

APPENDIX 8: PLAN OF OWNERSHIP PLOTS WITH DEVELOPMENT AREA AND REDLINE OVERLAY



Existing GEA Plan (by Land Ownership Plot)_Topographic Survey

1 : 1000

Key Labels

Application Boundary

CPO Boundary

Detailed Planning Application Extents

Building Footprints (GEA) by Land Ownership Plot

Note: Where possible, building footprints have been drawn to align with Topographic information received in "LF3364_LAF_XX_ST_DR_G-1001_S2_R3_210714". Where no building information was present, OS Data from drawing "O1456569_210315" has been used to estimate boundaries.

General Notes

no implied licence exists. This drawing should not be used to calculate areas for the purposes of valuation. Do not scale this drawing. All dimensions to be checked on site by the contractor and such dimensions to be their responsibility. All work must comply with relevant British Standards and Building Regulations requirements. Drawing errors and omissions to be reported to the architect.

1	28.07.21	For information	LW
Rev	Date	Reason for issue	CH

Keyplan

Scale Bar

0 10m 20m

Drawing Title

Existing GEA Plan (by Land Ownership Plot)_Topographic Survey

Project Number

0311

Scale at A1

1 : 1000

Drawn by

LW

Drawing Number

0311-SEW-ZZ-00-DR-A-000100

Status

For Information

Date

22/07/21

Checked by

AR

Revision

1

Client

Lendlease

Project

0311 High Road West

Studio Egret West

0207 586 7160
hello@studioegretwest.com
0206002818 1st

Studio Egret West

3 Drexelhouse Yard
London EC2Y 4EG

APPENDIX 10: B & M AUV



**867-879 HIGH ROAD, LONDON N17
ADDENDUM TO REVIEW OF 'FINANCIAL VIABILITY STATEMENT'**

In December 2019, we reported on the findings of our review of the Applicant's 'Financial Viability Statement' prepared by Quod. The Quod report concluded that the proposed development incorporating 25% affordable housing provided a residual land value of £13.86 million, resulting in a marginal deficit against the benchmark land value of £13.90 million.

Our review concluded that the proposed development can viability provide 35% affordable housing, based on a tenure split of 38% affordable rent and 62% intermediate housing, the latter being disposed of to purchasers with household incomes not exceeding a total of £90,000 per annum. Alternatively, the rented element could be as provided social rent, but this would result in a significantly reduced residual land value of £10.73 million.

In our review, we reduced the benchmark land value from £13.90 million to £9.81 million for the reasons set out at Section 5 of our report.

Changes since our review

The following financial contributions were not included in the Quod's original report and are now reflected in our appraisal:

- Provision of 35% affordable housing (60.5% shared ownership and 39.5% rented).
- The rented element of the affordable housing has been amended from 100% social rent to 50% social rent and 50% London Affordable Rent, which has increased revenue from Quod's original £165 per square foot to £191 per square foot.
- Shared ownership has been modelled so that household incomes required are reduced to £60,000 per annum on a 'cascade' mechanism which allows sales at higher household incomes after an agreed marketing period has elapsed. This reduces revenue from £414 per square foot to £370 per square foot.
- Infrastructure requirements adjusted downwards from £1,044,120 to £926,640 as a result of the removal of the requirement for a public realm contribution of £117,480.
- Carbon off-set payment of £241,926 incorporated in the appraisal (previously £ nil).
- Quod accept have reduced their benchmark land value from £13.90 million to £12.39 million.
- We would also draw the Council's attention to the significant risk associated with the £1.5 million revenue assumed for ground rents in Quod's appraisals. The government has signalled its intentions to introduce legislation to reform residential leaseholds, including requiring freeholders to set peppercorn rents for new leases.

As a result of the changes above, our appraisal generates a residual land value of £9.49 million, which is £0.32 million lower than our benchmark land value of £9.81 million (see Appendix 1). As a consequence of the revisions above, and most notably the Applicant's increase from 25% to 35% affordable housing, the scheme now provides the maximum reasonable proportion of affordable housing.

