cost and value assumptions are adjusted accordingly to reflect market forecasts for commercial costs and values over these periods.

1.4 The study involves an assessment of market values for commercial development in Newark and Sherwood based on updated advice from Heb Surveyors who undertook a Districtwide valuation survey to support the progression of the Community Infrastructure Levy in 2010. The study uses the same sub-market area approach for viability testing based on the adopted differential CIL Charging Zones. The study uses the base construction costs and rates used to inform the CIL work based on advice from Gleeds cost consultants.

1.5 The viability appraisal considers two principal land value benchmarks from which development is likely to emerge – Greenfield and Brownfield.

1.6 The study assumptions are based on up to date available market evidence. Specific advice has been obtained from Gleeds costs consultants on reasonable allowance for abnormal site constraints.



Executive Summary

1.8 The viability assessment indicates whether individual development sites are considered viable on a 'traffic light' red, green, amber approach.

Green – Site considered viable having made allowance for all reasonable development impacts, a standard developers profit and return to the landowner.

Amber – Site considered capable of viable development making allowance for all reasonable development impacts, a standard developers profit but acknowledging that landowners may need to accept reductions for abnormal site development costs if development is to proceed.

Red – Site not currently considered viable based on implementation of Council policies and standard returns to landowners. It should be recognised that sites in this category may be viable if the Council is minded to relax infrastructure contributions and landowner/developers accept that abnormal development costs may reduce profit return.

Key Findings

1.9 The viability testing illustrated that, in general terms, commercial development in all allocated locations in Newark and Sherwood is viable and can accommodate CIL charges and the Council's policy requirements over the plan period to 2026.

1.10 The assessment necessarily relies on fixed assumptions and generic application of allowances for standard and abnormal construction costs. There will be significant variations dependent on specification, construction methods and associated build cost and indeed sales rates which will make some types of development more or less viable and individual assessments may still be necessary at planning application stage where variations to policy requirements are sought. In circumstances where viability is marginal. It should also be noted that where it is the abnormal site development costs that threaten viability, landowners may need to accept reductions in land value and this may make development viable.



2.1 The purpose of the study is to assess the overall viability of the commercial development allocations proposed by the Development Plan.

2.2 In order to provide a robust assessment of Development Plan proposals, the study assesses the viability of all the individual development sites proposed for allocation. The individual viability assessments take account of adopted planning policies including the Community Infrastructure Levy and site specific constraints to determine whether the proposed sites are viable and deliverable in the plan period.

The NPPF and Relevant Guidance

2.3 The National Planning Policy Framework 2012 introduces a new focus on viability assessment in considering appropriate Development Plan policy. Paras 173-177 provide guidance on 'Ensuring Viability and Deliverability' in plan making. They state :-

"173. Pursuing sustainable development requires careful attention to viability and costs in plan-making and decision-taking. Plans should be deliverable. Therefore, the sites and the scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened. To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.

174. Local planning authorities should set out their policy on local standards in the Local Plan, including requirements for affordable housing. They should assess the likely cumulative impacts on development in their area of all existing and proposed local standards, supplementary planning documents and policies that support the development plan, when added to nationally required standards. In order to be appropriate, the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle. Evidence supporting the assessment should be proportionate, using only appropriate available evidence.....

177. It is equally important to ensure that there is a reasonable prospect that planned infrastructure is deliverable in a timely fashion. To facilitate this, it is important that local planning authorities understand district-wide development costs at the time Local Plans are drawn up. For this reason, infrastructure and development policies should be planned at the same time, in the Local Plan. Any affordable housing or local standards requirements that may be applied to development should be assessed at the plan-making stage, where possible, and kept under review."

2.4 The study is mindful of this guidance and sets out its methodology in the following sections.



The Process

3.1 There are a number of key stages to Viability Assessment which may be set out as follows.

1) Evidence Base – Land & Property Valuation Study

3.2 Establish an area wide evidence base of land and property values for development in each sub-market area. The evidence base relies on the Districtwide valuation study from Heb Surveyors undertaken to support the adoption of a Community Infrastructure Levy in 2010 (and subsequent updated advice).

2) Evidence Base – Construction Cost Study

3.3 Establish an area wide evidence base of construction costs for each category of development relevant to the local area. The study will also indicate construction rates for professional fees, warranties, statutory fees and construction contingencies. The evidence base relies on the Districtwide Construction Cost Study by Gleeds undertaken to support the adoption of a Community Infrastructure Levy in 2010 (and subsequent updated advice). In addition specific advice on reasonable allowances for abnormal site constraints was obtained from Gleeds and is outlined in the report.

3) Identification of Sub Market Areas

3.4 The Heb Valuation Evidence indicated potential sub-markets within the study area which formed the Charging Zones adopted as part of the Community Infrastructure Levy.

4) Delivery Timescale

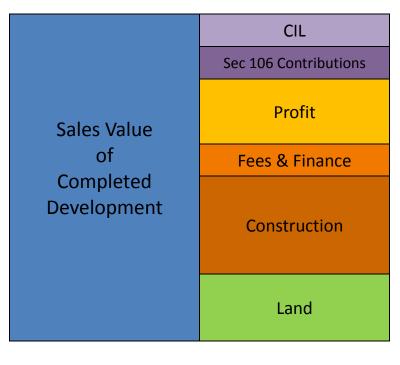
3.5 The Heb Valuation Evidence indicated potential sub-markets within the study area which formed the Charging Zones adopted as part of the Community Infrastructure Levy.

5) Viability Appraisal

3.6 Appraisal of every allocated site taking account of site area, plot coverage, brownfield or greenfield status, site specific abnormal constraints and policy requirements. The appraisal uses a Residual Appraisal Model to determine whether any margin exists beyond a reasonable developer's return.



The Development Equation



Development Value Development Cost

3.7 The appraisal model is illustrated by the above diagram and summarises the 'Development Equation'. On one side of the equation is the development value ie the sales value which will be determined by the market at any particular time.

3.8 On the other side of the equation, the development cost includes the 'fixed elements' ie construction, fees, finance and developers profit. Developers profit is usually fixed as a minimum % return on gross development value generally set by the lending institution at the time. The flexible elements are the cost of land and the amount of developer contribution (CIL and Planning Obligations) sought by the Local Authority.

3.9 Economic viability is assessed using an industry standard Residual Model approach. The model calculates sales value and then subtracts assessed land value (based on thresholds for greenfield/brownfield etc), construction costs (inc fees, contingencies, finance etc), policy requirements (infrastructure and CIL contributions) and developers profit allowance to determine if development value and costs balance, within reasonable parameters to verify viability.



Viability Assessment Model

3.10 A residual assessment model is used to test the viability of development. The model draws on the valuation and construction cost evidence base and is based on the following inputs:-

Development Value (Based on Floor Area)	£2,200,000
1000sqm Factory @ £2,200per sqm	
Development Costs	
Land Value	£300,000
Construction Costs	£900,000
Abnormal Construction Costs	£100,000
Professional Fees (% Costs)	£90,000
Legal Fees (% Value)	£30,000
Statutory Fees (% Costs)	£30,000
Sales & Marketing Fees (% Value)	£40,000
Contingencies (% Costs)	£50,000
Section 106 Contributions (Optional)	0£
CIL	£50,000
Finance Costs (% Costs)	£100,000
Developers Profit (% Return on GDV)	£350,000
Total Costs	£2,150,000
Output	
Gross Margin	£70,000

3.11 The model will calculate the gross margin to determine if the policy requirements of the Development Plan can be accommodated whilst maintaining development viability.

3.12 A positive output figure represents additional margin beyond a standard development profit and confirms viability. A zero output confirms that values and costs (including profit allowance) balance confirming viability. A negative value illustrates that the policy requirements of the plan cannot be met without threatening viability (ie the developers profit allowance or return for the landowner) The assumptions behind the viability assessment are set out in the following sections.

3.13 The viability assessment indicates whether individual development sites are considered viable on a 'traffic light' red, green, amber approach.

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Green – Site considered viable having made allowance for all reasonable development impacts, a standard developers profit and return to the landowner.

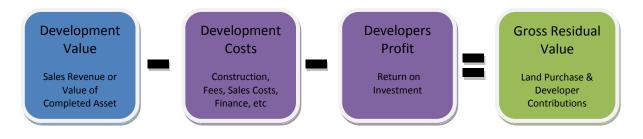
Amber – Site considered capable of viable development making allowance for all reasonable development impacts, a standard developers profit but acknowledging that landowners may need to accept reductions for abnormal site development costs if development is to proceed.

Red – Site not currently considered viable based on implementation of Council policies and standard returns to landowners. It should be recognised that sites in this category may be viable if the Council is minded to relax infrastructure contributions and landowner/developers accept that abnormal development costs may reduce profit return.

Land Value Assumptions

3.14 It is generally accepted that costs of the Policy requirements of the Development Plan (eg CIL and Infrastructure Contributions) will be extracted from the residual land value (ie the margin between development value and development cost including a reasonable allowance for developers profit). This is the point at which base land value is established to ascertain the remaining margin for contributions.

Stage 1 – Residual Valuation



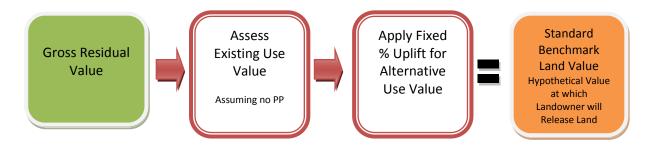
3.15 The approach to assessing the land element of the gross residual value is therefore the key to the robustness of any viability appraisal. It is proposed to adopt a market realistic approach to establishing the Land Value element of the viability appraisal which may be categorised as 'Market Value Benchmarking'.



Stage 2 – Establishing Base Land Value



Standard Benchmarking vs Market Value Benchmarking



Standard Benchmarking

3.16 This is a widely used standard approach which relies on assessing existing use value (EUV) and then applying a fixed % uplift to simulate the 'benchmark' alternative use value (AUV) at which a landowner will be sufficiently incentivised to sell the land. The key difficulty is fixing a realistic existing/alternative use value to cover the majority of development scenarios and, more importantly, a % uplift that realistically reflects the reasonable aspirations of the landowner.

3.17 In view of emerging guidance on land valuation in viability appraisal in planning, it may be unrealistic to take a 'lowest common denominator' approach to land value as it is unlikely to reflect the majority of market circumstances that are likely to guide landowner's decisions.

3.18 The NPPF has brought a new focus on this particular issue when considering viability appraisal in planning. It states at paragraph 173 :-

"To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide <u>competitive returns to a</u> <u>willing land owner</u> and willing developer to enable the development to be deliverable".

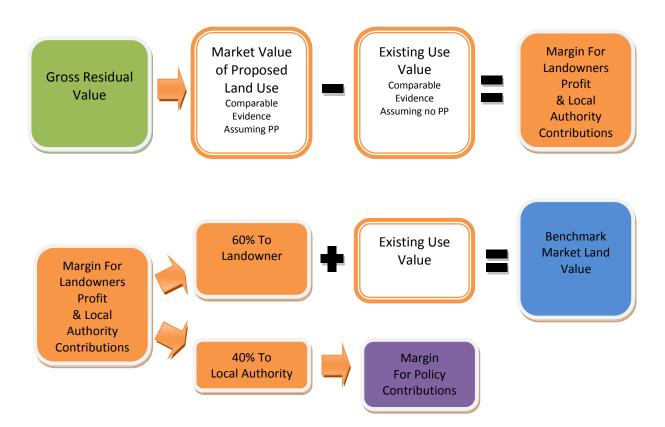


Market Value Benchmarking

3.19 In recognition of the above advice we advocate an alternative approach to establishing an appropriate premium over existing use value to establish threshold land value. This involves first considering the value of land with planning permission but tempering that consideration with the reasonable expectations of the Local Authority that new development land will contribute to infrastructure and affordable housing in recognition that the grant of planning consent generates an uplift in value.

3.20 This approach acknowledges that Landowners will generally have an aspirational value based on the planning permission that might be achieved. This is considered a more pragmatic approach and better reflects the realities of the property market. The approach also acknowledges that Local Authorities will expect to obtain contributions towards infrastructure from the uplift in value. In order to establish a Market Value Benchmark the value of land for the proposed development use is assessed from market research of comparable evidence. The existing use value is then subtracted to determine the uplift in value and the margin available for Local Authority Contributions and landowner profit.

3.21 The assessed margin is then apportioned to give the landowner a sufficient return to incentivise the release of the site but also allowing a significant proportion of the uplift in value to be levied by the Local Authority for infrastructure



Market Value Benchmark Process

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3.22 It has been agreed that for the purpose of the assessment a 60:40 split in favour of the landowner is a reasonable benchmark and will generate base land values that are fair to both landowners and the Council. The split acknowledges that the greater share of the uplift will need to go to the landowner in order for sites to be released.

3.23 The approach uses a mix of market valuation which will reflect the knowledge and aspirations of landowners but tempers this with a benchmarking exercise that provides a fair contribution to Local Authorities from the uplift in value resulting from planning permission. This is considered to be a robust approach to land valuation for the purpose of Development Plan Viability assessment.

Benchmark Land Value Scenarios

3.24 In order to establish robust land value inputs into the viability appraisal it will be necessary to test a range of land value scenarios that represent a reasonable range for sites that are likely to come forward in Newark and Sherwood. The 'Market Value Benchmarking' approach recognises that different levels of uplift will be available for infrastructure contributions dependent on the existing use starting point. For instance, a greenfield site will generate the most potential for contributions because of the difference between the starting land use value (eg agricultural) and the end use value (eg retail)

3.25 In order to represent the likely benchmark scenarios for the appraisal it was decided to use a simple greenfield scenario (based on agricultural use value) and brownfield scenario (based on industrial use value).

Benchmark 1 Greenfield – Commercial Benchmark 2 Industrial – Commercial

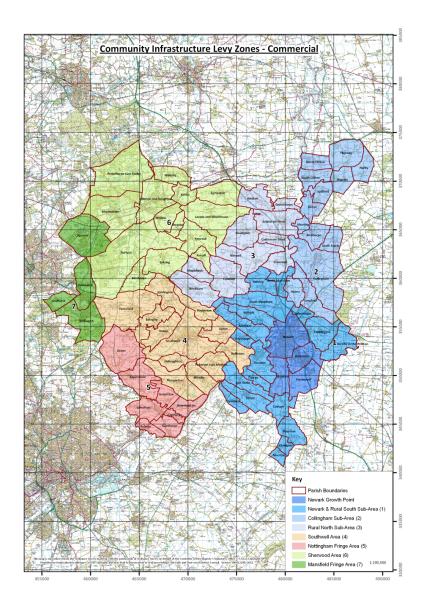
Property Sales Values

3.26 The sale value of the development category will be determined by the market at any particular time and will be influenced by a variety of locational, supply and demand factors as well as the availability of finance. The study uses appropriate available evidence to give an accurate representation of the market circumstances on which Development Plan policy will be based. Sales value evidence is based on the Valuation survey undertaken by Heb Surveyors in 2010 and subsequent updated advice.



Sub Market Areas

4.1 The Heb valuation study concluded the District could be divided into 8 principal sub-market areas for commercial land and property. These sub-markets formed the basis for the Authority's CIL Charging Zones adopted in 2011 and illustrated on the following plan :-



Commercial Sub Markets/CIL Charging Zones



Development Density

4.5 Density is an important factor in determining gross development value and land value. Assumptions on plot coverage for different types of commercial development reflecting varying ratios between floorplates and external areas were made as follows :-

	Plot Ratio % Gross:Net
Industrial	200% 1
Office	200% 1.2
Food Retail	300% 1
General Retail	150% 1
Residential Inst	150% 1.2
Hotels	200% 1.2
Community	150% 1
Leisure	300% 1
Agricultural	200% 1

4.6 In addition the appraisals recognise that the floor areas of some forms of commercial development must be costed and valued differently. The gross:net assumptions are listed on the table above reflecting that whilst industrial, retail etc are generally let based on gross internal area, the net lettable area for offices, hotels etc excludes corridors, stairwell, lifts and other 'non-habitable' space.

Construction Costs

4.7 The construction rates will reflect allowances for external works, drainage, servicing preliminaries and contractor's overhead and profit. The viability assessment will include a 5% allowance for construction contingencies.

Abnormal Construction Costs

4.8 Abnormal Site Constraint Costs associated with the development of individual sites have been identified through work on the development plan. Advice on cost allowances for these constraints was obtained from Gleeds and is summarised in the table below.



Abnormal Site Development Costs	Budget Cost £/Hectare
Archaeology Typically, Archaeology is addressed by a recording/monitoring brief by a specialist, to satisfy planning conditions Intrusive archaeolgical investigations are exceptional and not allowed for in the Budget cost	£10,000
Flood Defence Works	£25,000
Generally involves raising floor levels above flood level, on relevant sites Budget comparable to residential assessment @ £2,000 per unit x 35 units/Hect, apply to 1 in 3 sites	
Vehicle Access Works	£20,000
New road junction and S278 works	
Major off-site highway works not allowed for.	
Land Contamination	£25,000
Heavily Contaminated land is not considered, as remediation costs will be reflected in the land sales values Allow for remediation/ removal from site of isolated areas of spoil with elevated levels of contamination	
Ground Stability	£20,000
Allow raft foundations Budget comparable to residential assessment at £2000 per unit x 35 units x 25% of sites	
Sewer Works	£20,000
The majority of sites connect into existing sewers within adjacent public highway.	
Allow for off-site adopted sewer connection with highway	
Other Abnormals	£10,000
Allow risk for other non-defined Abnormals (Environmental, Ecology, etc)	

4.9 It will not, of course, be possible to provide accurate assessment of site specific abnormal construction costs. Viability assessment of this nature is necessarily a generic test. Nevertheless it is considered that the assumptions are sufficiently robust to provide an overview of Development Plan viability, accepting that more detailed assessment may be required for individual sites at planning application stage.



Community Infrastructure Levy

4.10 CIL is factored into the appraisals in accordance with the CIL Charging Rates in the adopted CIL Charging Schedule as follows.

Community Infrastructure Levy		
Charging Zone	Industrial	Retail
	Per sq metre	Per sq metre
1 Newark Growth Point	£125	£20
2 Newark and Rural South	£125	£0
3 Collingham	£125	£0
4 Newark and Rural North	£125	£15
5 Southwell	£125	£5
6 Nottingham Fringe	£125	£0
7 Sherwood	£125	£0
8 Mansfield Fringe	£125	£0

Planning Obligation Contributions

4.11 CIL has replaced some planning obligation contributions. As such any previous policies in relating to Section 106 contributions has been superseded by the adoption of the Levy. Historically the Council has not adopted a consistent approach to collection of Section 106 contributions to commercial development but has relied on site specific infrastructure needs (eg junction improvements). Since this type of contribution will now be collected via the Community Infrastructure Levy the study assumes no additional planning obligation contributions.

Developers Profit

4.12 Developers profit is generally fixed as a % return on gross development value or return on the cost of development to reflect the developer's risk. In current market conditions, and based on the minimum lending conditions of the financial institutions, a 17.5% return on GDV is used in the commercial viability appraisals (NB this is less than the 20% allowance in the residential appraisal work to reflect the fact that new commercial development is generally pre-let/sold reducing the level of risk).



Delivery Timescale

4.13 The delivery of commercial sites has been considered over the remainder of the plan period from 2012 – 2026 and broken down into 5 year delivery periods from 0-5 years, 5-10 years and 10-15 years (actually 10-14 years to the 2026 plan period). Larger sites have assumed phased delivery across all three periods.

4.14 Based on forecasts from industry research (BCIS/Faithful and Gould for construction cost forecasts) the following broad assumption adjustments have been applied to the costs in the study in the three appraisal periods. Commercial markets are very volatile and forecasts are more difficult. For consistency the same factor has therefore been applied to costs and values for the commercial appraisals.

Assumption Adjustments			
Commercial Values Av Annual Increase	2013-2026	2.5%	
Construction Costs Av Annual ncrease	2013-2026	2.5%	
			10-15
Delivery Period	0-5 Years	5-10 Years	Years
Value Adjustment	0%	19%	34%
Costs Adjustment	0%	19%	34%

4.15 The adjustment applied to the 5-10 year period assumes a median position with compounded adjustments applied over 7 years. A period of 12 years of compounded adjustments is applied to the 10-15 year period. Adjustments are similarly applied to CIL Rates and Abnormal Site Constraint Costs.



5 Viability Appraisal Results

5.1 The results of the Viability Appraisal are set out in sub market areas in the three delivery periods (0-5, 5-10 and 10-15 years) in the tables on the following pages.

Viability Assessment 0-5 Years							
Ref	Site	Area	Units	Туре	Viability		
MANSFIE	LD FRINGE						
BL/E/1	Blidworth Industrial Parkl	1.00	B1/B2/B8	Brownfield	£34,626		
Ra/E/1	West of Colliery Lane	2.75	B1/B2/B8	Greenfield	£8,031		
SHERWOO	D			-			
OB/E/3	South of Boughton Industrial Estate	1.89	B1/B2/B8	Greenfield	£81,008		
Bi/E/1	South of Brailwood Road	1.2	B1/B2/B8	Greenfield	£111,498		
Bi/E/2	North of Brailwood Road	0.35	B1/B2/B8	Greenfield	£32,520		
OB/Re/1	Rufford Avenue	0.32	A uses (80%)	Brownfield	£660,018		
OB/RE/2	Forest Road	0.17	A uses (80%)	Brownfield	£263,017		
NEWARK	GROWTH POINT						
NUA/E/2	Stephenson Way - Newark Industrial Estate	2.24	B1/B2/B8	Greenfield	£443,569		
NUA/E/3	Land at Telford Drive - Newark Industrial Estate	1.4	B1/B2/B8	Greenfield	£295,899		
NUA/E/4	Notts CC Depot Great North Road	1.07	B1/B2/B8	Brownfield	£209,339		
SOUTHW	ELL						
So/E/2	East of Crew Lane	1.35	B1/2/8	Greenfield	£187,617		
So/E/3	South of Crew Land	1.09	B1/2/8	Greenfield	£156,347		

Viability	Assessment 5-10 Years				
Ref	Site	Area	Units	Туре	Viability
MANSFIEL	D FRINGE				
Ra/E/1	West of Colliery Lane	2.75	B1/B2/B9	Greenfield	£34,187
SHERWOO	D				
OB/E/3	South of Boughton Industrial Estate	1.89	B1/B2/B8	Greenfield	£96,398
Bi/E/1	South of Brailwood Road	1.19	B1/B2/B8	Greenfield	£131,577
NEWARK (GROWTH POINT				
NUA/MU/2	Brownhills Motorhomes	1.55	B1/Retail	Brownfield	£323,337
NUA/E/2	Stephenson Way - Newark Industrial Estate	5	B1/B2/B8	Greenfield	£746,336
NUA/E/4	Notts CC Depot Great North Road	1	B1/B2/B8	Brownfield	£10,774
SOUTHWE	ш				
So/E/2	East of Crew Lane	1.36	B1/2/8	Greenfield	£258,823
So/E/3	South of Crew Land	1.09	B1/2/9	Greenfield	£207,439

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5 Viability Appraisal Results

Viability Assessment 10-15 Years								
Ref	Site	Area	Units	Туре	Viability			
NEWARK (GROWTH POINT							
NUA/E/2	Stephenson Way - Newark Industrial Estate	5	B1/B2/B8	Greenfield	£4,502,708			
NUA/MU/3	NSK Works	5.05	Retail	Brownfield	£240,464			
NEWARK & RURAL SOUTH								
NUA/MU/1	Land North of the A17 (Newark Showground)	5.44	B1/2/8	Greenfield	£376,778			



6 Conclusions

6.1 The viability testing illustrated that, in general terms, commercial development in the proposed allocated locations in Newark and Sherwood is viable and can accommodate CIL charges and the Council's policy requirements.

6.2 Under the Assessment Methodology 'traffic light' approach all but one of the industrial, mixed use and retail sites are considered viable. It is acknowledged that some caution may be expressed over sites in the west of the district where positive viability is less than £50,000 and other site specific factors may need to be considered. The assessment necessarily relies on fixed assumptions and generic application of allowances for standard and abnormal construction costs. There will be significant variations dependent on specification, construction methods and associated build cost and indeed sales rates which will make some types of development more or less viable.

6.3 It should also be recognised that commercial development, particularly industrial and office development, is often undertaken direct by owner occupiers who will not necessarily require a developers profit return in order for development to be viable and proceed.

6.4 The only site demonstrating marginal negative viability (-£34,626) is 1 Hectare of industrial land at Blidworth Industrial Park, which was rated 'amber' under the traffic light approach. In this case full value has been allowed at £222,000 for the site and it may reasonably be expected that the land could come forward at a reduced level or be purchased by an owner occupier where the negative viability is within the developer's profit margin which may be set aside).

6.5 In conclusion it is considered that the sites proposed to be allocated for commercial development in the Development Plan have been assessed taking account of the requirements of the NPPF. The results of the study indicate that the proposed commercial development sites are viable and can be successfully delivered within the plan period.



Mansfield Fringe

0-5 Year Delivery

5-10 Year Delivery

ſraj Ref	Site	Size (Ha)	Units	Land Value Benchmark
BL/E/1	Blidworth Industrial Parkl	1.00	B1/B2/B8	Brownfield
Ra/E/1	West of Colliery Lane	2.75	B1/B2/B8	Greenfield

	Site Constraints						
Archlogy	Flood	Access	Contam	Sec 106	Stability	Sewer Works	Other
	1	1					

Archlogy (Ha)	Flood (Ha)	Access (Ha)	Contam (Ha)	Sec 106 (unit)	Ground Stability (Ha)	Sewer Works (Ha)	Other (Ha)	al Abnormal Co	sts
£10,000	£25,000	£20,000	£25,000	£0	£20,000	£20,000	£10,000		Viability
£0	£0	£0	£0	£0	£0	£0	£0	£0	-£34,62
£0	£68,750	£55,000	£0	£0	£0	£0	£0	£123,750	£8,03
£0	£0	£0	£0	£0	£0	£0	£0	£0	£
£0	£0	£0	£0	£0	£0	£0	£0	£0	£
£0	£0	£0	£0	£0	£0	£0	£0	£0	£

Mansfield Fringe

				Land Value
Traj Ref	Site	Size (Ha)	Units	Benchmark
Ra/E/1	West of Colliery Lane	2.75	B1/B2/B9	Greenfield
	•			

Archlogy	Flood	Access	Contam	Sec 106	Ground Stability	Sewer Works	Other
	1	1					

Site Constraints

Abnormal Costs

Archlogy (Ha)	Flood (Ha)	Access (Ha)	Contam (Ha)	Sec 106 (unit)	Ground Stability (Ha)	Sewer Works (Ha)	Other (Ha)	:al Abnormal Co	sts
£11,900	£29,750	£23,800	£29,750	£0	£23,800	£23,800	£11,900		Viability
£0	£81,813	£65,450	£0	£0	£0	£0	£0	£147,263	£34,187
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0

Mansfield Fringe

10-15 Year Delivery

Гraj Ref	Site	Size (Ha)	Units	Land Value Benchmark
-				

	Site	Constra	aints		Count		
Archlogy	Flood	Access	Contam	Sec 106	Ground Stability	Sewer Works	Other

Abnormal Costs

logy (Ha)	Flood (Ha)	Access (Ha)	Contam (Ha)	Sec 106 (unit)	Ground Stability (Ha)	Sewer Works (Ha)	Other (Ha)	tal Abnormal Co	osts
13,400	£33,500	£26,800	£33,500	£0	£26,800	£26,800	£13,400		Viability
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0

Archlogy (Ha)	Flood (Ha)	Access (Ha)	Contam (Ha)	Sec 106 (unit)	Ground Stability (Ha)	Sewer Works (Ha)	Other (Ha)	tal Abnormal Co	osts
£13,400	£33,500	£26,800	£33,500	£0	£26,800	£26,800	£13,400		Viability
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0

Newark & Rural South

Traj Ref Site

0-5 Year Delivery

Land Value Benchmark

Units

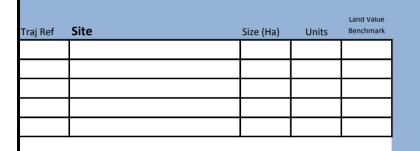
Size (Ha)



Archlogy (Ha)	Flood (Ha)	Access (Ha)	Contam (Ha)	Sec 106 (unit)	Ground Stability (Ha)	Sewer Works (Ha)	Other (Ha)	:al Abnormal Co	sts
£10,000	£25,000	£20,000	£25,000	£0	£20,000	£20,000	£10,000		Viability
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0

Newark & Rural South





	Site	Constra	Ground				
Archlogy	Flood	Access	Contam	Sec 106	Stability	Sewer Works	Other

Sec 106

Ground Stability Sewer Works Other

Site Constraints

Access

Contam

Flood

Archlogy

Abnormal Costs

Archlogy (Ha)	Flood (Ha)	Access (Ha)	Contam (Ha)	Sec 106 (unit)	Ground Stability (Ha)	Sewer Works (Ha)	Other (Ha)	al Abnormal Co	sts
£11,900	£29,750	£23,800	£29,750	£0	£23,800	£23,800	£11,900		Viability
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0

Newark & Rural South

10-15 Year Delivery

Traj Ref	Site	Size (Ha)	Units	Land Value Benchmark
NUA/MU/1	Land North of the A17 (Newark Showground)	5.44	B1/2/8	Greenfield

	Site	Constra		Ground			
Archlogy	Flood	Access	Contam	Sec 106	Stability	Sewer Works	Other
		1					
		1					

Archlogy (Ha)	Flood (Ha)	Access (Ha)	Contam (Ha)	Sec 106 (unit)	Ground Stability (Ha)	Sewer Works (Ha)	Other (Ha)	tal Abnormal Co	sts
£13,400	£33,500	£26,800	£33,500	£0	£26,800	£26,800	£13,400		Viability
£0	£0	£145,792	£0	£0	£0	£0	£0	£145,792	£376,778
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0

Newark Growth Point

0-5 Year Delivery

nr	nno	rm	$\gamma $	
AL		rm	a 1 1	

Traj Ref	Site	Size (Ha)	Units	Land Value Benchmark
NUA/E/2	Stephenson Way - Newark Industria	2.24	B1/B2/B8	Greenfield
NUA/E/3	Land at Telford Drive - Newark Indu	1.4	B1/B2/B8	Greenfield
NUA/E/4	Notts CC Depot Great North Road	1.07	B1/B2/B8	Brownfield

	Site	Constra					
Archlogy	Flood	Access Contam		Sec 106	Ground Stability	Sewer Works	Other
1		1					
		1					
1	1						

£10,000	£25,000	£20,000	£25,000	£0
£22,400	£0	£0 £44,800		£0
£0	£0	£0 £28,000		£0
£10,700	£26,750	£0	£0	£0
£0	£0	£0	£0	£0
£0	£0	£0	£0	£0

