

## **APPENDIX 2**

# **TURNER MORUM APPRAISAL ANALYSIS**

Turner Morum  
 219 - 223 Coldharbour Lane

SUMMARY

Tab	Description	Total Units	Affordable % (Units)	RENTED	SHARED OWN	GDV	Development Costs	Residual Land Value	EUV	Surplus / Deficit	Viable/ Non-Viable?
1A	0% AH 8 Dwellings	8	0%	0	0	£5,840,149	-£4,882,289	£957,859	£1,147,852	-£189,993	NON-VIABLE
1B	38% AH 8 Dwellings	8	38%	2	1	£5,043,341	-£4,594,951	£448,390	£1,147,852	-£699,462	NON-VIABLE

Unit Type	Tenure	Beds	Hab Rooms	No. Units	Average ft2	Average m2	Total ft2	Total m2	Es per ft2	Unit Value	Total Value	Market	Affordable	
Studio	Private	1	0	0	0	0	0	0	£0.00	£0	£0			
1 bed flat	Private	1	8	4	556	52	2,226	207	£695.58	£387,085	£1,548,340			
2 bed flat	Private	2	9	3	757	70	2,271	211	£684.67	£518,333	£1,555,000			
3 bed flat	Private	3	4	1	1,165	108	1,165	108	£540.93	£630,000	£630,000			
4 bed flat	Private	4	0	0	0	0	0	0	£0.00	£0	£0			
5 bed flat	Private	5	0	0	0	0	0	0	£0.00	£0	£0			
<b>TOTAL MARKET HOUSING</b>			<b>21</b>	<b>8</b>	<b>708</b>	<b>66</b>	<b>5,662</b>	<b>526</b>	<b>£659.39</b>	<b>£466,668</b>	<b>£3,733,340</b>	<b>£3,733,340</b>		
Studio	Social Rent	1	0	0	0	0	0	0	£0.00	£0	£0			
1 bed flat	Social Rent	1	0	0	0	0	0	0	£0.00	£0	£0			
2 bed flat	Social Rent	2	0	0	0	0	0	0	£0.00	£0	£0			
3 bed flat	Social Rent	3	0	0	0	0	0	0	£0.00	£0	£0			
4 bed flat	Social Rent	4	0	0	0	0	0	0	£0.00	£0	£0			
5 bed flat	Social Rent	5	0	0	0	0	0	0	£0.00	£0	£0			
<b>TOTAL SOCIAL RENT</b>			<b>0%</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>£0.00</b>	<b>£0</b>	<b>£0</b>			
Studio	Shared Ownership	1	0	0	0	0	0	0	£0.00	£0	£0			
1 bed flat	Shared Ownership	1	0	0	0	0	0	0	£0.00	£0	£0			
2 bed flat	Shared Ownership	2	0	0	0	0	0	0	£0.00	£0	£0			
3 bed flat	Shared Ownership	3	0	0	0	0	0	0	£0.00	£0	£0			
4 bed flat	Shared Ownership	4	0	0	0	0	0	0	£0.00	£0	£0			
5 bed flat	Shared Ownership	5	0	0	0	0	0	0	£0.00	£0	£0			
<b>TOTAL SHARED OWNERSHIP</b>			<b>0%</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>£0.00</b>	<b>£0</b>	<b>£0</b>			
<b>TOTAL AFFORDABLE UNITS</b>			<b>0%</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>£0.00</b>	<b>£0</b>	<b>£0</b>		<b>£0</b>	
<b>TOTAL RESIDENTIAL GDV</b>			<b>0%</b>	<b>8</b>	<b>708</b>	<b>66</b>	<b>5,662</b>	<b>526</b>	<b>£659.39</b>	<b>£466,668</b>	<b>£3,733,340</b>			
Commercial	A1	GF			Yield	6.00%	1,232	115	£22.00	£27,114	£438,928			
Commercial	B1	GF			YP	16.66667	2,801	260	£25.00	£70,019	£1,133,477			