APPENDIX 1: DEVELOPMENT APPRAISAL – 35% AFFORDABLE HOUSING

APPRAISAL SUMMARY**LICENSED COPY**

867 - 879 High Road Tottenham
35% Affordable Housing (reduced capital value)

Summary Appraisal for Phase 1

Currency in £

REVENUE

Sales Valuation	Units	ft²	Rate ft²	Unit Price	Gross Sales
Private residential	219	151,900	685.00	475,121	104,051,500
Intermediate housing	65	55,550	370.00	316,210	20,553,664
Social rent	41	33,908	191.00	157,964	6,476,517
Parking	1	0	0.00	720,000	<u>720,000</u>
Totals	326	241,359			131,801,681

Rental Area Summary

	Units	ft²	Rate ft²	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Retail	1	2,259	25.00	56,475	56,475	56,475
Ground rents	<u>252</u>			300	<u>75,600</u>	<u>75,600</u>
Totals	253	2,259			132,075	132,075

Investment Valuation

Retail					
Market Rent	56,475	YP @	6.5000%	15.3846	
(1yr Rent Free)		PV 1yr @	6.5000%	0.9390	815,818
Ground rents					
Current Rent	75,600	YP @	5.0000%	20.0000	1,512,000
					2,327,818

GROSS DEVELOPMENT VALUE**134,129,499**

Purchaser's Costs	6.80%	(158,292)	(158,292)
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NET DEVELOPMENT VALUE**133,971,207****NET REALISATION****133,971,207****OUTLAY****ACQUISITION COSTS**

Residualised Price		9,485,505	
Stamp Duty	5.00%	474,275	
Agent Fee	1.00%	94,855	
Legal Fee	0.80%	75,884	
			10,130,520

CONSTRUCTION COSTS

Construction	ft²	Rate ft²	Cost
Retail	2,702 ft²	112.88 pf²	305,000
Private residential	189,875 ft²	246.77 pf²	46,855,349
Intermediate housing	69,438 ft²	246.77 pf²	17,135,037
Social rent	<u>42,386 ft²</u>	<u>246.77 pf²</u>	<u>10,459,683</u>
Totals	304,401 ft²		74,755,070

Site clearance/utilities	1,815,000	1,815,000
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Other Construction

Basement car parking & plant	3,000,000	
Public realm	2,655,000	
Green roofs	256,000	
		5,911,000

Municipal Costs

Mayoral and borough CIL	1,500,000	
Community space contribution	443,190	
Library contribution	483,450	
Highways public realm contrib	1	
Carbon offset	241,926	
		2,668,567

PROFESSIONAL FEES

Architect	10.00%	8,248,107	8,248,107
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MARKETING & LETTING

Marketing	1.50%	1,560,773	
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APPRAISAL SUMMARY**LICENSED COPY****867 - 879 High Road Tottenham****35% Affordable Housing (reduced capital value)**

Letting Agent Fee	10.00%	13,208	
Letting Legal Fee	5.00%	6,604	
			1,580,584

DISPOSAL FEES

Private sales agent fee	1.50%	1,558,398	
Sales agent fee commercial	1.00%	6,575	
Sales Legal Fee residential	219 un	800.00 /un	175,200
Sales Legal Fee commercial			75,000
			1,815,173

MISCELLANEOUS FEES

Profit on private	17.50%	18,335,013	
Profit on commercial	15.00%	98,629	
Profit on affordable	6.00%	1,621,811	
			20,055,452

FINANCE

Debit Rate 6.500% Credit Rate 0.000% (Nominal)			
Land		1,701,686	
Construction		4,120,818	
Other		1,169,230	
Total Finance Cost			6,991,734

TOTAL COSTS**133,971,206****PROFIT****1****Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.10%
Equivalent Yield% (Nominal)	5.55%
Equivalent Yield% (True)	5.75%
IRR	6.46%
Rent Cover	0 yrs 0 mths
Profit Erosion (finance rate 6.500%)	0 yrs 0 mths



