

PRIVATE & CONFIDENTIAL

Financial Viability Assessment

On Behalf of Four Quarters (College Lane) Limited

Land & Buildings at Wiblin Mews Formerly known as the Railway Club
Development Site, College Lane, London. NW5 1BJ.

December 2024

Prepared by:

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Notice & Limitations

The advice and opinion set out in this report is provided in the wider context of negotiating planning obligations and therefore in accordance with PS1 of the RICS Valuation – Global Standards November 2021, (Effective 31 January 2022) the provisions of VPS1-5 are mandatory subject to the exception this report is an Expert Witness Report and evidence.

The valuation date for this Viability Assessment is December 2024 and this report should not be relied upon as a Red Book Valuation for acquisition, loan or lending purposes.

This report is provided for the stated purpose and for the sole use of the Four Quarters (College Lane) Limited. This report may not, without prior written consent, be used or relied upon by any third party. The author of this report confirms there are no conflicts of interest and measures have been put in place to prevent the risk of the potential for a conflict of interest.

In accordance with the RICS Professional Statement Financial Viability in Planning: Conduct and reporting dated May 2019 (Effective September 2019), this report has been prepared objectively, impartially and with reference to all appropriate sources of information.

Andrew Murphy MRICS
For and on behalf of Atitlan Consulting

Oliver Dawson MRICS
Director

1. EXECUTIVE SUMMARY

Background

- 1.1 This report has been prepared by Atitlan Consulting on behalf of Four Quarters (College Lane) Limited ("Four Quarters") in connection with a planning application to be submitted for a site situated at land and buildings at Wiblin Mews formerly known as the Railway Club Development Site, College Lane, London NW5 1BJ.
- 1.2 The proposed scheme comprises 16 houses arranged in terraces of two and three storeys with lower ground levels and 14 apartments arranged in two blocks. One block provides 4 duplex apartments and the remaining block 10 lateral apartments. There is provision of underground car parking for 13 cars with a ramped access from the existing site entrance off Little Green Street.
- 1.3 The purpose of this report is to provide an independent assessment and associated evidence base in line with established RICS best practice and relevant planning policy, to determine the maximum reasonable level of planning contribution(s) that are considered to be financially viable.

Methodology

- 1.4 In line with prevailing best practice the Residual Land Value (RLV) of the proposed scheme has been assessed against a Benchmark Land Value (BLV) to establish the ability of the proposal to subsidise a package of planning obligations.

Summary Inputs

- 1.5 The table overleaf provides a summary of the key inputs and assumptions adopted within the financial appraisal and assessment:

Table 1: Appraisal Inputs

Input	Assumption
Residential Floor Area	34,044. ft NSA
Gross Development Value	c. £37.335m
Construction Cost	c. £21.279m
Construction Contingency	5%
Professional Fees	10%
S106 Contributions	c. £0.030m
Marketing Fees	1.50%
Sales Agent Fees	1.00%
Legal Sale Fees	0.50%
Finance Rate	7.50% debt / 2.50% treasury
Residual Land Value	c. £0.868m
Alternative Use Value	£1
Existing Use Value	-
Benchmark Land Value	£1

Viability Conclusions

- 1.6 The proposed scheme has been appraised based on the above inputs, and this indicates a residual land value of c. £0.868m and after comparing with the benchmark land value of £1. This indicates a surplus of c. £0.868m is available as a payment in lieu of providing affordable housing on site or other S106 contributions.

2. INTRODUCTION

Purpose of Report

- 2.1 This report has been prepared by Atitlan Consulting on behalf of Four Quarters in connection with a planning application to be submitted in respect of land and buildings at Wiblin Mews formerly known as the Railway Club Development Site, College Lane, London NW5 1BJ.
- 2.2 The purpose of this report is to provide an independent assessment together with evidence to establish the level of planning contributions the proposed scheme of development can reasonably support.
- 2.3 Financial viability is material in the consideration of planning applications. The cumulative impact of planning policies on the cost of development should not undermine the delivery of the Statutory Development Plan.
- 2.4 Plans are expected to be aspirational and set out developer contributions, including:
 - Affordable housing and/or workspace expectations;
 - Infrastructure requirements; and
 - Design standards.

Planning Policy Context

- 2.5 The National Planning Policy Framework (NPPF) and Planning Policy Guidance (PPG), along with Regional and local plan policies, provide the framework within which the development proposals are embedded.
- 2.6 The NPPF is the key policy document against which financial viability should be considered, in the context of promoting sustainable development:

*"Where up-to-date policies have set out the contributions expected from development, planning applications that fully comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage."*¹

*'The weight to be given to a viability assessment is a matter for the decision maker, having regard to all the circumstances in the case, including whether the plan and the viability evidence underpinning it is up to date, and any change in site circumstances since the plan was brought into force, and the transparency of assumptions behind the evidence submitted as part of the viability assessment.'*²

¹ Extract NPPF Paragraph 57 para. 007 Ref: ID: 10-007-20190509

² Extract NPPF Paragraph 008 Ref: ID: 10-008-20190509

2.7 All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available.

2.8 PPG emphasises the requirement for transparent and robust assessments:

'Where a viability assessment is submitted to accompany a planning application this should be based upon and refer back to the viability assessment that informed the plan; and the applicant should provide evidence of what has changed since then.

The weight to be given to a viability assessment is a matter of the decision maker, having regard to all the circumstances in the case including whether the plan and viability evidence underpinning the plan is up to date, and site circumstances including any changes since the plan was brought into force, and the transparency of assumptions behind evidence submitted as part of the viability assessment'.³

London Plan

2.9 *'The London Plan 2021 is the Spatial Development Strategy for Greater London. It sets out a framework for how London will develop over the next 20-25 years and the Mayor's vision for Good Growth.*

2.10 *The Plan is part of the statutory development plan for London, meaning that the policies in the Plan should inform decisions on planning applications across the capital. Borough's Local Plans must be in 'general conformity' with the London Plan, ensuring that the planning system for London operates in a joined-up way and reflects the overall strategy or how London can develop sustainably, which the London Plan sets out.'⁴*

2.11 The London Plan was adopted in March 2021 and the policies in connection with Housing are set out in Chapter 4 and for ease of reference the various policies H1 – H16 are listed below:

- Policy H1 Increasing housing supply
- Policy H2 Small sites
- Policy H3 Meanwhile use as housing
- Policy H4 Delivering affordable housing
- Policy H5 Threshold approach to applications

³ Extract NPPF Paragraph 008 Ref: ID: 10-008-20190509

⁴ GLA website foreword <https://www.london.gov.uk/programmes-strategies/planning/london-plan/new-london-plan/london-plan-2021>