Commercial	A1	1st			PV 6 months	0.97128586	972	90	£22.00	£21,384	£346,159			
Commercial	B1	1st					845	79	£25.00	£21,124	£341,960			
										<i>Less purchasers costs: 6.8%</i>		<i>£153,716</i>		
<b>TOTAL GROSS DEVELOPMENT VALUE</b>			<b>21</b>	<b>8</b>	<b>1,439</b>	<b>134</b>	<b>11,512</b>	<b>1,070</b>	<b>£507.31</b>	<b>£730,019</b>	<b>£5,840,149</b>			
Gross Ha/ Acres										0.20	0.49			
Net acres residential (incl frontage roads)										0.20	0.49			
Dwelling density/net per ha/ acre (all tenures)										16.19	16.19			
Sq ft per net acre (all tenures all uses)										11,457	11,457			
Average market units sales values psf										£659	£659			
Less fees and marketing costs (market housing only) @										2.50%	(£93,334)	(£93,333.50)		
Less affordable disposal costs (affordable housing only) @										0.50%	£0		£0.00	
Less commercial disposal costs (commercial units only) @										15.00%	(£20,946)			
Build Costs Cost Plan E per sq ft @ (see Tab 3)										<b>sq ft</b>	<b>£/sq ft</b>			
										<b>13,222</b>	<b>£228.09</b>	(£3,015,876)	(£1,483,263.95)	£0
<b>Construction Fees</b>														
Architects & Planning										2.5%	(£75,397)	(£37,081.60)	£0.00	
Quantity Surveyor										2.5%	(£75,397)	(£37,081.60)	£0.00	
Engineers										2.5%	(£75,397)	(£37,081.60)	£0.00	
Proj Management & CDM										2.5%	(£75,397)	(£37,081.60)	£0.00	
										<b>10.0%</b>	<b>(£301,588)</b>	<b>(£301,588)</b>		
Developer Profit on Market Housing										17.5%	(£653,335)	(£653,334.50)	£0.00	
Developer Profit on Affordable Housing										6.0%	£0			
Developer Profit on Commercial										15.0%	(£339,079)	(£339,079)	£0.00	
										<b>17.0%</b>	<b>(£992,413)</b>	<b>(£992,413)</b>		
<b>GROSS SURPLUS BEFORE ABNORMALS, 106 etc</b>											<b>£1,415,992</b>	<b>£1,355,082</b>	<b>£0</b>	
<b>Infrastructure and Abnormal Costs</b>														
S106 Costs											£0			
											(£30,000)	(£30,000)		
CIL											(£83,761)	(£83,761)		
Purchasers Costs														
SDLT @											-4%	(£46,893)		
Legals											2%	(£20,661)		
												(£67,554)		
Construction Finance Costs (Cashflow - see tab 10)												(£276,818)		
												(£458,133)		
<b>Residual Land Value</b>												<b>(£458,133)</b>	<b>£957,859</b>	
<b>BASE EUV POSITION</b>												<b>£956,544</b>		
Premium											20%	£191,309	£1,147,852	
<b>Surplus / Deficit</b>													<b>-£189,993</b>	
<b>VIABLE/ NON-VIABLE?</b>													<b>NON-VIABLE</b>	