SHORT FORM VIABILITY STATEMENT

40-52 WHITE HART LANE

**TOTTENHAM FOOTBALL & ATHLETIC
COMPANY LTD**

January 2018

Our Ref: Q80386

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1 INTRODUCTION

- 1.1 This report sets out a “short form viability statement” in accordance with the London Borough of Haringey validation requirements for a planning application.
- 1.2 The scheme proposes 35% affordable housing in line with the Mayors Fast Track Route therefore viability information is not necessary.
- 1.3 It is understood that London Borough of Haringey within their emerging Planning Obligations SPD requires that a short form viability statement is provided in order to provide a benchmark for any subsequent changes and in order for an assessment of deliverability to be made.
- 1.4 It is not anticipated that this information is shared with third parties or in the public domain given commercially confidentiality. Details of the proposed affordable housing are set out in the Affordable Housing Statement which has been submitted as part of the planning application submission.

2 APPLICATION SITE & SCHEME PROPOSALS

a) Application Site

- 2.1 The Site is located in London Borough of Haringey, at 44-52 White Hart Lane and is located to the north of White Hart Lane train station in Tottenham. The total site area is 1.276 ha. The site was previously used as a car breakers yard but is currently used as a construction compound under temporary planning permission which expires in 2019 when the use will return to a car breakers yard. Part of the site comprises Carberry Enterprise Park c.1000 sqm GIA floorspace and the locally listed Station Masters House c.180sqm GIA, which is on White Hart Lane itself.
- 2.2 The Site lies within Site Allocation NT5 “High Road West” of the recently adopted Tottenham Area Action Plan. The allocation supports mixed use development including c.1,200 residential units as well as commercial, town centre and other floorspace across the whole allocation.

b) Scheme Proposals

- 2.3 The application seeks planning permission for:

“Hybrid Application with matters of layout, scale, appearance, landscaping and access within the site reserved for residential-led mixed use redevelopment to comprise the demolition of existing buildings/structures and associated site clearance and erection of new buildings/structures and basement to provide residential units, employment (B1 Use), retail (A1 Use), leisure (A3 and D2 Uses) and community (D1 Use) uses, with associated access, parking (including basement parking) and servicing space, infrastructure, public realm works and ancillary development. Change of use of No. 52 White Hart Lane (Station Master’s House) from C3 use to A3 use.”

- 2.4 All matters are reserved except from access for the site. The illustrative scheme that informs the Parameter Plans comprises 330 residential units as well as employment (B1), shop (A1), food and beverage (A3) and leisure/community (D1/D2) floorspace.
- 2.5 Key elements of the outline planning consent are set out in the table below:

Table 2.1 – Proposed Floorspace (sq.m Gross External Areas – unless otherwise stated

Use (Use Class)	Proposed Maximum Floorspace GEA (m2)
Residential (C3)	Up to 32,000m ² (330 units)
Non-Residential (B1,A1,A3,D1,D2)	1,450m ² At least 400m ² of Employment Floorspace (B1 use) Up to 400m ² retail floorspace (A1 use) and; Within 1,450m ² , no limit on other proposed non-residential floorspaces
Car Parking	Up to 124 spaces Parking ratio of 0.3 Including 4,500m ² covered parking floorspace
Back of House Facilities	2,100m ²

c) Affordable Housing Proposals

- 2.6 The proposal seeks permission for up to 40% affordable housing onsite by habitable room. A minimum of 35% affordable housing by habitable room is proposed to be provided without public subsidy, with a higher quantum of up to 40% being provided subject to receipt of grant funding.
- 2.7 The GLA SPG sets out that the GLA will retain flexibility to meet local needs while ensuring the delivery of their preferred affordable housing products. The proposed mix meets the requirements set out in the Tottenham AAP:
- 30% low cost rent by habitable room
 - 30% intermediate tenure by habitable room
 - 40% subject to agreement by the LPA to comprise 10% as low cost rent and 30% as intermediate tenure
- 2.8 The final unit mix and location of the affordable housing will be agreed at the reserved matters stage.
- 2.9 The proposed affordability of the intermediate and low cost rent units are set out below in accordance with Haringey Housing Strategy.