- Policy H6 Affordable housing tenure
- Policy H7 Monitoring of affordable housing
- Policy H8 Loss of existing housing and estate redevelopment
- Policy H9 Ensuring the best use of stock
- Policy H10 Housing size mix
- Policy H11 Build to Rent
- Policy H12 Supported and specialised accommodation
- Policy H13 Specialist older persons housing
- Policy H14 Gypsy and traveller accommodation
- Policy H15 Purpose-built student accommodation
- Policy H16 Large-scale purpose-built shared living

2.12 Policy H4 Delivering affordable housing sets out:

- A. *'The strategic target is for 50% of all new homes delivered across London to be genuinely affordable. Specific measures to achieve this aim include:*
1. *Requiring major developments which trigger affordable housing requirements to provide affordable housing through the threshold approach (Policy H5 Threshold approach to applications).*
 2. *Using grant to increase affordable housing delivery beyond the level that would otherwise be provided.*
 3. *All affordable housing providers with agreements with the Mayor delivering at least 50% affordable housing across their development programme, and 60% in the case of strategic partners.*
 4. *Public sector land delivering at least 50% affordable housing on each site and public sector landowners with agreements with the Mayor delivering at least 50% affordable across their portfolio.*
 5. *Industrial land appropriate for residential use in accordance with Policy E7 Industrial Intensification, co-location, and substitution, delivering at least 50% affordable housing where the scheme would result in a net loss of industrial capacity.*
- B. *Affordable housing should be provided on site, Affordable housing must only be provided off-site or as a cash -in lieu contribution in exceptional circumstances.'*

2.13 Policy H5 Threshold Approach to Applications sets out:

- A. *'The threshold approach applies to major development proposals which trigger affordable housing requirements (see paragraph 4.5.15 for scheme types with bespoke approaches).*
- B. *The threshold level of affordable housing on gross residential development is initially set at:*
 - 1. *A minimum of 35%; or*
 - 2. *50% for public sector land where there is no portfolio agreement with the Mayor; or*
 - 3. *50% for strategic industrial locations, locally significant industrial sites and non-designated industrial sites appropriate for residential uses in accordance with Policy E7 Industrial Intensification, co-location and substitution where the scheme would result in a net loss of industrial capacity.*
- C. *To follow the Fast Track Route of the threshold approach, applications must meet all of the following criteria.*
 - 1. *Meet or exceed the relevant threshold level of affordable housing on site without public subsidy*
 - 2. *Be consistent with the relevant tenure split (see Policy H6 Affordable Housing Tenure)*
 - 3. *Meet other relevant policy requirements and obligations to the satisfaction of the borough and the Mayor where relevant*
 - 4. *Demonstrate that they have taken account of the strategic 50% target in Policy H4 Delivering affordable housing and have sought grant to increase the level of affordable housing.*
- D. *Developments which provide 75% or more affordable housing may follow the Fast Track Route where the tenure mix is acceptable to the Brough or the Mayor where relevant.*
- E. *Fast tracked applications are not required to provide a viability assessment at application stage. To ensure an applicant fully intends to build out the permission, the requirement for an Early-Stage Viability Review will be triggered if an agreed level of progress on implementation is not made within two years of the permission being granted (or a period agreed by the borough).*

F. Where an application does not meet the requirements set out in Part C it must follow the Viability Tested Route. This requires detailed supporting viability evidence to be submitted in a standardised and accessible format as part of the application:

- 1) The borough, and where relevant the Mayor, should scrutinise the viability information to ascertain the maximum level of affordable housing using the methodology and assumptions set out in this Plan and the Affordable Housing and Viability SPG*
- 2) Viability tested schemes will be subject to:*
 - a) an Early-Stage Viability Review if an agreed level of progress on implementation is not made within two years of the permission being granted (or a period agreed by the borough)*
 - b) a Late-Stage Viability Review which is triggered when 75 per cent of the units in a scheme are sold or let (or a period agreed by the borough)*
 - c) Mid Term Reviews prior to implementation of phases for larger phased schemes.*

G. Where a viability assessment is required to ascertain the maximum level of affordable housing deliverable on a scheme, the assessment should be treated transparently and undertaken in line with the Mayor's Affordable Housing and Viability SPG.'

Affordable Housing & Viability SPG (August 2017)

- 2.14 The GLA published their adopted SPG in August 2017. The SPG represents the Mayoral administration's policy objectives in relation to the delivery of new homes, including affordable housing. The overarching objectives of the SPG are clear in seeking to enhance housing and economic opportunities for all persons across the capital.
- 2.15 The Mayor has set a 35% affordable housing threshold whereby schemes that meet or exceed the 35% threshold without public subsidy, provide affordable housing on site, meet the specified tenure mix and all other requirements and obligations will not be required to submit viability information. This is defined as the 'Fast Track Route.'
- 2.16 The SPG states that schemes that do not provide 35% affordable housing or meet all other obligations will be required to submit detailed viability information.

- 2.17 The Mayor recognises that the 'Fast Track Route' is not appropriate for Build to Rent schemes, since the certainty of this route relies on two key factors: the level at which the affordable housing threshold is set and the mix of affordable housing types within the threshold amount.

Local Plan Policy

- 2.18 The Local Plan was adopted by LB Camden on 3 July 2017. It replaced the Core Strategy and Camden Development Policies documents and forms the basis for planning decisions in Camden.
- 2.19 There is an emerging draft new Camden Local Plan that is in train which will set out the Council's vision for future development for the next 15 years and will cover the period 2026 – 2041. This draft plan is currently at Regulation 18 Consultation stage and the results of this engagement will be used to inform the development of the next version of the Local Plan that will be published for further consultation and engagement towards the end of 2024.
- 2.20 Following this, it is currently envisaged the Plan will be submitted to the government for public examination by a Planning Inspector and further comments invited. If the Plan is found sound it will be adopted by the Council for use in planning decisions and will supersede the current 2017 Camden Local Plan and 2013 Site Allocations Local Plan.
- 2.21 In looking at the 2017 Local Plan the Council's affordable housing policies are informed by policy H4.

Policy H4 - Maximising the Supply of Affordable Housing

'The planning authority aim to maximise the supply of affordable housing and exceed a borough wide strategic target of 5,300 additional affordable homes from 2016/17 - 2030/31 and seek an appropriate mix of affordable housing types to meet the needs of households unable to access market housing.'

