

39 Fitzjohn's Avenue NW3

Conversion and extension to provide 20 apartments
along with sale of one existing house
Amended 24 July 2019 with estimated £275,000 reduction
in basement works

39 Fitzjohn's Avenue NW3

Summary Appraisal for Phase 1

Currency in £

REVENUE

Sales Valuation	Units	ft ²	Rate ft ²	Unit Price	Gross Sales
New apartments off plan sales	12	10,904	1,060.16	963,333	11,560,000
Post PC sales 2B	4	5,382	1,132.48	1,523,750	6,095,000
3B and 4B sales	4	9,881	976.12	2,411,250	9,645,000
Existing house	1	<u>12,500</u>	442.00	5,525,000	<u>5,525,000</u>
Totals	21	38,667			32,825,000

Rental Area Summary

	Units	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Apartment ground rents	20	450	9,000	9,000

Investment Valuation

Apartment ground rents	Units	YP @	3.5000%	28.5714	257,143
Current Rent	9,000				

GROSS DEVELOPMENT VALUE 33,082,143

Income from Tenants 6,000

NET REALISATION 33,088,143

OUTLAY

ACQUISITION COSTS

Residualised Price			7,484,935		
				7,484,935	
Stamp Duty		6.00%	449,096		
Agent Fee		1.00%	74,849		
Legal Fee		0.50%	37,425		
				561,370	

CONSTRUCTION COSTS

Construction	ft ²	Rate ft ²	Cost		
Building works	33,578 ft ²	371.14 pf ²	12,462,266	12,462,266	
Contingency		5.00%	623,113		
VAT on conversion works estimate			335,000		
				958,113	

PROFESSIONAL FEES

Professional fees and other costs		10.00%	1,246,227		
				1,246,227	

MARKETING & LETTING

Marketing new apartments		1.50%	409,500		
Marketing existing house		1.00%	55,250		
				464,750	

DISPOSAL FEES

Sales Agent Fee		1.50%	492,375		
Sales Legal Fee		0.25%	82,062		
				574,437	

Additional Costs

Developer's profit		20.00%	6,616,429		
Mayoral CIL @ 2017/18 rates			111,990		
Borough CIL @ 2017/18 rates			964,239		
				7,692,658	

FINANCE

Debit Rate 6.500%, Credit Rate 1.000% (Nominal)					
Land			1,093,512		
Construction			373,159		
Other			176,716		
Total Finance Cost				1,643,387	

TOTAL COSTS 33,088,143

PROFIT

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39 Fitzjohn's Avenue NW3**Performance Measures**

Profit on Cost%	0.00%
Profit on GDV%	0.00%
Profit on NDV%	0.00%
Development Yield% (on Rent)	0.03%
Equivalent Yield% (Nominal)	3.50%
Equivalent Yield% (True)	3.58%
IRR	6.30%
Profit Erosion (finance rate 6.500%)	N/A