- 2.10 The low cost rent units are proposed to be capped at the Local Housing Allowances with the following rent caps proposed:
- 1 bedroom units – up to 80% of local market rent
 - 2 bedroom units – up to 65% of local market rent
 - 3 bedroom units – up to 55% of local market rent
 - 4 bedroom units – up to 45% of local market rent
- 2.11 The intermediate units are proposed to be provided as shared ownership units in line with Haringey's criteria. The units are proposed to be sold at the minimum 25% share of equity and rental on the unsold equity up to 2.75%. In line with the London AMR the income threshold will not exceed £90,000. It is proposed that the focus for these units will be to target incomes of between £30,000 to £70,000, dependent on the unit type.
- 2.12 Full details are set out within the Affordable Housing Statement.

3 VIABILITY STATEMENT

- 3.1 In accordance with planning policy the applicant has undertaken a viability in a residual basis the inputs and assumptions are set out in the section below. The residual approach calculates the value of the proposed development minus the total cost of development, allowing for market level profit having regard to the known characteristics of the property and risks associated with the development.
- 3.2 The area schedule is based on the indicative scheme prepared by F3 architects we have relied upon the floor areas provided.
- 3.3 In preparing our statement we have adopted a policy compliant scheme outlined as follows:
- 201 private units comprising 58 x 1 beds, 122 x 2 beds, 18 x 3 beds and 7 x 4 beds
 - 46 low cost rent units comprising 6 x 1 beds, 18 x 2 beds, 14 x 3 beds and 8 x 4 beds
 - 83 intermediate units comprising 23 x 1 beds, 51 x 2 beds and 9 x 3 beds
 - 330 total units comprising 83 x 1 beds, 187 x 2 beds, 44 x 3 beds and 9 x 4 beds.
- 3.4 We have tabulated the resultant aggregated GDV for indicative scheme in respect of each tenure

Table 3.1 – Residential Input Assumptions

Tenure Type	Unit Split	Total GDV	£psf
Private	201	£121,900,000	£825psf
Low Cost Rent	46	£7,200,000	£165psf
Intermediate	83	£21,800,000	£370psf
Total	330	£150,900,000	

- 3.5 The values are based on current estimates in the market. Affordable Values are in line with LBH affordability criteria set out in section 2.
- 3.6 Non-residential revenue input and assumptions are set out below:

Table 3.2 – Non Residential Input Assumptions

Input	Assumption	Estimated Total Value
Commercial	c.14,821sqft, £25psf rental value, 6.5% yield, 2 years rent free period	£5,000,000
Purchaser Costs	6.8% of commercial	(£425,000)
Car Parking	£20,000 per space	£1,200,000
Indicative Grant Funding	£60,000 per affordable rented units £28,000 per intermediate unit	£5,000,000
Total Non-Residential Revenue	n/a	£10,800,000

- 3.7 Following recent government announcements it is considered reasonable to remove all ground rent revenue from the appraisal following the ban on ground rents on all new build leasehold properties.
- 3.8 Gross Development Value net of purchaser costs is therefore c.£161,800,000.
- 3.9 The following inputs and assumptions have been applied as part of the appraisal rationale:

Table 3.3 – Other Inputs & Assumptions

Appraisal Input	Comment	Estimated Total Cost
Construction Cost	All in build cost estimated to be c.£250psf on a current day basis equating to £95,000,000	£95,000,000
Construction Programme	Total of 30 months estimating 6 months preconstruction and 24 month build	n/a
Contingency	5% cost allowance applied to all build costs	£4,750,000
Professional Fees	10% cost allowance applied to all build costs	£9,500,000
Mayoral/Borough CIL	Based on current estimates and indexation	£1,000,000
Finance Rate	6.5% per annum 100% debt	£8,400,000
Marketing Fees	2% private residential GDV	£2,400,000
Letting Agent and Legal Fees	15% of annualised rent	£55,000

Appraisal Input	Comment	Estimated Total Cost
Sales Agent and Legal Fees	1.5% of total revenue	£2,350,000
Profit	Blended profit threshold of 17.25% profit on GDV	£27,000,000
Acquisition Costs	SDLT, agent and legal fees commensurate to site value	£675,000
Total Costs	n/a	£151,250,000

- 3.10 On the basis of a policy compliant scheme based on the indicative scheme, with no grant funding the scheme derives a RLV of £5,800,000.
- 3.11 If grant funding is achievable on all unit types the RLV of the indicative scheme is c.£10,550,000. However it is currently unknown if grant funding will be able to be secured on all unit types.
- 3.12 On the basis of 35% affordable housing by habitable room and no grant funding the residual land value of the proposed scheme is c.£10,400,000.