There is an expectation of a contribution towards affordable housing from all schemes of development that provide one or more additional homes and involve a total addition to residential floorspace of 100 sq. m (c. 1,076 sq. ft) GIA or more. The Council will seek to negotiate the maximum reasonable amount of affordable housing on the following basis:

- a) the guideline mix of affordable housing types is 60% social-affordable rented housing and 40% intermediate housing;*
- b) targets are based on an assessment of development capacity whereby 100sqm (GIA) of housing floorspace is generally considered to create capacity for one home;*

- c) targets are applied to additional housing floorspace proposed, not to existing housing floorspace or replacement floorspace;*
- d) a sliding scale target applies to developments that provide one or more additional homes and have capacity for fewer than 25 additional homes, starting at 2% for one home and increasing by 2% of for each home added to capacity;*
- e) an affordable housing target of 50% applies to developments with capacity for 25 or more additional dwellings;*
- f) for developments with capacity for 25 or more additional homes, the Council may seek affordable housing for older people or vulnerable people as part or all of the affordable housing contribution;*
- g) where developments have capacity for fewer than 10 additional dwellings, the Council will accept a payment-in-lieu of affordable housing;*
- h) for developments with capacity for 10 or more additional dwellings, the affordable housing should be provided on site; and*
- i) where affordable housing cannot practically be provided on site, or offsite provision would create a better contribution (in terms quantity and/ or quality), the Council may accept provision of affordable housing offsite in the same area, or exceptionally a payment-in-lieu.*

In considering whether affordable housing provision should be sought, whether provision should be made on site, and the scale and nature of the provision that would be appropriate, the Council will also take into account:

- j) the character of the development, the site and the area;*
- k) site size and any constraints on developing the site for a mix of housing including market and affordable housing, and the particular types of affordable provision sought;*
- l) access to public transport, workplaces, shops, services and community facilities;*
- m) the impact on creation of mixed, inclusive and sustainable communities;*

- n) the impact of the mix of housing types sought on the efficiency and overall quantum of development;*
- o) the economics and financial viability of the development including any particular costs associated with it, having regard to any distinctive viability characteristics of particular sectors such as build-to-let housing; and whether an alternative approach could better meet the objectives of this policy and the Local Plan.*

Where the development's contribution to affordable housing falls significantly short of the Council's targets due to financial viability, and there is a prospect of viability improving prior to completion, the Council will seek a deferred contingent contribution, based on the initial shortfall and an updated assessment of viability when costs and receipts are known as far as possible.⁵

Professional Statement

- 2.22 This report has been prepared in accordance with the requirements of the RICS Valuation-Global Standards 2021 (Red Book Global Standards) and UK National Supplement dated October 2023 (effective 1 May 2024).
- 2.23 Advice given by RICS members is subject to the requirements of the Red Book; under Practice Statement 1 & 2 of the RICS Red Book Global Standards November 2021, (Effective 31 January 2022). The provisions of VPS1-5 are mandatory subject to the exception this report is an Expert Witness Report and evidence, and does not represent a formal valuation, and should not be relied upon as a Red Book Valuation for acquisition, loan, or lending purposes.
- 2.24 Costs and values change over time and the advice contained herein remains valid for 3 months from the appropriate valuation date, to be taken as the date of the report unless otherwise stated.
- 2.25 It is confirmed that in preparing this report and providing advice to Four Quarters no fee payable is based upon a contingent or performance related basis. The report author(s) hereby confirm they have the necessary skills and experience to undertake the instruction competently, and in doing so have acted with objectivity, impartiality, without interference and with reference to all appropriate available sources of information.

⁵ Extract from Camden Local Plan 2017

3. Methodology

Financial Viability in Planning

- 3.1 Methods and best practice for the valuation of land and property lie in various Professional Statements, Guidance Notes, and Information Papers published by the Royal Institution of Chartered Surveyors (RICS), including but not limited to:
- RICS Valuation – Global Standards (2022);
 - RICS Financial Viability in Planning Conduct and Reporting (2019);
 - RICS Viability in Planning Guidance Note (2012); and
 - RICS Assessing Viability in Planning under the National Planning Policy Framework 2019 For England Guidance Note (2021)
 - RICS Valuation of Land for Affordable Housing Guidance Note (2016).
- 3.2 There are two recognised methods used in the valuation of development assets, both of which are relevant to the assessment of financial viability in planning.
- 3.3 The Comparable Method relies upon the analysis of comparable market transactions, whilst the Residual Method takes the assumed value of a completed scheme and deducts costs of development (including a profit-margin to a notional developer) to estimate the value of the land.
- 3.4 In practice both valuation methods should be used, with the comparable method providing a check against market conditions and sentiment.
- 3.5 The degree to which each should be relied upon depends upon site specific circumstances and the nature and complexity of the proposal being considered.

Benchmarking

- 3.6 There are two approaches to benchmarking that can be relied upon to assess site specific viability in a planning context.
- Site Value (where a market-adjusted developer's return is treated as a cost of development); and
 - Developer's Return (where an appropriate site value is treated as a cost of development).

- 3.7 In adopting the Site Value approach, the residual land value of the proposed scheme (assuming an appropriate market level of developer return as a cost of development) is compared to an appropriate benchmark land value.
- 3.8 The developer's return approach adopts a fixed land value as a cost of development and compares a residual profit to an appropriate hurdle developer profit margin.
- 3.9 If the relevant metric (residual land value or hurdle profit margin) is greater than the benchmark, then the scheme can be considered viable at that level of total development costs. Although, if it is less, then the scheme is deemed to be unviable.
- 3.10 The subject assessment has been benchmarked on a site value basis.
- 3.11 Instances arise where the project programme of a proposal may span the usually anticipated development cycle, which may warrant the inclusion of projected cost and value assumptions. This FVA has been assessed on a present day basis.

4. PROPOSED DEVELOPMENT

Site Description

- 4.1 We understand the site was formerly a British Rail Social Club and railway land. It is a back land location bounded by College Lane to the south-west, Ingestre Road to the north-west, the rear of the properties in Lady Somerset Road are to the south-east and two Council owned blocks of residential accommodation (Calver and Hambrook Courts) forming part of the Ingestre Road Estate are to the north-east.
- 4.2 The site has however been re-developed for residential purposes and partial implementation of planning ref: 2019/2623/P has been constructed, sold and occupied. Whilst the scheme has planning for 20 houses only 16 houses have been constructed and sold whilst the apartment block providing 8 apartments has been constructed to a shell condition and the 4 duplex apartments remain to be constructed.

Figure 1: Site



Source: LB Camden Delegated Report 2019/2623/P

- 4.3 We are not provided with title information, and this assessment assumes the unencumbered freehold interest in the land is held free from any onerous restrictions on title. No independent searches on title have been undertaken as part of this assessment.

Development Description

- 4.4 The proposed scheme comprises 16 houses arranged in terraces of two and three storeys with lower ground levels and 14 apartments arranged in two blocks. One block providing 4 duplex apartments and the remaining block providing 10 lateral apartments. The provision of underground car parking for 13 cars with a ramped access from the existing site entrance off Little Green Street.
- 4.5 We set out a summary of the scheme residential accommodation in Table 2 below.