Newark Growth Point

5-10 Year Delivery

Traj Ref	Site	Size (Ha)	Units	Land Value Benchmark
NUA/MU/2	Brownhills Motorhomes	1.55	B1/Retail	Brownfield
NUA/E/2	Stephenson Way - Newark Industria	5	B1/B2/B8	Greenfield
NUA/E/4	Notts CC Depot Great North Road	1	B1/B2/B8	Brownfield

C:+	Canatura	·
Site	Constra	INTS
	•••••••	

Archlogy	Flood	Access	Contam	Sec 106	Stability	Sewer Works	Other
1		1					
1		1					
1	1						

Archlogy (Ha)	Flood (Ha)	Access (Ha)	Contam (Ha)	Sec 106 (unit)	Ground Stability (Ha)	Sewer Works (Ha)	Other (Ha)	tal Abnormal Cos	ts
£11,900	£29,750	£23,800	£29,750	£0	£23,800	£23,800	£11,900		Viability
£18,445	£0	£36,890	£0	£0	£0	£0	£0	£55,335	£2,320,744
£59,500	£0	£119,000	£0	£0	£0	£0	£0	£178,500	£1,178,230
£11,900	£29,750	£0	£0	£0	£0	£0	£0	£41,650	£6,435
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0

Newark Growth Point

10-15 Year Delivery

Traj Ref	Site	Size (Ha)	Units	Land Value Benchmark
NUA/E/2	Stephenson Way - Newark Industria	5	B1/B2/B8	Greenfield
NUA/MU/:	NSK works	5.05	Retail	Brownfield

	Site	Constra					
ogy	Flood	Access	Contam	Sec 106	Ground Stability	Sewer Works	Oth

Abnormal Costs

А	rchlogy (Ha)	Flood (Ha)	Access (Ha)	Contam (Ha)	Sec 106 (unit)	Ground Stability (Ha)	Sewer Works (Ha)	Other (Ha)	tal Abnormal Co	sts
	£13,400	£33,500	£26,800	£33,500	£0	£26,800	£26,800	£13,400		Viability
	£0	£0	£0	£0	£0	£0	£0	£0	£0	£1,380,169
	£0	£0	£0	£0	£0	£0	£0	£0	£0	£12,406,671
	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0

osts

Ground Sewer Works Archlogy (Ha) Flood (Ha) Access (Ha) Contam (Ha) Sec 106 (unit) Stability (Ha) (Ha) Other (Ha) :al Abnormal Costs

Viability £20,000 £20,000 £10,000 £0 £67,200 £443,56 £0 £0 £295,89 £0 £0 £0 £28,000 £10,774 £0 £0 £0 £37,450 £0 £0 £0 £0 £0 £0 £0 £0 £0 £0

Sherwood

0-5 Year Delivery

Traj Ref	Site	Size (Ha)	Units	Land Value Benchmark
OB/E/3	South of Boughton Industrial Estate	1.89	B1/B2/B8	Greenfield
Bi/E/1	South of Brailwood Road	1.2	B1/B2/B8	Greenfield
Bi/E/2	North of Brailwood Road	0.35	B1/B2/B8	Greenfield
OB/Re/1	Rufford Avenue	0.32	A uses (80%)	Brownfield
OB/RE/2	Forest Road	0.17	A uses (80%)	Brownfield

	Site	Constra	ints		Ground		
Archlogy	Flood	Access	Contam	Sec 106	Stability	Sewer Works	Other
	1				1		

Abnormal Costs											
Archlogy (Ha)	Flood (Ha)	Access (Ha)	Contam (Ha)	Sec 106 (unit)	Ground Stability (Ha)	Sewer Works (Ha)	Other (Ha)	Total Abnormal Costs			
£10,000	£25,000	£20,000	£25,000	£0	£20,000	£20,000	£10,000		Viability		
£0	£47,250	£0	£0	£0	£37,800	£0	£0	£85,050	£81,008		
£0	£0	£0	£0	£0	£0	£0	£0	£0	£111,498		
£0	£0	£0	£0	£0	£0	£0	£0	£0	£32,520		
£0	£0	£0	£0	£0	£0	£0	£0	£0	£660,018		
£0	£0	£0	£0	£0	£0	£0	£0	£0	£263,017		

Sherwood

5-10 Year Delivery

Traj Ref	Site	Size (Ha)	Units	Land Value Benchmark
	South of Boughton Industrial			
OB/E/3	Estate	1.89	B1/B2/B8	Greenfield
Bi/E/1	South of Brailwood Road	1.19	B1/B2/B8	Greenfield
	-	-	-	

Site	Constraints	
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Archlogy	Flood	Access	Contam	Sec 106	Stability	Sewer Works	Other
	1				1		
	-				-		

nlogy (Ha)	Flood (Ha)	Access (Ha)	Contam (Ha)	Sec 106 (unit)	Ground Stability (Ha)	Sewer Works (Ha)	Other (Ha)	Total Abnormal Costs	
11,900	£29,750	£23,800	£29,750	£0	£23,800	£23,800	£11,900		Viability
£0	£56,228	£0	£0	£0	£44,982	£0	£0	£101,210	£96,398
£0	£0	£0	£0	£0	£0	£0	£0	£0	£131,577
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0

Archlogy (Ha)	Flood (Ha)	Access (Ha)	Contam (Ha)	Sec 106 (unit)	Ground Stability (Ha)	Sewer Works (Ha)	Other (Ha)	Total Abnormal Costs	
£11,900	£29,750	£23,800	£29,750	£0	£23,800	£23,800	£11,900		Viability
£0	£56,228	£0	£0	£0	£44,982	£0	£0	£101,210	£96,398
£0	£0	£0	£0	£0	£0	£0	£0	£0	£131,577
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0

Sherwood

10-15 Year Delivery

Traj Ref	Site	Size (Ha)	Units	Land Value Benchmark

Site Constraints

Archlogy	Flood	Access	Contam	Sec 106	Ground Stability	Sewer Works	Other

Abnormal Costs

Archlogy (Ha)	Flood (Ha)	Access (Ha)	Contam (Ha)	Sec 106 (unit)	Ground Stability (Ha)	Sewer Works (Ha)	Other (Ha)	Total Abnormal Costs	
£13,400	£33,500	£26,800	£33,500	£0	£26,800	£26,800	£13,400		Viability
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0

Southwell 0-5

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Traj Ref	Site	Size (Ha)	Units	Land Value Benchmark
So/E/2	East of Crew Lane	1.35	B1/2/8	Greenfield
So/E/3	South of Crew Land	1.09	B1/2/8	Greenfield
	-			

	Site	Constra		Ground			
Archlogy	Flood	Access	Contam	Sec 106		Sewer Works	Other
		1					
		1					

Archlogy (Ha)	Flood (Ha)	Access (Ha)	Contam (Ha)	Sec 106 (unit)	Ground Stability (Ha)	Sewer Works (Ha)	Other (Ha)	:al Abnormal Co	sts
£10,000	£25,000	£20,000	£25,000	£0	£20,000	£20,000	£10,000		Viability
£0	£0	£27,000	£0	£0	£0	£0	£0	£27,000	£187,617
£0	£0	£21,800	£0	£0	£0	£0	£0	£21,800	£156,347
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0

Southwell

Traj Ref	Site	Size (Ha)	Units	Land Value Benchmark
So/E/2	East of Crew Lane	1.36	B1/2/8	Greenfield
So/E/3	South of Crew Land	1.09	B1/2/9	Greenfield

	Site	Constra		Ground			
Archlogy	Flood	Access	Contam	Sec 106		Sewer Works	Other

Abnormal Costs

Archlogy (Ha)	Flood (Ha)	Access (Ha)	Contam (Ha)	Sec 106 (unit)	Ground Stability (Ha)	Sewer Works (Ha)	Other (Ha)	tal Abnormal Co	sts
£11,900	£29,750	£23,800	£29,750	£0	£23,800	£23,800	£11,900		Viability
£0	£0	£0	£0	£0	£0	£0	£0	£0	£258,823
£0	£0	£0	£0	£0	£0	£0	£0	£0	£207,439
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0

Southwell

10-15 Year Delivery

Traj Ref	Site	Size (Ha)	Units	Land Value Benchmark
	•			

	Site	Constra	Ground				
Archlogy	Flood	Access	Contam	Sec 106	Stability	Sewer Works	Other
		-				•	

Abnormal Costs

Archlogy (Ha)	Flood (Ha)	Access (Ha)	Contam (Ha)	Sec 106 (unit)	Ground Stability (Ha)	Sewer Works (Ha)	Other (Ha)	al Abnormal Cos	sts
£13,400	£33,500	£26,800	£33,500	£0	£26,800	£26,800	£13,400		Viability
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0

Archlogy (Ha)	Flood (Ha)	Access (Ha)	Contam (Ha)	Sec 106 (unit)	Ground Stability (Ha)	Sewer Works (Ha)	Other (Ha)	tal Abnormal Co	sts
£13,400	£33,500	£26,800	£33,500	£0	£26,800	£26,800	£13,400		Viability
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
£0	£0	£0	£0	£0	£0	£0	£0	£0	£0

ogy	Flood	Access	Contam	Sec 106	Ground Stability	Sewer Works	Other

Vi-ab ²			Commercial Viability Appraisal					
vla	D			Year [
DEVELOPMENT T					ustrial			
BASE LAND VALU	JE SCENARIO			Bro	wnfield			
DEVELOPMENT P		ON		BL/			ustrial Park	
DEVELOPMENT	DETAILS				5,000	Sqm Tota	l Floorspace	
Development V	/alua							
Industrial	B1b B1c B2 B8	5000	sam		646	£ per sqm		£3,230,000
Office	B10 B10 B2 B8	5000	sqm			£ per sqm		£0
Food Retail	A1		sqm			£ per sqm		£0
Other Retail	A 1 A2 A3 A4 A5		sqm			£ per sqm		£0
Residential Inst	C2		sqm		0	£ per sqm		£0
Hotels	C3		sqm		0	£ per sqm		£0
Community	D1		sqm			£ per sqm		£0
Leisure	D2		sqm			£ per sqm		£0
Agricultural			sqm			£ per sqm		£0
Sui Generis	Car Shorwoom		sqm			£ per sqm		£0
Sui Generis Development V	Car Repairs		sqm		0	£ per sqm		£0 £3,230,000
Development	raide							13,230,000
Development C								
Land	Plot Ratio		-		Value			
Industrial	200%	10000				£ per sqm		£222,000
Office	200%	0	ł .			£ per sqm		£0
Food Retail Other Retail	300%	0				£ per sqm		£0
Residential Inst	150% 150%	0	sqm			£ per sqm £ per sqm		£0 £0
Hotels	200%		sqm sqm			£ per sqm		£0
Community	150%		sqm			£ per sqm		£0
Leisure	300%		sqm			£ per sqm		£0
Agricultural	200%		sqm			£ per sqm		£0
Car Shorwoom	200%		sqm			£ per sqm		£0
Car Repairs	200%		sqm			£ per sqm		£0
a :			-				4.00/1	ca aaa
Construction	Gross/Net			Sta	mp Duty		1.0% CIL Rate	£2,220
Industrial	1.0	5000	Isam		400	£ per sqm		£2,000,000
Office	1.0		sqm		1270	£ per sqm		£0
Food Retail	1.0		sqm			£ per sqm		£0
Other Retail	1.0		sqm			£ per sqm		£0
Residential Inst	1.2	0	sqm			£ per sqm		£0
Hotels	1.2	0	sqm		1560	£ per sqm		£0
Community	1.0		sqm		1620	£ per sqm		£0
Leisure	1.0		sqm			£ per sqm		£0
Agricultural	1.0		sqm			£ per sqm		£0
Car Shorwoom Car Repairs	1.0		sqm sqm			£ per sqm £ per sqm		£0 £0
	1.0	0	sqm		440	r per sqm		LU
Abnormal Costs					0	£ sqm		£0
Professional Fees	. @					Build Cost		£160,000
Legal Fees					0.5%			£16,150
Statutory Fees						Build Cost		£12,000
Sales/Marketing	Costs				2.0%			£64,600
Contingencies						Build Cost		£100,000
Planning Obligati	ons				0	£		£0
CIL		C 00/		4.21			21	0£
Interest @		6.0% 1.0%		12 Mor	th Build		3 Mth Sale Void	£96,636
Arrangement Fee Development Pro		1.0%	Cost	17.5% of G	DV			£25,770 £565,250
Total Cost	ліц			17.5% 016	UV			£3,264,626
VIABILITY MARG	IN							-£34,626

Vi-ab ²			Commercial Viability Appraisal				
B-IV	U.			ar Delivery			
DEVELOPMENT 1				Industrial			
BASE LAND VALU				Greenfield			
DEVELOPMENT I		ON		Ra/E/1 West of Colliery L			
DEVELOPMENT	DETAILS			13,750 Sqm Total Flo	oorspace		
Development V	/alue						
Industrial	B1b B1c B2 B8	13750	sqm	646 £ per sqm	£8,882,50	00	
Office	B1a		sqm	0 £ per sqm	f	EO	
Food Retail	A1		sqm	0 £ per sqm		EO	
Other Retail	A 1 A2 A3 A4 A5		sqm	0 £ per sqm		EO	
Residential Inst	C2		sqm	0 £ per sqm		EO EO	
Hotels Community	C3 D1		sqm	0 £ per sqm 0 £ per sqm		EO	
Leisure	D1 D2		sqm sqm	0 £ per sqm		EO	
Agricultural	52		sqm	0 £ per sqm		EO	
Sui Generis	Car Shorwoom		sqm	0 £ per sqm		EO	
Sui Generis	Car Repairs		sqm	0 £ per sqm	f	EO	
Development \	/alue				£8,882,50	00	
Development (^C osts						
Land	Plot Ratio			Value			
Industrial	200%	27500	sqm	13.9 £ per sqm	£382,80	00	
Office	200%	0		0.6 £ per sqm	f	EO	
Food Retail	300%	0		0.6 £ per sqm		EO	
Other Retail	150%		sqm	0.6 £ per sqm		EO	
Residential Inst	150%	0		0.6 £ per sqm		EO	
Hotels	200%	0	. ·	0.6 £ per sqm		EO EO	
Community Leisure	150% 300%	0		0.6 £ per sqm 0.6 £ per sqm		EO	
Agricultural	200%	0		1.5 £ per sqm		EO	
Car Shorwoom	200%		sqm	0.6 £ per sqm		EO	
Car Repairs	200%		sqm	0.6 £ per sqm	f	EO	
Construction	Gross/Net			Stamp Duty	3.0% £11,48 CIL Rate	34	
Industrial	1.0	13750	lsam	400 £ per sqm	0 £5,500,00	ົ່ງດ	
Office	1.0	0	sqm	1270 £ per sqm		EO	
Food Retail	1.0		sqm	770 £ per sqm		EO	
Other Retail	1.0		sqm	440 £ per sqm	0 f	EO	
Residential Inst	1.2		sqm	1040 £ per sqm	0 f	EO	
Hotels	1.2		sqm	1560 £ per sqm		EO	
Community	1.0		sqm	1620 £ per sqm		EO	
Leisure	1.0		sqm	1480 £ per sqm		EO	
Agricultural Car Shorwoom	1.0		sqm sqm	420 £ per sqm 800 £ per sqm		EO EO	
Car Repairs	1.0		sqm	440 £ per sqm		EO	
		-					
Abnormal Costs				£ sqm	£123,75		
Professional Fee	s @			8.0% Build Cost	£440,00		
Legal Fees				0.5% GDV	£44,41		
Statutory Fees Sales/Marketing	Costs			0.6% Build Cost 2.0% GDV	£33,00		
Contingencies	CUSIS			5.0% Build Cost	£177,65 £275,00		
Planning Obligat	ions					E0	
CIL						EO	
Interest @		6.0%	1	2 Month Build 3	Ath Sale Void £262,05		
Arrangement Fee	2		Cost		£69,88		
Development Pro			17.59	6 of GDV	£1,554,43	38	
Total Cost					£8,874,46	59	
VIABILITY MARG	IN				£8,03	31	

Vi•a	h	Commercial Viability Appraisal					
vra		5-10	Year Delivery				
DEVELOPMENT T			Industrial				
BASE LAND VALU	JE SCENARIO		Greenfield				
DEVELOPMENT F	REF & LOCATION		Ra/E/1 West of Colliery	Lane			
DEVELOPMENT D	DETAILS		13,750 Sqm Total F	loorspace			
Development V	/alue						
Industrial	B1b B1c B2 B8	13750 sqm	769 £ per sqm		£10,570,175		
Office	B1a	sqm	0 £ per sqm		£0		
Food Retail	A1	sqm	0 £ per sqm		£0		
Other Retail	A 1 A2 A3 A4 A5	sqm	0 £ per sqm		£0		
Residential Inst	C2	sqm	0 £ per sqm		£0		
Hotels	C3	sqm	0 £ per sqm		£0		
Community	D1	sqm	0 £ per sqm		£0		
Leisure	D2	sqm	0 £ per sqm		£0		
Agricultural Sui Generis		sqm	0 £ per sqm		£0 £0		
Sui Generis	Car Shorwoom	sqm	0 £ per sqm 0 £ per sqm		£0 £0		
Development V	Car Repairs	sqm	0 £ per sqiii		£10,570,175		
•							
Development C Land	Plot Ratio		Value				
Industrial	200%	27500 sqm	16.6 £ per sqm		£455,532		
Office	200%	0 sqm	0.7 £ per sqm		É0		
Food Retail	300%	0 sqm	0.7 £ per sqm		£0		
Other Retail	150%	0 sqm	0.7 £ per sqm		£0		
Residential Inst	150%	0 sqm	0.7 £ per sqm		£0		
Hotels	200%	0 sqm	0.7 £ per sqm		£0		
Community	150%	0 sqm	0.7 £ per sqm		£0		
Leisure	300%	0 sqm	0.7 £ per sqm		£0		
Agricultural	200%	0 sqm	1.8 £ per sqm		£0		
Car Shorwoom Car Repairs	200%	0 sqm	0.7 £ per sqm 0.7 £ per sqm		£0 £0		
	200%	0 sqm	0.7 E per squi		LU		
Construction	Gross/Net		Stamp Duty	3.0% CIL Rate	£13,666		
Industrial	1.0	13750 sqm	476 £ per sqm		£6,545,000		
Office	1.0		1511.3 £ per sqm		£0		
Food Retail	1.2	0 sqm 0 sqm	916.3 £ per sqm	0	£0		
Other Retail	1.0	0 sqm	523.6 £ per sqm	0	£0		
Residential Inst	1.2	0 sqm	1237.6 £ per sqm	0	£0		
Hotels	1.2	0 sqm	1856.4 £ per sqm	0	£0		
Community	1.0	0 sqm	1927.8 £ per sqm	0	£0		
Leisure	1.0	0 sqm	1761.2 £ per sqm	0	£0		
Agricultural	1.0	0 sqm	499.8 £ per sqm	0	£0		
Car Shorwoom	1.0	0 sqm	952 £ per sqm	0	£0		
Car Repairs	1.0	0 sqm	523.6 £ per sqm	0	£0		
Abnormal Costs			0 £ sqm		£123,750		
Professional Fees	. @		8.0% Build Cost		£523,600		
Legal Fees			0.5% gdv		£52,851		
Statutory Fees			0.6% Build Cost		£39,270		
Sales/Marketing	Costs		2.0% gdv		£211,404		
Contingencies			5.0% Build Cost		£327,250		
Planning Obligati	ons		<u> </u>		£0		
CIL		6.00/1			£0		
Interest @		6.0%	12 Month Build 3	Mth Sale Void	£310,962		
Arrangement Fee		1.0% Cost	F 9/ e f CD 1/		£82,923		
Development Pro Total Cost		1/	.5% of GDV		£1,849,781 £10,535,988		
					110,555,568		
VIABILITY MARG	IN				£34,187		

		Co	mmercial Viability Appraisal					
Vi•a		10-1	.5 Year Delive	ery				
DEVELOPMENT BASE LAND VAL								
DEVELOPMENT	REF & LOCATI	ON						
DEVELOPMENT	DETAILS		0	Sqm Total Floorspace				
Development	Value							
Industrial	B1b B1c B2 B8	sqm		£ per sqm	£0			
Office Food Retail	B1a	sqm		£ per sqm	£0			
Other Retail	A1 A 1 A2 A3 A4 A5	sqm sqm		£ per sqm £ per sqm	£0 £0			
Residential Inst		sqm		£ per sqm	£0			
Hotels	C3	sqm		£ per sqm	£0			
Community	D1	sqm	0	£ per sqm	£0			
Leisure	D2	sqm		£ per sqm	£0			
Agricultural		sqm		£ per sqm	£0			
Sui Generis Sui Generis	Car Shorwoom	sqm		£ per sqm £ per sqm	£0 £0			
Development	Car Repairs Value	sqm		r per sqm	£0			
	•							
Development Land	Plot Ratio		Value					
Industrial	200%	0 sqm		£ per sqm	#NAME?			
Office	200%	0 sqm		£ per sqm	#NAME?			
Food Retail	300%	0 sqm	#NAME?	£ per sqm	#NAME?			
Other Retail	150%	0 sqm		£ per sqm	#NAME?			
Residential Inst		0 sqm		£ per sqm	#NAME?			
Hotels	200%	0 sqm		£ per sqm	#NAME?			
Community Leisure	150% 300%	0 sqm 0 sqm		£ per sqm £ per sqm	#NAME? #NAME?			
Agricultural	200%	0 sqm		£ per sqm	#NAME?			
Car Shorwoom	200%	0 sqm		£ per sqm	#NAME?			
Car Repairs	200%	0 sqm	#NAME?	£ per sqm	#NAME?			
Construction			Stamp Duty	#NA	ME? #NAME?			
	Gross/Net		Stamp Baty	CIL F				
Industrial	1.0		536	£ per sqm	£0 £0			
Office	1.2	0 sqm		£ per sqm	£0 £0			
Food Retail	1.0	0 sqm		£ per sqm	£0 £0			
Other Retail Residential Inst	1.0 1.2	0 sqm 0 sqm		£ per sqm £ per sqm	£0 £0 £0 £0			
Hotels	1.2	0 sqm		£ per sqm	£0 £0			
Community	1.0	0 sqm		£ per sqm	£0 £0			
Leisure	1.0	0 sqm	1983.2	£ per sqm	£0 £0			
Agricultural	1.0	0 sqm	562.8	£ per sqm	£0 £0			
Car Shorwoom	1.0			£ per sqm	£0 £0			
Car Repairs	1.0	0 sqm	589.6	£ per sqm	£0 £0			
Abnormal Costs	;		0	£ sqm	£0			
Professional Fee	es @			Build Cost	£0			
Legal Fees			0.5%		£0			
Statutory Fees	a Costa			Build Cost	£0			
Sales/Marketing Contingencies	SCOSIS		2.0%	GDV Build Cost	£0 £0			
Planning Obliga	tions		0		£0			
CIL				1	£0			
Interest @		6.0%	12 Month Build	3 Mth Sale V				
Arrangement Fe		1.0% Cost			#NAME?			
Development Pr Total Cost	rofit		17.5% of GDV		£0			
Total Cost					#NAME?			

VIABILITY MARGIN

#NAME?

	2		Con	nm	ner <u>cia</u>	l Via	bility A	ppraisal
Vi•a	D				⁻ Delive			
DEVELOPMENT T					Industrial	• y		
BASE LAND VALU					Greenfield			
DEVELOPMENT F	REF & LOCATIO	N		Ī			hton Industrial	Estate
DEVELOPMENT	DETAILS				9,450	Sqm Tota	Floorspace	
	/elue							
Development \ Industrial	B1b B1c B2 B8	9450	sam		656	£ per sqm		£6,199,200
Office	B10 B10 B2 B8	5450	sqm	F		£ per sqm		£0,155,200
Food Retail	A1		sqm	F		£ per sqm		£0
Other Retail	A 1 A2 A3 A4 A5		sqm	F		£ per sqm		£0
Residential Inst	C2		sqm			£ per sqm		£0
Hotels	С3		sqm	Ļ		£ per sqm		£0
Community Leisure	D1		sqm	ŀ		£ per sqm		£0 £0
Agricultural	D2		sqm sqm	F		£ per sqm £ per sqm		£0 £0
Sui Generis	Car Shorwoom		sqm	F		£ per sqm		£0
Sui Generis	Car Repairs		sqm	F		£ per sqm		£0
Development \	/alue							£6,199,200
Development								
Development C Land	Plot Ratio				Value			
Industrial	200%	18900	sam	Г		£ per sqm		£263,088
Office	200%		sqm	F		£ per sqm		£0
Food Retail	300%	0	sqm		132.6	£ per sqm		£0
Other Retail	150%		sqm			£ per sqm		£0
Residential Inst	150%		sqm	Ļ		£ per sqm		£0
Hotels	200%		sqm	F		£ per sqm		£0 £0
Community Leisure	150% 300%		sqm sqm	ŀ		£ per sqm £ per sqm		£0 £0
Agricultural	200%		sqm	F		£ per sqm		£0
Car Shorwoom	200%		sqm	F		£ per sqm		£0
Car Repairs	200%		sqm		0.6	£ per sqm		£0
Constantion.							2.00/1	C7 002
Construction	Gross/Net				Stamp Duty		3.0% CIL Rate	£7,893
Industrial	1.0	9450	sam	Г	400	£ per sqm		£3,780,000
Office	1.2	0	sqm	F	1270	£ per sqm		£0
Food Retail	1.0		sqm	F	770	£ per sqm	125	£0
Other Retail	1.0		sqm			£ per sqm	125	£0
Residential Inst	1.2		sqm	Ļ		£ per sqm		£0
Hotels	1.2		sqm	-		£ per sqm		£0 £0
Community Leisure	1.0		sqm sqm	F	1020	£ per sqm £ per sqm		£0
Agricultural	1.0		sqm	F		£ per sqm		£0
Car Shorwoom	1.0		sqm	F	800	£ per sqm		£0
Car Repairs	1.0	0	sqm		440	£ per sqm		£0
A han a range l Carata					0			
Abnormal Costs Professional Fees	. @			H		£ sqm Build Cost		£85,050 £302,400
Legal Fees	5 W			ŀ	0.5%			£30,996
Statutory Fees				F		Build Cost		£22,680
Sales/Marketing	Costs			F	2.0%			£123,984
Contingencies						Build Cost		£189,000
Planning Obligati	ons				0	£		£0
CIL	-	6.00/		121			21.44.5	£0
Interest @ Arrangement Fee	_	6.0% 1.0%	Cost	12	Month Build		3 Mth Sale Void	£180,191 £48,051
Development Pro		1.070		7.5%	of GDV			£1,084,860
Total Cost			-					£6,118,192
VIABILITY MARG	IN							£81,008

\ /•	2		Com	mercia	l Via	bility A	ppraisal
Via	b						ppraisai
			U-5 Ye	ear Delive	ry		
DEVELOPMENT T BASE LAND VALU				Greenfield			
DEVELOPMENT R		ON		Bi/E/1 Sout	h of Brailw	ood Road	
DEVELOPMENT D						l Floorspace	
Development	(+)···-						
Development V Industrial	B1b B1c B2 B8	6000	sam	656	£ per sqm		£3,936,000
Office	B1a B10 B10 B2 B8	0000	sqm		£ per sqm		£0
Food Retail	A1		sqm	1540	£ per sqm		£0
Other Retail	A 1 A2 A3 A4 A5		sqm		£ per sqm		£0
Residential Inst	C2		sqm		£ per sqm		£0
Hotels Community	C3 D1		sqm sqm		£ per sqm £ per sqm		£0 £0
Leisure	D1 D2		sqm		£ per sqm		£0
Agricultural			sqm		£ per sqm		£0
Sui Generis	Car Shorwoom		sqm		£ per sqm		£0
Sui Generis	Car Repairs		sqm	0	£ per sqm		£0
Development V	alue						£3,936,000
Development C							
Land	Plot Ratio			Value			
Industrial Office	200%	12000	sqm sqm		£ per sqm £ per sqm		£167,040 £0
Food Retail	200% 300%	0			£ per sqm £ per sqm		£0 £0
Other Retail	150%	-	sqm		£ per sqm		£0
Residential Inst	150%		sqm		£ per sqm		£0
Hotels	200%	0			£ per sqm		£0
Community Leisure	150%		sqm		£ per sqm		£0 £0
Agricultural	300% 200%		sqm sqm		£ per sqm £ per sqm		£0 £0
Car Shorwoom	200%		sqm		£ per sqm		£0
Car Repairs	200%		sqm		£ per sqm		£0
Construction				Stamp Duty		1.0%	£1 670
Construction	Gross/Net			Stamp Duty		CIL Rate	£1,670
Industrial	1.0	6000	sqm	400	£ per sqm	0	£2,400,000
Office	1.2	0	sqm	1270	£ per sqm	0	£0
Food Retail	1.0		sqm		£ per sqm	125	£0
Other Retail Residential Inst	1.0		sqm sqm		£ per sqm £ per sqm	125	£0 £0
Hotels	1.2		sqm		£ per sqm	0	£0
Community	1.0		sqm		£ per sqm	0	£0
Leisure	1.0	0	sqm		£ per sqm	0	£0
Agricultural	1.0		sqm		£ per sqm	0	£0
Car Shorwoom Car Repairs	1.0		sqm sqm		£ per sqm £ per sqm	0	£0 £0
eur riepuns	1.0		sqiii		r per sqiii		
Abnormal Costs					£ sqm		
Professional Fees	@				Build Cost		£192,000
Legal Fees Statutory Fees				0.5%	GDV Build Cost		£19,680 £14,400
Sales/Marketing	Costs			2.0%			£78,720
Contingencies					Build Cost		£120,000
Planning Obligati	ons			0			£0
CIL		C 011		42		31	£0
Interest @ Arrangement Fee		6.0% 1.0%		12 Month Build		3 Mth Sale Void	£112,257 £29,935
Development Pro		1.0%		5% of GDV			£688,800
Total Cost							£3,824,502
VIABILITY MARG	IN						£111,498