4 CONCLUSIONS

- 4.1 The residual valuation is provided to accompany the planning application submission in accordance with the Council's requirements for validation of the application.
- 4.2 The applicant is actively engaging with RPs with a view to be able to provide 40% affordable if grant funding is secured. The 35% affordable housing is provided on the basis of no grant funding this accords with the GLA Viability SPG and draft London Plan. The 35% minimum provision derives a financially equivalent position to the 40% with grant funding proposal.
- 4.3 For schemes with 35% policy compliant mix affordable housing offer with no grant funding submitted without detailed viability submissions a review will be secured prior to implementation an agreed level of progress be made within 24 months.
- 4.4 These figures are based on the indicative scheme and on a current day cost/value basis.

APPENDIX 11: ILLUSTRATIVE MASTERPLAN APPRAISAL

High Road West
Illustrative Masterplan Financial Viability Appraisal

Development Appraisal
DS2 LLP
28 October 2021

APPRAISAL SUMMARY

DS2 LLP

High Road West Illustrative Masterplan Financial Viability Appraisal

Appraisal Summary for All Merged Phases

Currency in £

REVENUE

Sales Valuation	Units	ft²	Sales Rate ft²	Unit Price	Gross Sales
Phase 1 - Block A2 - Social Rent	16	13,584	110.00	93,390	1,494,240
Phase 1 - Block A3 - Social Rent	13	11,184	110.00	94,634	1,230,240
Phase 3 - Block B - Market Sale	190	134,473	700.00	495,427	94,131,100
Phase 3 - Block B - Social Rent	141	112,289	110.00	87,601	12,351,790
Phase 3 - Block B - Car Parking	12	0	0.00	25,000	300,000
Phase 3 - Block C - Market Sale	11	8,902	700.00	566,491	6,231,400
Phase 3 - Block C - Social Rent	168	130,469	110.00	85,426	14,351,590
Phase 3 - Block C - Car Parking	6	0	0.00	25,000	150,000
Phase 1 - Block D - Car Parking	12	0	0.00	25,000	300,000
Phase 1 - Block D - Market Sale	380	244,308	700.00	450,041	171,015,600
Phase 2 - Block F - Market Sale	280	181,081	700.00	452,702	126,756,700
Phase 2 - Block F - Social Rent	91	73,970	110.00	89,414	8,136,700
Phase 2 - Block F - Shared Ownership	74	49,880	420.00	283,103	20,949,600
Phase 2 - Block F - Car Parking	14	0	0.00	25,000	350,000
Phase 1 - Block G - Social Rent	40	26,092	110.00	71,753	2,870,120
Phase 5 - Block H - Shared Ownership	26	19,881	420.00	321,155	8,350,020
Phase 5 - Block I1 - Shared Ownership	68	46,285	420.00	285,878	19,439,700
Phase 4 - Block J1 - Market Sale	95	63,464	700.00	467,629	44,424,800
Phase 4 - Block J1 - Shared Ownership	60	39,740	420.00	278,180	16,690,800
Phase 4 - Block M2 - Shared Ownership	30	20,301	420.00	284,214	8,526,420
Phase 5 - Block C2 - Market Sale	52	35,101	700.00	472,513	24,570,700
Phase 1 - Block A1 - Social Rent	31	23,056	110.00	81,812	2,536,160
Phase 5 - Block J2 - Market Sale	84	56,080	700.00	467,333	39,256,000
Phase 5 - Block K1 - Market Sale	77	48,717	700.00	442,882	34,101,900
Phase 4 - Block K2 - Market Sale	63	41,172	700.00	457,467	28,820,400
Phase 4 - Block L1 - Market Sale	89	58,437	700.00	459,617	40,905,900
Phase 4 - Block L1 - Shared Ownership	54	39,030	420.00	303,567	16,392,600
Phase 5 - Block L2 - Market Sale	89	60,773	700.00	477,990	42,541,100
Phase 4 - Block M1 - Market Sale	205	132,633	700.00	452,893	92,843,100
Phase 4 - Block M1 - Shared Ownership	5	3,864	420.00	324,576	1,622,880
Phase 5 - Block M3 - Market Sale	31	20,322	700.00	458,884	14,225,400
Phase 5 - Block N1 - Shared Ownership	43	31,527	420.00	307,938	13,241,340
Phase 5 - Block N2 - Market Sale	50	33,562	700.00	469,868	23,493,400
Phase 5 - Block N3 - Shared Ownership	25	16,307	420.00	273,958	6,848,940
Phase 5 - Block N4 - Shared Ownership	31	20,548	420.00	278,392	8,630,160
Totals	2,656	1,797,032			948,080,800