Table 2: Average Unit Size

Type	Homes	Av. Size		Total NSA	
		Sq. ft	Sq. m	Sq. ft	Sq. m
Houses	16	1,485	137.96	23,760	2,207.38
Duplex Apartments	4	810	75.27	3,241	301.10
Lateral Apartments	10	704	65.43	7,043	654.32
Total	30			34,044	3,162.28

Source: Four Quarters

5. FINANCIAL VIABILITY

Overview

- 5.1 The proposed scheme revenue and cost assumptions have been assessed by the professional team and further commentary in respect of each assumption is set out below alongside a review of available evidence. We attach copies of the development appraisal as Appendix A.

Gross Development Value

- 5.2 To arrive at our determination of the property values we have adopted the comparable method of valuation and a review of locally available evidence (current marketing, under offer and completed sales).
- 5.3 As part of this assessment, we have also had regard to the October 2024 RICS UK Residential Survey.
- 5.4 'The October 2024 RICS Residential Survey results continue to signal an improving market backdrop, evidenced by modestly positive readings once again being returned across all headline measures of activity. Furthermore, forward-looking indicators remain consistent with a further pick-up in sales volumes over near-term, although the rise in bond yields in recent weeks is likely to present something of a headwind as it feeds through into general lending conditions.
- 5.5 Looking at buyer demand, the headline net balance for the new buyer enquiries gauge registered a reading of +12% in October (little changed from +13% previously). This extends a run of positive returns for the series into a fourth consecutive month, albeit the latest reading is still only pointing to a modest upward trend in demand.
- 5.6 With respect to agreed sales, an aggregate net balance of +9% of respondents reported an increase in sales volumes over the latest survey period, up from a figure of +5% recorded last month. Importantly, having languished below zero throughout much of the previous two years, this now marks the third successive reading in positive territory. Nevertheless, the recent results signal a modest improvement, rather than a sharp upturn, at this stage. Looking ahead, the near-term sales expectations series posted a net balance of +34% in October, up from a figure of +22% beforehand. Similarly, a net balance of +36% of contributors foresees sales volumes rising over the next twelve months, even if this is slightly more moderate than the reading of +44% seen in September.

- 5.7 For new instructions, the October net balance of +14% is, for the fourth month in a row, pointing to an increase in the flow of instructions coming onto the sales market. Moreover, respondents continue to note that there is currently a greater level of market appraisals being undertaken compared to picture seen at this point twelve months ago. As such, this suggests the near-term pipeline for listings is relatively solid.
- 5.8 Alongside this, a headline net balance of +16% of survey participants reported a rise in house prices over the October survey period. This is up from readings of +11% and zero in September and August respectively and is consistent with house price growth gaining momentum steadily in recent months. When disaggregated, Northern Ireland, Scotland, the North East, North West, and London all exhibit firmly positive net balances for the house price metric.
- 5.9 Going forward, a rising share of respondents are now of the opinion that house prices will continue to drift higher over the coming three months, with the net balance for this indicator moving to +20% from +12% last time. Moreover, virtually all parts of the UK are expected to see a rise in house prices in the year to come, led by continued robust growth across Northern Ireland and Scotland....'
- 5.10 Following a review of evidence drawn from the local area, we have identified properties that are being marketed. This evidence is augmented with a number of properties that are sold subject to contract together with some transactions that have completed. This schedule of Evidence is provided as Appendix B.
- 5.11 We set out a summary of the spread of pricing for the various housing types in Table 3 below. However, drawing a comparison is quite difficult given the mix of unit sizes, age and condition of the properties and facilities/services provided.

Table 3: Market Housing Evidence

Type	Size		Price Spread
	Sq. ft	Sq. m	
Studio & 1 Bed Apartments	222 - 647	20.62-60.10	£285,000- £625,000
2 Bed Apartment	617 – 1,278	57.32- 118.73	£550,000- 1,450,000
3 Bed Apartment	710 – 1,221	65.96 – 113.43	£525,000 - £1,395,000
3 Bed House	575 – 1,496	53.42 – 138.98	£1,150,000- £1,500,000
4 Bed House	1,568 – 1,601	145.67 – 148.73	£1,610,000 - £1,700,000

Source: Rightmove

- 5.12 Accordingly, after making allowance for a new build first occupation premium we are of the opinion the scheme which provides 100% market housing accrues a GDV of £37.335m and attach a unit by unit pricing as Appendix C.

Table 4: Gross Development Value

Unit Type	Homes	Av. Unit Price	Total
Houses	16	c. £1.634m	£26.145m
Duplex Apartments	4	c. 0.836m	£3.345m
Lateral Apartments	10	c. £0.785m	£7.845m
Total	30		£37.335m

Source: Atitlan Consulting

Ground Rents

- 5.13 Due to the changes in legislation ground rents are not reflected in this assessment.

Construction Costs

- 5.14 In determining construction costs for the proposed scheme, we have been provided with the outturn construction costs that have been incurred over the construction programme which ended 31st December 2017. We are also provided with an indication of current day costs (i.e. November 2024) that can be anticipated to complete the scheme.
- 5.15 We have adopted the construction costs that have been provided by Four Quarters to prepare our development appraisal. Due to the historic nature of the constructions that were incurred we have indexed by reference to BCIS TPI for the period Q1 2018 – Q4 2024 which indicates an uplift of 1.12178 is required to reflect current day construction costs.

Table 5: BCIS TPI

Q1 2018	Q4 2024	Indexation
326	397	1.2178

Source: BCIS

- 5.16 A summary of the construction costs is provided in table 6 overleaf.

Table 6: Incurred & Anticipated Construction Cost

	Area		Cost to Date		Cost to Complete	Total Cost
	sq m	sq ft	Base	Indexed	Current Day	
Market Housing						
16 Houses & car parking	2,623.96	28,244	£12,888,096	£15,695,123		£15,695,123
4 Duplex apartments: basement & foundations	300.73	3,237	£295,000	£359,251		
4 Duplex apartments: superstructure and internal fit out					£1,176,299	£1,637,530
4 Duplex design changes					£101,980	
8 Lateral Apartments: Basement, foundations & Shell	586.78	6,316	£1,780,800	£2,168,658		
8 Lateral Apartments: Internal fit-out					£1,253,896	£3,552,349
8 Lateral Apartments: design changes					£129,795	
2 Studio apartments	66.89	720	£324,000	£394,567		£394,567
Total	3,578.35	38,517.00	£15,287,896	£18,617,600	£2,661,970	£21,279,570

Source: Four Quarters

- 5.17 However, given the inflationary pressures it is anticipated there will be upward pressure on construction material prices and labour and the potential volatility in construction cost prices will need to be kept under review.