			Cc	mmercial	Viability A	opraisal
DEVELOPMENT T	TYPE		U-s	S Year Delivery		
BASE LAND VALU				Greenfield		
DEVELOPMENT F	REF & LOCATI	ON		Bi/E/2 North of	f Brailwood Road	
DEVELOPMENT	DETAILS			1,750 Sqr	m Total Floorspace	
Development \	/aluo					
Industrial	B1b B1c B2 B8	1750	sam	656 £ pe	er sam	£1,148,000
Office	B1a		sqm	969 £ pe		£0
Food Retail	A1		sqm	1540 £ pe	er sqm	£0
Other Retail	A 1 A2 A3 A4 A5		sqm	1250 £ pe		£0
Residential Inst	C2		sqm	0 £ pe		£0
Hotels	C3		sqm	0 f pe		£0
Community Leisure	D1		sqm	0 f pe 0 f pe		£0 £0
Agricultural	D2		sqm sqm	0 f pe		£0
Sui Generis	Car Shorwoom		sqm	0 £ pe		£0
Sui Generis	Car Repairs		sqm	0 £ pe		£0
Development V			1			£1,148,000
Development	Dt					
Development C Land	Plot Ratio			Value		
Industrial	200%	3500	sam	13.9 £ pe	er sam	£48,720
Office	200%		sqm	12.5 f pe		£0
Food Retail	300%		sqm	132.6 £ pe		£0
Other Retail	150%		sqm	13.5 £ pe		£0
Residential Inst	150%		sqm	0.6 £ pe		£0
Hotels	200%		sqm	0.6 £ pe		£0
Community	150%	0	sqm	0.6 £ pe		£0
Leisure	300%		sqm	0.6 £ pe		£0 £0
Agricultural Car Shorwoom	200%		sqm sqm	1.5 £ pe 0.6 £ pe		£0 £0
Car Repairs	200%		sqm	0.0 £ pe		£0
			oqiii	0.012 pc		
Construction				Stamp Duty	1.0%	£487
	Gross/Net		I		CIL Rate	
Industrial	1.0	1750		400 £ pe	er sqm 0	£700,000
Office	1.2		sqm	1270 £ pe 770 £ pe		£0
Food Retail Other Retail	1.0		sqm sqm	770 £ pe 440 £ pe		£0 £0
Residential Inst	1.0		sqm	1040 £ pe		£0
Hotels	1.2		sqm	1560 £ pe		£0
Community	1.0		sqm	1620 £ pe		£0
Leisure	1.0		sqm	1480 £ pe		£0
Agricultural	1.0		sqm	420 £ pe		£0
Car Shorwoom	1.0		sqm	800 £ pe		£0
Car Repairs	1.0	0	sqm	440 £ pe	er sqm 0	£0
Abnormal Costs				0 £ sq	200	£0
Professional Fees	s @			8.0% Build		£56,000
Legal Fees	, e			0.5% GDV		£5,740
Statutory Fees				0.6% Build		£4,200
Sales/Marketing	Costs			2.0% GDV	V	£22,960
Contingencies				5.0% Build	ld Cost	£35,000
Planning Obligati	ions			£		£0
CIL		C 00/		12	2	£0
Interest @ Arrangement Fee	`	6.0% 1.0%		12 Month Build	3 Mth Sale Void	£32,742 £8,731
Development Pro		1.0%	COST	17.5% of GDV		£200,900
Total Cost						£1,115,480
VIABILITY MARG	IN					£32,520

	2	Com	Commercial Viability Appraisa				
Vi•a		0-5 Ve	ear Delivery				
DEVELOPMENT 1			Retail				
BASE LAND VALU			Brownfield				
DEVELOPMENT F			OB/Re/1 Rufford Avenue				
DEVELOPMENT	DETAILS		2,133 Sqm Total Floorspace				
Development V	/alue						
Industrial	B1b B1c B2 B8	sqm	656 £ per sqm	£0			
Office	B1a	sqm	969 £ per sqm	£0			
Food Retail	A1	sqm	1540 £ per sqm	£0			
Other Retail Residential Inst	A 1 A2 A3 A4 A5	2133 sqm	1250 £ per sqm	£2,666,250 £0			
Hotels	C2 C3	sqm sqm	0 £ per sqm 0 £ per sqm	£0 £0			
Community	D1	sqm	0 £ per sqm	£0			
Leisure	D2	sqm	0 £ per sqm	£0			
Agricultural		sqm	0 £ per sqm	£0			
Sui Generis	Car Shorwoom	sqm	0 £ per sqm	£0			
Sui Generis Development \	Car Repairs	sqm	0 £ per sqm	£0 £2,666,250			
Development	laiue			12,000,250			
Development (
Land	Plot Ratio		Value				
Industrial Office	200%	0 sqm 0 sqm	22.2 f per sqm	£0 £0			
Food Retail	200% 300%	0 sqm 0 sqm	20.8 £ per sqm 140.9 £ per sqm	£0 £0			
Other Retail		3199.5 sqm	21.8 £ per sqm	£69,685			
Residential Inst	150%	0 sqm	8.9 £ per sqm	£0			
Hotels	200%	0 sqm	8.9 £ per sqm	£0			
Community	150%	0 sqm	8.9 £ per sqm	£0			
Leisure	300%	0 sqm	8.9 £ per sqm	£0			
Agricultural Car Shorwoom	200% 200%	0 sqm 0 sqm	9.8 £ per sqm 8.9 £ per sqm	£0 £0			
Car Repairs	200%	0 sqm	8.9 £ per sqm	£0			
Construction			Stamp Duty 1.0%	£697			
Industrial	Gross/Net	Olcam	CIL Rate	£0			
Office	1.0	0 sqm 0 sqm	400 £ per sqm 0 1270 £ per sqm 0	£0			
Food Retail	1.0	0 sqm	770 £ per sqm 125	£0			
Other Retail	1.0	2133 sqm	440 £ per sqm 125	£938,520			
Residential Inst	1.2	0 sqm	1040 £ per sqm 0	£0			
Hotels	1.2	0 sqm	1560 £ per sqm 0	£0			
Community Leisure	1.0	0 sqm 0 sqm	1620 £ per sqm 0 1480 £ per sqm 0	£0 £0			
Agricultural	1.0	0 sqm	420 £ per sqm 0	£0			
Car Shorwoom	1.0	0 sqm	800 £ per sqm 0	£0			
Car Repairs	1.0	0 sqm	440 £ per sqm 0	£0			
Abnormal Costs			0 £ sqm	£0			
Professional Fees	s @		8.0% Build Cost	£75,082			
Legal Fees			0.5% GDV	£13,331			
Statutory Fees			0.6% Build Cost	£5,631			
Sales/Marketing	Costs		2.0% GDV	£53,325			
Contingencies			5.0% Build Cost	£46,926			
Planning Obligati CIL	IONS		<u> </u>	£0 £266,625			
Interest @		6.0%	12 Month Build 3 Mth Sale Void	£55,118			
Arrangement Fee	e	1.0% Cost		£14,698			
Development Pro			5% of GDV	£466,594			
Total Cost				£2,006,232			
VIABILITY MARG	IN			£660,018			

/• _ •	Z	Com	mercia	l Viabi	litv Ar	praisal
Vi•at						
		0-5 Y€	ear Delive	ry		
DEVELOPMENT			Retail			
BASE LAND VALU		N	Brownfield Forest Road			
DEVELOPMENT				Sqm Total Floo	orspace	
				9		
Development \						
Industrial Office	B1b B1c B2 B8	sqm		£ per sqm £ per sqm		£0 £0
Food Retail	B1a A1	sqm sqm		£ per sqm £ per sqm		£0 £0
Other Retail	A 1 A2 A3 A4 A5	850 sqm		£ per sqm		£1,062,500
Residential Inst	C2	sqm		£ per sqm		£0
Hotels	С3	sqm	0	£ per sqm		£0
Community	D1	sqm		£ per sqm		£0
Leisure	D2	sqm		£ per sqm		£0
Agricultural Sui Generis		sqm		£ per sqm		£0
Sui Generis	Car Shorwoom Car Repairs	sqm		£ per sqm £ per sqm		£0 £0
Development \		sqm	0	r per sqiii		£1,062,500
						,,
Development (1/-1			
Land Industrial	Plot Ratio	0 sqm	Value	C nor com		£0
Office	200%	0 sqm		£ per sqm £ per sqm		£0 £0
Food Retail	300%	0 sqm		£ per sqm		£0
Other Retail	150%	1275 sqm		£ per sqm		£27,770
Residential Inst	150%	0 sqm		£ per sqm		£0
Hotels	200%	0 sqm		£ per sqm		£0
Community	150%	0 sqm		£ per sqm		£0
Leisure	300%	0 sqm		£ per sqm		£0
Agricultural Car Shorwoom	200%	0 sqm		£ per sqm		£0 £0
Car Repairs	200%	0 sqm 0 sqm		£ per sqm £ per sqm		£0 £0
eur nepurs	20070		0.5	r per squi		20
Construction			Stamp Duty		1.0%	£278
	Gross/Net				CIL Rate	
Industrial	1.0	0 sqm		£ per sqm	0	£0
Office	1.2	0 sqm		£ per sqm	0	£0
Food Retail Other Retail	1.0	0 sqm 850 sqm		£ per sqm £ per sqm	125 125	£0 £374,000
Residential Inst	1.0	0 sqm		£ per sqm	0	£0
Hotels	1.2	0 sqm		£ per sqm	0	£0
Community	1.0	0 sqm		£ per sqm	0	£0
Leisure	1.0	0 sqm	1480	£ per sqm	0	£0
Agricultural	1.0	0 sqm		£ per sqm	0	£0
Car Shorwoom	1.0	0 sqm		£ per sqm	0	£0
Car Repairs	1.0	0 sqm	440	£ per sqm	0	£0
Abnormal Costs			0	£ sqm		£0
Professional Fee	s @			Build Cost		£29,920
Legal Fees			0.5%	GDV		£5,313
Statutory Fees				Build Cost		£2,244
Sales/Marketing	Costs		2.0%			£21,250
Contingencies	ione			Build Cost		£18,700
Planning Obligat CIL	IONS			£		£0
Interest @	F	6.0%	12 Month Build	314	th Sale Void	£106,250 £21,965
Arrangement Fee	e	1.0% Cost			an Sale Volu	£5,857
Development Pro			5% of GDV			£185,938
Total Cost						£799,483
VIABILITY MARG	IIN					£263,017

Vi•ab²

Commercial Viability Appraisal 10-15 Year Delivery

DEVELOPMENT TYPE **BASE LAND VALUE SCENARIO DEVELOPMENT REF & LOCATION DEVELOPMENT DETAILS**

0 Sqm Total Floorspace

Development	Value					
Industrial	B1b B1c B2 B8	sq	Im	866	£ per sqm	£0
Office	B1a	sq	Im	0	£ per sqm	£0
Food Retail	A1	sq	ım	0	£ per sqm	£0
Other Retail	A 1 A2 A3 A4 A5	sq	Im	0	£ per sqm	£0
Residential Inst	C2	sq	ım	0	£ per sqm	£0
Hotels	C3	sq	ım	0	£ per sqm	£0
Community	D1	sq	Im	0	£ per sqm	£0
Leisure	D2	sq	ım	0	£ per sqm	£0
Agricultural		sq	ım	0	£ per sqm	£0
Sui Generis	Car Shorwoom	sq	Im	0	£ per sqm	£0
Sui Generis	Car Repairs	sq	ım	0	£ per sqm	£0
Development	Value					£0

Development Costs

Land	Plot Ratio		Value	
Industrial	200%	0 sqm	#NAME? £ per sqm	#NAME?
Office	200%	0 sqm	#NAME? £ per sqm	#NAME?
Food Retail	300%	0 sqm	#NAME? £ per sqm	#NAME?
Other Retail	150%	0 sqm	#NAME? £ per sqm	#NAME?
Residential Inst	150%	0 sqm	#NAME? £ per sqm	#NAME?
Hotels	200%	0 sqm	#NAME? £ per sqm	#NAME?
Community	150%	0 sqm	#NAME? £ per sqm	#NAME?
Leisure	300%	0 sqm	#NAME? £ per sqm	#NAME?
Agricultural	200%	0 sqm	#NAME? £ per sqm	#NAME?
Car Shorwoom	200%	0 sqm	#NAME? £ per sqm	#NAME?
Car Repairs	200%	0 sqm	#NAME? £ per sqm	#NAME?

Construction				Stamp Duty		#NAME?	#NAME?	
	Gross/Net					CIL Rate		
Industrial	1.0	0 sqi	m		£ per sqm	£0		£0
Office	1.2	0 sqi	m		£ per sqm	£0		£0
Food Retail	1.0	0 sqi			£ per sqm	£0		£0
Other Retail	1.0	0 sqi		589.6	£ per sqm	£0		£0
Residential Inst	1.2	0 sqi			£ per sqm	£0		£0
Hotels	1.2	0 sqı			£ per sqm	£0		£0
Community	1.0	0 sqı			£ per sqm	£0		£0
Leisure	1.0	0 sqı			£ per sqm	£0		£0
Agricultural	1.0	0 sqı			£ per sqm	£0		£0
Car Shorwoom	1.0	0 sqi			£ per sqm	£0		£0
Car Repairs	1.0	0 sqi	m	589.6	£ per sqm	£0		£0
					1			~~~
Abnormal Costs	-				£ sqm			£0
Professional Fees	s @				Build Cost			£0
Legal Fees				0.5%				£0
Statutory Fees	~ ·				Build Cost			£0
Sales/Marketing	Costs			2.0%				£0
Contingencies					Build Cost			£0
Planning Obligati	ons			0	£			£0
CIL	r	C 00/ I	10			21		£0
Interest @	、 -	6.0%		Month Build	ļ	3 Mth Sale Void	#NAME?	
Arrangement Fee		1.0% Co					#NAME?	60
Development Pro		_	17.5%				#NAME?	£0
							#INAIVIE?	
VIABILITY MARG							#NAN	162
VIABILITY WARG							#INAIV	11-11

	. 2		Con	nmercia	al Via	bility A	ppraisal
Vi•a	D						
DEVELOPMENT T			0-5 1	ear Delive	ery		
BASE LAND VALU							
DEVELOPMENT F		ON					
DEVELOPMENT	DETAILS				Sqm Tota	al Floorspace	
Development \	/alue						
Industrial	B1b B1c B2 B8		sqm		0 £ per sqm		£0
Office Food Retail	B1a A1		sqm		0 £ per sqm 0 £ per sqm		£0 £0
Other Retail	A 1 A 2 A 3 A 4 A 5		sqm sqm		0 £ per sqm		£0
Residential Inst	C2		sqm		0 £ per sqm		£0
Hotels	С3		sqm		0 £ per sqm		£0
Community	D1	9	sqm		0 £ per sqm		£0
Leisure	D2		sqm		0 £ per sqm		£0
Agricultural Sui Generis	Car Shorwoom		sqm sqm		0 £ per sqm 0 £ per sqm		£0 £0
Sui Generis	Car Repairs		sqm		0 £ per sqm		£0
Development \							£0
Development	`esta						
Development C Land	Plot Ratio			Value			
Industrial	200%	0	sqm	#NAME?	£ per sqm		#NAME?
Office	200%		sqm	#NAME?	£ per sqm		#NAME?
Food Retail	300%		sqm	#NAME?	£ per sqm		#NAME?
Other Retail	150%		sqm	#NAME?	£ per sqm		#NAME?
Residential Inst Hotels	150% 200%		sqm sqm	#NAME? #NAME?	£ per sqm £ per sqm		#NAME? #NAME?
Community	150%		sqm	#NAME?	£ per sqm		#NAME?
Leisure	300%		sqm	#NAME?	£ per sqm		#NAME?
Agricultural	200%		sqm	#NAME?	£ per sqm		#NAME?
Car Shorwoom	200%		sqm	#NAME?	£ per sqm		#NAME?
Car Repairs	200%	0	sqm	#NAME?	£ per sqm		#NAME?
Construction				Stamp Duty	y	#NAME?	#NAME?
	Gross/Net					CIL Rate	
Industrial	1.0		sqm	40	0 £ per sqm	15	£0
Office Food Retail	1.2		sqm		0 £ per sqm 0 £ per sqm	125	£0 £0
Other Retail	1.0	0	sqm sqm		0 £ per sqm 0 £ per sqm	125	£0 £0
Residential Inst	1.0		sqm		0 £ per sqm		£0
Hotels	1.2	0	sqm	156	0 £ per sqm		£0
Community	1.0		sqm		0 £ per sqm		£0
Leisure Agricultural	1.0		sqm		0 £ per sqm		£0 £0
Car Shorwoom	1.0 1.0		sqm sqm		0 £ per sqm 0 £ per sqm		£0 £0
Car Repairs	1.0		sqm	44	0 £ per sqm		£0
					_		
Abnormal Costs) £ sqm		£67,200
Professional Fees Legal Fees	s @				6 Build Cost 6 GDV		£0 £0
Statutory Fees					Build Cost		£0
Sales/Marketing	Costs			2.0%	6 GDV		£0
Contingencies					Build Cost		£0
Planning Obligati	ons) f		£0
CIL Interest @		6.0%		12 Month Build		3 Mth Sale Void	£0 #NAME?
Arrangement Fee	2	1.0%	Cost			J With Sale Vold	#NAME?
Development Pro		210/3		7.5% of GDV			£0
Total Cost							#NAME?
VIABILITY MARG	IN						#NAME?

• ••	. 2	Com	mercial Viabilit	v Appraisal
Vi•a	b			
		U-5 Ye	ar Delivery	
DEVELOPMENT	–			
DEVELOPMENT F				
DEVELOPMENT			0 Sqm Total Floorspa	ace
	-			
Development V	/alue			
Industrial	B1b B1c B2 B8	sqm	700 £ per sqm	£0
Office Food Retail	B1a	sqm	0 £ per sqm	£0 £0
Other Retail	A1 A 1 A2 A3 A4 A5	sqm sqm	1540 £ per sqm 1250 £ per sqm	£0 £0
Residential Inst	C2	sqm	$0 \pm per sqm$	£0
Hotels	C3	sqm	0 £ per sqm	£0
Community	D1	sqm	0 £ per sqm	£0
Leisure	D2	sqm	0 £ per sqm	£0
Agricultural		sqm	0 £ per sqm	£0
Sui Generis	Car Shorwoom	sqm	0 £ per sqm	£0
Sui Generis	Car Repairs	sqm	0 £ per sqm	£0
Development \	alue			£0
Development (Costs			
Land	Plot Ratio		Value	
Industrial	200%	0 sqm	#NAME? f per sqm	#NAME?
Office	200%	0 sqm	#NAME? £ per sqm	#NAME?
Food Retail	300%	0 sqm	#NAME? £ per sqm	#NAME?
Other Retail	150%	0 sqm	#NAME? £ per sqm	#NAME?
Residential Inst	150%	0 sqm	#NAME? £ per sqm	#NAME?
Hotels	200%	0 sqm	#NAME? £ per sqm	#NAME?
Community	150%	0 sqm	#NAME? £ per sqm	#NAME?
Leisure	300%	0 sqm	#NAME? £ per sqm #NAME? £ per sqm	#NAME?
Agricultural Car Shorwoom	200%	0 sqm 0 sqm	#NAME? £ per sqm #NAME? £ per sqm	#NAME? #NAME?
Car Repairs	200%	0 sqm	#NAME? f per sqm	#NAME?
cui nepuiis	20070	0 sqiii		
Construction			Stamp Duty #NA	ME? #NAME?
	Gross/Net		· · ·	Rate
Industrial	1.0	0 sqm	400 £ per sqm	15 £0
Office	1.2	0 sqm	1270 £ per sqm	0 £0
Food Retail	1.0	0 sqm	770 £ per sqm	125 £0
Other Retail	1.0	0 sqm	440 £ per sqm	125 £0
Residential Inst Hotels	1.2	0 sqm	1040 £ per sqm 1560 £ per sqm	0 £0 £0
Community	1.2 1.0	0 sqm 0 sqm	1620 £ per sqm	0 £0
Leisure	1.0	0 sqm	1480 £ per sqm	0 £0
Agricultural	1.0	0 sqm	420 £ per sqm	01 01 0
Car Shorwoom	1.0	0 sqm	800 £ per sqm	01 E0
Car Repairs	1.0	0 sqm	440 £ per sqm	0 £0
Abnormal Costs			£ sqm	
Professional Fees	s @		8.0% Build Cost	£0
Legal Fees			0.5% GDV	£0
Statutory Fees	Costo		0.6% Build Cost	£0
Sales/Marketing	COSIS		2.0% GDV 5.0% Build Cost	£0
Contingencies Planning Obligati	ions		0 £	£0 £0
CIL	10113			£0 £0
Interest @		6.0%	12 Month Build 3 Mth Sale	
Arrangement Fee	e	1.0% Cost		#NAME?
Development Pro			of GDV	£0
Total Cost				#NAME?
VIABILITY MARG	in			#NAME?

Vi•a	2		Со	mn	nercia	l Via	bility A	pprais	al
B IA			0-5	Yea	r Delive	ry			
DEVELOPMENT 1	ГҮРЕ								
BASE LAND VALU									
DEVELOPMENT F		1			0	Sgm Tota	al Floorspace		
Development \	/alue								
Industrial	B1b B1c B2 B8		sqm			£ per sqm			£0
Office Food Retail	B1a		sqm			£ per sqm			£0
Other Retail	A1 A 1 A2 A3 A4 A5		sqm			£ per sqm £ per sqm			£0 £0
Residential Inst	C2		sqm sqm			£ per sqm			£0
Hotels	C3		sqm			£ per sqm			£0
Community	D1		sqm		0				£0
Leisure	D2		sqm		0				£0
Agricultural			sqm		0	£ per sqm			£0
Sui Generis	Car Shorwoom		sqm		0	£ per sqm			£0
Sui Generis	Car Repairs		sqm		0	£ per sqm			£0
Development \	/alue								£0
Development (Costs								
Land	Plot Ratio				Value				
Industrial	200%	0	sqm		#NAME?	£ per sqm		#NAME?	
Office	200%	0	sqm		#NAME?	£ per sqm		#NAME?	
Food Retail	300%	0	sqm		#NAME?	£ per sqm		#NAME?	
Other Retail	150%		sqm		#NAME?	£ per sqm		#NAME?	
Residential Inst	150%	0	sqm		#NAME?	£ per sqm		#NAME?	
Hotels Community	200%	0	sqm		#NAME? #NAME?	£ per sqm £ per sqm		#NAME? #NAME?	
Leisure	150% 300%	0	sqm		#NAME?	£ per sqm £ per sqm		#NAME?	
Agricultural	200%	0	sqm sqm		#NAME?	£ per sqm		#NAME?	
Car Shorwoom	200%	-	sqm		#NAME?	£ per sqm		#NAME?	
Car Repairs	200%	-	sqm		#NAME?	£ per sqm		#NAME?	
Construction	-				Stamp Duty		#NAME?	#NAME?	
	Gross/Net		r			-	CIL Rate	1	~~~
Industrial	1.0		sqm			£ per sqm	15		£0
Office Food Retail	1.2		sqm			£ per sqm	0		£0 £0
Other Retail	1.0 1.0	~	sqm sqm			£ per sqm £ per sqm	125		£0 £0
Residential Inst	1.0	-	sqm			£ per sqm	0		£0
Hotels	1.2	-	sqm			£ per sqm	0		£0
Community	1.0		sqm			£ per sqm	0		£0
Leisure	1.0		sqm		1480	£ per sqm	0		£0
Agricultural	1.0	_	sqm			£ per sqm	0		£0
Car Shorwoom	1.0		sqm			£ per sqm	0		£0
Car Repairs	1.0	0	sqm		440	£ per sqm	0		£0
Abnormal Costs					0				
Professional Fees	- @					£ sqm Build Cost			£0
Legal Fees	5 W				0.5%				£0
Statutory Fees						Build Cost			£0
Sales/Marketing	Costs				2.0%				£0
Contingencies						Build Cost			£0
Planning Obligati	ions					£			£0
CIL									£0
Interest @		6.0%		12	Month Build		3 Mth Sale Void	#NAME?	
Arrangement Fee		1.0%	Cost					#NAME?	
Development Pro	ofit			17.5%	of GDV				£0
Total Cost								#NAME?	
VIABILITY MARG	IN							#NA	ME2

Vi•a		Com	nmercial Viabilit	y Appraisa
v l a		0-5 Y	ear Delivery	
DEVELOPMENT 1				
BASE LAND VALU				
DEVELOPMENT F			0 Sqm Total Floors	200
DEVELOPINIENT				
Development \	/alue			
Industrial	B1b B1c B2 B8	sqm	700 £ per sqm	£0
Office Food Retail	B1a A1	sqm	0 £ per sqm 1540 £ per sqm	£0 £0
Other Retail	A 1 A 2 A 3 A 4 A 5	sqm sqm	1250 £ per sqm	£0
Residential Inst	C2	sqm	0 £ per sqm	£0
Hotels	С3	sqm	0 £ per sqm	£0
Community	D1	sqm	0 £ per sqm	£0
Leisure	D2	sqm	0 £ per sqm	£0
Agricultural Sui Generis	Car Shorwoom	sqm	0 £ per sqm 0 £ per sqm	£0 £0
Sui Generis	Car Repairs	sqm sqm	0 £ per sqm	£0
Development \		Sqiii		£0
Development (Land	Plot Ratio		Value	
Industrial	200%	0 sqm	#NAME? £ per sgm	#NAME?
Office	200%	0 sqm	#NAME? f per sqm	#NAME?
Food Retail	300%	0 sqm	#NAME? £ per sqm	#NAME?
Other Retail	150%	0 sqm	#NAME? £ per sqm	#NAME?
Residential Inst	150%	0 sqm	#NAME? £ per sqm	#NAME?
Hotels	200%	0 sqm	#NAME? £ per sqm	#NAME?
Community Leisure	150% 300%	0 sqm 0 sqm	#NAME? £ per sqm #NAME? £ per sqm	#NAME? #NAME?
Agricultural	200%	0 sqm	#NAME? f per sqm	#NAME?
Car Shorwoom	200%	0 sqm	#NAME? f per sqm	#NAME?
Car Repairs	200%	0 sqm	#NAME? £ per sqm	#NAME?
Construction			Champa Dutu	
Construction	Gross/Net		···· ·· · · · · · · · · · · · · · · ·	AME? #NAME?
Industrial	1.0	0 sqm	400 £ per sqm	15 £0
Office	1.2	0 sqm	1270 £ per sqm	0 £0
Food Retail	1.0	0 sqm	770 £ per sqm	125 £0
Other Retail	1.0	0 sqm	440 £ per sqm	125 £0
Residential Inst	1.2	0 sqm	1040 £ per sqm	0 £0
Hotels Community	1.2	0 sqm 0 sqm	1560 £ per sqm 1620 £ per sqm	0 £0 0 £0
Leisure	1.0	0 sqm	1480 £ per sqm	0 £0
Agricultural	1.0	0 sqm	420 £ per sqm	0 £0
Car Shorwoom	1.0	0 sqm	800 £ per sqm	0 £0
Car Repairs	1.0	0 sqm	440 £ per sqm	0 £0
Abnormal Costs			0 £ sqm	£0
Professional Fees	s @		8.0% Build Cost	£0
Legal Fees	•		0.5% gdv	£0
Statutory Fees			0.6% Build Cost	£0
Sales/Marketing	Costs		2.0% GDV	£0
Contingencies	ions		5.0% Build Cost	£0
Planning Obligati CIL	10115		<u> </u>	£0 £0
Interest @	i	6.0%	12 Month Build 3 Mth Sa	
Arrangement Fee	2	1.0% Cost		#NAME?
Development Pro		17.	.5% of GDV	£0
Total Cost				#NAME?
VIABILITY MARG	IN			#NAME?



0-5 Year Delivery

DEVELOPMENT REF & LOCATION DEVELOPMENT DETAILS

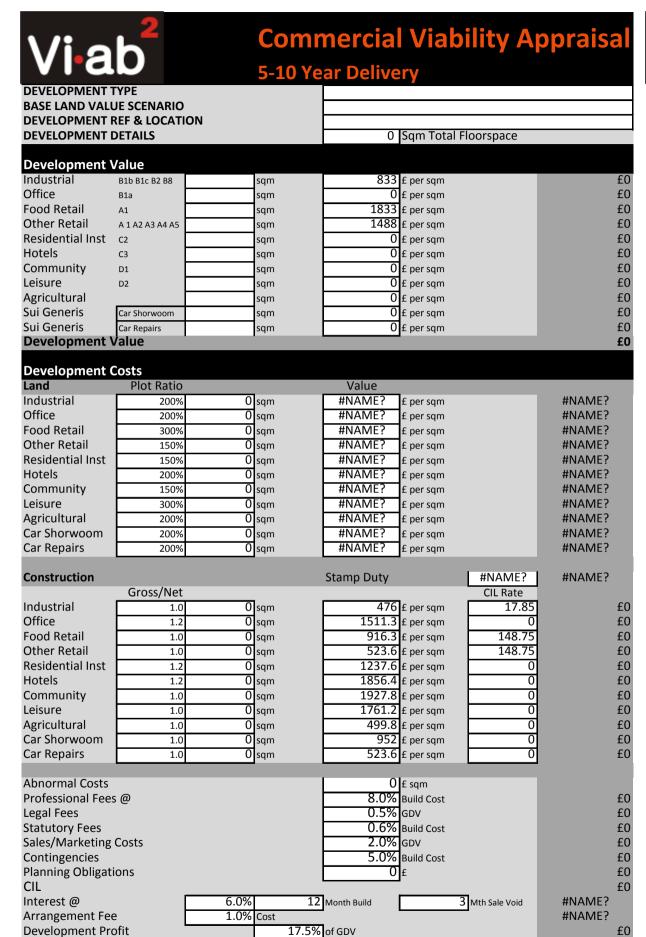
0 Sqm Total Floorspace

Development	Value				
Industrial	B1b B1c B2 B8	sqm	700	£ per sqm	£0
Office	B1a	sqm	0	£ per sqm	£0
Food Retail	A1	sqm		£ per sqm	£0
Other Retail	A 1 A2 A3 A4 A5	sqm	1250	£ per sqm	£0
Residential Inst	C2	sqm	0	£ per sqm	£0
Hotels	C3	sqm	0	£ per sqm	£0
Community	D1	sqm	0	£ per sqm	£0
Leisure	D2	sqm	0	£ per sqm	£0
Agricultural		sqm	0	£ per sqm	£0
Sui Generis	Car Shorwoom	sqm	0	£ per sqm	£0
Sui Generis	Car Repairs	sqm	0	£ per sqm	£0
Development '	Value				£0

Development Costs

Land	Plot Ratio		Value	
Industrial	200%	0 sqm	#NAME? £ per sqm	#NAME?
Office	200%	0 sqm	#NAME? £ per sqm	#NAME?
Food Retail	300%	0 sqm	#NAME? £ per sqm	#NAME?
Other Retail	150%	0 sqm	#NAME? £ per sqm	#NAME?
Residential Inst	150%	0 sqm	#NAME? £ per sqm	#NAME?
Hotels	200%	0 sqm	#NAME? £ per sqm	#NAME?
Community	150%	0 sqm	#NAME? £ per sqm	#NAME?
Leisure	300%	0 sqm	#NAME? £ per sqm	#NAME?
Agricultural	200%	0 sqm	#NAME? £ per sqm	#NAME?
Car Shorwoom	200%	0 sqm	#NAME? £ per sqm	#NAME?
Car Repairs	200%	0 sqm	#NAME? £ per sqm	#NAME?

Construction			Stamp Duty		#NAME?	#NAME?
	Gross/Net				CIL Rate	
Industrial	1.0			£ per sqm	15	£0
Office	1.2			£ per sqm	0	£0
Food Retail	1.0			£ per sqm	125	£0
Other Retail	1.0		440	£ per sqm	125	£0
Residential Inst	1.2			£ per sqm	0	£0
Hotels	1.2		1560	£ per sqm	0	£0
Community	1.0			£ per sqm	0	£0
Leisure	1.0			£ per sqm	0	£0
Agricultural	1.0			£ per sqm	0	£0
Car Shorwoom	1.0			£ per sqm	0	£0
Car Repairs	1.0	0 sqm	440	£ per sqm	0	£0
				1.		60
Abnormal Costs	-			£ sqm		£0
Professional Fees	æ			Build Cost		£0
Legal Fees			0.5%			£0
Statutory Fees	C +-			Build Cost		£0
Sales/Marketing	Costs		2.0%			£0
Contingencies				Build Cost		£0
Planning Obligati	ons		0	£		£0
CIL		<u> </u>	4.21	·	-	£0
Interest @		6.0%	12 Month Build	·	3 Mth Sale Void	#NAME?
Arrangement Fee		1.0% Cost	47.50/1			#NAME?
Development Pro	ofit		17.5% of GDV			£0
Total Cost						#NAME?