Rental Area Summary

	Units	ft²	Rent Rate ft²	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Phase 3 - Block C - Retail	1	1,701	25.00	42,525	42,525	42,525

High Road West
Illustrative Masterplan Financial Viability Appraisal

Phase 3 - Block C - Sports Facilities	1	3,165	15.00	47,475	47,475	47,475
Phase 1 - Block D - Retail	1	5,834	25.00	145,850	145,850	145,850
Phase 3 - Block E - Retail	1	17,836	25.00	445,900	445,900	445,900
Phase 3 - Block E - Education	1	13,143		0	0	
Phase 2 - Block F - Retail	1	7,288	25.00	182,200	182,200	182,200
Phase 2 - Block F - Office	1	547	27.50	15,043	15,043	15,043
Phase 2 - Block F - Sport Facilities	1	3,169	15.00	47,535	47,535	47,535
Phase 1 - Block G - Retail	1	3,014	25.00	75,350	75,350	75,350
Phase 5 - Block H - Office	1	8,398	25.00	209,950	209,950	209,950
Phase 5 - Block I1 - Retail	1	2,868	25.00	71,700	71,700	71,700
Phase 5 - Block I2 - Retail	1	1,204	25.00	30,100	30,100	30,100
Phase 5 - Block I2 - Office	1	4,936	27.50	135,740	135,740	135,740
Phase 5 - Block I3 - Office	1	5,308	27.50	145,970	145,970	145,970
Phase 4 - Block J1 - Retail	1	1,260	25.00	31,500	31,500	31,500
Phase 5 - Block C2 - Retail	1	1,259	25.00	31,475	31,475	31,475
Phase 5 - Block C2 - Sports Facilities	1	3,169	15.00	47,535	47,535	47,535
Phase 5 - Block K1 - Office	1	6,298	27.50	173,195	173,195	173,195
Phase 4 - Block K2 - Office	1	17,722	27.50	487,355	487,355	487,355
Phase 5 - Block M3 - Community Space	1	1,489		0	0	
Phase 5 - Block N4 - Retail	1	2,091	25.00	52,275	52,275	52,275
Totals	21	111,699			2,418,673	2,418,673

Investment Valuation
Phase 3 - Block C - Retail

Market Rent	42,525	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	548,871

Phase 3 - Block C - Sports Facilities

Market Rent	47,475	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	612,761

Phase 1 - Block D - Retail

Market Rent	145,850	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	1,882,490

Phase 3 - Block E - Retail

Market Rent	445,900	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	5,755,244

Phase 2 - Block F - Retail

Market Rent	182,200	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	2,351,661

Phase 2 - Block F - Office

Market Rent	15,043	YP @	5.0000%	20.0000	
(1yr 6mths Rent Free)		PV 1yr 6mths @	5.0000%	0.9294	279,619

**High Road West
Illustrative Masterplan Financial Viability Appraisal**
Phase 2 - Block F - Sport Facilities

Market Rent	47,535	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	613,536

Phase 1 - Block G - Retail

Market Rent	75,350	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	972,545

Phase 5 - Block H - Office

Market Rent	209,950	YP @	5.0000%	20.0000	
(1yr 6mths Rent Free)		PV 1yr 6mths @	5.0000%	0.9294	3,902,671