Marketing, Sale and Legal Fees

- 5.18 In seeking to reflect the typical marketing costs (including show home, brochures and local press advertisements etc.) we have adopted Marketing (1.50%) and Sales costs (1.00%) and legal costs equivalent to 0.50% are assumed, amounting to c. 3.00% of each sale.

Project Programme

- 5.19 A project programme reflecting the assumptions set out in Table 7 overleaf. The pre-construction period assumes a 9 month period to discharge planning conditions.
- 5.20 To inform the opinion regarding the construction period we are guided by the actual programme of 42 months in delivering the project thus far. An additional programme period of 7 months to construct and fit-out the 4 duplex apartments and 5 months to fit out the 8 lateral apartments has also been adopted.
- 5.21 The implications of the changing domestic economy are yet to present themselves insofar as the impact upon the residential market. As some commentators anticipate a rise in mortgage finance rates due to the recent increase in government bond rates that has occurred following the Autumn Budget Statement. A sustained increase in mortgage finance rates may serve to dampen the residential market sales activity and the rate of sales.
- 5.22 However, we have adopted an optimistic sales programme which reflects 1 house and 1 apartment being sold each month over the sales period.

Table 7: Project Programme

	Months
Pre-construction	9
Construction	54
Sale	16
	79

Source: Four Quarters/Atitlan Consulting

Finance

- 5.23 Where development finance is available lenders are currently charging 3 - 5% above LIBOR. Arrangement fees (1-3%), monitoring fees (2-5%) and exit fees (1% of GDV) amongst other fees dependant on the status and track record of the borrower.
- 5.24 These lending terms have emerged due to the debt market's perceived risk of residential development in the current market.
- 5.25 Accordingly, we have adopted an 'all-in' debit interest rate of 7.50% together with a credit rate of 2.50%, with no additional allowance for fees, which we consider to be a realistic generic assumption for a development of this nature in the current market.

Developers Profit (Risk Margin)

- 5.26 In line with our comments above and to reflect the risk in connection with the construction and sale of an open market housing development schemes. A developer's risk margin equivalent to 17.50% of GDV has been adopted for the purposes of this financial viability assessment.

Residual Land Value

- 5.27 After adopting the inputs and assumptions set out in this report indicates a RLV of c. £0.868m.

6. BENCHMARK LAND VALUE

- 6.1 Current viability guidance permits the assessment of viability in planning to be assessed by reference to a RLV. This may be assessed by reference to either the EUV+ or AUV. The premium uplift to EUV is the second component of the BLV. It is the amount above EUV that goes to the landowner and should provide a reasonable incentive for a landowner to bring forward land for development.
- 6.2 In considering AUV guidance suggests these values will be limited to those uses that would fully comply with up to date development plan policies, if it can be demonstrated that the alternative use could be implemented on the site in question and do not attract a premium uplift.
- 6.3 In preparing this assessment we have considered the Alternative Use Value (AUV) of the site.

Alternative Use Value (AUV)

- 6.4 In considering the AUV of the land we are guided by the extant planning consent ref: 2019/2623/P which permits re-development to provide 16 houses arranged in terraces of two and three storeys with lower ground levels and 14 apartments arranged in two blocks. One block providing 4 duplex apartments and the remaining block providing 10 lateral apartments (8 affordable and 2 open market). The provision of underground car parking for 13 cars with a ramped access from the existing site entrance off Little Green Street
- 6.5 In seeking to determine the value of the site we are guided by a RLV appraisal which adopts identical inputs and assumptions as the proposed scheme save for the gross development value, construction cost, cashflow programme in respect of affordable housing revenue receipt and the risk margin. We set out our comment(s) under the headings below.

Gross Development Value

- 6.6 In arriving at the GDV of the scheme we have adopted similar pricing adopted for the assessment of the 100% market housing scheme save for the 8 apartments which the S106 Agreement provides will be affordable homes. A summary of the market prices is attached as Appendix D.

Table 8: Extant Planning Consent GDV

Type	Homes	Av. Unit Price	Total
Houses	16	c. £1.634m	£26.145m
Duplex Apartments	4	c. £0.913m	£3.650m
Market Lateral Apartments	2	c. £0.435m	£0.870m
Affordable Lateral Apartments	8	c. £0.155m	£1.804m
Total	30		£32.469m

Source: Atitlan Consulting

- 6.7 In determining the value of the affordable housing, we are guided by the S106 Agreement dated 1st October 2021. This identifies the affordable homes to be provided together with tenure and affordability requirements.
- 6.8 In respect of the intermediate rented apartments these are required for households with annual incomes of between £30,000 – £40,000. Where the rent and service charge liabilities should not exceed 40% of their net income and that any annual rent increases are capped at CPI + 1%.
- 6.9 We set out a breakdown of the affordable housing revenue in Table 9 below.

Table 9: Affordable Housing Revenue

Type	Homes	Total
London affordable rent	5	£1,327,946
Intermediate rent	3	£476,438
	8	£1,804,384

Source: Atitlan Consulting

Construction Cost

- 6.10 A summary of the construction costs is provided in table 10 overleaf.

Table 10: Incurred & Anticipated Construction Cost

	Area		Cost to Date		Cost to Complete	Total Cost
	sq m	sq ft	Base	Indexed	Current Day	
Market Housing						
16 Houses & car parking	2,623.96	28,244	£12,888,096	£15,695,123		£15,695,123
4 Duplex apartments: basement & foundations	300.73	3,237	£295,000	£359,251	£1,176,299	£1,535,550
4 Duplex apartments: superstructure and internal fit out						
2 Studio apartments	66.89	720	£324,000	£394,567		£394,567
<i>Sub Total</i>	<i>2,992</i>	<i>32,201</i>	<i>£13,507,096</i>	<i>£16,448,942</i>	<i>£1,176,299</i>	<i>£17,625,241</i>
Affordable						
8 Lateral apartments: basement, foundations and shell	586.78	6,316	£1,780,800	£2,168,658	£1,253,896	£3,422,554
8 Lateral apartments: internal fit out						
<i>Sub Total</i>	<i>586.78</i>	<i>6,316</i>	<i>£1,780,800</i>	<i>£2,168,658</i>	<i>£1,253,896</i>	<i>£3,422,554</i>
Total	3,578.35	38,517	£15,287,896	£18,617,600	£2,430,195	£21,047,795

Source: Four Quarters

Programme

- 6.11 We have adopted an identical programme however in respect of the sales programme although the affordable housing revenue is payable upon practical completion. In respect of the market apartments, we have adopted a sale rate of 1 house and 1 apartment being sold each month following practical completion.