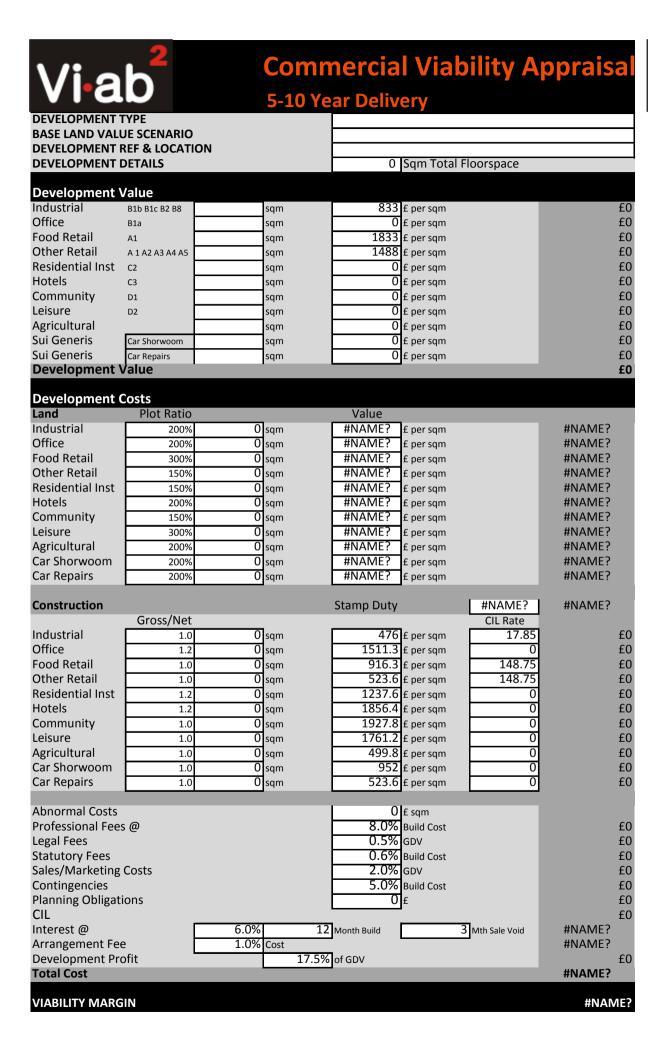


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ost	

VIABILITY MARGIN

Total C

#NAME?





5-10 Year Delivery

DEVELOPMENT TYPE **BASE LAND VALUE SCENARIO DEVELOPMENT REF & LOCATION DEVELOPMENT DETAILS**

0 Sqm Total Floorspace

Development	Value				
Industrial	B1b B1c B2 B8	sqm	833	£ per sqm	£0
Office	B1a	sqm	0	£ per sqm	£0
Food Retail	A1	sqm	0	£ per sqm	£0
Other Retail	A 1 A2 A3 A4 A5	sqm	0	£ per sqm	£0
Residential Inst	C2	sqm	0	£ per sqm	£0
Hotels	C3	sqm	0	£ per sqm	£0
Community	D1	sqm	0	£ per sqm	£0
Leisure	D2	sqm	0	£ per sqm	£0
Agricultural		sqm	0	£ per sqm	£0
Sui Generis	Car Shorwoom	sqm	0	£ per sqm	£0
Sui Generis	Car Repairs	sqm	0	£ per sqm	£0
Development	Value				£0
Development	Costs				
Land	Plot Ratio		Value		
Industrial	200%	0 sqm	#NAME?	£ per sqm	#NAME?

Industrial	200%	0 sqm	#N	NAME?	£ per sqm	#NAME?
Office	200%	0 sqm	#N	NAME?	£ per sqm	#NAME?
Food Retail	300%	0 sqm	#N	NAME?	£ per sqm	#NAME?
Other Retail	150%	0 sqm	#N	NAME?	£ per sqm	#NAME?
Residential Inst	150%	0 sqm	#N	NAME?	£ per sqm	#NAME?
Hotels	200%	0 sqm	#N	NAME?	£ per sqm	#NAME?
Community	150%	0 sqm	#N	NAME?	£ per sqm	#NAME?
Leisure	300%	0 sqm	#N	NAME?	£ per sqm	#NAME?
Agricultural	200%	0 sqm	#N	NAME?	£ per sqm	#NAME?
Car Shorwoom	200%	0 sqm	#N	NAME?	£ per sqm	#NAME?
Car Repairs	200%	0 sqm	#N	NAME?	£ per sqm	#NAME?

Construction			Stamp Duty		#NAME?	#NAME?
	Gross/Net				CIL Rate	
Industrial	1.0			£ per sqm	17.85	£0
Office	1.2	0 sqm		£ per sqm	0	£0
Food Retail	1.0	0 sqm		£ per sqm	148.75	£0
Other Retail	1.0	0 sqm	523.6	£ per sqm	148.75	£0
Residential Inst	1.2	0 sqm		£ per sqm	0	£0
Hotels	1.2	0 sqm		£ per sqm	0	£0
Community	1.0	0 sqm		£ per sqm	0	£0
Leisure	1.0	0 sqm		£ per sqm	0	£0
Agricultural	1.0	0 sqm		£ per sqm	0	£0
Car Shorwoom	1.0	0 sqm		£ per sqm	0	£0
Car Repairs	1.0	0 sqm	523.6	£ per sqm	0	£0
Abnormal Costs				£ sqm		
Professional Fees	. @			Build Cost		£0
Legal Fees			0.5%			£0
Statutory Fees	- .			Build Cost		£0
Sales/Marketing	Costs		2.0%			£0
Contingencies				Build Cost		£0
Planning Obligati	ons		0	£		£0
CIL		C 00/I	4.21	·	-	£0
Interest @		6.0%	12 Month Build		3 Mth Sale Void	#NAME?
Arrangement Fee		1.0% Cost	17.50/1 (#NAME?
Development Pro	סדול		17.5% of GDV			£0
Total Cost						#NAME?
VIABILITY MARG	IN					#NAME?



5-10 Year Delivery

DEVELOPMENT TYPE BASE LAND VALUE SCENARIO DEVELOPMENT REF & LOCATION DEVELOPMENT DETAILS

0 Sqm Total Floorspace

Development	Value				
Industrial	B1b B1c B2 B8	sqm	833	£ per sqm	£0
Office	B1a	sqm	0	£ per sqm	£0
Food Retail	A1	sqm		£ per sqm	£0
Other Retail	A 1 A2 A3 A4 A5	sqm	1488	£ per sqm	£0
Residential Inst	C2	sqm	0	£ per sqm	£0
Hotels	C3	sqm	0	£ per sqm	£0
Community	D1	sqm	0	£ per sqm	£0
Leisure	D2	sqm	0	£ per sqm	£0
Agricultural		sqm	0	£ per sqm	£0
Sui Generis	Car Shorwoom	sqm	0	£ per sqm	£0
Sui Generis	Car Repairs	sqm	0	£ per sqm	£0
Development '	Value			-	£0
Development					
Land	Plot Ratio		Value	_	_

Lanu	FIUL NALIO		value			
Industrial	200%	0 sqm	#NAME? £ per sqm		#NAME?	
Office	200%	0 sqm	#NAME? £ per sqm		#NAME?	
Food Retail	300%	0 sqm	#NAME? £ per sqm		#NAME?	
Other Retail	150%	0 sqm	#NAME? £ per sqm		#NAME?	
Residential Inst	150%	0 sqm	#NAME? £ per sqm		#NAME?	
Hotels	200%	0 sqm	#NAME? £ per sqm		#NAME?	
Community	150%	0 sqm	#NAME? £ per sqm		#NAME?	
Leisure	300%	0 sqm	#NAME? £ per sqm		#NAME?	
Agricultural	200%	0 sqm	#NAME? £ per sqm		#NAME?	
Car Shorwoom	200%	0 sqm	#NAME? £ per sqm		#NAME?	
Car Repairs	200%	0 sqm	#NAME? £ per sqm		#NAME?	
Construction			Stamp Duty	#NAME?	#NAME?	

construction				Stamp Duty		#INAIVIE !	#INAIVIE!	
	Gross/Net				_	CIL Rate		
Industrial	1.0				£ per sqm	17.85		£0
Office	1.2	0 sc	ηm	1511.3	£ per sqm	0		£0
Food Retail	1.0				£ per sqm	148.75		£0
Other Retail	1.0	0 sc	1 m		£ per sqm	148.75		£0
Residential Inst	1.2				£ per sqm	0		£0
Hotels	1.2	0 sc	1 m		£ per sqm	0		£0
Community	1.0	0 sc	ηm	1927.8	£ per sqm	0		£0
Leisure	1.0	0 sc	1 m	1761.2	£ per sqm	0		£0
Agricultural	1.0			499.8	£ per sqm	0		£0
Car Shorwoom	1.0				£ per sqm	0		£0
Car Repairs	1.0	0 sc	ηm	523.6	£ per sqm	0		£0
					-			
Abnormal Costs					£ sqm			£0
Professional Fees	; @				Build Cost			£0
Legal Fees				0.5%				£0
Statutory Fees					Build Cost			£0
Sales/Marketing	Costs			2.0%				£0
Contingencies				5.0%	Build Cost			£0
Planning Obligati	ons			0	£			£0
CIL				-	-			£0
Interest @		6.0%	12	Month Build		3 Mth Sale Void	#NAME?	
Arrangement Fee	2	1.0% Co	ost	•			#NAME?	
Development Pro	ofit		17.5%	of GDV				£0
Total Cost				•			#NAME?	



5-10 Year Delivery

DEVELOPMENT TYPE **BASE LAND VALUE SCENARIO DEVELOPMENT REF & LOCATION DEVELOPMENT DETAILS**

0 Sqm Total Floorspace

Development	Value				
Industrial	B1b B1c B2 B8	sqm	833	£ per sqm	£0
Office	B1a	sqm	0	£ per sqm	£0
Food Retail	A1	sqm	1833	£ per sqm	£0
Other Retail	A 1 A2 A3 A4 A5	sqm	1488	£ per sqm	£0
Residential Inst	C2	sqm	0	£ per sqm	£0
Hotels	C3	sqm	0	£ per sqm	£0
Community	D1	sqm	0	£ per sqm	£0
Leisure	D2	sqm	0	£ per sqm	£0
Agricultural		sqm	0	£ per sqm	£0
Sui Generis	Car Shorwoom	sqm	0	£ per sqm	£0
Sui Generis	Car Repairs	sqm	0	£ per sqm	£0
Development	Value				£0

Development Costs

Land	Plot Ratio		Value	
Industrial	200%	0 sqm	#NAME? £ per sqm	#NAME?
Office	200%	0 sqm	#NAME? £ per sqm	#NAME?
Food Retail	300%	0 sqm	#NAME? £ per sqm	#NAME?
Other Retail	150%	0 sqm	#NAME? £ per sqm	#NAME?
Residential Inst	150%	0 sqm	#NAME? £ per sqm	#NAME?
Hotels	200%	0 sqm	#NAME? £ per sqm	#NAME?
Community	150%	0 sqm	#NAME? £ per sqm	#NAME?
Leisure	300%	0 sqm	#NAME? £ per sqm	#NAME?
Agricultural	200%	0 sqm	#NAME? £ per sqm	#NAME?
Car Shorwoom	200%	0 sqm	#NAME? £ per sqm	#NAME?
Car Repairs	200%	0 sqm	#NAME? £ per sqm	#NAME?

Construction			Stamp Duty	#NAME?	#NAME?
	Gross/Net			CIL Rate	
Industrial	1.0	0 sqm	476 £ per sqm	17.85	£0
Office	1.2	0 sqm	1511.3 £ per sqm	0	£0
Food Retail	1.0	0 sqm	916.3 £ per sqm	148.75	£0
Other Retail	1.0	0 sqm	523.6 £ per sqm	148.75	£0
Residential Inst	1.2	0 sqm	1237.6 £ per sqm	0	£0
Hotels	1.2	0 sqm	1856.4 £ per sqm	0	£0
Community	1.0	0 sqm	1927.8 £ per sqm	0	£0
Leisure	1.0	0 sqm	1761.2 £ per sqm	0	£0
Agricultural	1.0	0 sqm	499.8 £ per sqm	0	£0
Car Shorwoom	1.0	0 sqm	952 £ per sqm	0	£0
Car Repairs	1.0	0 sqm	523.6 £ per sqm	0	£0
Abnormal Costs			0 £ sqm		£0
Professional Fees	@		8.0% Build Cost		£0
Legal Fees			0.5% gdv		£0
Statutory Fees			0.6% Build Cost		£0
Sales/Marketing	Costs		2.0% gdv		£0
Contingencies			5.0% Build Cost		£0
Planning Obligati	ons		0 £		£0
CIL					£0
Interest @			.2 Month Build	3 Mth Sale Void	#NAME?
Arrangement Fee		1.0% Cost		_	#NAME?
Development Pro	fit	17.5	% of GDV		£0
Total Cost					#NAME?
VIABILITY MARG	IN				#NAME?

Vi-ab ² Commercial Viability Appraisal 10-15 Year Delivery						
V I a		10 -	15 Year Delive	ery		
DEVELOPMENT			Industrial			
BASE LAND VAL			Greenfield			
DEVELOPMENT DEVELOPMENT		ON		and North of A17 Newark Sh Sqm Total Floorspace	owground	
DEVELOPIVIENT	DETAILS		27,200	Sqiil Total Floorspace		
Development	Value					
Industrial	B1b B1c B2 B8	27200 sqm		£ per sqm	£25,513,600	
Office Food Retail	B1a A1	sqm sqm		£ per sqm £ per sqm	£0 £0	
Other Retail	A 1 A 2 A 3 A 4 A 5	sqm		£ per sqm	£0	
Residential Inst	C2	sqm	0	£ per sqm	£0	
Hotels	C3	sqm		£ per sqm	£0	
Community Leisure	D1 D2	sqm sqm		£ per sqm £ per sqm	£0 £0	
Agricultural	02	sqm		£ per sqm	£0 £0	
Sui Generis	Car Shorwoom	sqm		£ per sqm	£0	
Sui Generis	Car Repairs	sqm	0	£ per sqm	£0	
Development	value				£25,513,600	
Development						
Land	Plot Ratio		Value			
Industrial Office	200% 200%	54400 sqm 0 sam		£ per sqm £ per sqm	£1,771,373 £0	
Food Retail	300%	0 sqm 0 sqm		£ per sqm	£0 £0	
Other Retail	150%	0 sqm		£ per sqm	£0	
Residential Inst	150%	0 sqm		£ per sqm	£0	
Hotels	200%	0 sqm		£ per sqm	£0	
Community Leisure	150% 300%	0 sqm 0 sqm		£ per sqm £ per sqm	£0 £0	
Agricultural	200%	0 sqm		£ per sqm	£0	
Car Shorwoom	200%	0 sqm		£ per sqm	£0	
Car Repairs	200%	0 sqm	0.8	£ per sqm	£0	
Construction			Stamp Duty	4.0%	£70,855	
	Gross/Net			CIL Rate		
Industrial	1.0			£ per sqm 20.1	//	
Office	1.2	0 sqm		£ per sqm C £ per sqm 167.5		
Food Retail Other Retail	1.0 1.0	0 sqm 0 sqm		£ per sqm 167.5		
Residential Inst		0 sqm	1393.6	£ per sqm C		
Hotels	1.2	0 sqm		£ per sqm (
Community Leisure	1.0	0 sqm 0 sqm		£ per sqm C		
Agricultural	1.0 1.0	0 sqm 0 sqm		£ per sqm C £ per sqm C		
Car Shorwoom	1.0	0 sqm	1072	£ per sqm C	D £0	
Car Repairs	1.0	0 sqm		£ per sqm C) £0	
Abnormal Costs				£ sqm	£145,792	
Professional Fee				£ sqm Build Cost	£1,166,336	
Legal Fees			0.5%		£127,568	
Statutory Fees	C .			Build Cost	£87,475	
Sales/Marketing Contingencies	gCosts		2.0%	GDV Build Cost	£510,272 £728,960	
Planning Obliga	tions		0		£728,960 £0	
CIL					£546,720	
Interest @		6.0%	12 Month Build	3 Mth Sale Void	£740,046	
Arrangement Fe		1.0% Cost	17 5%		£197,346	
Development Pr Total Cost	IOIIL		17.5% of GDV		£4,464,880 £25,136,822	
VIABILITY MAR	GIN				£376,778	

	<mark>2</mark>		Comr	mercial V	iability A	ppraisal
Vi•a	D	(0-5 Yea	ar Delivery		
DEVELOPMENT 1	ГҮРЕ			Industrial		
BASE LAND VALU				Greenfield		
DEVELOPMENT F		l			enson Way Newark	nd Estate
DEVELOPMENT	DETAILS			11,200 Sqm	Total Floorspace	
Development \	/alue					
Industrial	B1b B1c B2 B8	11200 s	am	754 £ per s	sam	£8,444,800
Office	B1a		qm	1346 £ per s		£0
Food Retail	A1	s	qm	3000 £ per s		£0
Other Retail	A 1 A2 A3 A4 A5	s	qm	1900 £ per s		£0
Residential Inst	C2		qm	0 f per s		£0
Hotels	C3		qm	0 f per s	•	£0 £0
Community Leisure	D1		qm qm	0 f per s 0 f per s	•	£0 £0
Agricultural	02		qm	0 f per s		£0 £0
Sui Generis	Car Shorwoom		qm	0 f per s		£0
Sui Generis	Car Repairs	s	qm	0 f per s		£0
Development \	/alue					£8,444,800
Development (Costs					
Land	Plot Ratio			Value		
Industrial	200%	22400 s	qm	27.3 £ per s	sqm	£611,520
Office	200%	0 s	qm	27.3 £ per s		£0
Food Retail	300%		qm	240.6 £ per s		£0
Other Retail	150%		qm	75.6 £ per s		£0
Residential Inst	150%		qm	0.6 f per s		£0
Hotels Community	200% 150%		qm qm	0.6 £ per s 0.6 £ per s	-	£0 £0
Leisure	300%		qm	0.6 £ per s		£0
Agricultural	200%	0 s		1.5 £ per s		£0
Car Shorwoom	200%		qm	0.6 f per s		£0
Car Repairs	200%	0 s	qm	0.6 f per s	sqm	£0
Construction				Stamp Duty	4.0%	£24,461
construction	Gross/Net			Stamp Duty	CIL Rate	124,401
Industrial	1.0	11200 s	qm	400 £ per s		£4,480,000
Office	1.2	0 s	qm	1270 £ per s	sqm	£0
Food Retail	1.0	0 s		770 £ per s		£0
Other Retail	1.0	0 s		440 £ per s		£0
Residential Inst Hotels	1.2	0 s		1040 f per s		£0 £0
Community	1.2	0 s 0 s		1560 £ per s 1620 £ per s	sqm	£0 £0
Leisure	1.0	0 s		1480 £ per s		£0
Agricultural	1.0	0 s		420 £ per s		£0
Car Shorwoom	1.0	0 s	qm	800 £ per s		£0
Car Repairs	1.0	0 s	qm	440 £ per s	sqm	£0
Abnormal Costs				0 £ sqm		£67,200
Professional Fees	5 @			8.0% Build 0		£358,400
Legal Fees				0.5% GDV		£42,224
Statutory Fees				0.6% Build (Cost	£26,880
Sales/Marketing	Costs			2.0% gdv		£168,896
Contingencies				5.0% Build (Cost	£224,000
Planning Obligati	ions			0 £		£0
CIL		6.00/	4.		21	£224,000
Interest @ Arrangement Fee		6.0% 1.0% c		2 Month Build	3 Mth Sale Void	£233,534 £62,276
Development Pro		1.076 (of GDV		£1,477,840
Total Cost			1,13/			£8,001,231
VIABILITY MARG	11N					£443,569

Commercial Viability Appraisa DEVELOPMENT TYPE Industrial BASE LAND VALUE SCENARIO Industrial DEVELOPMENT REF & LOCATION Industrial Greenfield NUA/E/3 Land at Telford Drive - Newark Ind Estate DEVELOPMENT DETAILS 7000 Sqm 754 JE per sqm £5,278,00 Office Bib Bic B2 B8 7000 Sqm 754 JE per sqm £5,278,00 Office Bib Bic B2 B8 7000 Sqm 754 JE per sqm £5,278,00 Office Bib Bic B2 B8 7000 Sqm 754 JE per sqm £5,278,00 Office Bib Bic B2 B8 7000 Sqm 754 JE per sqm £5,278,00 Office Bib Bic B2 B8 7000 Sqm 754 JE per sqm £5,278,00 Office Bib Bic B2 B8 7000 Sqm 754 JE per sqm £5,278,00 Office Bib Bic B2 B8 7000 Sqm 754 JE per sqm £5,278,00 Office Bib Bic B2 B8 7000 Sqm 754 JE per sqm £5,278,00 Office Bib Bic B2 B8 7000 Sqm 754 JE per sqm £5,278,00 Sui Generis Car Repairs Sqm 0 E per sqm £5,278
DEVELOPMENT TYPE Industrial BASE LAND VALUE SCENARIO Greenfield DEVELOPMENT REF & LOCATION NUA/E/3 Land at Telford Drive - Newark Ind Estate DEVELOPMENT DETAILS 7,000 Sqm Total Floorspace Development Value 7,000 Sqm Total Floorspace Industrial B1b B1c B2 B8 7000 sqm Office B1a sqm 1346 £ per sqm Food Retail A1 sqm 3000 £ per sqm Other Retail A1 A2 A3 A4 AS sqm 00 £ per sqm Hotels C3 sqm 0 £ per sqm £ Leisure D2 sqm 0 £ per sqm £ Sui Generis Car Norwoom sqm 0 £ per sqm £ Sui Generis Car Norwoom sqm 0 £ per sqm £ Sui Generis Car Norwoom sqm 0 £ per sqm £ Sui Generis Car Norwoom sqm 0 £ per sqm £ Development Value E 200% 0 sqm 27.3 £ per sqm £ Development Value 200% 0 sqm 27.3 £ per sqm £ Car Repairs 200% 0 sqm 0 f.6 £ per sqm £ Food Retail 300% 0 sqm 0.6 £ per sqm £ Community 150% 0 sqm
BASE LAND VALUE SCENARIO Greenfield DEVELOPMENT REF & LOCATION NUA/E/3 Land at Telford Drive - Newark Ind Estate Development Value 7,000 Sqm Total Floorspace Industrial Bib Bic B2 B8 7000 sqm Office Bib Bic B2 B8 7000 sqm Food Retail A1 sqm A1 A2 A3 A4 A5 sqm 1346 £ per sqm Food Retail A1 A2 A3 A4 A5 sqm Community 01 5 per sqm Hotels C3 sqm Community 01 sqm Development Value 5 per sqm £ Development Value sqm 0 £ per sqm Community 01 sqm 0 £ per sqm Greenris Car Repairs sqm 0 £ per sqm Sui Generis Car Repairs sqm 0 £ per sqm £ Development Value 5 5 5 £ Development Value 200% 0 sqm 27.3 £ per sqm £ Industrial 200% 0 sqm 27.3 £ per sqm £ Food Retail 3000% sqm
DEVELOPMENT DETAILS 7,000 Sqm Total Floorspace Development Value Industrial B1b B1c B2 B8 7000 sqm 754 E per sqm £5,278,00 Office B1a sqm 1346 E per sqm £ Food Retail A1 sqm 3000 E per sqm £ Other Retail A1 A2 A3 A4 A5 sqm 1900 E per sqm £ Residential Inst c2 sqm 0 E per sqm £ Leisure b2 sqm 0 E per sqm £ Sui Generis Car Brownom sqm 0 E per sqm £ Development Value Sqm 0 E per sqm £ £ Development Value 200% 14000 sqm 27.3 E per sqm £ £ £ £ £ 282,20 28 5 27.8,00 £ £ £ 5,278,00 £ £ £ 5,278,00 £ £ 5,278,00 £ <td< td=""></td<>
Development Value 754 E per sam £5,278,00 Office Bia Sam 1346 E per sam £5,278,00 Food Retail A1 sam 3000 E per sam £ Food Retail A1 A2 A3 A4 A5 Sam 1900 E per sam £ Residential Inst C2 sam 0 E per sam £ Community D1 sam 0 E per sam £ Agricultural sam 0 E per sam £ Sui Generis Car Shorwoom sam 0 E per sam £ Sui Generis Car Repairs sam 0 E per sam £ Development Value 200% 0 sam 0 E per sam £ Development Value 200% 0 sam 27.3 E per sam £ £ Industrial 200% 0 sam 27.3 E per sam £ £ Office 200% 0 sam 75.6 <
Industrial B1b B1c B2 B8 7000 sqm 754 f per sqm £5,278,00 Office B1a sqm 1346 f per sqm f Food Retail A1 sqm 3000 f per sqm f Other Retail A1 A2 A3 A4 A5 sqm 1900 f per sqm f Residential Inst c2 sqm 0 f per sqm f Hotels c3 sqm 0 f per sqm f Leisure D2 sqm 0 f per sqm f Agricultural sqm 0 f per sqm f f Sui Generis Car Shorwoom sqm 0 f per sqm f Development Value f f f f Development Value f f f f Industrial 200% 14000 sqm 27.3 f per sqm f Food Retail 300% sqm 27.3 f per sqm f f Industrial 200% 14000 sqm 27.3 f per sqm f f Car Repairs sqm 0.6 f per sqm f f
Industrial B1b B1c B2 B8 7000 sqm 754 f per sqm £5,278,00 Office B1a sqm 1346 f per sqm f Food Retail A1 sqm 3000 f per sqm f Other Retail A1 A2 A3 A4 A5 sqm 1900 f per sqm f Residential Inst c2 sqm 0 f per sqm f Hotels c3 sqm 0 f per sqm f Leisure D2 sqm 0 f per sqm f Agricultural sqm 0 f per sqm f f Sui Generis Car Shorwoom sqm 0 f per sqm f Development Value f f f f Development Value f f f f Industrial 200% 14000 sqm 27.3 f per sqm f Food Retail 300% sqm 27.3 f per sqm f f Industrial 200% 14000 sqm 27.3 f per sqm f f Car Repairs sqm 0.6 f per sqm f f
OfficeB1asqm 1346 f per sqmf per sqmf fFood RetailA1sqm 3000 f per sqmf per sqmfOther RetailA1 A2 A3 A4 A5sqm 1900 f per sqmf per sqmfResidential Instc2sqm 0 f per sqmffCommunityD1sqm 0 f per sqmffDevelopmentD2sqm 0 f per sqmffAgriculturalsqm 0 f per sqmfffSui GenerisCar Repairssqm 0 f per sqmffDevelopment CostsfffffLandPlot RatioValueffffIndustrial200%14000 sqmsqm27.3 f per sqmffPool Retail300%osqm27.3 f per sqmffCommunity150%0sqm27.6 f per sqmffPool Retail300%0sqm0.6 f per sqmffResidential Inst150%0sqm0.6 f per sqmffResidential Inst150%0sqm0.6 f per sqmffCommunity150%0sqm0.6 f per sqmffCorshorwoom200%0sqm0.6 f per sqmffConstruction200%0sqm0.6 f per sqmff <t< td=""></t<>
Food RetailA1sqm 3000 $f per sqm$ $f endOther RetailA 1 A2 A3 A4 ASsqm1900f per sqmf endResidential InstC2sqm0f per sqmf endHotelsC3sqm0f per sqmf endCommunityD1sqm0f per sqmf endLeisureD2sqm0f per sqmf endAgriculturalsqm0f per sqmf endSui GenerisCar Repairssqm0f per sqmf endDevelopment Valuef per sqmf endf per sqmf endDevelopment Costsf per sqmf per sqmf endLandPlot RatioValuef per sqmf endIndustrial200\%0 sqm27.3f per sqmf endOther Retail300\%0 sqm27.3f per sqmf endCommunity150%0 sqm75.6f per sqmf endCommunity150%0 sqm0.6f per sqmf end<$
Residential Instc2sqm \bigcirc f per sqmf fHotelsc3sqm \bigcirc f per sqmfCommunityD1sqm \bigcirc f per sqmfLeisureD2sqm \bigcirc f per sqmfAgriculturalsqm \bigcirc f per sqmfSui GenerisCar Repairssqm \bigcirc f per sqmfSui GenerisCar Repairssqm \bigcirc f per sqmfDevelopment Valuef per sqmffDevelopment Valuef per sqmffDevelopment Valuef per sqmffIndustrial200%14000sqm27.3f per sqmfFood Retail300%sqm27.3f per sqmffOffice200%0sqm27.3f per sqmffFood Retail300%0sqm27.3f per sqmffOther Retail150%0sqm75.6f per sqmffResidential Inst150%0sqm0.6f per sqmffHotels200%0sqm0.6f per sqmffLeisure300%0sqm0.6f per sqmffAgricultural200%0sqm0.6f per sqmffCommunity150%0sqm0.6f per sqmffCommunity200%0sqm0.6f per sqmff
Hotels C3 sqm 0 £ per sqm £ Community D1 sqm 0 £ per sqm £ Leisure D2 sqm 0 £ per sqm £ Agricultural sqm 0 £ per sqm £ Sui Generis Car Repairs sqm 0 £ per sqm £ Development Value 5 gqm 27.3 £ per sqm £ Development Costs 5 5 gqm 27.3 £ per sqm £ Industrial 200% 14000 sqm 27.3 £ per sqm £ Food Retail 300% sqm 27.3 £ per sqm £ Office 200% 14000 sqm 27.5 £ per sqm £ Food Retail 300% sqm 27.6 £ per sqm £ £ Office 200% sqm 0.6 £ per sqm £ £ \$ Other Retail 150% 0 sqm 0.6 £ per sqm £ £ £ \$
CommunityD1sqmO£ per sqmÉLeisureD2sqmO £ per sqm£AgriculturalsqmO £ per sqm£Sui GenerisCar ShorwoomsqmO £ per sqm£Sui GenerisCar RepairssqmO £ per sqm£Development ValueE£5,278,000Development CostsEEELandPlot RatioValue£Industrial200%140000sqm27.3£ per sqm£Office200%0 sqm27.3£ per sqm££Food Retail300%0 sqm27.3£ per sqm££Other Retail150%0 sqm75.6£ per sqm££Community150%0 sqm0.6£ per sqm££Leisure300%0 sqm0.6£ per sqm££Agricultural200%0 sqm0.6£ per sqm££Community150%0 sqm0.6£ per sqm££Agricultural200%0 sqm0.6£ per sqm££Construction200%0 sqm0.6£ per sqm££ConstructionStamp Duty3.0%£11,46££ConstructionStamp Duty3.0%££££ConstructionStamp Duty3.0%££££ConstructionStamp Duty3.0%
LeisureD2sqmOff per sqmffAgriculturalsqmOff per sqmffSui GenerisCar RepairssqmOff per sqmffSui GenerisCar RepairssqmOff per sqmffDevelopment ValueCar RepairssqmOff per sqmffDevelopment CostsEandValuefffffLandPlot RatioValueffffffIndustrial200%14000sqm27.3f per sqmffOther Retail300%osqm27.3f per sqmffOther Retail300%osqm27.5f per sqmffResidential Inst150%osqm0.6f per sqmffCommunity150%osqm0.6f per sqmffLeisure300%osqm0.6f per sqmffAgricultural200%osqm0.6f per sqmffCar Shorwoom200%osqm0.6f per sqmffConstruction200%0sqm0.6f per sqmffConstructionStamp Duty3.0%f11,46f11,46
Agriculturalsqm0£ per sqm£Sui GenerisCar Shorwoomsqm0£ per sqm£Sui GenerisCar Repairssqm0£ per sqm£Development ValueE£5,278,00££Development CostsEE££LandPlot RatioValue££Industrial200%14000sqm27.3£ per sqm£382,20Office200%0sqm27.3£ per sqm£Food Retail300%0 sqm27.5£ per sqm£Other Retail150%0 sqm75.6£ per sqm£Residential Inst150%0 sqm0.6£ per sqm£Hotels200%0 sqm0.6£ per sqm£Community150%0 sqm0.6£ per sqm£Leisure300%0 sqm0.6£ per sqm£Agricultural200%0 sqm0.6£ per sqm£Car Shorwoom200%0 sqm0.6£ per sqm£ConstructionStamp Duty3.0%£11,46Gross/NetCIL Rate0.6£ per sqm£
Sui GenerisCar Shorwoomsqm0f per sqmfSui GenerisCar Repairssqm0f per sqmfDevelopment ValueDevelopment CostsLandPlot RatioValueIndustrial200%14000sqm27.3f per sqmfOffice200%0sqm27.3f per sqmfFood Retail300%0sqm27.6f per sqmfOther Retail150%0sqm75.6f per sqmfResidential Inst150%0sqm0.6f per sqmfHotels200%0sqm0.6f per sqmfCommunity150%0sqm0.6f per sqmfLeisure300%0sqm1.5f per sqmfAgricultural200%0sqm0.6f per sqmfCar Shorwoom200%0sqm0.6f per sqmfConstructionSqm0.6f per sqmffGross/NetClL Rate0.0%fff
Development Value£5,278,00Development CostsLandPlot RatioValueIndustrial200%14000sgm27.3£ per sgm£382,20Office200%0sgm27.3£ per sgm£Food Retail300%0sgm240.6£ per sgm£Other Retail150%0sgm75.6£ per sgm£Residential Inst150%0sgm0.6£ per sgm£Hotels200%0sgm0.6£ per sgm£Community150%0sgm0.6£ per sgm£Agricultural200%0sgm0.6£ per sqm£Car Shorwoom200%0sgm0.6£ per sqm£ConstructionStamp Duty3.0%£11,46Gross/NetCIL Rate0Stamp Duty3.0%£
Development CostsLandPlot RatioValueIndustrial200%14000sqm27.3£ per sqm£382,20Office200%0sqm27.3£ per sqm£Food Retail300%0sqm240.6£ per sqm£Other Retail150%0sqm75.6£ per sqm£Residential Inst150%0sqm0.6£ per sqm£Hotels200%0sqm0.6£ per sqm£Community150%0sqm0.6£ per sqm£Leisure300%0sqm0.6£ per sqm£Agricultural200%0sqm0.6£ per sqm£Car Shorwoom200%0sqm0.6£ per sqm£ConstructionStamp Duty3.0%£11,46ConstructionStamp Duty3.0%£11,46
LandPlot RatioValueIndustrial200%14000sqm27.3£ per sqm£382,20Office200%0sqm27.3£ per sqm£Food Retail300%0sqm240.6£ per sqm£Other Retail150%0sqm75.6£ per sqm£Residential Inst150%0sqm0.6£ per sqm£Hotels200%0sqm0.6£ per sqm£Community150%0sqm0.6£ per sqm£Leisure300%0sqm0.6£ per sqm£Agricultural200%0sqm0.6£ per sqm£Car Shorwoom200%0sqm0.6£ per sqm£ConstructionStamp Duty3.0%£11,46Gross/NetCIL Rate
LandPlot RatioValueIndustrial200%14000sqm27.3£ per sqm£382,20Office200%0sqm27.3£ per sqm£Food Retail300%0sqm240.6£ per sqm£Other Retail150%0sqm75.6£ per sqm£Residential Inst150%0sqm0.6£ per sqm£Hotels200%0sqm0.6£ per sqm£Community150%0sqm0.6£ per sqm£Leisure300%0sqm0.6£ per sqm£Agricultural200%0sqm0.6£ per sqm£Car Shorwoom200%0sqm0.6£ per sqm£ConstructionStamp Duty3.0%£11,46Gross/NetCIL Rate
Office200%0sqm27.3£ per sqm£Food Retail300%0sqm240.6£ per sqm£Other Retail150%0sqm75.6£ per sqm£Residential Inst150%0sqm0.6£ per sqm£Hotels200%0sqm0.6£ per sqm£Community150%0sqm0.6£ per sqm£Leisure300%0sqm0.6£ per sqm£Agricultural200%0sqm0.6£ per sqm£Car Shorwoom200%0sqm0.6£ per sqm£Car Repairs200%0sqm0.6£ per sqm£ConstructionStamp Duty3.0%£11,46Gross/NetCIL Rate
Food Retail300%0sqm240.6f per sqmfOther Retail150%0sqm75.6f per sqmfResidential Inst150%0sqm0.6f per sqmfHotels200%0sqm0.6f per sqmfCommunity150%0sqm0.6f per sqmfLeisure300%0sqm0.6f per sqmfAgricultural200%0sqm0.6f per sqmfCar Shorwoom200%0sqm0.6f per sqmfCar Repairs200%0sqm0.6f per sqmfConstructionStamp Duty3.0%f11,46Gross/NetCIL Rate
Other Retail150%0sqm75.6f per sqmfResidential Inst150%0sqm0.6f per sqmfHotels200%0sqm0.6f per sqmfCommunity150%0sqm0.6f per sqmfLeisure300%0sqm0.6f per sqmfAgricultural200%0sqm1.5f per sqmfCar Shorwoom200%0sqm0.6f per sqmfCar Repairs200%0sqm0.6f per sqmfConstructionStamp Duty3.0%f11,46Gross/NetCIL Rate
Residential Inst150%0sqm0.6f per sqmfHotels200%0sqm0.6f per sqmfCommunity150%0sqm0.6f per sqmfLeisure300%0sqm0.6f per sqmfAgricultural200%0sqm1.5f per sqmfCar Shorwoom200%0sqm0.6f per sqmfCar Repairs200%0sqm0.6f per sqmfConstructionStamp Duty3.0%f11,46Gross/NetCIL Rate
Hotels200%0sqm0.6f per sqmfCommunity150%0sqm0.6f per sqmfLeisure300%0sqm0.6f per sqmfAgricultural200%0sqm1.5f per sqmfCar Shorwoom200%0sqm0.6f per sqmfCar Repairs200%0sqm0.6f per sqmfConstructionStamp Duty3.0%f11,46Gross/NetCIL Rate
Community150%0sqm0.6f per sqmfLeisure300%0sqm0.6f per sqmfAgricultural200%0sqm1.5f per sqmfCar Shorwoom200%0sqm0.6f per sqmfCar Repairs200%0sqm0.6f per sqmfConstructionStamp Duty3.0%f11,46Cll Rate
Agricultural 200% 0 sqm 1.5 f per sqm f Car Shorwoom 200% 0 sqm 0.6 f per sqm f Car Repairs 200% 0 sqm 0.6 f per sqm f Construction Stamp Duty 3.0% f11,46 Gross/Net
Car Shorwoom 200% 0 sqm 0.6 f per sqm f Car Repairs 200% 0 sqm 0.6 f per sqm f Construction Stamp Duty 3.0% f11,46 Gross/Net CIL Rate
Car Repairs 200% 0 0 f per sqm f Construction Stamp Duty 3.0% f11,46 Gross/Net CIL Rate
Construction Stamp Duty 3.0% £11,46 Gross/Net CIL Rate
Gross/Net CIL Rate
Industrial 1.0 7000 sam 400 f per sam 20 £2.800.00
Office 1.2 0 sqm 1270 f per sqm 0 f Food Retail 1.0 0 sqm 770 f per sqm 125 f
Other Retail 1.0 0 sqm 440 f per sqm 125 f
Residential Inst 1.2 0 sqm 1040 £ per sqm 0 £
Hotels 1.2 0 sqm 1560 £ per sqm 0 £
Community 1.0 0 £ per sqm 0 £
Leisure 1.0 0 sqm 1480 f per sqm 0 f Agricultural 1.0 0 sqm 420 f per sqm 0 f
Agricultural 1.0 0 sqm 420 f per sqm 0 f Car Shorwoom 1.0 0 sqm 800 f per sqm 0 f
Car Repairs 1.0 0 sqm 440 f per sqm 0 f
Abnormal Costs £28,00
Professional Fees @ 8.0% Build Cost £224,00 Legal Fees 0.5% GDV £26,39
Legal Fees 0.5% GDV £26,39 Statutory Fees 0.6% Build Cost £16,80
Sales/Marketing Costs 2.0% GDV £105,56
Contingencies 5.0% Build Cost £140,00
Planning Obligations 0 £
CIL £140,00
Interest @ 6.0% 12 Month Build 3 Mth Sale Void £145,29
Arrangement Fee 1.0% Cost £38,74 Development Profit 17.5% of GDV £923,65
Total Cost £4,982,10
VIABILITY MARGIN £295,89

