

HOUSING APPRAISAL : VIABILITY MODEL

Site Assumptions

Gross Area	10	hectares
Area developable for housing	6	hectares
Dwellings per ha	40	of which
% of Houses	90%	
% of flats	10%	
% Market homes	65%	
% Shared ownership Homes	7%	
% Affordable Rent Homes	28%	

Note : Entries in **RED** should be made manually.
 Entries in **BLACK** are derived from formulae.

Summary

Land Price per Net Hectare	500,000
Section 106 per dwelling	5,000
CIL Per Sq M	145
Margin on Cost	16.5%
NPV	2,525,990

Construction costs & sale proceeds

	Nom, Units	Notional Average Size	Net Sellable Area	Cost Sq M	Value Sq M	Total Cost	Total Value
Market Houses	140	100	14040	950	2250	13,338,000	31,590,000
Shared Ownership Houses	15	90	1361	950	1575	1,292,760	2,143,260
Affordable Rent Houses	60	80	4838	930	1100	4,499,712	5,322,240
Market Flats	16	60	936	1250	2250	1,170,000	2,106,000
Shared Ownership Flats	2	60	101	1250	1575	126,000	158,760
Affordable Rented Flats	7	60	403	1200	1100	483,840	443,520
TOTAL	240		21679.2			20,910,312	41,763,780

Land Cost

Purchase Price	3,000,000	
Purchase – Fees	60,000	2.00%
Stamp Duty	150,000	5.00%
TOTAL	3,210,000	

Basis of Calculation

On land cost
 On land cost

Development Costs

Construction Cost	20,910,312		
Off site works	250,000		
S106 Costs	1,200,000	5,000	
CIL	2,171,520	145	sq m
On site secondary Infrastructure	3,500,000	350,000	per ha
Fees & Other	2,441,031	10.00%	
Cost of Sales	842,400	2.5%	
Post Completion Management	200,000		
TOTAL	31,515,263		

Basis of Calculation

As Above
 Provision Only
 Notional contribution per unit on GEA
 Budget per gross hectare
 % of construction & on site site works
 % cost per unit of agents, marketing, legal Provision

Finance & Cash Flow

Interest payable	1,129,882		7.00%	Interest, as per cash flow below.
Sales per quarter	26	dwellings		
Total Sales Period (Quarters)	9.2			
Discount rate per quarter	4.0%			

Total Cost

35,855,145

	Receipts	Land	Cost	Cash Flow	Balance at Start	Interest	Balance at End
Q1		3,210,000		-3,210,000	-3,210,000	-56,175	-3,266,175
Q2			3,414,154	-3,414,154	-6,680,329	-116,906	-6,797,234
Q3			3,414,154	-3,414,154	-10,211,388	-178,699	-10,390,087
Q4	4,524,410		3,414,154	1,110,256	-9,279,831	-162,397	-9,442,228
Q5	4,524,410		3,414,154	1,110,256	-8,331,972	-145,810	-8,477,782
Q6	4,524,410		3,414,154	1,110,256	-7,367,526	-128,932	-7,496,457
Q7	4,524,410		3,414,154	1,110,256	-6,386,201	-111,759	-6,497,960
Q8	4,524,410		3,414,154	1,110,256	-5,387,704	-94,285	-5,481,989
Q9	4,524,410		3,414,154	1,110,256	-4,371,733	-76,505	-4,448,238
Q10	4,524,410		3,414,154	1,110,256	-3,337,982	-58,415	-3,396,397
Q11	4,524,410		787,882	3,736,528	340,131		340,131
Q12	4,524,410			4,524,410	4,864,540		4,864,540
Q13	1,044,095			1,044,095	5,908,635		5,908,635
Q14				0	5,908,635		5,908,635
Q15							
Q16							
Total	41,763,781	3,210,000	31,515,264			-1,129,882	