Risk Margin

- 6.12 For the purpose of this assessment, we adopt an identical risk margin at 17.5% on GDV for the open market housing and in respect of the affordable element adopt profit equivalent to 6% on the affordable housing GDV.

Residual Land Value

- 6.13 After adopting the inputs and assumptions set out in this report indicates a negative land value of c. **-£1.408m**. As this is a negative land value, we adopt a nominal value of £1 as a benchmark land value. This is because land in this location would not transact at this value in the absence of any identified liability. A copy of the residual development appraisal is attached as Appendix E.

Viability in Planning

- 6.14 To determine whether the scheme is viable guidance directs the scheme is compared to the adopted benchmark land value. If the residual land value is more than the benchmark the scheme is deemed to be viable in planning terms. Conversely, if the residual land value is lower than the benchmark, it is deemed unviable.

7. CONCLUSION

Viability Results

- 7.1 The proposed scheme has been appraised in line with prevailing guidance and best practice to determine whether the scheme can reasonably generate a surplus in excess of the benchmark land value.
- 7.2 In having regard to the inputs and assumptions that have been adopted in our assessment this indicates the residual land value of 100% market housing scheme generates a residual land value of c. £0.868m and after allowance for a benchmark land value of c. £1 this indicates a surplus of c. £0.868m.
- 7.3 An evidence base has been collated, analysed, and reflected within the assessment and the residual land of the proposed scheme has been tested against a range of +/-5% on both construction cost and residential sales values, which results in the following range of site value set out in Table 11 below.

Table 11: Sensitivity Analysis – Construction Cost & Sales Values

Construction Cost	Sales: Sales/Unit				
	-10.00 %	-5.00 %	0.00 %	5.00 %	10.00 %
-10.00 %	c. £0.923m	c. £1.580m	c. £2.227m	c. £2.874m	c. £3.521m
-5.00 %	c. £0.205m	c. £0.895m	c. £1.554m	c. £2.201m	c. £2.848m
0.00 %	c. -£0.580m	c. £0.176m	c. £0.868m	c. £1.529m	c. £2.176m
5.00 %	c. -£1.391m	c. -£0.611m	c. £0.148m	c. £0.841m	c. £1.503m
10.00 %	c. -£2.207m	c. -£1.421m	c. -£0.642m	c. £0.120m	c. £0.813m

Source: Atitlan Consulting/Argus Developer

- 7.4 In looking at the residual land values and comparing to the site's benchmark land value at £1 the proposal is only financially viable in the scenarios highlighted green. In overall terms the sensitivity indicates a spread ranging from a deficit of c. -£2.207m and a surplus of c. £3.521m.
- 7.5 Based upon the inputs and assumptions this indicates a residual land value of c. £0.868m. After allowance of the BLV at c. £1 this indicates a surplus of c. £0.868m can support the provision of either a payment in lieu of providing affordable housing on-site or other S106 contribution.

APPENDIX A:

Wiblin Mews- Proposed Nov 2024
Appraisal Summary for Merged Phases 1 2 3 4
Currency in £
REVENUE

Sales Valuation	Units	ft²	Sales Rate ft²	Unit Price	Gross Sales
House - 1	1	1,075	1,097.67	1,180,000	1,180,000
House - 2	1	1,800	1,100.00	1,980,000	1,980,000
House - 3	1	1,789	1,101.17	1,970,000	1,970,000
House - 4	1	1,189	1,101.77	1,310,000	1,310,000
House - 5	1	1,189	1,101.77	1,310,000	1,310,000
House - 6	1	1,798	1,101.22	1,980,000	1,980,000
House - 7	1	1,808	1,100.66	1,990,000	1,990,000
House - 8	1	1,066	1,097.56	1,170,000	1,170,000
House - 9	1	1,044	1,101.53	1,150,000	1,150,000
House - 10	1	1,601	1,099.31	1,760,000	1,760,000
House - 11	1	1,588	1,098.87	1,745,000	1,745,000
House - 12	1	1,568	1,100.13	1,725,000	1,725,000
House - 17	1	1,568	1,100.13	1,725,000	1,725,000
House - 18	1	1,588	1,102.02	1,750,000	1,750,000
House - 19	1	1,588	1,102.02	1,750,000	1,750,000
House - 20	1	1,501	1,099.27	1,650,000	1,650,000
Duplex Apartment - 1	1	747	1,030.79	770,000	770,000
Duplex Apartment - 2	1	925	1,032.43	955,000	955,000
Duplex Apartment - 3	1	784	1,033.16	810,000	810,000
Duplex Apartment - 4	1	785	1,031.85	810,000	810,000
Lateral Apartment 1	1	918	1,100.22	1,010,000	1,010,000
Lateral Apartment 2	1	680	1,102.94	750,000	750,000
Lateral Apartment 3	1	918	1,100.22	1,010,000	1,010,000
Lateral Apartment 4	1	675	1,103.70	745,000	745,000
Lateral Apartment 5	1	870	1,103.45	960,000	960,000
Lateral Apartment 6	1	696	1,106.32	770,000	770,000
Lateral Apartment 7	1	870	1,103.45	960,000	960,000
Lateral Apartment 8	1	696	1,106.32	770,000	770,000
Lateral Apartment 9	1	360	1,208.33	435,000	435,000
Lateral Apartment 10	1	360	1,208.33	435,000	435,000
Totals	30	34,044			37,335,000

NET REALISATION
37,335,000
OUTLAY
ACQUISITION COSTS

Residualised Price	868,066	
Stamp Duty	33,403	868,066
Effective Stamp Duty Rate	3.85%	
Agent Fee	1.00%	8,681
Legal Fee	0.80%	6,945
		49,028

CONSTRUCTION COSTS

Construction	Units	Unit Amount	Cost
Construction Cost	1 un	1,278,279	1,278,279
Construction Cost	1 un	1,383,691	1,383,691
Totals			2,661,970
	ft²	Build Rate ft²	Cost
Construction Cost	28,244	568.42	16,054,374
Construction Cost	7,036	364.30	2,563,225
Totals	35,280 ft²		18,617,599
Contingency		5.00%	1,063,978
S106 - Construction Management Bond			9,179
S106 - Implementation Support Contr			3,965
S106 - Highways Contribution			16,907
			22,373,598

PROFESSIONAL FEES

Professional Fees	10.00%	2,127,957
		2,127,957

MARKETING & LETTING

Marketing	1.50%	560,025
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THIS IS NOT A VALUATION FOR THE PURPOSE OF SALE, ACQUISITION OR FOR LOAN SECURITY PURPOSES