Vi-ab ²			Commercial Viability Appraisal				
B-IV				ear Delive		-	
DEVELOPMENT	ГҮРЕ			Industrial			
BASE LAND VAL	JE SCENARIO			Brownfield			
DEVELOPMENT	REF & LOCATI	DN				pot Great North	n Road
DEVELOPMENT	DETAILS			5,350	Sqm Total	Floorspace	
Development	1-1						
Development V Industrial		5350		754	C		£4.022.000
Office	B1b B1c B2 B8 B1a	5350			£ per sqm £ per sqm		£4,033,900 £0
Food Retail	A1		sqm sqm		£ per sqm		£0
Other Retail	A 1 A 2 A 3 A 4 A 5		sqm		£ per sqm		£0
Residential Inst	C2		sqm		£ per sqm		£0
Hotels	C3		sqm		£ per sqm		£0
Community	D1		sqm		£ per sqm		£0
Leisure	D2		sqm		£ per sqm		£0
Agricultural			sqm	0	£ per sqm		£0
Sui Generis	Car Shorwoom		sqm	0	£ per sqm		£0
Sui Generis	Car Repairs		sqm	0	£ per sqm		£0
Development \	Value						£4,033,900
Dovelopment	Costs						
Development (Land	Plot Ratio			Value			
Industrial	200%	10700	sam		£ per sqm		£476,150
Office	200%	-	sqm		£ per sqm		£0
Food Retail	300%	0	sqm		£ per sqm		£0
Other Retail	150%	0	sqm		£ per sqm		£0
Residential Inst	150%	0	sqm	17.8	£ per sqm		£0
Hotels	200%	0	sqm	17.8	£ per sqm		£0
Community	150%	0	sqm		£ per sqm		£0
Leisure	300%		sqm		£ per sqm		£0
Agricultural	200%	0	sqm		£ per sqm		£0
Car Shorwoom	200%	0	sqm		£ per sqm		£0
Car Repairs	200%	0	sqm	17.8	£ per sqm		£0
Construction				Stamp Duty		3.0%	£14,285
construction	Gross/Net			oranip bury		CIL Rate	11,200
Industrial	1.0	5350	sqm	400	£ per sqm	20	£2,140,000
Office	1.2		sqm	1270	£ per sqm	0	£0
Food Retail	1.0	0	sqm		£ per sqm	125	£0
Other Retail	1.0	0	sqm		£ per sqm	125	£0
Residential Inst	1.2	0	sqm		£ per sqm	0	£0
Hotels	1.2	-	sqm		£ per sqm	0	£0
Community	1.0		sqm		£ per sqm	0	£0
Leisure	1.0		sqm		£ per sqm	0	£0
Agricultural Car Shorwoom	1.0 1.0	0	sqm sqm		£ per sqm £ per sqm	0	£0 £0
Car Repairs	1.0	-	sqm		£ per sqm	0	£0
cui nepuiis	1.0	0	Sqiii	440	r per sqiii		10
Abnormal Costs				0	£ sqm		£37,450
Professional Fee	s @				Build Cost		£171,200
Legal Fees				0.5%			£20,170
Statutory Fees					Build Cost		£12,840
Sales/Marketing	Costs			2.0%			£80,678
Contingencies				5.0%	Build Cost		£107,000
Planning Obligat	ions				£		£0
CIL	r	C 00/1		121		21	£107,000
Interest @ Arrangement Fee		6.0% 1.0%		12 Month Build		3 Mth Sale Void	£118,754
Development Pro		1.0%		of GDV			£31,668 £705,933
Total Cost			17.5				£705,955 £4,023,126
							_ ,,0_0,120
VIABILITY MARG	iin						£10,774

	2		Com	mercia	Via	bility Ap	opraisal
Vi•a	D			ear Delive		, ,	•
DEVELOPMENT T			3-10 I	Mixed Industr			
BASE LAND VALU	JE SCENARIO			Brownfield			
DEVELOPMENT F		ON		NUA/MU/2 B			
DEVELOPMENT	DETAILS			7,750	Sqm Tota	l Floorspace	
Development \	/alue						
Industrial	B1b B1c B2 B8	5000	sqm		£ per sqm		£4,486,300
Office	B1a		sqm		£ per sqm		£0
Food Retail	A1	2750	sqm		£ per sqm		£0
Other Retail Residential Inst	A 1 A2 A3 A4 A5 C2	2750	sqm sqm		£ per sqm £ per sqm		£6,217,750 £0
Hotels	C2 C3		sqm		£ per sqm		£0
Community	D1		sqm		£ per sqm		£0
Leisure	D2		sqm		£ per sqm		£0
Agricultural			sqm		£ per sqm		£0
Sui Generis Sui Generis	Car Shorwoom		sqm		£ per sqm		£0 £0
Development \	Car Repairs		sqm	0	£ per sqm		£10,704,050
							, ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Development (
Land Industrial	Plot Ratio	10000	cam	Value	£ per sqm		£529,550
Office	200%		sqm		f per sqm		£0
Food Retail	300%		sqm		£ per sqm		£0
Other Retail	150%	4125		110.4	£ per sqm		£455,532
Residential Inst	150%		sqm		£ per sqm		£0
Hotels	200%		sqm		£ per sqm		£0
Community Leisure	150% 300%		sqm sqm		£ per sqm £ per sqm		£0 £0
Agricultural	200%	-	sqm		f per sqm		£0
Car Shorwoom	200%		sqm		£ per sqm		£0
Car Repairs	200%	0	sqm	21.2	£ per sqm		£0
Construction				Stamp Duty		4.0%	£39,403
construction	Gross/Net			Stamp Duty		CIL Rate	L39,403
Industrial	1.0	5000	sqm	476	£ per sqm	23.8	£2,380,000
Office	1.2	0	sqm	1511.3	£ per sqm	0	£0
Food Retail	1.0		sqm		£ per sqm	148.75	£0
Other Retail Residential Inst	1.0	2750	-		£ per sqm	148.75	£1,439,900
Hotels	1.2 1.2		sqm sqm		£ per sqm £ per sqm	0	£0 £0
Community	1.0		sqm	1927.8	£ per sqm	0	£0
Leisure	1.0		sqm	1761.2	£ per sqm	0	£0
Agricultural	1.0		sqm		£ per sqm	0	£0
Car Shorwoom	1.0		sqm	952	£ per sqm	0	£0 £0
Car Repairs	1.0	0	sqm	525.0	£ per sqm		EU
Abnormal Costs				0	£ sqm		£55,335
Professional Fees	; @				Build Cost		£305,592
Legal Fees				0.5%			£53,520
Statutory Fees	Costs			2.0%	Build Cost		£22,919
Sales/Marketing Contingencies	COSIS				Build Cost		£214,081 £190,995
Planning Obligati	ons			0			£0
CIL							£528,063
Interest @		6.0%		2 Month Build		3 Mth Sale Void	£233,058
Arrangement Fee		1.0%					£62,149
Development Pro Total Cost	חונ		17.5%	6 of GDV			£1,873,209 £8,383,306
VIABILITY MARG	IN						£2,320,744

Commercial Viability App							ppraisal	
Vi•a	D			L0 Year D				
DEVELOPMENT T			J	Indust		CIY		
BASE LAND VALU				Green				
DEVELOPMENT F		DN		NUA/I				
DEVELOPMENT		-				Sqm Tota	l Floorspace	
Development \ Industrial	/alue B1b B1c B2 B8	25000	6000		2 07	£ per sqm		£22,431,500
Office	B10 B1C B2 B8 B1a	25000	sqm			£ per sqm £ per sqm		£22,451,500 £0
Food Retail	A1		sqm			£ per sqm		£0 £0
Other Retail	A 1 A2 A3 A4 A5		sqm			£ per sqm		£0
Residential Inst	C2		sqm		0	£ per sqm		£0
Hotels	C3		sqm		0	£ per sqm		£0
Community	D1		sqm			£ per sqm		£0
Leisure	D2		sqm			£ per sqm		£0
Agricultural			sqm			£ per sqm		£0
Sui Generis Sui Generis	Car Shorwoom		sqm			£ per sqm		£0 £0
Development \	Car Repairs		sqm		0	£ per sqm		£22,431,500
Development								
Development C								
Land Industrial	Plot Ratio	50000		Va		£ per sqm		£1 624 250
Office	200% 200%		sqm sqm			£ per sqm £ per sqm		£1,624,350 £0
Food Retail	300%		sqm			£ per sqm		£0
Other Retail	150%	-	sqm			£ per sqm		£0 £0
Residential Inst	150%	-	sqm			£ per sqm		£0
Hotels	200%		sqm			£ per sqm		£0
Community	150%	0	sqm		0.7	£ per sqm		£0
Leisure	300%		sqm		0.7	£ per sqm		£0
Agricultural	200%		sqm			£ per sqm		£0
Car Shorwoom	200%		sqm			£ per sqm		£0
Car Repairs	200%	0	sqm	_	0.7	£ per sqm		£0
Construction				Stamp	Duty		4.0%	£64,974
	Gross/Net					-	CIL Rate	
Industrial	1.0	25000			476	£ per sqm	23.8	£11,900,000
Office	1.2	-	sqm			£ per sqm	0	£0
Food Retail Other Retail	1.0		sqm			£ per sqm	148.75 148.75	£0
Residential Inst	1.0 1.2		sqm	1		£ per sqm £ per sqm	148.75	£0 £0
Hotels	1.2	2	sqm sqm			£ per sqm	0	£0
Community	1.0	-	sqm			£ per sqm	0	£0
Leisure	1.0		sqm			£ per sqm	0	£0
Agricultural	1.0		sqm			£ per sqm	0	£0
Car Shorwoom	1.0	0	sqm			£ per sqm	0	£0
Car Repairs	1.0	0	sqm		523.6	£ per sqm	0	£0
Abnormal Costs					0	£ sqm		£178,500
Professional Fees	5 @					E sqm Build Cost		£952,000
Legal Fees					0.5%			£112,158
Statutory Fees						Build Cost		£71,400
Sales/Marketing	Costs				2.0%	GDV		£448,630
Contingencies						Build Cost		£595,000
Planning Obligati	ons				0	£		£0
CIL								£595,000
Interest @		6.0%	_	12 Month B	uild		3 Mth Sale Void	£620,325
Arrangement Fee Development Pro		1.0%	Cost	17 50/ - 5000				£165,420
Total Cost	JIIL			17.5% of GDV				£3,925,513 £21,253,270
VIABILITY MARG	IN							£1,178,230

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5-10 Year Delivery

DEVELOPIVIENT TYPE	
BASE LAND VALUE SC	ENA

RIO **DEVELOPMENT REF & LOCATION DEVELOPMENT DETAILS**

Brownfield Notts CC Depot Great North Road

5,000 Sqm Total Floorspace

Development	Value				
Industrial	B1b B1c B2 B8	5000 sqm	897	£ per sqm	£4,486,300
Office	B1a	sqm	0	£ per sqm	£0
Food Retail	A1	sqm	0	£ per sqm	£0
Other Retail	A 1 A2 A3 A4 A5	sqm	0	£ per sqm	£0
Residential Inst	C2	sqm	0	£ per sqm	£0
Hotels	C3	sqm	0	£ per sqm	£0
Community	D1	sqm	0	£ per sqm	£0
Leisure	D2	sqm	0	£ per sqm	£0
Agricultural		sqm	0	£ per sqm	£0
Sui Generis	Car Shorwoom	sqm	0	£ per sqm	£0
Sui Generis	Car Repairs	sqm	0	£ per sqm	£0
Development '	£4,486,300				

Development Costs

Land	Plot Ratio		Value	
Industrial	200%	10000 sqm	53.0 £ per sqm	£529,550
Office	200%	0 sqm	53.0 £ per sqm	£0
Food Retail	300%	0 sqm	306.8 £ per sqm	£0
Other Retail	150%	0 sqm	110.4 £ per sqm	£0
Residential Inst	150%	0 sqm	21.2 £ per sqm	£0
Hotels	200%	0 sqm	21.2 £ per sqm	£0
Community	150%	0 sqm	21.2 £ per sqm	£0
Leisure	300%	0 sqm	21.2 £ per sqm	£0
Agricultural	200%	0 sqm	22.3 £ per sqm	£0
Car Shorwoom	200%	0 sqm	21.2 £ per sqm	£0
Car Repairs	200%	0 sqm	21.2 £ per sqm	£0

Construction				Stamp Duty		4.0%	£21,182
	Gross/Net					CIL Rate	
Industrial	1.0				£ per sqm	23.8	£2,380,000
Office	1.2	0	sqm		£ per sqm	0	£0
Food Retail	1.0		sqm		£ per sqm	148.75	£0
Other Retail	1.0		sqm		£ per sqm	148.75	£0
Residential Inst	1.2		sqm		£ per sqm	0	£0
Hotels	1.2		sqm		£ per sqm	0	£0
Community	1.0		sqm		£ per sqm	0	£0
Leisure	1.0		sqm		£ per sqm	0	£0
Agricultural	1.0		sqm		£ per sqm	0	£0
Car Shorwoom	1.0		sqm		£ per sqm	0	£0
Car Repairs	1.0	0	sqm	523.6	£ per sqm	0	£0
Abnormal Costs					£ sqm		£41,650
Professional Fees	. @				Build Cost		£190,400
Legal Fees				0.5%			£22,432
Statutory Fees					Build Cost		£14,280
Sales/Marketing	Costs			2.0%			£89,726
Contingencies				5.0%	Build Cost		£119,000
Planning Obligati	ons			0	£		£0
CIL							£119,000
Interest @		6.0%		2 Month Build		3 Mth Sale Void	£132,271
Arrangement Fee		1.0%					£35,272
Development Pro	ofit		17.5	% of GDV			£785,103
Total Cost							£4,479,865



5-10 Year Delivery

BASE LAND VALUE SCENARIO			Brownfield	Brownfield			
DEVELOPMENT REF & LOCATION							
DEVELOPMENT	DETAILS		0	Sqm Total	Floorspace		
Development \	/aluo						
Industrial	B1b B1c B2 B8	sqm	897	£ per sqm		£C	
Office	B1a	sqm		£ per sqm		£0	
Food Retail	A1	sqm		£ per sqm		£0	
Other Retail	A 1 A2 A3 A4 A5	sqm		£ per sqm		£0	
Residential Inst	C2	sqm) £ per sqm		£C	
Hotels	C3	sqm	() £ per sqm		£C	
Community	D1	sqm) £ per sqm		£C	
Leisure	D2	sqm	() £ per sqm		£0	
Agricultural		sqm) £ per sqm		£C	
Sui Generis	Car Shorwoom	sqm) £ per sqm		£C	
Sui Generis	Car Repairs	sqm	() £ per sqm		£C	
Development \	/alue					£0	
Development (` nsts						
Land	Plot Ratio		Value				
Industrial	200%	0 sqm		£ per sqm		£C	
Office	200%	0 sqm		£ per sqm		£0	
Food Retail	300%	0 sqm		£ per sqm		£0	
Other Retail	150%	0 sqm		£ per sqm		£0	
Residential Inst	150%	0 sqm		£ per sqm		£O	
Hotels	200%	0 sqm	21.2	£ per sqm		£O	
Community	150%	0 sqm		£ per sqm		£O	
Leisure	300%	0 sqm		£ per sqm		£0	
Agricultural	200%	0 sqm		£ per sqm		£0	
Car Shorwoom	200%	0 sqm		£ per sqm		£C	
Car Repairs	200%	0 sqm	21.2	£ per sqm		£0	
Construction			Stamp Duty	,	1.0%	£0	
construction	Gross/Net		Stamp Duty		CIL Rate	EU	
Industrial	1.0	0 sqm	476	£ per sqm	0	£C	
Office	1.2	0 sqm		£ per sqm	0	£0	
Food Retail	1.0	0 sqm		£ per sqm	0	£0	
Other Retail	1.0	0 sqm	523.6	£ per sqm	0	£0	
Residential Inst	1.2	0 sqm		£ per sqm	0	£0	
Hotels	1.2	0 sqm		£ per sqm	0	£C	
Community	1.0		1927.8	£ per sqm	0	£C	
Leisure	1.0	0 sqm		£ per sqm	0	£C	
Agricultural	1.0	0 sqm		£ per sqm	0	£C	
Car Shorwoom	1.0	0 sqm	952	£ per sqm	0	£C	
Car Repairs	1.0	0 sqm	523.6	£ per sqm	0	£0	
Abnormal Costs				£ sqm		£0	
Professional Fees	. @			Build Cost		£0	
Legal Fees	, w		0.5%			£0	
Statutory Fees				Build Cost		£C	
Sales/Marketing	Costs		2.0%			£C	
Contingencies				Build Cost		£0	
Planning Obligati	ons			f		£0	
CIL				-		£C	
Interest @		6.0%	12 Month Build	-	3 Mth Sale Void	£0	
Arrangement Fee	2	1.0% Cost				£0	
Development Pro			17.5% of GDV			£0	
Total Cost						£0	
VIABILITY MARG	IN					£0	



5-10 Year Delivery

BASE LAND VALUE SCENARIO			Brownfield					
DEVELOPMENT REF & LOCATION								
DEVELOPMENT I	DETAILS			0	Sqm Total	Floorspace		
Development \	/alue							
Industrial	B1b B1c B2 B8	sqr	n	897	£ per sqm		f	20
Office	B1a	sqr			£ per sqm			20
Food Retail	A1	sqr			£ per sqm			ΞO
Other Retail	A 1 A2 A3 A4 A5	sqr			£ per sqm			20
Residential Inst	C2	sqr	n		£ per sqm		f	20
Hotels	C3	sqr	n	0	£ per sqm		f	20
Community	D1	sqr	n		£ per sqm			20
Leisure	D2	sqr	n	0	£ per sqm			20
Agricultural		sqr	n		£ per sqm			20
Sui Generis	Car Shorwoom	sqr	n		£ per sqm			20
Sui Generis	Car Repairs	sqr	n	0	£ per sqm			20
Development \	/alue						f	20
Development (Costs							
Land	Plot Ratio			Value				
Industrial	200%	0 sqr	n		£ per sqm		f	EO
Office	200%	0 sqr			£ per sqm			20
Food Retail	300%	0 sqr			£ per sqm			ΞO
Other Retail	150%	0 sqr		110.4	£ per sqm		f	20
Residential Inst	150%	0 sqr			£ per sqm		f	20
Hotels	200%	0 sqr			£ per sqm		f	20
Community	150%	0 sqr	n		£ per sqm			20
Leisure	300%	0 sqr			£ per sqm			20
Agricultural	200%	0 sqr			£ per sqm			20
Car Shorwoom	200%	0 sqr			£ per sqm			20
Car Repairs	200%	0 sqr	n	21.2	£ per sqm		f	20
Construction				Stamp Duty		1.0%	f	EO
construction	Gross/Net			Stamp Duty		CIL Rate	1	.0
Industrial	1.0	0 sqr	n l	476	£ per sqm	0	f	ΞO
Office	1.2	0 sqr			£ per sqm	0		20
Food Retail	1.0	0 sqr		916.3	£ per sqm	0		ΞO
Other Retail	1.0	0 sqr			£ per sqm	0		20
Residential Inst	1.2	0 sqr			£ per sqm	0	f	20
Hotels	1.2	0 sqr			£ per sqm	0	f	20
Community	1.0			1927.8	£ per sqm	0		20
Leisure	1.0	0 sqr			£ per sqm	0		20
Agricultural	1.0	0 sqr			£ per sqm	0		20
Car Shorwoom	1.0	0 sqr			£ per sqm	0		20
Car Repairs	1.0	0 sqr	n	523.6	£ per sqm	0	f	20
Abnormal Costs				0	£ sqm		a construction of the second se	- 0
Professional Fees	. @				£ sqm Build Cost			E0 E0
Legal Fees	s w			0.5%				20
Statutory Fees					Build Cost			20
Sales/Marketing	Costs			2.0%				20
Contingencies					Build Cost			ΞO
Planning Obligati	ions				£			EO
CIL					J			ΞO
Interest @		6.0%	12	Month Build		3 Mth Sale Void		20
Arrangement Fee	2	1.0% Co:				_		20
Development Pro			17.5%	of GDV				20
Total Cost							f	20
VIABILITY MARG	IN						f	Ξ0