Phase 5 - Block I1 - Retail

Market Rent	71,700	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	925,434

Phase 5 - Block I2 - Retail

Market Rent	30,100	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	388,502

Phase 5 - Block I2 - Office

Market Rent	135,740	YP @	5.0000%	20.0000	
(1yr 6mths Rent Free)		PV 1yr 6mths @	5.0000%	0.9294	2,523,213

Phase 5 - Block I3 - Office

Market Rent	145,970	YP @	5.0000%	20.0000	
(1yr 6mths Rent Free)		PV 1yr 6mths @	5.0000%	0.9294	2,713,374

Phase 4 - Block J1 - Retail

Market Rent	31,500	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	406,571

Phase 5 - Block C2 - Retail

Market Rent	31,475	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	406,249

Phase 5 - Block C2 - Sports Facilities

Market Rent	47,535	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	613,536

Phase 5 - Block K1 - Office

Market Rent	173,195	YP @	5.0000%	20.0000	
(1yr 6mths Rent Free)		PV 1yr 6mths @	5.0000%	0.9294	3,219,448

Phase 4 - Block K2 - Office

Market Rent	487,355	YP @	5.0000%	20.0000	
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APPRAISAL SUMMARY**DS2 LLP****High Road West****Illustrative Masterplan Financial Viability Appraisal**

(1yr 6mths Rent Free)	PV 1yr 6mths @	5.0000%	0.9294	9,059,234
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Phase 5 - Block N4 - Retail

Market Rent	52,275	YP @	7.0000%	14.2857	
(1yr 6mths Rent Free)		PV 1yr 6mths @	7.0000%	0.9035	674,715

Total Investment Valuation**37,849,673****GROSS DEVELOPMENT VALUE****985,930,473**

Purchaser's Costs	6.8%	(78,991)	
Purchaser's Costs	6.8%	(128,009)	
Purchaser's Costs	6.8%	(391,357)	
Purchaser's Costs	6.8%	(220,647)	
Purchaser's Costs	6.8%	(66,133)	
Purchaser's Costs	6.8%	(265,382)	
Purchaser's Costs	6.8%	(62,930)	
Purchaser's Costs	6.8%	(197,997)	
Purchaser's Costs	6.8%	(184,509)	
Purchaser's Costs	6.8%	(27,647)	
Purchaser's Costs	6.8%	(69,345)	
Purchaser's Costs	6.8%	(218,922)	
Purchaser's Costs	6.8%	(616,028)	
Purchaser's Costs	6.8%	(45,881)	
Effective Purchaser's Costs Rate	6.8%		(2,573,778)

NET DEVELOPMENT VALUE**983,356,695****Additional Revenue**

Phase 1 Grant Funding	3,915,000	
Phase 3 - Grant Funding	19,035,761	
Phase 3 - LBH Additional Affordable Rev.	5,957,689	
Phase 3 - Mayors Land Fund	8,420,201	
Phase 3 - Grant Funding	22,680,907	
Phase 3 - LBH Additional Affordable Rev.	3,507,152	
Phase 3 - Mayors Land Fund	4,956,775	
Phase 2 - Grant Funding	15,097,491	
Phase 2 - LBH Additional Affordable Rev.	3,845,034	
Phase 2 - Mayors Land Fund	5,434,314	
Phase 1 - Grant Funding	5,400,216	
Phase 1 - LBH Additional Affordable Rev.	1,690,125	
Phase 1 - Mayors Land Fund	2,388,710	
Phase 1 - Grant Funding	4,185,000	
		106,514,375

NET REALISATION**1,089,871,070**

**High Road West
Illustrative Masterplan Financial Viability Appraisal**
OUTLAY
ACQUISITION COSTS

Fixed Price	7,642,250		
Fixed Price	23,305,045		
Fixed Price	21,100,000		
Fixed Price	16,445,955		
Fixed Price	5,150,000		
Total Acquisition		73,643,250	
			73,643,250
Stamp Duty		3,619,662	
Effective Stamp Duty Rate	4.92%		
Agent Fee	1.3%	957,362	
Legal Fee	0.5%	368,216	
			4,945,241