Wiblin Mews- Proposed Nov 2024

			560,025
DISPOSAL FEES			
Sales Agent Fee	1.00%	373,350	
Sales Legal Fee	0.50%	186,675	
			560,025
TOTAL COSTS BEFORE FINANCE			26,538,700
FINANCE			
Debit Rate 7.500%, Credit Rate 2.500% (Nominal)			
Total Finance Cost			4,262,675
TOTAL COSTS			30,801,375
PROFIT			6,533,625
Performance Measures			
Profit on Cost%	21.21%		
Profit on GDV%	17.50%		
Profit on NDV%	17.50%		
IRR% (without Interest)	16.22%		

THIS IS NOT A VALUATION FOR THE PURPOSE OF SALE, ACQUISITION OR FOR LOAN SECURITY PURPOSES

Wiblin Mews- Proposed Nov 2024
Table of Land Cost and Land Cost

Sales: Sales / Unit					
Construction: Rate /ft²	-10.000%	-5.000%	0.000%	+5.000%	+10.000%
-10.000%	(£922,770)	(£1,579,993)	(£2,226,973)	(£2,873,953)	(£3,520,933)
511.58 /ft²	(£922,770)	(£1,579,993)	(£2,226,973)	(£2,873,953)	(£3,520,933)
-5.000%	(£204,762)	(£895,418)	(£1,554,323)	(£2,201,303)	(£2,848,283)
540.00 /ft²	(£204,762)	(£895,418)	(£1,554,323)	(£2,201,303)	(£2,848,283)
0.000%	£580,778	(£176,620)	(£868,066)	(£1,528,654)	(£2,175,634)
568.42 /ft²	£580,778	(£176,620)	(£868,066)	(£1,528,654)	(£2,175,634)
+5.000%	£1,390,660	£611,364	(£148,478)	(£840,714)	(£1,502,985)
596.84 /ft²	£1,390,660	£611,364	(£148,478)	(£840,714)	(£1,502,985)
+10.000%	£2,206,897	£1,421,174	£641,951	(£120,244)	(£813,363)
625.26 /ft²	£2,206,897	£1,421,174	£641,951	(£120,244)	(£813,363)

Sensitivity Analysis : Assumptions for Calculation
Sales: Sales / Unit

Original Values are varied by Steps of 5.000%.

Heading	Phase	Amount	No. of Steps
House - 1	1	£1,180,000	2.00 Up & Down
House - 2	1	£1,980,000	2.00 Up & Down
House - 3	1	£1,970,000	2.00 Up & Down
House - 4	1	£1,310,000	2.00 Up & Down
House - 5	1	£1,310,000	2.00 Up & Down
House - 6	1	£1,980,000	2.00 Up & Down
House - 7	1	£1,990,000	2.00 Up & Down
House - 8	1	£1,170,000	2.00 Up & Down
House - 9	1	£1,150,000	2.00 Up & Down
House - 10	1	£1,760,000	2.00 Up & Down
House - 11	1	£1,745,000	2.00 Up & Down
House - 12	1	£1,725,000	2.00 Up & Down
Duplex Apartment - 1	1	£735,000	2.00 Up & Down
Duplex Apartment - 2	1	£1,135,000	2.00 Up & Down
Duplex Apartment - 3	1	£830,000	2.00 Up & Down
Duplex Apartment - 4	1	£950,000	2.00 Up & Down
House - 17	1	£1,725,000	2.00 Up & Down
House - 18	1	£1,750,000	2.00 Up & Down
House - 19	1	£1,750,000	2.00 Up & Down
House - 20	1	£1,650,000	2.00 Up & Down

Construction: Rate /ft²

Original Values are varied by Steps of 5.000%.

Heading	Phase	Rate	No. of Steps
Construction Cost	1	£568.42	2.00 Up & Down

THIS IS NOT A VALUATION FOR THE PURPOSE OF SALE, ACQUISITION OR FOR LOAN SECURITY PURPOSES

APPENDIX B:

Open Market Housing Evidence

	Beds	Size		Price	Status
		Sq ft	Sq m		
Arco Walk	3 bed house	1,498	139.17	£1,500,000	Marketing
Arco Walk	3 bed house	1,496	138.98	£1,500,000	Marketing
Burghley Road	1 bed	tba	tba	£450,000	SSTC
Burghley Road	2 bed	617	57.32	£550,000	SSTC
Burghley Road	Studio	222	20.62	£285,000	SSTC
Carrol Close	3 bed	880	81.75	£600,000	Marketing
Chetwynd Road	2 bed	902	83.80	£650,000	SSTC
Chetwynd Road	1 bed	596	55.37	£510,000	SSTC
Churchill Road	3 bed house	1,388	128.95	£1,150,000	SSTC
College Yard	2 bed house	902	83.80	£760,000	Marketing
Fortess Road	1 bed	436	40.51	£425,000	SSTC
Fortess Road	1 bed	473	43.94	£450,000	SSTC
Fortess Road	2 bed	590	54.81	£550,000	Marketing
Gordon House Road	3 bed flat	1,005	93.37	£775,000	Marketing
Denyer House, Highgate Road	3 bed flat	710	65.96	£525,000	Marketing
Highgate Road	1 bed	372	34.56	£325,000	SSTC
Kentish Town Road	2 bed flat	783	72.74	£835,000	Marketing
Kentish Town Road	2 bed flat	848	78.78	£880,000	Marketing
Lady Somerset Road	1 bed	630	58.53	£625,000	SSTC
Lady Somerset Road	1 bed	612	56.86	£600,000	SSTC
Lady Somerset Road	3 bed Semi	1,087	100.99	£1,050,000	SSTC
Lissenden Gardens	1 bed	647	60.11	£550,000	Marketing
Lissenden Gardens	3 bed flat	1,056	98.11	£1,200,000	Marketing
Lissenden Gardens	3 bed flat	1,175	109.16	£995,000	Marketing
Little Green Street	3 bed	575	53.42	£1,250,000	Marketing
Maple Building, Highgate Road	2 bed flat	1,278	118.73	£1,450,000	Marketing
Maple Building, Highgate Road	3 bed flat	1,221	113.43	£1,395,000	Marketing
Maple Building, Highgate Road	2 bed flat	1,185	110.09	£1,400,000	Marketing
Mortimer Terrace	3 bed flat	1,081	100.43	£790,000	SSTC
Pianoworks	2 bed flat	640	59.46	£635,000	Marketing
Spencer Rise	3 bed	1,103	102.47	£1,500,000	SSTC
Faraday House, York Rise	Studio	390	36.23	£230,000	SSTC
Wiblin Mews	4 bed house	1,568	145.67	£1,700,000	Sold
10 Wiblin Mews	4 bed house	1,601	148.74	£1,610,000	Sold