	2	Co	mmercia	l Viability Ap	praisal
Vi-ab)		5 Year Delive		
DEVELOPMENT TYPE			Industrial		
BASE LAND VALUE SCI	-		Greenfield		
DEVELOPMENT REF &		DN		henson Way- Newark Indus	trial Estate
DEVELOPMENT DETAI	LS		25,000	Sqm Total Floorspace	
Development Value					
Industrial B1b B1c	_	25000 sqm	1010	£ per sqm	£25,259,000
Office B1a		sqm		£ per sqm	£0
Food Retail A1		sqm		£ per sqm	£0
Other Retail A 1 A2 A	3 A4 A5	sqm		£ per sqm	£0
Residential Inst c2 Hotels c3	-	sqm		£ per sqm £ per sqm	£0 £0
Community D1	-	sqm sqm		£ per sqm	£0
Leisure D2	-	sqm		£ per sqm	£0
Agricultural	-	sqm		£ per sqm	£0
Sui Generis Car Shor	woom	sqm	0	£ per sqm	£0
Sui Generis Car Repa		sqm	0	£ per sqm	£0
Development Value					£25,259,000
Development Costs					
	ot Ratio		Value		
Industrial	200%	50000 sqm	36.6	£ per sqm	£1,829,100
Office	200%	0 sqm		£ per sqm	£0
Food Retail	300%	0 sqm		£ per sqm	£0
Other Retail	150%	0 sqm		£ per sqm	£0
Residential Inst Hotels	150% 200%	0 sqm 0 sqm		£ per sqm £ per sqm	£0 £0
Community	150%	0 sqm		£ per sqm	£0
Leisure	300%	0 sqm		£ per sqm	£0
Agricultural	200%	0 sqm		£ per sqm	£0
Car Shorwoom	200%	0 sqm	0.8	£ per sqm	£0
Car Repairs	200%	0 sqm	0.8	£ per sqm	£0
Construction			Stamp Duty	4.0%	£73,164
	oss/Net		Stamp Duty	CIL Rate	£75,104
Industrial	1.0	25000 sqm	536	£ per sqm 26.8	£13,400,000
Office	1.2	0 sqm	1701.8	£ per sqm C	
Food Retail	1.0	0 sqm		£ per sqm 167.5	
Other Retail	1.0	0 sqm		£ per sqm 167.5	
Residential Inst	1.2	0 sqm		£ per sqm C	
Hotels Community	1.2 1.0	O sqm O sqm		£ per sqm C £ per sqm C	
Leisure	1.0	0 sqm		£ per sqm C	
Agricultural	1.0	0 sqm		£ per sqm C	
Car Shorwoom	1.0	0 sqm		£ per sqm C	0£
Car Repairs	1.0	0 sqm	589.6	£ per sqm C	0 £0
Abnormal Costs				C	C1E0.000
Abnormal Costs Professional Fees @				£ sqm Build Cost	£150,000 £1,072,000
Legal Fees			0.5%		£126,295
Statutory Fees				Build Cost	£80,400
Sales/Marketing Costs			2.0%	GDV	£505,180
Contingencies				Build Cost	£670,000
Planning Obligations			0	£	0£
CIL	-	C 00/1	12	21	£670,000
Interest @ Arrangement Fee	_	6.0% 1.0% Cost	12 Month Build	3 Mth Sale Void	£696,605 £185,761
Development Profit			7.5% of GDV		£4,420,325
Total Cost					£23,878,831
VIABILITY MARGIN					£1,380,169

Vi a Commercial Via						bility A	ppraisal
Vi•a	D			-15 Year Del			
DEVELOPMENT T	YPE			Retail			
BASE LAND VALU				Brownfield			
DEVELOPMENT R		N		NUA/MU/3			
DEVELOPMENT	DETAILS			16,833	Sqm Tota	l Floorspace	
Development V	/alue						
Industrial	B1b B1c B2 B8		sqm	1010	£ per sqm		£0
Office	B1a		sqm		£ per sqm		£0
Food Retail	A1	10000	sqm		£ per sqm		£0
Other Retail Residential Inst	A 1 A2 A3 A4 A5 C2	16833	sqm sqm		£ per sqm £ per sqm		£42,856,818 £0
Hotels	C2 C3		sqm		£ per sqm		£0
Community	D1		sqm		£ per sqm		£0
Leisure	D2		sqm		£ per sqm		£0
Agricultural Sui Generis			sqm		£ per sqm		£0
Sui Generis	Car Shorwoom Car Repairs		sqm sqm		£ per sqm £ per sqm		£0 £0
Development V			Sqiii		L per sqiii		£42,856,818
Development C	Plot Ratio			Value			
Industrial	200%	0	sqm		£ per sqm		£0
Office	200%	-	sqm		£ per sqm		£0
Food Retail	300%		sqm		£ per sqm		£0
Other Retail	150%	50000			£ per sqm		£6,217,600
Residential Inst Hotels	150% 200%	0	sqm		£ per sqm £ per sqm		£0 £0
Community	200%	0	sqm sqm		£ per sqm £ per sqm		£0
Leisure	300%	0	sqm		£ per sqm		£0
Agricultural	200%		sqm	25.1	£ per sqm		£0
Car Shorwoom	200%	-	sqm		£ per sqm		£0
Car Repairs	200%	0	sqm	23.9	£ per sqm		£0
Construction				Stamp Duty		4.0%	£248,704
	Gross/Net				_	CIL Rate	
Industrial	1.0		sqm	536	£ per sqm	26.8	£0
Office Food Retail	1.2 1.0		sqm sqm		£ per sqm £ per sqm	0	£0 £0
Other Retail	1.0	16833	sam		£ per sqm	167.5	£9,924,737
Residential Inst	1.2		sqm		£ per sqm	0	£0
Hotels	1.2		sqm		£ per sqm	0	£0
Community	1.0		sqm		£ per sqm	0	£0
Leisure Agricultural	1.0 1.0		sqm sqm		£ per sqm £ per sqm	0	£0 £0
Car Shorwoom	1.0		sqm		£ per sqm	0	£0
Car Repairs	1.0		sqm		£ per sqm	0	£0
Aba armal Casta							6277 750
Abnormal Costs Professional Fees	. @				£ sqm Build Cost		£277,750 £793,979
Legal Fees				0.5%			£214,284
Statutory Fees					Build Cost		£59,548
Sales/Marketing	Costs			2.0%			£857,136
Contingencies	0.05				Build Cost £		£496,237
Planning Obligati CIL	0115]t		£0 £2,819,528
Interest @	Γ	6.0%		12 Month Build		3 Mth Sale Void	£821,606
Arrangement Fee		1.0%	Cost		-	_	£219,095
Development Pro	ofit			17.5% of GDV			£7,499,943
Total Cost							£30,450,147
VIABILITY MARG	IN						£12,406,671



Commercial Viability Appraisal 10-15 Year Delivery

DEVELOPMENT							
BASE LAND VAL		Brownfield					
DEVELOPMENT							
DEVELOPMENT	DETAILS			0	Sqm Total F	loorspace	
Development	Value						
Industrial	B1b B1c B2 B8		sqm	1010	£ per sqm		£0
Office	B1a		sqm		£ per sqm		£0
Food Retail	A1		sqm		£ per sqm		£0
Other Retail	A 1 A2 A3 A4 A5		sqm	2546	£ per sqm		£0
Residential Inst	C2		sqm	0	£ per sqm		£0
Hotels	С3		sqm		£ per sqm		£0
Community	D1		sqm		£ per sqm		£0
Leisure	D2		sqm		£ per sqm		£0
Agricultural Sui Generis	Car Charwaam		sqm		£ per sqm £ per sqm		£0 £0
Sui Generis	Car Shorwoom Car Repairs		sqm sqm		£ per sqm £ per sqm		£0
Development			Sqiii		r per squi		£0
Development							
Land	Plot Ratio			Value			
Industrial	200%		sqm		£ per sqm		£0
Office Food Retail	200%		sqm		£ per sqm £ per sqm		£0 £0
Other Retail	300% 150%	-	sqm sqm		£ per sqm £ per sqm		£0 £0
Residential Inst	150%	-	sqm		£ per sqm		£0
Hotels	200%		sqm		£ per sqm		£0
Community	150%		sqm		£ per sqm		£0
Leisure	300%		sqm		£ per sqm		£0
Agricultural	200%		sqm		£ per sqm		£0
Car Shorwoom	200%		sqm		£ per sqm		£0
Car Repairs	200%	0	sqm	23.9	£ per sqm		£0
Construction				Stamp Duty		1.0%	£0
construction	Gross/Net			Stamp Baty		CIL Rate	10
Industrial	1.0	0	sqm	536	£ per sqm	26.8	£0
Office	1.2	0	sqm		£ per sqm	0	£0
Food Retail	1.0		sqm		£ per sqm	167.5	£0
Other Retail	1.0		sqm		£ per sqm	167.5	£0
Residential Inst	1.2		sqm		£ per sqm	0	£0
Hotels	1.2		sqm		£ per sqm	0	£0
Community Leisure	1.0 1.0		sqm sqm		£ per sqm £ per sqm	0	£0 £0
Agricultural	1.0		sqm		£ per sqm	0	£0
Car Shorwoom	1.0		sqm		£ per sqm	0	£0
Car Repairs	1.0		sqm		£ per sqm	0	£0
Abnormal Costs	-				£ sqm		£0
Professional Fee	es @				Build Cost		£0
Legal Fees Statutory Fees				0.5%	GDV Build Cost		£0 £0
Sales/Marketing	Costs			2.0%			£0
Contingencies	, 50515				Build Cost		£0
Planning Obligat	tions			0			£0
CIL					1		£0
Interest @		6.0%		. Month Build		Mth Sale Void	£0
Arrangement Fe		1.0%					£0
Development Pr	ofit		17.5%	of GDV			£0
Total Cost							£0
	GIN						£0

		Commercial Viability Appraisal						
Vi•a	D				⁻ Delive			
DEVELOPMENT T					Industrial	• y		
BASE LAND VALU					Greenfield			
DEVELOPMENT F	REF & LOCATIO	N		Ī			hton Industrial	Estate
DEVELOPMENT	DETAILS				9,450	Sqm Tota	Floorspace	
	/elue							
Development \ Industrial	B1b B1c B2 B8	9450	sam		656	£ per sqm		£6,199,200
Office	B10 B10 B2 B8	5450	sqm	F		£ per sqm		£0,155,200
Food Retail	A1		sqm	F		£ per sqm		£0
Other Retail	A 1 A2 A3 A4 A5		sqm	F		£ per sqm		£0
Residential Inst	C2		sqm			£ per sqm		£0
Hotels	С3		sqm	Ļ		£ per sqm		£0
Community Leisure	D1		sqm	ŀ		£ per sqm		£0 £0
Agricultural	D2		sqm sqm	F		£ per sqm £ per sqm		£0 £0
Sui Generis	Car Shorwoom		sqm	F		£ per sqm		£0
Sui Generis	Car Repairs		sqm	F		£ per sqm		£0
Development \	/alue							£6,199,200
Development								
Development C Land	Plot Ratio				Value			
Industrial	200%	18900	sam	Г		£ per sqm		£263,088
Office	200%		sqm	F		£ per sqm		£0
Food Retail	300%	0	sqm		132.6	£ per sqm		£0
Other Retail	150%		sqm			£ per sqm		£0
Residential Inst	150%		sqm	Ļ		£ per sqm		£0
Hotels	200%		sqm	F		£ per sqm		£0 £0
Community Leisure	150% 300%		sqm sqm	ŀ		£ per sqm £ per sqm		£0 £0
Agricultural	200%		sqm	F		£ per sqm		£0
Car Shorwoom	200%		sqm	F		£ per sqm		£0
Car Repairs	200%		sqm		0.6	£ per sqm		£0
Constantion.							2.00/1	C7 002
Construction	Gross/Net				Stamp Duty		3.0% CIL Rate	£7,893
Industrial	1.0	9450	sam	Г	400	£ per sqm		£3,780,000
Office	1.2	0	sqm	F	1270	£ per sqm		£0
Food Retail	1.0		sqm	F	770	£ per sqm	125	£0
Other Retail	1.0		sqm			£ per sqm	125	£0
Residential Inst	1.2		sqm	Ļ		£ per sqm		£0
Hotels	1.2		sqm	-		£ per sqm		£0 £0
Community Leisure	1.0		sqm sqm	F	1020	£ per sqm £ per sqm		£0
Agricultural	1.0		sqm	F		£ per sqm		£0
Car Shorwoom	1.0		sqm	F	800	£ per sqm		£0
Car Repairs	1.0	0	sqm		440	£ per sqm		£0
A han a range l Carata					0			
Abnormal Costs Professional Fees	. @			H		£ sqm Build Cost		£85,050 £302,400
Legal Fees	5 W			ŀ	0.5%			£30,996
Statutory Fees				F		Build Cost		£22,680
Sales/Marketing	Costs			F	2.0%			£123,984
Contingencies						Build Cost		£189,000
Planning Obligati	ons				0	£		£0
CIL	-	6.00/		121			21.44.5	£0
Interest @ Arrangement Fee	_	6.0% 1.0%	Cost	12	Month Build		3 Mth Sale Void	£180,191 £48,051
Development Pro		1.070		7.5%	of GDV			£1,084,860
Total Cost			-					£6,118,192
VIABILITY MARG	IN							£81,008

\ /•	2		Com	mercia	l Via	bility A	ppraisal
Via	b						ppraisai
			U-5 Ye	ear Delive	ry		
DEVELOPMENT T BASE LAND VALU				Greenfield			
DEVELOPMENT R		ON		Bi/E/1 Sout	h of Brailw	ood Road	
DEVELOPMENT D						l Floorspace	
Development	(+)···-						
Development V Industrial	B1b B1c B2 B8	6000	sam	656	£ per sqm		£3,936,000
Office	B1a B10 B10 B2 B8	0000	sqm		£ per sqm		£0
Food Retail	A1		sqm	1540	£ per sqm		£0
Other Retail	A 1 A2 A3 A4 A5		sqm		£ per sqm		£0
Residential Inst	C2		sqm		£ per sqm		£0
Hotels Community	C3 D1		sqm sqm		£ per sqm £ per sqm		£0 £0
Leisure	D1 D2		sqm		£ per sqm		£0
Agricultural			sqm		£ per sqm		£0
Sui Generis	Car Shorwoom		sqm		£ per sqm		£0
Sui Generis	Car Repairs		sqm	0	£ per sqm		£0
Development V	alue						£3,936,000
Development C							
Land	Plot Ratio			Value			
Industrial Office	200%	12000	sqm sqm		£ per sqm £ per sqm		£167,040 £0
Food Retail	200% 300%	0			£ per sqm £ per sqm		£0 £0
Other Retail	150%	-	sqm		£ per sqm		£0
Residential Inst	150%		sqm		£ per sqm		£0
Hotels	200%	0			£ per sqm		£0
Community Leisure	150%		sqm		£ per sqm		£0 £0
Agricultural	300% 200%		sqm sqm		£ per sqm £ per sqm		£0 £0
Car Shorwoom	200%		sqm		£ per sqm		£0
Car Repairs	200%		sqm		£ per sqm		£0
Construction				Stamp Duty		1.0%	£1 670
Construction	Gross/Net			Stamp Duty		CIL Rate	£1,670
Industrial	1.0	6000	sqm	400	£ per sqm	0	£2,400,000
Office	1.2	0	sqm	1270	£ per sqm	0	£0
Food Retail	1.0		sqm		£ per sqm	125	£0
Other Retail Residential Inst	1.0		sqm sqm		£ per sqm £ per sqm	125	£0 £0
Hotels	1.2		sqm		£ per sqm	0	£0
Community	1.0		sqm		£ per sqm	0	£0
Leisure	1.0	0	sqm		£ per sqm	0	£0
Agricultural	1.0		sqm		£ per sqm	0	£0
Car Shorwoom Car Repairs	1.0		sqm sqm		£ per sqm £ per sqm	0	£0 £0
eur nepuns	1.0		sqiii		r per sqiii		
Abnormal Costs					£ sqm		
Professional Fees	@				Build Cost		£192,000
Legal Fees Statutory Fees				0.5%	GDV Build Cost		£19,680 £14,400
Sales/Marketing	Costs			2.0%			£78,720
Contingencies					Build Cost		£120,000
Planning Obligati	ons			0			£0
CIL		C 011		42		31	£0
Interest @ Arrangement Fee		6.0% 1.0%		12 Month Build		3 Mth Sale Void	£112,257 £29,935
Development Pro		1.0%		5% of GDV			£688,800
Total Cost							£3,824,502
VIABILITY MARG	IN						£111,498

			Cc	mmercial	Viability A	opraisal
DEVELOPMENT T	TYPE		U-s	S Year Delivery		
BASE LAND VALU				Greenfield		
DEVELOPMENT F	REF & LOCATI	ON		Bi/E/2 North of	f Brailwood Road	
DEVELOPMENT	DETAILS			1,750 Sqr	m Total Floorspace	
Development \	/aluo					
Industrial	B1b B1c B2 B8	1750	sam	656 £ pe	er sam	£1,148,000
Office	B1a		sqm	969 £ pe		£0
Food Retail	A1		sqm	1540 £ pe	er sqm	£0
Other Retail	A 1 A2 A3 A4 A5		sqm	1250 £ pe		£0
Residential Inst	C2		sqm	0 £ pe		£0
Hotels	C3		sqm	0 f pe		£0
Community Leisure	D1		sqm	0 f pe 0 f pe		£0 £0
Agricultural	D2		sqm sqm	0 f pe		£0
Sui Generis	Car Shorwoom		sqm	0 £ pe		£0
Sui Generis	Car Repairs		sqm	0 £ pe		£0
Development V			1			£1,148,000
Development	Dt -					
Development C Land	Plot Ratio			Value		
Industrial	200%	3500	sam	13.9 £ pe	er sam	£48,720
Office	200%		sqm	12.5 f pe		£0
Food Retail	300%		sqm	132.6 £ pe		£0
Other Retail	150%		sqm	13.5 £ pe		£0
Residential Inst	150%		sqm	0.6 £ pe		£0
Hotels	200%		sqm	0.6 £ pe		£0
Community	150%	0	sqm	0.6 £ pe		£0
Leisure	300%		sqm	0.6 £ pe		£0 £0
Agricultural Car Shorwoom	200%		sqm sqm	1.5 £ pe 0.6 £ pe		£0 £0
Car Repairs	200%		sqm	0.0 £ pe		£0
			oqiii	0.012 pc		
Construction				Stamp Duty	1.0%	£487
	Gross/Net		I		CIL Rate	
Industrial	1.0	1750		400 £ pe	er sqm 0	£700,000
Office	1.2		sqm	1270 £ pe 770 £ pe		£0
Food Retail Other Retail	1.0		sqm sqm	770 £ pe 440 £ pe		£0 £0
Residential Inst	1.0		sqm	1040 £ pe		£0
Hotels	1.2		sqm	1560 £ pe		£0
Community	1.0		sqm	1620 £ pe		£0
Leisure	1.0		sqm	1480 £ pe		£0
Agricultural	1.0		sqm	420 £ pe		£0
Car Shorwoom	1.0		sqm	800 £ pe		£0
Car Repairs	1.0	0	sqm	440 £ pe	er sqm 0	£0
Abnormal Costs				0 £ sq	200	£0
Professional Fees	s @			8.0% Build		£56,000
Legal Fees	, e			0.5% GDV		£5,740
Statutory Fees				0.6% Build		£4,200
Sales/Marketing	Costs			2.0% GDV	V	£22,960
Contingencies				5.0% Build	ld Cost	£35,000
Planning Obligati	ions			£		£0
CIL		C 00/		12	2	£0
Interest @ Arrangement Fee	`	6.0% 1.0%		12 Month Build	3 Mth Sale Void	£32,742 £8,731
Development Pro		1.0%	COST	17.5% of GDV		£200,900
Total Cost						£1,115,480
VIABILITY MARG	IN					£32,520

	2	Com	mercial Viability A	ppraisa
Vi•a		0-5 Ve	ear Delivery	
DEVELOPMENT 1			Retail	
BASE LAND VALU			Brownfield	
DEVELOPMENT F			OB/Re/1 Rufford Avenue	
DEVELOPMENT	DETAILS		2,133 Sqm Total Floorspace	
Development V	/alue			
Industrial	B1b B1c B2 B8	sqm	656 £ per sqm	£0
Office	B1a	sqm	969 £ per sqm	£0
Food Retail	A1	sqm	1540 £ per sqm	£0
Other Retail Residential Inst	A 1 A2 A3 A4 A5	2133 sqm	1250 £ per sqm	£2,666,250 £0
Hotels	C2 C3	sqm sqm	0 £ per sqm 0 £ per sqm	£0 £0
Community	D1	sqm	0 £ per sqm	£0
Leisure	D2	sqm	0 £ per sqm	£0
Agricultural		sqm	0 £ per sqm	£0
Sui Generis	Car Shorwoom	sqm	0 £ per sqm	£0
Sui Generis Development \	Car Repairs	sqm	0 £ per sqm	£0 £2,666,250
Development	laiue			12,000,250
Development (
Land	Plot Ratio		Value	
Industrial Office	200%	0 sqm 0 sqm	22.2 f per sqm	£0 £0
Food Retail	200% 300%	0 sqm 0 sqm	20.8 £ per sqm 140.9 £ per sqm	£0 £0
Other Retail		3199.5 sqm	21.8 £ per sqm	£69,685
Residential Inst	150%	0 sqm	8.9 £ per sqm	£0
Hotels	200%	0 sqm	8.9 £ per sqm	£0
Community	150%	0 sqm	8.9 £ per sqm	£0
Leisure	300%	0 sqm	8.9 £ per sqm	£0
Agricultural Car Shorwoom	200% 200%	0 sqm 0 sqm	9.8 £ per sqm 8.9 £ per sqm	£0 £0
Car Repairs	200%	0 sqm	8.9 £ per sqm	£0
Construction			Stamp Duty 1.0%	£697
Industrial	Gross/Net	Olcam	CIL Rate	£0
Office	1.0	0 sqm 0 sqm	400 £ per sqm 0 1270 £ per sqm 0	£0
Food Retail	1.0	0 sqm	770 £ per sqm 125	£0
Other Retail	1.0	2133 sqm	440 £ per sqm 125	£938,520
Residential Inst	1.2	0 sqm	1040 £ per sqm 0	£0
Hotels	1.2	0 sqm	1560 £ per sqm 0	£0
Community Leisure	1.0	0 sqm 0 sqm	1620 £ per sqm 0 1480 £ per sqm 0	£0 £0
Agricultural	1.0	0 sqm	420 £ per sqm 0	£0
Car Shorwoom	1.0	0 sqm	800 £ per sqm 0	£0
Car Repairs	1.0	0 sqm	440 £ per sqm 0	£0
Abnormal Costs			0 £ sqm	£0
Professional Fees	s @		8.0% Build Cost	£75,082
Legal Fees			0.5% GDV	£13,331
Statutory Fees			0.6% Build Cost	£5,631
Sales/Marketing	Costs		2.0% GDV	£53,325
Contingencies			5.0% Build Cost	£46,926
Planning Obligati CIL	IONS		<u> </u>	£0 £266,625
Interest @		6.0%	12 Month Build 3 Mth Sale Void	£55,118
Arrangement Fee	e	1.0% Cost		£14,698
Development Pro			5% of GDV	£466,594
Total Cost				£2,006,232
VIABILITY MARG	IN			£660,018

/• _ •	Z	Com	mercia	l Viabi	litv Ar	praisal
Vi•at						
		0-5 Y€	ear Delive	ry		
DEVELOPMENT			Retail			
BASE LAND VALU		N	Brownfield Forest Road			
DEVELOPMENT				Sqm Total Floo	orspace	
				9		
Development \						
Industrial Office	B1b B1c B2 B8	sqm		£ per sqm £ per sqm		£0 £0
Food Retail	B1a A1	sqm sqm		£ per sqm £ per sqm		£0 £0
Other Retail	A 1 A2 A3 A4 A5	850 sqm		£ per sqm		£1,062,500
Residential Inst	C2	sqm		£ per sqm		£0
Hotels	С3	sqm	0	£ per sqm		£0
Community	D1	sqm		£ per sqm		£0
Leisure	D2	sqm		£ per sqm		£0
Agricultural Sui Generis		sqm		£ per sqm		£0
Sui Generis	Car Shorwoom Car Repairs	sqm		£ per sqm £ per sqm		£0 £0
Development \		sqm	0	r per sqiii		£1,062,500
						,,
Development (1/-1			
Land Industrial	Plot Ratio	0 sqm	Value	C nor com		£0
Office	200%	0 sqm		£ per sqm £ per sqm		£0 £0
Food Retail	300%	0 sqm		£ per sqm		£0
Other Retail	150%	1275 sqm		£ per sqm		£27,770
Residential Inst	150%	0 sqm		£ per sqm		£0
Hotels	200%	0 sqm		£ per sqm		£0
Community	150%	0 sqm		£ per sqm		£0
Leisure	300%	0 sqm		£ per sqm		£0
Agricultural Car Shorwoom	200%	0 sqm		£ per sqm		£0 £0
Car Repairs	200%	0 sqm 0 sqm		£ per sqm £ per sqm		£0 £0
eur nepurs	20070		0.5	r per squi		20
Construction			Stamp Duty		1.0%	£278
	Gross/Net				CIL Rate	
Industrial	1.0	0 sqm		£ per sqm	0	£0
Office	1.2	0 sqm		£ per sqm	0	£0
Food Retail Other Retail	1.0	0 sqm 850 sqm		£ per sqm £ per sqm	125 125	£0 £374,000
Residential Inst	1.0	0 sqm		£ per sqm	0	£0
Hotels	1.2	0 sqm		£ per sqm	0	£0
Community	1.0	0 sqm		£ per sqm	0	£0
Leisure	1.0	0 sqm	1480	£ per sqm	0	£0
Agricultural	1.0	0 sqm		£ per sqm	0	£0
Car Shorwoom	1.0	0 sqm		£ per sqm	0	£0
Car Repairs	1.0	0 sqm	440	£ per sqm	0	£0
Abnormal Costs			0	£ sqm		£0
Professional Fee	s @			Build Cost		£29,920
Legal Fees			0.5%	GDV		£5,313
Statutory Fees				Build Cost		£2,244
Sales/Marketing	Costs		2.0%			£21,250
Contingencies	ione			Build Cost		£18,700
Planning Obligat CIL	IONS			£		£0
Interest @	F	6.0%	12 Month Build	314	th Sale Void	£106,250 £21,965
Arrangement Fee	e	1.0% Cost			an Sale Volu	£5,857
Development Pro			5% of GDV			£185,938
Total Cost						£799,483
VIABILITY MARG	IIN					£263,017

Vi•a	h	Cor	Commercial Viability Appraisal					
vla		5-10	Year Delive	rv				
DEVELOPMENT T		J IU	Industrial	• y				
BASE LAND VALU	JE SCENARIO		Greenfield					
DEVELOPMENT R		N		of Bought	on Indus Estate			
DEVELOPMENT	DETAILS				Floorspace			
Development V								
Industrial	B1b B1c B2 B8	9450 sqm	781	£ per sqm		£7,377,048		
Office	B1a	sqm		£ per sqm		£0		
Food Retail	A1	sqm		£ per sqm		£0		
Other Retail	A 1 A2 A3 A4 A5	sqm	1488	£ per sqm		£0		
Residential Inst	C2	sqm		£ per sqm		£0		
Hotels	C3	sqm		£ per sqm		£0		
Community	D1	sqm		£ per sqm		£0		
Leisure	D2	sqm		£ per sqm		£0		
Agricultural		sqm		£ per sqm		£0		
Sui Generis Sui Generis	Car Shorwoom	sqm		£ per sqm		£0 £0		
Development V	Car Repairs	sqm		£ per sqm		£7,377,048		
•								
Development C Land	Plot Ratio		Value					
Industrial	200%	18900 sqm		£ per sqm		£313,075		
Office	200%	0 sqm		£ per sqm		£0		
Food Retail	300%	0 sqm	157.8	£ per sqm		£0		
Other Retail	150%	0 sqm	16.1	£ per sqm		£0		
Residential Inst	150%	0 sqm		£ per sqm		£0		
Hotels	200%	0 sqm		£ per sqm		£0		
Community	150%	0 sqm		£ per sqm		£0		
Leisure Agricultural	300%	0 sqm 0 sqm		£ per sqm		£0 £0		
Car Shorwoom	200% 200%	0 sqm 0 sqm		£ per sqm £ per sqm		£0 £0		
Car Repairs	200%	0 sqm		£ per sqm		£0		
	ļ							
Construction	Cross/Not		Stamp Duty		3.0%	£9,392		
Industrial	Gross/Net 1.0	9450 sgm	476	£ per sqm	CIL Rate	£4,498,200		
Office	1.0	0 sqm		£ per sqm	0	£0		
Food Retail	1.2	0 sqm		£ per sqm	148.75	£0		
Other Retail	1.0	0 sqm		£ per sqm	148.75	£0		
Residential Inst	1.2	0 sqm		£ per sqm	0	£0		
Hotels	1.2	0 sqm		£ per sqm	0	£0		
Community	1.0	0 sqm		£ per sqm	0	£0		
Leisure	1.0	0 sqm		£ per sqm	0	£0		
Agricultural	1.0	0 sqm		£ per sqm	0	£0		
Car Shorwoom	1.0	0 sqm		£ per sqm	0	£0		
Car Repairs	1.0	0 sqm	523.6	£ per sqm	0	£0		
Abnormal Costs			0	£ sqm		£101,210		
Professional Fees	@		8.0%	Build Cost		£359,856		
Legal Fees			0.5%			£36,885		
Statutory Fees				Build Cost		£26,989		
Sales/Marketing	Costs		2.0%			£147,541		
Contingencies				Build Cost		£224,910		
Planning Obligati	ons		0	£		£0		
CIL	-	6.00/1	12		21	£0		
Interest @ Arrangement Fee		6.0% 1.0% Cost	12 Month Build		3 Mth Sale Void	£214,427 £57,181		
Development Pro			7.5% of GDV			£1,290,983		
Total Cost						£7,280,650		
VIABILITY MARG	IN					£96,398		

	2 ²	Com	Commercial Viability Appraisal			
Vi•a	D		Year Delivery			
DEVELOPMENT	TYPE		Industrial			
BASE LAND VALU			Greenfield			
DEVELOPMENT	REF & LOCATION		Bi/E/1 South of Brailwood Road			
DEVELOPMENT I	DETAILS		5,950 Sqm Total Floorspace			
Development \	/alua					
Industrial	B1b B1c B2 B8	5950 sqm	781 £ per sgm	£4,644,808		
Office	B1a	sqm	1153 £ per sqm	£0		
Food Retail	A1	sqm	1833 £ per sqm	£0		
Other Retail	A 1 A2 A3 A4 A5	sqm	1488 £ per sqm	£0		
Residential Inst	C2	sqm	0 £ per sqm	£0		
Hotels	C3	sqm	0 £ per sqm	£0		
Community Leisure	D1	sqm	0 £ per sqm 0 £ per sqm	£0 £0		
Agricultural	02	sqm sqm	0 £ per sqm	£0		
Sui Generis	Car Shorwoom	sqm	0 £ per sqm	£0		
Sui Generis	Car Repairs	sqm	0 £ per sqm	£0		
Development \	/alue			£4,644,808		
Development (osts					
Land	Plot Ratio		Value			
Industrial	200%	1900 sqm	16.6 £ per sqm	£197,121		
Office	200%	0 sqm	14.9 £ per sqm	£0		
Food Retail	300%	0 sqm	157.8 £ per sqm	£0		
Other Retail	150%	0 sqm 0 sam	16.1 £ per sqm	£0		
Residential Inst Hotels	150% 200%	0 sqm 0 sqm	0.7 £ per sqm 0.7 £ per sqm	£0 £0		
Community	150%	0 sqm	$0.7 \pm \text{per sqm}$	£0		
Leisure	300%	0 sqm	0.7 £ per sqm	£0		
Agricultural	200%	0 sqm	1.8 £ per sqm	£0		
Car Shorwoom	200%	0 sqm	0.7 £ per sqm	£0		
Car Repairs	200%	0 sqm	0.7 £ per sqm	£0		
Construction			Stamp Duty 1.0%	£1,971		
	Gross/Net		CIL Rate	- · · · ·		
Industrial	1.0	5950 sqm	i o z por oqui	£2,832,200		
Office	1.2	0 sqm	1511.3 £ per sqm (
Food Retail	1.0	0 sqm	916.3 £ per sqm 148.75			
Other Retail Residential Inst	1.0	0 sqm 0 sqm	523.6 £ per sqm 148.75 1237.6 £ per sqm (
Hotels	1.2	0 sqm	1856.4 £ per sqm			
Community	1.0	0 sqm	1927.8 £ per sqm			
Leisure	1.0	0 sqm	1761.2 £ per sqm (0 £0		
Agricultural	1.0	0 sqm	499.8 £ per sqm 0			
Car Shorwoom	1.0	0 sqm	952 £ per sqm (
Car Repairs	1.0	0 sqm	523.6 £ per sqm (£0		
Abnormal Costs			0 £ sqm	£0		
Professional Fee	s @		8.0% Build Cost	£226,576		
Legal Fees			0.5% gdv	£23,224		
Statutory Fees			0.6% Build Cost	£16,993		
Sales/Marketing	Costs		2.0% gDV	£92,896		
Contingencies Planning Obligat	ions		5.0% Build Cost	£141,610 £0		
CIL				£0 £0		
Interest @		6.0%	12 Month Build 3 Mth Sale Void	£132,472		
Arrangement Fee	2	1.0% Cost		£35,326		
Development Pro			5% of GDV	£812,841		
Total Cost				£4,513,231		
VIABILITY MARG				£131,577		
VIABILITIWANG				110,100		