CONSTRUCTION COSTS

Construction	ft²	Build Rate ft²	Cost
Phase 1- Block A2 & A3 - Construction	32,593	255.35	8,322,662
Phase 3 - Block B - Construction	329,493	284.08	93,601,778
Phase 3 - Block C - Construction	191,948	251.70	48,313,844
Phase 1 - Block D - Construction	334,557	318.45	106,538,497
Phase 3 - Block E - Construction	38,720	236.90	9,172,688
Phase 2 - Block F - Construction	420,520	279.82	117,669,867
Phase 1 - Block G - Construction	38,100	230.34	8,776,114
Phase 5 - Block H - Construction	36,660	259.98	9,530,782
Phase 5 - Block I1 - Construction	64,496	253.30	16,337,015
Phase 5 - Block I2-Construction	7,675	236.42	1,814,510
Phase 5 - Block I3-Construction	6,635	259.79	1,723,712
Phase 4 - Block J 1- Construction	168,952	269.11	45,466,200
Phase 4 - Block M2 - Construction	26,716	257.72	6,885,342
Phase 5 - Block C2 - Construction	51,729	256.33	13,259,722
Phase 1 - Block A1 - Construction	30,342	283.58	8,604,381
Phase 5 - Block J2 - Construction	73,801	259.99	19,187,485
Phase 5 - Block K1 - Construction	71,985	259.94	18,711,785
Phase 4 - Block K2 - Construction	76,335	259.97	19,845,070
Phase 4 - Block L1 - Construction	148,994	297.20	44,281,597
Phase 5 - Block L2 - Construction	79,977	280.04	22,396,749
Phase 4 - Block M1 - Construction	192,939	328.70	63,419,002
Phase 5 - Block M3 - Construction	28,606	260.01	7,437,704
Phase 5 - Block N1 - Construction	43,728	258.93	11,322,475
Phase 5 - Block N2 - Construction	49,248	257.80	12,696,203
Phase 5 - Block N3 - Construction	21,460	260.00	5,579,677
Phase 5 - Block N4 - Construction	<u>29,656</u>	<u>249.37</u>	<u>7,395,252</u>
Totals	2,595,865 ft²		728,290,113
Contingency		5.0%	3,323,102

High Road West
Illustrative Masterplan Financial Viability Appraisal

S106 (Est.)			501,926	
Carbon Offset (Est.)			751,724	
CIL (Borough & MCIL Est.)			10,000,001	742,866,866
Other Construction Costs				
Phase 2 Infrastructure Costs			7,487,946	
Phase 5 Infrastructure Costs			19,264,252	
Phase 3 Infrastructure Costs			15,295,703	
Phase 4 Infrastructure Costs			24,414,144	
Phase 1 Infrastructure Costs			6,771,753	73,233,798
PROFESSIONAL FEES				
Professional Fees		10.0%	72,251,834	
Professional Fees		10.0%	7,900,557	80,152,391
MARKETING & LETTING				
Resi Marketing		1.5%	11,749,763	
Commercial Marketing	110,210 ft²	2.5	275,525	
Commercial Letting Agent Fee		10.0%	241,867	
Commercial Letting Legal Fee		5.0%	120,934	12,388,088
DISPOSAL FEES				
Resi Sale Agent		1.5%	11,749,763	
Commercial Sale Agent		1.0%	340,971	
Resi Sale Legal	1,696 un	1,000.0 /un	1,696,000	
Commercial Sale Legal		0.5%	176,379	13,963,113
Additional Costs				
Phase 2 - Homeloss Payments			1,084,400	
Phase 5 - Homeloss Payments			2,702,167	
Phase 3 - Homeloss Payments			2,983,100	
Phase 4 - Homeloss Payments			794,683	
Phase 1 - Homeloss Payments			742,225	8,306,575
TOTAL COSTS				1,009,499,322
PROFIT				80,371,748
Performance Measures				
Profit on GDV%		8.2%		
IRR% (without Interest)		6.6%		

High Road West

Illustrative Masterplan Financial Viability Appraisal