Source: Rightmove

APPENDIX C:

Unit By Unit Pricing

Houses	Size sm	Size sqft	Price
1	99.87	1,075	£1,180,000
2	167.23	1,800	£1,980,000
3	166.20	1,789	£1,970,000
4	110.46	1,189	£1,310,000
5	110.46	1,189	£1,310,000
6	167.04	1,798	£1,980,000
7	167.97	1,808	£1,990,000
8	99.03	1,066	£1,170,000
9	96.99	1,044	£1,150,000
10	148.74	1,601	£1,760,000
11	147.53	1,588	£1,745,000
12	145.67	1,568	£1,725,000
17	145.67	1,568	£1,725,000
18	147.53	1,588	£1,750,000
19	147.53	1,588	£1,750,000
20	139.45	1,501	£1,650,000

10 Units - Lateral

Flat 1	85.29	918	£1,010,000
Flat 2	63.17	680	£750,000
Flat 3	85.29	918	£1,010,000
Flat 4	62.71	675	£745,000
Flat 5	80.83	870	£960,000
Flat 6	64.66	696	£770,000
Flat 7	80.83	870	£960,000
Flat 8	64.66	696	£770,000
Flat 9	33.45	360	£435,000
Flat 10	33.45	360	£435,000

4 Duplex

Flat 1	69.40	747	£770,000
Flat 2	85.94	925	£955,000
Flat 3	72.84	784	£810,000
Flat 4	72.93	785	£810,000

3,163	34,044	£37,335,000
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APPENDIX D:

Unit By Unit Pricing

Houses	Size sm	Size sqft	<u>Price</u>
1	99.87	1,075	£1,180,000
2	167.23	1,800	£1,980,000
3	166.20	1,789	£1,970,000
4	110.46	1,189	£1,310,000
5	110.46	1,189	£1,310,000
6	167.04	1,798	£1,980,000
7	167.97	1,808	£1,990,000
8	99.03	1,066	£1,170,000
9	96.99	1,044	£1,150,000
10	148.74	1,601	£1,760,000
11	147.53	1,588	£1,745,000
12	145.67	1,568	£1,725,000
17	145.67	1,568	£1,725,000
18	147.53	1,588	£1,750,000
19	147.53	1,588	£1,750,000
20	139.45	1,501	£1,650,000

10 Units - Lateral

Flat 1	85.29	918	£1,010,000
Flat 2	64.66	696	£770,000
Flat 3	85.29	918	£1,010,000
Flat 4	64.66	696	£770,000
Flat 5	80.83	870	£960,000
Flat 6	64.66	696	£770,000
Flat 7	80.83	870	£960,000
Flat 8	64.66	696	£770,000
Flat 9	33.45	360	£435,000
Flat 10	33.45	360	£435,000

4 Duplex

Flat 1	62.00	667	£735,000
Flat 2	96.00	1,033	£1,135,000
Flat 3	70.00	753	£830,000
Flat 4	80.00	861	£950,000

3,173	34,155	£37,685,000
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APPENDIX E:

**Wiblin Mews - EUV Nov 2024
EUV**
Appraisal Summary for Merged Phases 1 2 3 4
Currency in £
REVENUE

Sales Valuation	Units	ft²	Sales Rate ft²	Unit Price	Gross Sales
House - 1	1	1,075	1,097.67	1,180,000	1,180,000
House - 2	1	1,800	1,100.00	1,980,000	1,980,000
House - 3	1	1,789	1,101.17	1,970,000	1,970,000
House - 4	1	1,189	1,101.77	1,310,000	1,310,000
House - 5	1	1,189	1,101.77	1,310,000	1,310,000
House - 6	1	1,798	1,101.22	1,980,000	1,980,000
House - 7	1	1,808	1,100.66	1,990,000	1,990,000
House - 8	1	1,066	1,097.56	1,170,000	1,170,000
House - 9	1	1,044	1,101.53	1,150,000	1,150,000
House - 10	1	1,601	1,099.31	1,760,000	1,760,000
House - 11	1	1,601	1,089.94	1,745,000	1,745,000
House - 12	1	1,568	1,100.13	1,725,000	1,725,000
House - 17	1	1,568	1,100.13	1,725,000	1,725,000
House - 18	1	1,588	1,102.02	1,750,000	1,750,000
House - 19	1	1,588	1,102.02	1,750,000	1,750,000
House - 20	1	1,501	1,099.27	1,650,000	1,650,000
Studio	1	360	1,208.33	435,000	435,000
Studio	1	360	1,208.33	435,000	435,000
Duplex Apartment - 1	1	667	1,101.95	735,000	735,000
Duplex Apartment - 2	1	1,033	1,098.74	1,135,000	1,135,000
Duplex Apartment - 3	1	753	1,102.26	830,000	830,000
Duplex Apartment - 4	1	861	1,103.37	950,000	950,000
London Affordable Rent	5	0	0.00	265,589	1,327,946
Intermediate Rent	3	0	0.00	158,813	476,438
Totals	30	27,807			32,469,384

NET REALISATION
32,469,384
OUTLAY
ACQUISITION COSTS

Residualised Price (Negative land)	(1,407,712)	(1,407,712)
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CONSTRUCTION COSTS

Construction	ft²	Build Rate ft²	Cost
Construction Cost	32,201	510.82	16,448,942
Construction Cost	6,316	343.36	2,168,658
Construction Cost	1	1,176,299.00	1,176,299
Construction Cost	1	1,253,896.00	1,253,896
Totals	38,519 ft²		21,047,795

Contingency	5.00%	1,052,390
S106 - Construction Management Bond		9,179
S106 - Implementation Support Contr		3,965
S106 - Highways Contribution		16,907
		1,082,441

PROFESSIONAL FEES

Professional Fees	10.00%	2,104,780
		2,104,780

MARKETING & LETTING

Marketing	1.50%	459,975
		459,975

DISPOSAL FEES

Sales Agent Fee	1.00%	324,694
Sales Legal Fee	0.50%	162,347
		487,041

TOTAL COSTS BEFORE FINANCE
23,774,319
FINANCE

Debit Rate 7.500%, Credit Rate 2.500% (Nominal)

Wiblin Mews - EUV Nov 2024
EUV

Total Finance Cost	3,226,584
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TOTAL COSTS	27,000,903
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PROFIT	5,468,481
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Performance Measures

Profit on Cost%	20.25%
Profit on GDV%	16.84%
Profit on NDV%	16.84%
IRR% (without Interest)	18.03%

Wiblin Mews - EUV Nov 2024
EUV

Sensitivity Analysis results are not available.
Click the Analysis Results tab, then print the report.

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