Vi•a	b		ommercia 5 Year Delive		bility Ap	praisa	
DEVELOPMENT		10-1	S rear Denve	y y			ľ
BASE LAND VAL							
DEVELOPMENT		ON					
DEVELOPMENT	DETAILS		0	Sqm Tota	Floorspace		
Development							
Development Industrial			970	C			£0
0.00	B1b B1c B2 B8 B1a	sqm sqm		£ per sqm £ per sqm			£0 £0
	A1	sqm		£ per sqm			£0
- · · · ·	A 1 A2 A3 A4 A5	sqm		£ per sqm			£0
Residential Inst	C2	sqm	0	£ per sqm			£0
Hotels	С3	sqm		£ per sqm			£0
	D1	sqm		£ per sqm			£0
	D2	sqm		£ per sqm			£0
Agricultural Sui Generis	a al	sqm		£ per sqm			£0
Sui Generis	Car Shorwoom	sqm		£ per sqm £ per sqm			£0 £0
Development	Car Repairs	sqm	0	r per sqm			£0
Development							
Land	Plot Ratio		Value				
Industrial Office	200%	0 sqm	#NAME? #NAME?	£ per sqm		#NAME?	
Food Retail	200% 300%	0 sqm 0 sqm	#NAME? #NAME?	£ per sqm £ per sqm		#NAME? #NAME?	
Other Retail	150%	0 sqm	#NAME?	f per sqm		#NAME?	
Residential Inst	150%	0 sqm		£ per sqm		#NAME?	
Hotels	200%	0 sqm	#NAME?	£ per sqm		#NAME?	
Community	150%	0 sqm	#NAME?	£ per sqm		#NAME?	
Leisure	300%	0 sqm	#NAME?	£ per sqm		#NAME?	
Agricultural	200%	0 sqm	#NAME?	£ per sqm		#NAME?	
Car Shorwoom	200%	0 sqm	#NAME?	£ per sqm		#NAME?	
Car Repairs	200%	0 sqm	#NAME?	£ per sqm		#NAME?	
Construction			Stamp Duty		#NAME?	#NAME?	
	Gross/Net		. ,		CIL Rate		
Industrial	1.0	0 sqm	536	£ per sqm	£0		£0
Office	1.2	0 sqm	1701.8	£ per sqm	£0		£0
Food Retail	1.0	0 sqm		£ per sqm	£0		£0
Other Retail	1.0	0 sqm		£ per sqm	£0		£0
Residential Inst Hotels	1.2 1.2	0 sqm 0 sqm		£ per sqm £ per sqm	£0 £0		£0 £0
Community	1.2	0 sqm		f per sqm	£0 £0		£0
Leisure	1.0	0 sqm		£ per sqm	£0		£0
Agricultural	1.0	0 sqm		£ per sqm	£0		£0
Car Shorwoom	1.0	0 sqm		£ per sqm	£0		£0
Car Repairs	1.0	0 sqm	589.6	£ per sqm	£0		£0
Abnormal Costs				C			£0
Professional Fee	as @			£ sqm Build Cost			£0 £0
Legal Fees	.5 @		0.5%				£0
Statutory Fees				Build Cost			£0
Sales/Marketing	Costs		2.0%				£0
Contingencies				Build Cost			£0
Planning Obligat	tions		0	£			£0
CIL							£0
Interest @		6.0%	12 Month Build		3 Mth Sale Void	#NAME?	
Arrangement Fe Development Pr		1.0% Cost	17.5% of GDV			#NAME?	£0
Total Cost	on		11.3/0 01 000			#NAME?	10



Commercial Viability Appraisal 10-15 Year Delivery

DEVELOPMENT TYPE

BASE LAND VALUE SCENARIO DEVELOPMENT REF & LOCATION DEVELOPMENT DETAILS

0 Sqm Total Floorspace

Development V	Value				
Industrial	B1b B1c B2 B8	sqm		£ per sqm	£0
Office	B1a	sqm	1298	£ per sqm	£0
Food Retail	A1	sqm		£ per sqm	£0
Other Retail	A 1 A2 A3 A4 A5	sqm	1675	£ per sqm	£0
Residential Inst	C2	sqm	0	£ per sqm	£0
Hotels	C3	sqm	0	£ per sqm	£0
Community	D1	sqm	0	£ per sqm	£0
Leisure	D2	sqm	0	£ per sqm	£0
Agricultural		sqm	0	£ per sqm	£0
Sui Generis	Car Shorwoom	sqm	0	£ per sqm	£0
Sui Generis	Car Repairs	sqm	0	£ per sqm	£0
Development \	Value			-	£0

Development Costs

Land	Plot Ratio		Value	
Industrial	200%	0 sqm	#NAME? £ per sqm	#NAME?
Office	200%	0 sqm	#NAME? £ per sqm	#NAME?
Food Retail	300%	0 sqm	#NAME? £ per sqm	#NAME?
Other Retail	150%	0 sqm	#NAME? £ per sqm	#NAME?
Residential Inst	150%	0 sqm	#NAME? £ per sqm	#NAME?
Hotels	200%	0 sqm	#NAME? £ per sqm	#NAME?
Community	150%	0 sqm	#NAME? £ per sqm	#NAME?
Leisure	300%	0 sqm	#NAME? £ per sqm	#NAME?
Agricultural	200%	0 sqm	#NAME? £ per sqm	#NAME?
Car Shorwoom	200%	0 sqm	#NAME? £ per sqm	#NAME?
Car Repairs	200%	0 sqm	#NAME? £ per sqm	#NAME?

Construction			Sta	mp Duty		#NAME?	#NAME?
	Gross/Net					CIL Rate	
Industrial	1.0	0 sqn			£ per sqm	£0	£0
Office	1.2	0 sqn			£ per sqm	£0	£0
Food Retail	1.0	0 sqn			£ per sqm	£0	£0
Other Retail	1.0	0 sqn			£ per sqm	£0	£0
Residential Inst	1.2	0 sqn			£ per sqm	£0	£0
Hotels	1.2	0 sqn			£ per sqm	£0	£0
Community	1.0	0 sqn			£ per sqm	£0	£0
Leisure	1.0	0 sqn			£ per sqm	£0	£0
Agricultural	1.0	0 sqn			£ per sqm	£0	£0
Car Shorwoom	1.0	0 sqn			£ per sqm	£0	£0
Car Repairs	1.0	0 sqn	1	589.6	£ per sqm	£0	£0
				0			
Abnormal Costs	-				£ sqm		£0
Professional Fees	s @				Build Cost		£0
Legal Fees				0.5%			£0
Statutory Fees	Casta				Build Cost		£0
Sales/Marketing	Costs			2.0%			£0
Contingencies					Build Cost		£0
Planning Obligati CIL	ons			0	±.		£0 £0
Interest @		6.0%	12			2	#NAME?
Arrangement Fee		1.0% Cos	12 Mon [*]	th Build		3 Mth Sale Void	#NAME?
Development Pro		1.0% COS	17.5% of G				#NAME:
Total Cost		_	17.5% 016				#NAME?
							#INAIVIE:
VIABILITY MARG	IN						#NAME?



Commercial Viability Appraisal 10-15 Year Delivery

DEVELOPMENT TYPE BASE LAND VALUE SCENARIO DEVELOPMENT REF & LOCATION

DEVELOPMEN	T DETAILS		0 Sqn	n Total Floorspace	
Development	t Value				
Industrial	B1b B1c B2 B8		970 c		£0
Office		sqm	879 £ per 1298 £ per		£0 £0
Food Retail	B1a A1	sqm	2064 £ per		£0
Other Retail	A 1 A 2 A 3 A 4 A 5	sqm	1675 £ per		£0
Residential Ins		sqm	0 £ per		£0
Hotels	C3	sqm	0 £ per		£0
Community	D1	sqm	0 £ per		£0
Leisure	D2	sqm sqm	0 f per		£0
Agricultural	02	sqm	0 f per		£0
Sui Generis	Car Shorwoom	sqm	0 £ per		£0
Sui Generis	Car Repairs	sqm	0 £ pe		£0
Development		Sqiii		- Sqiff	£0
Development					
Land	Plot Ratio		Value		
Industrial	200%	0 sqm		r sqm	#NAME?
Office	200%	0 sqm		r sqm	#NAME?
Food Retail	300%	0 sqm		r sqm	#NAME? #NAME?
Other Retail	150%	0 sqm		r sqm	#NAME? #NAME?
Residential Ins Hotels		0 sqm 0 sam		r sqm	#NAME?
Community	200% 150%			r sqm	#NAME?
Leisure	300%			r sqm r sqm	#NAME?
Agricultural	200%	0 sqm 0 sqm		r sqm	#NAME?
Car Shorwoom		0 sqm		r sqm	#NAME?
Car Repairs	200%	0 sqm		r sqm	#NAME?
cui nepulis	20070	U sqiii		i sqiii	monute.
Construction			Stamp Duty	#NAME?	#NAME?
	Gross/Net			CIL Rate	
Industrial	1.0	0 sqm	536 £ pe		£0
Office	1.2	0 sqm	1701.8 £ pe		£0
Food Retail	1.0	0 sqm	1031.8 £ per	r sqm £0	£0
Other Retail	1.0	0 sqm	589.6 £ pe		£0
Residential Inst	t 1.2	0 sqm	1393.6 £ pe		£0
Hotels	1.2	0 sqm	2090.4 £ per		£0
Community	1.0	0 sqm	2170.8 £ per		£0
Leisure	1.0	0 sqm	1983.2 £ per	r sqm £0	£0
Agricultural	1.0	0 sqm	562.8 £ per		£0
Car Shorwoom		0 sqm	1072 £ per		£0
Car Repairs	1.0	0 sqm	589.6 £ pe	r sqm £0	£0
Also anno al Carat					CO
Abnormal Cost			0 £ sqr		£0
Professional Fe	es @		8.0% Build 0.5% GDV		£0
Legal Fees Statutory Fees			0.5% GDV		£0 £0
Sales/Marketir			2.0% GDV		£0 £0
Contingencies	ig costs		5.0% Build		£0
Planning Obliga	ations		0 £	I COSL	£0
CIL	ations		LU [±]		£0 £0
Interest @		6.0%	12 Month Build	3 Mth Sale Void	#NAME?
Arrangement F	-ee	1.0% Cost		J with sale void	#NAME?
Development F			of GDV		f0
Total Cost		17			#NAME?
10101 0031					

	2		Commercial Viability Appraisal				
Vi•a	D			ear Delive			
DEVELOPMENT T				Industrial			
BASE LAND VALU	JE SCENARIO			Greenfield			
DEVELOPMENT F	REF & LOCATI	ON		So/E/2 East	of Crew La	ine	
DEVELOPMENT	DETAILS			6,750	Sqm Tota	l Floorspace	
Development V	/alue						
Industrial	B1b B1c B2 B8	6750	sqm	700	£ per sqm		£4,725,000
Office	B1a		sqm		£ per sqm		£0
Food Retail	A1		sqm		£ per sqm		£0
Other Retail	A 1 A2 A3 A4 A5		sqm	1250	£ per sqm		£0
Residential Inst	C2		sqm		£ per sqm		£0
Hotels	C3		sqm		£ per sqm		£0
Community	D1		sqm		£ per sqm		£0
Leisure	D2		sqm		£ per sqm		£0
Agricultural			sqm		£ per sqm		£0
Sui Generis	Car Shorwoom		sqm		£ per sqm		£0
Sui Generis	Car Repairs		sqm	0	£ per sqm		£0
Development V	alue			_		_	£4,725,000
Development C							
Land	Plot Ratio			Value	-		
Industrial	200%	13500			£ per sqm		£287,550
Office	200%		sqm		£ per sqm		£0
Food Retail	300%	0			£ per sqm		£0
Other Retail Residential Inst	150%		sqm		£ per sqm		£0
Hotels	150%	0	sqm		£ per sqm £ per sqm		£0 £0
Community	200% 150%	-	sqm sqm		£ per sqm £ per sqm		£0 £0
Leisure	300%		sqm		£ per sqm		£0
Agricultural	200%	0			£ per sqm		£0
Car Shorwoom	200%	-	sqm		£ per sqm		£0 £0
Car Repairs	200%		sqm		£ per sqm		£0 £0
Construction	Cross/Not			Stamp Duty		3.0%	£8,627
Industrial	Gross/Net 1.0	6750	lann	400	£ per sqm	CIL Rate	£2 700 000
Industrial Office	1.0		sqm sqm	1270	£ per sqm £ per sqm		£2,700,000 £0
Food Retail	1.2		sqm		£ per sqm	125	£0 £0
Other Retail	1.0	0			£ per sqm	125	£0
Residential Inst	1.0		sqm		£ per sqm		£0
Hotels	1.2		sqm		£ per sqm		£0
Community	1.0		sqm		£ per sqm		£0
, Leisure	1.0		sqm	1480	£ per sqm		£0
Agricultural	1.0		sqm		£ per sqm		£0
Car Shorwoom	1.0	0	sqm	800	£ per sqm		£0
Car Repairs	1.0	0	sqm	440	£ per sqm		£0
Abnormal Costs	-				£ sqm		£27,000
Professional Fees	; @				Build Cost		£216,000
Legal Fees				0.5%			£23,625
Statutory Fees	Costs			2.0%	Build Cost		£16,200
Sales/Marketing Contingencies	CUSIS				GDV Build Cost		£94,500 £135,000
Planning Obligati	ons			5.0%			£135,000 £0
	0115]t		£33,750
Interest @		6.0%		12 Month Build		3 Mth Sale Void	£132,834
Arrangement Fee		1.0%			L	S man sale volu	£35,423
Development Pro		1.070		7.5% of GDV			£826,875
Total Cost			,				£4,537,383
VIABILITY MARG	IN						£187,617
							1107,017

	. 2		Com	mercia	l Via	hility A	nnraisal
Vi-ab		Commercial Viability Appraisal					
DEVELOPMENT T			0-5 Y	ear Delive	ry		
BASE LAND VALU				Industrial Greenfield			
DEVELOPMENT R		ON		So/E/3 Sout	th of Crew	Lane	
DEVELOPMENT	DETAILS			5,450	Sqm Tota	l Floorspace	
Development V	/alue						
Industrial	B1b B1c B2 B8	5450	sqm	700	£ per sqm		£3,815,000
Office	B1a		sqm		£ per sqm		£0
Food Retail	A1		sqm		£ per sqm		£0
Other Retail Residential Inst	A 1 A2 A3 A4 A5 C2		sqm		£ per sqm £ per sqm		£0 £0
Hotels	C2 C3		sqm sqm		£ per sqm		£0
Community	D1		sqm		£ per sqm		£0
Leisure	D2		sqm	0	£ per sqm		£0
Agricultural			sqm		£ per sqm		£0
Sui Generis Sui Generis	Car Shorwoom Car Repairs		sqm		£ per sqm £ per sqm		£0 £0
Development V			sqm	0	r per sqiii		£3,815,000
· · ·							
Development C	Plot Ratio			Value			
Industrial	200%	10900	sam		£ per sqm		£232,170
Office	200%		sqm		£ per sqm		£0
Food Retail	300%	0			£ per sqm		£0
Other Retail	150%		sqm		£ per sqm		£0
Residential Inst Hotels	150% 200%		sqm sqm		£ per sqm £ per sqm		£0 £0
Community	150%		sqm		£ per sqm		£0
Leisure	300%		sqm	0.6	£ per sqm		£0
Agricultural	200%		sqm		£ per sqm		£0
Car Shorwoom Car Repairs	200%		sqm		£ per sqm £ per sqm		£0 £0
	200%	0	sqm	0.8	£ per sqm		EU
Construction				Stamp Duty		1.0%	£2,322
Lo du otatio l	Gross/Net	<u> </u>	1	400	1.	CIL Rate	62,480,000
Industrial Office	1.0	5450 0	sqm sqm	400	£ per sqm £ per sqm	5	£2,180,000 £0
Food Retail	1.2		sqm	770	£ per sqm	125	£0
Other Retail	1.0		sqm		£ per sqm	125	£0
Residential Inst	1.2		sqm		£ per sqm	0	£0
Hotels	1.2		sqm		£ per sqm	0	£0
Community Leisure	1.0		sqm sqm		£ per sqm £ per sqm	0	£0 £0
Agricultural	1.0		sqm		£ per sqm	0	£0
Car Shorwoom	1.0	0	sqm	800	£ per sqm	0	£0
Car Repairs	1.0	0	sqm	440	£ per sqm	0	£0
Abnormal Costs				1	£ sqm		£21,800
Professional Fees	. @			8.0%	Build Cost		£174,400
Legal Fees				0.5%			£19,075
Statutory Fees	~ .				Build Cost		£13,080
Sales/Marketing Contingencies	Costs			2.0%	GDV Build Cost		£76,300 £109,000
Planning Obligati	ons				f		£109,000 £0
CIL					1		£27,250
Interest @		6.0%		12 Month Build		3 Mth Sale Void	£107,077
Arrangement Fee		1.0%	Cost	F% of CDV			£28,554
Development Pro Total Cost	mt		/	.5% of GDV			£667,625 £3,658,653
VIABILITY MARG							
VIADILITTIVIARG							£156,347

Vi-ab ²		Co	Commercial Viability Appraisal				
vla		5-1	0 Year Delive	rv			
DEVELOPMENT T	YPE		Industrial	•			
BASE LAND VALU			Greenfield		_		
DEVELOPMENT R DEVELOPMENT D		UN	So/E/2 East of		e Floorspace		
			0,000	Sqiii iotai	Thouspace		
Development V							
Industrial Office	B1b B1c B2 B8	6800 sqm		£ per sqm		£5,664,400	
Food Retail	B1a A1	sqm sqm		£ per sqm £ per sqm		£0 £0	
Other Retail	A 1 A2 A3 A4 A5	sqm		£ per sqm		£0	
Residential Inst	C2	sqm		£ per sqm		£0	
Hotels	С3	sqm		£ per sqm		£0	
Community	D1	sqm		£ per sqm		£0	
Leisure	D2	sqm		£ per sqm		£0	
Agricultural Sui Generis	Car Shorwoom	sqm sqm		£ per sqm £ per sqm		£0 £0	
Sui Generis	Car Repairs	sqm		£ per sqm		£0	
Development V		3411		z per sqiii		£5,664,400	
David a surf of							
Development C Land	Plot Ratio		Value				
Industrial	200%	13600 sqm		£ per sqm		£344,719	
Office	200%	0 sqm		£ per sqm		É0	
Food Retail	300%	0 sqm		£ per sqm		£0	
Other Retail	150%	0 sqm		£ per sqm		£0	
Residential Inst Hotels	150% 200%	0 sqm 0 sqm		£ per sqm £ per sqm		£0 £0	
Community	200%	0 sqm 0 sqm		£ per sqm		£0	
Leisure	300%	0 sqm		£ per sqm		£0	
Agricultural	200%	0 sqm		£ per sqm		£0	
Car Shorwoom	200%	0 sqm	0.7	£ per sqm		£0	
Car Repairs	200%	0 sqm	0.7	£ per sqm		£0	
Construction			Stamp Duty		3.0%	£10,342	
	Gross/Net				CIL Rate	,	
Industrial	1.0	6800 sqm	476	£ per sqm	5.95	£3,236,800	
Office	1.2	0 sqm		£ per sqm	0	£0	
Food Retail	1.0	0 sqm		£ per sqm	148.75	£0	
Other Retail Residential Inst	1.0 1.2	0 sqm 0 sqm		£ per sqm £ per sqm	148.75 0	£0 £0	
Hotels	1.2	0 sqm		£ per sqm	0	£0	
Community	1.0	0 sqm		£ per sqm	0	£0	
, Leisure	1.0	0 sqm		£ per sqm	0	£0	
Agricultural	1.0	0 sqm		£ per sqm	0	£0	
Car Shorwoom	1.0	0 sqm		£ per sqm	0	£0	
Car Repairs	1.0	0 sqm	523.6	£ per sqm	0	£0	
Abnormal Costs			0	£ sqm			
Professional Fees	@			Build Cost		£258,944	
Legal Fees			0.5%			£28,322	
Statutory Fees	C +-			Build Cost		£19,421	
Sales/Marketing Contingencies	LOSTS		2.0%	GDV Build Cost		£113,288	
Planning Obligation	ons		0			£161,840 £0	
CIL	0113		°	L		£40,460	
Interest @		6.0%	12 Month Build		3 Mth Sale Void	£158,030	
Arrangement Fee		1.0% Cost				£42,141	
Development Pro	fit		17.5% of GDV			£991,270	
Total Cost						£5,405,577	
	N					£258,823	

Vi•ab ²		Commercial Viability Appraisal				
v a	D		Year Delivery			
DEVELOPMENT	ГҮРЕ		Industrial			
BASE LAND VAL	JE SCENARIO		Greenfield			
	REF & LOCATION		So/E/3 South of Crew Lane			
DEVELOPMENT	DETAILS		5,450 Sqm Total Floorspace			
Development V	/alue					
Industrial		5450 sqm	833 £ per sqm	£4,539,850		
Office	B1a	sqm	0 £ per sqm	£0		
Food Retail	A1	sqm	1833 £ per sqm	£0		
Other Retail	A 1 A2 A3 A4 A5	sqm	1488 £ per sqm	£0		
Residential Inst Hotels	C2 C3	sqm	0 £ per sqm 0 £ per sqm	£0 £0		
Community	C3 D1	sqm sqm	0 £ per sqm	£0		
Leisure	D1 D2	sqm	0 £ per sqm	£0		
Agricultural		sqm	0 £ per sqm	£0		
Sui Generis	Car Shorwoom	sqm	0 £ per sqm	£0		
Sui Generis	Car Repairs	sqm	0 £ per sqm	£0		
Development V	/alue			£4,539,850		
Development	Costs					
Land	Plot Ratio		Value			
Industrial	200% 10	900 sqm	25.3 £ per sqm	£276,282		
Office	200%	0 sqm	0.7 £ per sqm	£0		
Food Retail	300%	0 sqm	157.8 £ per sqm	£0		
Other Retail	150%	0 sqm	16.1 £ per sqm	£0		
Residential Inst Hotels	150% 200%	0 sqm 0 sqm	0.7 £ per sqm 0.7 £ per sqm	£0 £0		
Community	150%	0 sqm	0.7 £ per sqm	£0		
Leisure	300%	0 sqm	0.7 f per sqm	£0		
Agricultural	200%	0 sqm	1.8 £ per sqm	£0		
Car Shorwoom	200%	0 sqm	0.7 £ per sqm	£0		
Car Repairs	200%	0 sqm	0.7 £ per sqm	£0		
Construction			Stamp Duty 3.09	£8,288		
construction.	Gross/Net		CIL Rate			
Industrial	1.0 5	450 sqm	476 £ per sqm 5.9	5 £2,594,200		
Office	1.2	0 sqm	1511.3 £ per sqm	0 £0		
Food Retail	1.0	0 sqm	916.3 £ per sqm 148.7			
Other Retail	1.0	0 sqm	523.6 £ per sqm 148.7			
Residential Inst Hotels	1.2	0 sqm		0 £0 0 £0		
Community	1.2	0 sqm 0 sqm		0 £0		
Leisure	1.0	0 sqm		0 £0		
Agricultural	1.0	0 sqm		0 £0		
Car Shorwoom	1.0	0 sqm	952 £ per sqm	0 £0		
Car Repairs	1.0	0 sqm	523.6 £ per sqm	0 £0		
Abnormal Costs			0 £ sqm			
Professional Fee	< @		8.0% Build Cost	£207,536		
Legal Fees			0.5% GDV	£22,699		
Statutory Fees			0.6% Build Cost	£15,565		
Sales/Marketing	Costs		2.0% GDV 5.0% Build Cost	£90,797		
Contingencies	£129,710					
Planning Obligat	ions		<u> </u>	£0		
CIL		00/1		£32,428		
Interest @ 6.0% 12 Month Build 3 Mth Sale Void £126,656						
Arrangement Fee 1.0% Cost £33,775 Development Profit 17.5% of GDV £794,474						
Total Cost £4,332,411						
VIABILITY MARC	iin			£207,439		

Vi•a	h			l Viability	Appraisal
		10-1	.5 Year Delive	ery	
DEVELOPMENT					
DEVELOPMENT		ON			
DEVELOPMENT			0	Sqm Total Floorspace	
Development '	Value				
	B1b B1c B2 B8	sqm	938	£ per sqm	£0
Office	B1a	sqm		£ per sqm	£0
	A1	sqm		£ per sqm	£0
	A 1 A2 A3 A4 A5	sqm		£ per sqm	£0
Residential Inst Hotels	-	sqm		£ per sqm	£0 £0
	C3 D1	sqm sqm		£ per sqm £ per sqm	£0
	D1 D2	sqm		£ per sqm	£0
Agricultural		sqm		£ per sqm	£0
- · · · ·	Car Shorwoom	sqm		£ per sqm	£0
	Car Repairs	sqm	0	£ per sqm	£0
Development	Value			_	£0
Development					
Land	Plot Ratio		Value	_	
Industrial	200%	0 sqm		£ per sqm	£0
Office	200%	0 sqm		£ per sqm	£0
Food Retail Other Retail	300%	0 sqm		£ per sqm	£0
Residential Inst	150% 150%	O sqm O sqm		£ per sqm £ per sqm	£0 £0
Hotels	200%	0 sqm		f per sqm	£0
Community	150%	0 sqm		£ per sqm	£0
Leisure	300%	0 sqm		£ per sqm	£0
Agricultural	200%	0 sqm	2.0	£ per sqm	£0
Car Shorwoom	200%	0 sqm		£ per sqm	£0
Car Repairs	200%	0 sqm	0.8	£ per sqm	£0
Construction			Stamp Duty		1.0% £0
	Gross/Net			CIL Ra	
Industrial	1.0	0 sqm	536	£ per sqm	6.7 £0
Office	1.2	0 sqm		£ per sqm	0 £0 167.5 £0
Food Retail Other Retail	1.0	0 sqm 0 sqm	589.6		167.5 £0 167.5 £0
Residential Inst	1.0	0 sqm		£ per sqm	0 £0
Hotels	1.2	0 sqm		£ per sqm	0 £0
Community	1.0	0 sqm		£ per sqm	0 £0
Leisure	1.0	0 sqm		£ per sqm	0 £0
Agricultural	1.0	0 sqm		£ per sqm	0 £0
Car Shorwoom	1.0	0 sqm		£ per sqm	0 £0
Car Repairs	1.0	0 sqm	589.6	£ per sqm	0 £0
Abnormal Costs			0	£ sqm	
Professional Fee	s @		8.0%	Build Cost	£0
Legal Fees			0.5%		£0
Statutory Fees	. .			Build Cost	£0
Sales/Marketing	Costs		2.0%		£0
Contingencies Planning Obligat	ions			Build Cost £	£0 £0
CIL	10115			Ľ	£0 £0
Interest @		6.0%	12 Month Build	3 Mth Sale Vo	
Arrangement Fe	e	1.0% Cost			£0
Development Pr			17.5% of GDV		£0
Total Cost					£0

VIABILITY MARGIN

Vi•ab²

Commercial Viability Appraisal 10-15 Year Delivery

DEVELOPMENT TYPE **BASE LAND VALUE SCENARIO DEVELOPMENT REF & LOCATION DEVELOPMENT DETAILS**

0 Sqm Total Floorspace

Development	Value				
Industrial	B1b B1c B2 B8	sqm	938	£ per sqm	£0
Office	B1a	sqm	0	£ per sqm	£0
Food Retail	A1	sqm		£ per sqm	£0
Other Retail	A 1 A2 A3 A4 A5	sqm	1675	£ per sqm	£0
Residential Inst	C2	sqm	0	£ per sqm	£0
Hotels	C3	sqm	0	£ per sqm	£0
Community	D1	sqm	0	£ per sqm	£0
Leisure	D2	sqm	0	£ per sqm	£0
Agricultural		sqm	0	£ per sqm	£0
Sui Generis	Car Shorwoom	sqm	0	£ per sqm	£0
Sui Generis	Car Repairs	sqm	0	£ per sqm	£0
Development	Value				£0

Development Costs

Land	Plot Ratio		Value	
Industrial	200%	0 sqm	#NAME? £ per sqm	#NAME?
Office	200%	0 sqm	#NAME? £ per sqm	#NAME?
Food Retail	300%	0 sqm	#NAME? £ per sqm	#NAME?
Other Retail	150%	0 sqm	#NAME? £ per sqm	#NAME?
Residential Inst	150%	0 sqm	#NAME? £ per sqm	#NAME?
Hotels	200%	0 sqm	#NAME? £ per sqm	#NAME?
Community	150%	0 sqm	#NAME? £ per sqm	#NAME?
Leisure	300%	0 sqm	#NAME? £ per sqm	#NAME?
Agricultural	200%	0 sqm	#NAME? £ per sqm	#NAME?
Car Shorwoom	200%	0 sqm	#NAME? £ per sqm	#NAME?
Car Repairs	200%	0 sqm	#NAME? £ per sqm	#NAME?

Construction			Stamp Duty		#NAME?	#NAME?
	Gross/Net				CIL Rate	
Industrial	1.0	0 sqm		£ per sqm	6.7	£0
Office	1.2	0 sqm		£ per sqm	0	£0
Food Retail	1.0	0 sqm	1031.8	£ per sqm	167.5	£0
Other Retail	1.0	0 sqm		£ per sqm	167.5	£0
Residential Inst	1.2	0 sqm		£ per sqm	0	£0
Hotels	1.2	0 sqm		£ per sqm	0	£0
Community	1.0	0 sqm		£ per sqm	0	£0
Leisure	1.0	0 sqm		£ per sqm	0	£0
Agricultural	1.0	0 sqm		£ per sqm	0	£0
Car Shorwoom	1.0	0 sqm		£ per sqm	0	£0
Car Repairs	1.0	0 sqm	589.6	£ per sqm	0	£0
				_		
Abnormal Costs				£ sqm		
Professional Fees	; @			Build Cost		£0
Legal Fees			0.5%			£0
Statutory Fees				Build Cost		£0
Sales/Marketing	Costs		2.0%			£0
Contingencies				Build Cost		£0
Planning Obligati	ons		0	£		£0
CIL					_	£0
Interest @		6.0%	12 Month Build	3	Mth Sale Void	#NAME?
Arrangement Fee		1.0% Cost				#NAME?
Development Pro	ofit		17.5% of GDV			£0
Total Cost						#NAME?
VIABILITY MARG	IN					#NAME?



Planning Obligations

Arrangement Fee

Development Profit

VIABILITY MARGIN

CIL

Interest @

Total Cost

Commercial Viability Appraisal

10-15 Year Delivery

DEVELOPMENT TYPE BASE LAND VALUE SCENARIO DEVELOPMENT REF & LOCATION

DEVELOPMENT	DETAILS			0 Sqm Total Floorspace				
Development	Value							
Industrial	B1b B1c B2 B8		sqm	938	£ per sqm			£0
Office	B1a		sqm	0	£ per sqm			£0
Food Retail	A1		sqm		£ per sqm			£0
Other Retail	A 1 A2 A3 A4 A5		sqm	1675	£ per sqm			£0
Residential Inst	C2		sqm	0	£ per sqm			£0
Hotels	C3		sqm	0	£ per sqm			£0
Community	D1		sqm	0	£ per sqm			£0
Leisure	D2		sqm	0	£ per sqm			£O
Agricultural			sqm	0	£ per sqm			£O
Sui Generis	Car Shorwoom		sqm		£ per sqm			£0
Sui Generis	Car Repairs		sqm	0	£ per sqm			£0
Development	Value		-					£0
Development	Costs							
Land	Plot Ratio			Value				
Industrial	200%	0	sqm	#NAME?	£ per sqm		#NAME?	
Office	200%	0	sqm	#NAME?	£ per sqm		#NAME?	
Food Retail	300%	0	sqm	#NAME?	£ per sqm		#NAME?	
Other Retail	150%	0	sqm	#NAME?	£ per sqm		#NAME?	
Residential Inst	150%	0	sqm	#NAME?	£ per sqm		#NAME?	
Hotels	200%	0	sqm	#NAME?	£ per sqm		#NAME?	
Community	150%	0	sqm	#NAME?	£ per sqm		#NAME?	
Leisure	300%	0	sqm	#NAME?	£ per sqm		#NAME?	
Agricultural	200%	0	sqm	#NAME?	£ per sqm		#NAME?	
Car Shorwoom	200%	0	sqm	#NAME?	£ per sqm		#NAME?	
Car Repairs	200%	0	sqm	#NAME?	£ per sqm		#NAME?	
Construction				Stamp Duty		#NAME?	#NAME?	
	Gross/Net			oramp bury		CIL Rate		
Industrial	1.0	0	sqm	536	£ per sqm	0		£0
Office	1.2	0	sqm	1701.8	£ per sqm	0		£0
Food Retail	1.0	0	sqm		£ per sqm	0		£0
Other Retail	1.0	0	sqm		£ per sqm	0		£0
Residential Inst	1.2	0	sqm		£ per sqm	0		£0
Hotels	1.2	0	sqm		£ per sqm	0		£0
Community	1.0	0	sqm		£ per sqm	0		£0
Leisure	1.0	0	sqm	1983.2	£ per sqm	0		£0
Agricultural	1.0	0	sqm		£ per sqm	0		£0
Car Shorwoom	1.0	0	sqm		£ per sqm	0		£0
Car Repairs	1.0	0	sqm	589.6	£ per sqm	0		£0
Abnormal Costs				<u>ہ</u>	£ sqm			£0
Professional Fe					£ sqm Build Cost			£0 £0
Legal Fees	es w			0.5%				£0
Statutory Fees					Build Cost			£0
Sales/Marketin	g Costs			2.0%				£0 £0
Contingencies	5 00313				Build Cost			£0
Diapping Obliga	tions			5.0%	c COSt			£0

0£

3 Mth Sale Void

12 Month Build

17.5% of GDV

6.0%

1.0% Cost

£0

£0

£0

#NAME?

#NAME?

#NAME?

#NAME?

Assumpt	ions	Mans	sfield Fi	ringe			
•				0			
Sales Values	Sqm			Constructi	on Costs Sc	Įm	
Industrial	B1b B1c B2 B8	646		Industrial		400	
Office	B1a			Office		1270	
Food Retail	A1			Food Retail		770	
Other Retail	A 1 A2 A3 A4 A5			Other Retai		440	
Residential Ins	st c2			Residential	Inst	1040	
Hotels	C3			Hotels		1560	
Community	D1			Community	,	1620	
Leisure	D2			Leisure		1480	
Agricultural				Agricultural		420	
Sui Generis	Car Shorwoom			Sui Generis		800	
Sui Generis	Car Repairs			Sui Generis	Car Repairs	440	
Land Values	per Sqm						
			Greenfield	Brownfield	Recycled		
Industrial			13.9	22.2	22.2	Uplift	60%
Office			0.6	8.9			
Food Retail		-	0.6	8.9			
Other Retail		-	0.6	8.9			
Residential Ins	t	-	0.6	8.9			
Hotels		-	0.6 0.6	8.9			
Community		-	0.6	8.9 8.9			
Leisure Agricultural		-	1.5	8.9 9.8	1.5		
Sui Generis	Car Shorwoom	-	0.6	9.8 8.9			
Sui Generis	Car Repairs	-	0.6	8.9			
		L	0.0	0.0			
Developmen	t Sample Unit S	ize & Land	Plot Ratio				
		Unit Size Sqr	Plot Ratio %	Gross:Net	_	Sample Development	
Industrial		1000	200%	1		Factory Unit	
Office		2000	200%	1.2		Office Building	
Food Retail		3000	300%	1		Supermarket	
General Retail		300	150%	1		Roadside Retail Unit	
Residential Ins	it .	4000	150%	1.2		Nursing Home	
Hotels		3000	200%	1.2		Mid Range Hotel	_
Community		200 2500	150%	1		Community Centre	_
Leisure			300%	1		Bowling Alley	_
Agricultural Sui Generis	Car Shorwoom	500	200% 200%	1		Farm Store	_
Sui Generis	Car Repairs		200%	1			-
Surdenens	currepuirs		20070		l		_
Fees & Rates							
Abnormal Cost					£ sqm		
Professional Fe	ees @			8.0%	Build Cost		
Legal Fees				0.5%			
Statutory Fees					Build Cost		
Sales/Marketin	-			2.0%	-		
Contingencies				5.0%	Build Cost		
Planning Oblig	ations				£		
CIL					£ sqm	T	
Interest @		6.0%		Month Build	3	Mth Sale Void	
Arrangement F		1.0%					
Development I	FIOIIL		17.5%	of GDV			

5-10 YEA	R ASSUMI	PTIONS				Value Factor Costs Factor	1.19 1.19
Sales Values	Sqm			Constructio	n Costs Sc	Im	
Industrial Office Food Retail Other Retail Residential Ins Hotels Community Leisure Agricultural Sui Generis Sui Generis	B1b B1c B2 B8 B1a A1 A 1 A2 A3 A4 A5	769 0 0 0 0 0 0 0 0 0 0 0 0		Industrial Office Food Retail Other Retail Residential Ir Hotels Community Leisure Agricultural Sui Generis c Sui Generis c	ar Shorwoom	476 1511 916 524 1238 1856 1928 1761 500 952 524	
Land Values Industrial Office Food Retail Other Retail Residential Ins	oer Sqm		Greenfield 16.6 0.7 0.7 0.7 0.7	Brownfield 26.4 10.6 10.6 10.6 10.6	Recycled 26.4 0.0 0.0 0.0 0.0		
Residential Ins Hotels Community Leisure Agricultural Sui Generis Sui Generis	t Car Shorwoom Car Repairs		0.7 0.7 0.7 0.7 1.8 0.7 0.7	10.6 10.6 10.6 10.6 11.6 10.6 10.6	0.0 0.0 0.0 1.8 0.0 0.0		

	AR ASSUM					Value Factor	1.34
10-12 IC	AR ASSUIV	IP HONS				Costs Factor	1.34
Sales Values	Sqm			Constructio	on Costs Sc	ım	
Industrial	B1b B1c B2 B8	866		Industrial		536	
Office	B1a	0		Office		1702	
Food Retail	A1	0		Food Retail		1032	
Other Retail	A 1 A2 A3 A4 A5	0		Other Retail		590	
Residential Ins	st c2	0		Residential I	nst	1394	
Hotels	C3	0		Hotels		2090	
Community	D1	0		Community		2171	
Leisure	D2	0		Leisure		1983	
Agricultural		0		Agricultural		563	
Sui Generis	Car Shorwoom	0		Sui Generis d		1072	
Sui Generis	Car Repairs	0		Sui Generis d	Car Repairs	590	
	~						
Land Values	per Sqm						
			C C U	D (1)			
lue als seturies l		r	Greenfield	Brownfield	Recycled	1	
Industrial Office			18.7 0.8	29.7 11.9	29.7 0.0		
Food Retail			0.8		0.0		
Other Retail			0.8		0.0		
Residential Ins	ct	-	0.8	11.9	0.0		
Hotels	51	-	0.8		0.0		
Community			0.8	11.9	0.0		
Leisure		-	0.8		0.0		
Agricultural			2.0	13.1	2.0		
Sui Generis	Car Shorwoom		0.8		0.0		
Sui Generis	Car Repairs		0.8	11.9	0.0		
Can Centerio	ca. nepano		5.0		5.0	1	

Assumpt	ions	New	vark & F	Rural So	uth			
Assumpt								
Sales Values S	Sam			Constructio	on Costs So	m		
Industrial	B1b B1c B2 B8	700		Industrial		400		
Office	B1a			Office		1270		
Food Retail	A1	1540		Food Retail		770		
Other Retail	A 1 A2 A3 A4 A5	1250		Other Retail		440		
Residential Inst	t c2			Residential I	Inst	1040		
Hotels	C3			Hotels		1560		
Community	D1			Community		1620		
Leisure	D2			Leisure		1480		
Agricultural	_			Agricultural		420		
Sui Generis	Car Shorwoom			Sui Generis	Car Shorwoom	800		
Sui Generis	Car Repairs			Sui Generis	Car Repairs	440		
Land Values p	ber Sqm							
			Groopfield	Brownfield	Recycled			
Industrial		Г	Greenfield 24.3	Brownfield 39.5	Recycled 39.5		Uplift	60%
Office		-	24.3	39.5 15.8	39.5		opint	00%
Food Retail		-	132.6	15.8	220.0			
Other Retail		-	132.0	28.7	220.0			
Residential Inst	+	H	0.6	15.8	21.5			
Hotels	ι	-	0.6	15.8				
Community		-	0.6	15.8				
Leisure		-	0.6	15.8				
Agricultural		-	1.5	15.0	1.5			
Sui Generis	Car Shorwoom	-	0.6	15.8	1.5			
Sui Generis	Car Repairs	-	0.6	15.8				
		L						
Development	t Sample Unit S	Size & Land	Plot Ratio					
		Unit Size Sqn	T	Gross:Net		Sample Develo		-
Industrial			200%	1		Factory Unit		
Office			200%	1.2		Office Buildir	-	
Food Retail			300%	1		Supermarket		-
General Retail			150%	1		Roadside Ret		
Residential Inst	t		150%	1.2		Nursing Hom		
Hotels			200%	1.2		Mid Range H		
Community			150%	1		Community (-
Leisure			300%	1		Bowling Alley	y	-
Agricultural Sui Generis	CarSharwaam		200%	1		Farm Store		-
Sui Generis	Car Shorwoom Car Repairs		200% 200%	1				-
Sur Generis	cal Repairs		20076	<u>+</u>				1
Fees & Rates								
Abnormal Cost					£ sqm			
Professional Fe					Build Cost			
Legal Fees	C C		ľ	0.5%				
Statutory Fees			ľ		Build Cost			
Sales/Marketin				2.0%				
Contingencies				5.0%	Build Cost			
Planning Obliga	ations				£			
CIL					£ sqm			
Interest @		6.0%		Month Build	3	Mth Sale Void		
Arrangement F		1.0%						
Development F	Profit		17.5%	of GDV				

5-10 YEA	R ASSUM	PTIONS				Value Factor Costs Factor	1.19 1.19
Sales Values	Sqm			Constructio	on Costs Sq	ım	
Industrial Office Food Retail Other Retail Residential Ins Hotels Community Leisure Agricultural Sui Generis Sui Generis	B1b B1c B2 B8 B1a A1 A 1 A2 A3 A4 A5	833 0 1833 1488 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		Industrial Office Food Retail Other Retail Residential II Hotels Community Leisure Agricultural Sui Generis o Sui Generis o	nst Car Shorwoom	476 1511 916 524 1238 1856 1928 1761 500 952 524	
Land Values Industrial Office Food Retail Other Retail Residential Ins Hotels Community Leisure Agricultural Sui Generis Sui Generis			Greenfield 28.9 0.7 157.8 16.1 0.7 0.7 0.7 0.7 1.8 0.7 0.7 0.7	Brownfield 47.0 18.8 175.9 34.2 18.8 18.8 18.8 18.8 19.9 19.9 18.8 18.8	Recycled 47.0 0.0 261.8 25.6 0.0 0.0 0.0 0.0 0.0 1.8 0.0 0.0		

10-15	YFAR	ASSU	IMPT	IONS
TO TO		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		

Sales Values	Sqm		Construction Costs So	Im	
Industrial	B1b B1c B2 B8	938	Industrial	536	
Office	B1a	0	Office	1702	
Food Retail	A1	2064	Food Retail	1032	
Other Retail	A 1 A2 A3 A4 A5	1675	Other Retail	590	
Residential Ins	tc2	0	Residential Inst	1394	
Hotels	C3	0	Hotels	2090	
Community	D1	0	Community	2171	
Leisure	D2	0	Leisure	1983	
Agricultural		0	Agricultural	563	
Sui Generis	Car Shorwoom	0	Sui Generis Car Shorwoom	1072	
Sui Generis	Car Repairs	0	Sui Generis Car Repairs	590	

Value Factor Costs Factor

1.34 1.34

Land Values per Sqm

		Greenfield	Brownfield	Recycled
Industrial		32.6	52.9	52.9
Office		0.8	21.2	0.0
Food Retail		177.7	198.1	294.8
Other Retail		18.1	38.5	28.8
Residential Ins	t	0.8	21.2	0.0
Hotels		0.8	21.2	0.0
Community		0.8	21.2	0.0
Leisure		0.8	21.2	0.0
Agricultural		2.0	22.4	2.0
Sui Generis	Car Shorwoom	0.8	21.2	0.0
Sui Generis	Car Repairs	0.8	21.2	0.0

Assumpt	ions	Nowarl	<pre> Growt</pre>	h Doint			
Assumpt	10115	INEWall	GIUWI	ΠΡΟΠΙ			
	2			C 1 1			
Sales Values S	•	75.4		Constructio	on Costs Sc		
Industrial	B1b B1c B2 B8	754		Industrial		400	
Office	B1a	1346		Office		1270	
Food Retail	A1	3000		Food Retail		770	
Other Retail	A 1 A2 A3 A4 A5	1900		Other Retail		440	
Residential Ins				Residential I	nst	1040	
Hotels	C3			Hotels		1560	
Community	D1			Community		1620	
Leisure	D2			Leisure		1480	
Agricultural				Agricultural		420	
Sui Generis	Car Shorwoom			Sui Generis		800	
Sui Generis	Car Repairs			Sui Generis	Car Repairs	440	
	-						
Land Values p	ber Sqm						
			Greenfield	Brownfield	Recycled		
Industrial			27.3	44.5	44.5	Uplift	60%
Office			27.3	44.5	44.5		
Food Retail			240.6	257.8	400.0		
Other Retail			75.6	92.8	125.0		
Residential Inst	t		0.6	17.8			
Hotels			0.6	17.8			
Community			0.6	17.8			
Leisure			0.6	17.8			
Agricultural			1.5	18.7	1.5		
Sui Generis	Car Shorwoom		0.6	17.8			
Sui Generis	Car Repairs		0.6	17.8			
Development	t Sample Unit	Size & Land	Plot Ratio				
		Unit Size Sqr	Plot Ratio %	Gross:Net		Sample Development	
Industrial			200%	1		Factory Unit	
Office			200%	1.2		Office Building	
Food Retail			300%	1		Supermarket	
General Retail			150%	1		Roadside Retail Unit	
Residential Inst	t		150%	1.2		Nursing Home	
Hotels			200%	1.2		Mid Range Hotel	
Community			150%	1		Community Centre	
Leisure			300%	1		Bowling Alley	
Agricultural			200%	1		Farm Store	
Sui Generis	Car Shorwoom		200%	1			
Sui Generis	Car Repairs		200%	1			
Fees & Rates							
Abnormal Cost	S				£ sqm		
Professional Fe	ees @			8.0%	Build Cost		
Legal Fees				0.5%	GDV		
Statutory Fees				0.6%	Build Cost		
Sales/Marketir				2.0%	GDV		
Contingencies				5.0%	Build Cost		
Planning Oblig	ations				£		
CIL					£ sqm		
Interest @		6.0%	12	Month Build		Mth Sale Void	
Arrangement F	ee	1.0%					
Development F			17.5%	of GDV			

5-10 YEA	R ASSUMF	PTIONS				Value Factor Costs Factor	1.19 1.19
Sales Values	Sqm			Constructio	on Costs So	m	
Industrial Office Food Retail Other Retail Residential Ins Hotels Community Leisure Agricultural Sui Generis Sui Generis	B1b B1c B2 B8 B1a A1 A 1 A2 A3 A4 A5	897 1602 3570 2261 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0		Industrial Office Food Retail Other Retail Residential II Hotels Community Leisure Agricultural Sui Generis o Sui Generis o	nst Car Shorwoom	476 1511 916 524 1238 1856 1928 1761 500 952 524	
Land Values p Industrial Office Food Retail	ber Sqm		Greenfield 32.5 32.5 286.3	Brownfield 53.0 53.0 306.8	Recycled 53.0 53.0 476.0		
Other Retail Residential Ins Hotels Community Leisure Agricultural Sui Generis Sui Generis	t Car Shorwoom Car Repairs		90.0 0.7 0.7 0.7 1.8 0.7 0.7	110.4 21.2 21.2 21.2 21.2 22.3 21.2 21.2 21.2	148.8 0.0 0.0 0.0 0.0 1.8 0.0 0.0		

10-15	YFAR	ASSU	IMPT	IONS
TO TO		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		

Sales Values	Sqm		Construction Costs Sc	ım
Industrial	B1b B1c B2 B8	1010	Industrial	536
Office	B1a	1804	Office	1702
Food Retail	A1	4020	Food Retail	1032
Other Retail	A 1 A2 A3 A4 A5	2546	Other Retail	590
Residential Ins	t c2	0	Residential Inst	1394
Hotels	C3	0	Hotels	2090
Community	D1	0	Community	2171
Leisure	D2	0	Leisure	1983
Agricultural		0	Agricultural	563
Sui Generis	Car Shorwoom	0	Sui Generis Car Shorwoom	1072
Sui Generis	Car Repairs	0	Sui Generis Car Repairs	590

Value Factor Costs Factor

1.34 1.34

Land Values per Sqm

		Greenfield	Brownfield	Recycled
Industrial		36.6	59.6	59.6
Office		36.6	59.6	59.6
Food Retail		322.4	345.5	536.0
Other Retail		101.3	124.4	167.5
Residential Ins	st	0.8	23.9	0.0
Hotels		0.8	23.9	0.0
Community		0.8	23.9	0.0
Leisure		0.8	23.9	0.0
Agricultural		2.0	25.1	2.0
Sui Generis	Car Shorwoom	0.8	23.9	0.0
Sui Generis	Car Repairs	0.8	23.9	0.0

Assumpt	ions	Sherw	ood				
Assumpt	10115	51101 W	000				
Sales Values	Sam			Constructio	on Costs So		
Industrial	B1b B1c B2 B8	656		ndustrial		400	
Office	B10 B10 B2 B8	969	-	Office		1270	
Food Retail	A1	1540		Food Retail		770	
Other Retail	A 1 A2 A3 A4 A5	1340		Obd Retail		440	
Residential Ins		1250		Residential I		1040	
Hotels	C3			Hotels	1150	1560	
Community	D1			Community		1620	
Leisure	D1 D2			eisure		1480	
Agricultural	02			Agricultural		420	
Sui Generis	Car Shorwoom			Sui Generis	Car Chanwaam	800	
Sui Generis				Sui Generis		440	
Sur Generis	Car Repairs				Car Repairs	440	
Land Values	ner Sam						
	per sqiff						
		G	Greenfield	Brownfield	Recycled		
Industrial		, T	13.9	22.2	22.2	Uplift	60%
Office			12.5	22.2	19.8	Opine	0078
Food Retail			132.6	140.9	220.0		
Other Retail		-	13.5	21.8	21.5		
Residential Ins	+	-	0.6	8.9	21.5		
Hotels	· c		0.6	8.9			
Community			0.6	8.9			
Leisure		-	0.6	8.9			
Agricultural		-	1.5	9.8	1.5		
Sui Generis	Car Shorwoom	-	0.6	8.9	1.5		
Sui Generis	Car Repairs		0.6	8.9			
Surgenens	cui nepuirs	L	0.0	0.5			
Develonmen	t Sample Unit S	Size & Land P	ot Ratio				
Developmen	t sumple office	Unit Size Sqr Pl		Gross-Net		Sample Development	
Industrial			200%	1		Factory Unit	-
Office			200%	1.2		Office Building	-
Food Retail			300%	1		Supermarket	-
General Retail			150%	1		Roadside Retail Unit	-
Residential Ins			150%	1.2		Nursing Home	-
Hotels			200%	1.2		Mid Range Hotel	-
Community			150%	1		Community Centre	-
Leisure			300%	- 1		Bowling Alley	-
Agricultural			200%	1		Farm Store	-
Sui Generis	Car Shorwoom		200%	1			-
Sui Generis	Car Repairs		200%	1			-
	·		<u>P</u>	,		-	-
Fees & Rates							
Abnormal Cost					£ sqm		
Professional Fe	ees @			8.0%	Build Cost		
Legal Fees			E F	0.5%	GDV		
Statutory Fees	;			0.6%	Build Cost		
Sales/Marketin	ng Costs			2.0%	GDV		
Contingencies				5.0%	Build Cost		
Planning Oblig	ations				£		
CIL					£ sqm		
Interest @		6.0%	12	/lonth Build		Mth Sale Void	
Arrangement I	Fee	1.0% Co					
Development			17.5% d	of GDV			

5-10 YEA	R ASSUM	PTIONS				Value Factor Costs Factor	1.19 1.19
Sales Values	Sqm			Constructio	on Costs So	ım	
Industrial Office	B1b B1c B2 B8	781		Industrial Office		476	
Food Retail	B1a A1	1153 1833		Food Retail		1511 916	
Other Retail	A 1 A2 A3 A4 A5	1488		Other Retail		524	
Residential Ins		0		Residential I	nst	1238	
Hotels	C3	0		Hotels		1856	
Community	D1	0		Community		1928	
Leisure	D2	0		Leisure		1761	
Agricultural		0		Agricultural		500	
Sui Generis	Car Shorwoom	0		Sui Generis		952	
Sui Generis	Car Repairs	0		Sui Generis o	Car Repairs	524	
Land Values	per Sam						
			Greenfield	Brownfield	Recycled		
Industrial			16.6	26.4	26.4		
Office			14.9	24.7	23.6		
Food Retail			157.8	167.6	261.8		
Other Retail			16.1	25.9	25.6		
Residential Ins Hotels	st		0.7 0.7	10.6 10.6	0.0 0.0		
Community			0.7	10.0	0.0		
Leisure			0.7	10.6	0.0		
Agricultural			1.8	11.6	1.8		
Sui Generis	Car Shorwoom		0.7	10.6	0.0		
Sui Generis	Car Repairs		0.7	10.6	0.0		

10-15	YFAR	ASSI	IMP.	
TO T		/ 1990	/ /	2

Sales Values	Sqm		Construction Costs Sc	IM	
Industrial	B1b B1c B2 B8	879	Industrial	536	
Office	B1a	1298	Office	1702	
Food Retail	A1	2064	Food Retail	1032	
Other Retail	A 1 A2 A3 A4 A5	1675	Other Retail	590	
Residential Ins	st c2	0	Residential Inst	1394	
Hotels	C3	0	Hotels	2090	
Community	D1	0	Community	2171	
Leisure	D2	0	Leisure	1983	
Agricultural		0	Agricultural	563	
Sui Generis	Car Shorwoom	0	Sui Generis Car Shorwoom	1072	
Sui Generis	Car Repairs	0	Sui Generis Car Repairs	590	

Value Factor Costs Factor

1.34 1.34

Land Values per Sqm

		Greenfield	Brownfield	Recycled
Industrial		18.7	29.7	29.7
Office		16.7	27.8	26.5
Food Retail		177.7	188.8	294.8
Other Retail		18.1	29.2	28.8
Residential Ins	st	0.8	11.9	0.0
Hotels		0.8	11.9	0.0
Community		0.8	11.9	0.0
Leisure		0.8	11.9	0.0
Agricultural		2.0	13.1	2.0
Sui Generis	Car Shorwoom	0.8	11.9	0.0
Sui Generis	Car Repairs	0.8	11.9	0.0

Assumpt	ions	Southv	vell				
Sales Values S	Sam			Constructio	on Costs So	Im	
Industrial	B1b B1c B2 B8	700		ndustrial		400	
Office	B1a		(Office		1270	
Food Retail	A1	1540	1	Food Retail		770	
Other Retail	A 1 A2 A3 A4 A5	1250	(Other Retail		440	
Residential Inst	t c2		1	Residential I	nst	1040	
Hotels	C3			Hotels		1560	
Community	D1			Community		1620	
Leisure	D2			Leisure		1480	
Agricultural				Agricultural		420	
Sui Generis	Car Shorwoom			Sui Generis	Car Shorwoom	800	
Sui Generis	Car Repairs			Sui Generis		440	
	edi ricpuito				ear ricpano		
Land Values p	per Sqm						
		G		Brownfield	Recycled		
Industrial			21.3	34.5	34.5	Uplift	60%
Office			0.6	13.8			
Food Retail			132.6	145.8	220.0		
Other Retail			13.5	26.7	21.5		
Residential Inst	t		0.6	13.8			
Hotels			0.6	13.8			
Community			0.6	13.8			
Leisure			0.6	13.8			
Agricultural			1.5	14.7	1.5		
Sui Generis	Car Shorwoom		0.6	13.8			
Sui Generis	Car Repairs		0.6	13.8			
			-				
Development	t Sample Unit S	Size & Land Pl	ot Ratio				
		Unit Size Sqn Plo		Gross:Net		Sample Development	
Industrial			200%	1		Factory Unit	_
Office			200%	1.2		Office Building	
Food Retail			300%	1		Supermarket	
General Retail			150%	1		Roadside Retail Unit	
Residential Inst	t		150%	1.2		Nursing Home	
Hotels			200%	1.2		Mid Range Hotel	
Community			150%	1		Community Centre	
Leisure			300%	1		Bowling Alley	
Agricultural			200%	1		Farm Store	
Sui Generis	Car Shorwoom		200%	1			
Sui Generis	Car Repairs		200%	1			
Foor & Pator							
Fees & Rates Abnormal Cost					£ sqm		
Professional Fe			ŀ		E sqm Build Cost		
Legal Fees	es w		H	0.5%			
-					GDV Build Cost		
Statutory Fees Sales/Marketir			-	2.0%			
	ig costs		H		Build Cost		
Contingencies	ations		-				
Planning Oblig	ations		-		£		
CIL		C 00/	42		£ sqm		
Interest @		6.0%		Month Build	3	Mth Sale Void	
Arrangement F		1.0% Cos		(00)			
Development F	10111		17.5%	DT GDV			

5-10 YEAR ASSUMPTIONS						Value Factor Costs Factor	1.19 1.19		
Sales Values Sqm				Construction Costs Sqm					
Industrial Office Food Retail Other Retail Residential Ins Hotels Community Leisure Agricultural Sui Generis Sui Generis	B1b B1c B2 B8 B1a A1 A 1 A2 A3 A4 A5	833 0 1833 1488 0 0 0 0 0 0 0 0 0 0 0 0 0 0		Industrial Office Food Retail Other Retail Residential II Hotels Community Leisure Agricultural Sui Generis of Sui Generis of	nst Car Shorwoom	476 1511 916 524 1238 1856 1928 1761 500 952 524			
Land Values Industrial Office Food Retail Other Retail Residential Ins Hotels Community Leisure Agricultural Sui Generis Sui Generis			Greenfield 25.3 0.7 157.8 16.1 0.7 0.7 0.7 0.7 0.7 1.8 0.7 0.7 0.7	Brownfield 41.1 16.4 173.5 31.8 16.4 16.4 16.4 16.4 17.5 16.4 16.4	Recycled 41.1 0.0 261.8 25.6 0.0 0.0 0.0 0.0 0.0 1.8 0.0 0.0				

10-15 YE	AR ASSUM	Value Factor Costs Factor	1.34 1.34					
Sales Values Sgm			Construction Costs So	Construction Costs Sgm				
Industrial	B1b B1c B2 B8	938	Industrial	536				
Office	B1a	0	Office	1702				
Food Retail	A1	2064	Food Retail	1032				
Other Retail	A 1 A2 A3 A4 A5	1675	Other Retail	590				
Residential Inst c2 0		Residential Inst	1394					
Hotels	C3	0	Hotels	2090				
Community	D1	0	Community	2171				
Leisure	D2	0	Leisure	1983				
Agricultural		0	Agricultural	563				
Sui Generis	Car Shorwoom	0	Sui Generis Car Shorwoom	1072				
Sui Generis	Car Repairs	0	Sui Generis Car Repairs	590				
Land Values	per Sqm							

	Greenfield	Brownfield	Recycled
Industrial	28.5	46.2	46.2
Office	0.8	18.5	0.0
Food Retail	177.7	195.4	294.8
Other Retail	18.1	35.8	28.8
Residential Inst	0.8	18.5	0.0
Hotels	0.8	18.5	0.0
Community	0.8	18.5	0.0
Leisure	0.8	18.5	0.0
Agricultural	2.0	19.7	2.0
Sui Generis Car Shorwoom	0.8	18.5	0.0
Sui Generis Car Repairs	0.8	18.5	0.0