Finance as a % of	
Costs	4.9%
GDV	4.7%

Unit Type	Tenure	Beds	Hab Rooms	No. Units	Average ft2	Average m2	Total ft2	Total m2	Es per ft2	Unit Value	Total Value	Market	Affordable		
Studio	Private	1	0	0	0	0	0	0	£0.00	£0	£0				
1 bed flat	Private	1	8	4	556	52	2,226	207	£695.58	£387,085	£1,548,340				
2 bed flat	Private	2	0	0	0	0	0	0	£0.00	£0	£0				
3 bed flat	Private	3	4	1	1,165	108	1,165	108	£540.93	£630,000	£630,000				
4 bed flat	Private	4	0	0	0	0	0	0	£0.00	£0	£0				
5 bed flat	Private	5	0	0	0	0	0	0	£0.00	£0	£0				
<b>TOTAL MARKET HOUSING</b>			<b>12</b>	<b>5</b>	<b>678</b>	<b>63</b>	<b>3,391</b>	<b>315</b>	<b>£642.46</b>	<b>£435,668</b>	<b>£2,178,340</b>	<b>£2,178,340</b>			
Studio	Social Rent	1	0	0	0	0	0	0	£0.00	£0	£0				
1 bed flat	Social Rent	1	0	0	0	0	0	0	£0.00	£0	£0				
2 bed flat	Social Rent	2	6	2	731	68	1,463	136	£198.13	£144,912	£289,824				
3 bed flat	Social Rent	3	0	0	0	0	0	0	£0.00	£0	£0				
4 bed flat	Social Rent	4	0	0	0	0	0	0	£0.00	£0	£0				
5 bed flat	Social Rent	5	0	0	0	0	0	0	£0.00	£0	£0				
<b>TOTAL SOCIAL RENT</b>			<b>67%</b>	<b>6</b>	<b>2</b>	<b>731</b>	<b>68</b>	<b>1,463</b>	<b>£198.13</b>	<b>£144,912</b>	<b>£289,824</b>				
Studio	Shared Ownership	1	0	0	0	0	0	0	£0.00	£0	£0				
1 bed flat	Shared Ownership	1	0	0	0	0	0	0	£0.00	£0	£0				
2 bed flat	Shared Ownership	2	3	1	808	75	808	75	£426.17	£344,500	£344,500				
3 bed flat	Shared Ownership	3	0	0	0	0	0	0	£0.00	£0	£0				
4 bed flat	Shared Ownership	4	0	0	0	0	0	0	£0.00	£0	£0				
5 bed flat	Shared Ownership	5	0	0	0	0	0	0	£0.00	£0	£0				
<b>TOTAL SHARED OWNERSHIP</b>			<b>33%</b>	<b>3</b>	<b>1</b>	<b>808</b>	<b>75</b>	<b>808</b>	<b>£426.17</b>	<b>£344,500</b>	<b>£344,500</b>				
<b>TOTAL AFFORDABLE UNITS</b>				<b>9</b>	<b>3</b>	<b>757</b>	<b>70</b>	<b>2,271</b>	<b>£279.29</b>	<b>£211,441</b>	<b>£634,324</b>		<b>£634,324</b>		
<b>TOTAL RESIDENTIAL GDV</b>			<b>38%</b>	<b>21</b>	<b>8</b>	<b>708</b>	<b>66</b>	<b>5,662</b>	<b>£496.78</b>	<b>£351,583</b>	<b>£2,812,664</b>				
Commercial	A1	Gf				Yield 6.00%	1,232	115	£22.00	£27,114	£438,928				
Commercial	B1	Gf			VP	16.66667	2,801	260	£25.00	£70,019	£1,133,477				
Commercial	A1	1st			PV 6 months	0.97128586	972	90	£22.00	£21,384	£346,159				
Commercial	B1	1st					845	79	£25.00	£21,124	£341,960				
										<b>Less purchasers costs: 6.8%</b>		<b>£29,847</b>			
<b>TOTAL GROSS DEVELOPMENT VALUE</b>			<b>21</b>	<b>8</b>	<b>1,439</b>	<b>134</b>	<b>11,512</b>	<b>1,070</b>	<b>£438.09</b>	<b>£630,418</b>	<b>£5,043,341</b>				
Gross Ha/ Acres											0.20	0.49			
Net acres residential (incl frontage roads)											0.20	0.49			
Dwelling density net per ha/ acre (all tenures)											16.19	16.19			
Sq ft per net acre (all tenures all uses)											11,457	11,457			
Average market units sales values psf											£642	£642			
Less fees and marketing costs (market housing only) @											2.50%	(£54,459)	(£54,458.50)		
Less affordable disposal costs (affordable housing only) @											0.50%	(£3,172)	(£3,171.62)		
Less commercial disposal costs (commercial units only) @											15.00%	(£20,946)			
Build Costs Cost Plan E per sq ft @ (see Tab 3)											<b>sq ft</b>	<b>£/sq ft</b>	(£3,015,876)	(£888,266.43)	(£594,998)
											<b>13,222</b>	<b>£228.09</b>			
<b>Construction Fees</b>															
Architects & Planning											2.5%	(£75,397)	(£22,206.66)	(£14,874.94)	
Quantity Surveyor											2.5%	(£75,397)	(£22,206.66)	(£14,874.94)	
Engineers											2.5%	(£75,397)	(£22,206.66)	(£14,874.94)	
Proj Management & CDM											2.5%	(£75,397)	(£22,206.66)	(£14,874.94)	
											<b>10.0%</b>	<b>(£301,588)</b>	<b>(£301,588)</b>		
Developer Profit on Market Housing											17.5%	(£381,210)	(£381,209.50)		
Developer Profit on Affordable Housing											6.0%	(£38,059)	(£38,059.43)		
Developer Profit on Commercial											15.0%	(£339,079)			
											<b>15.0%</b>	<b>(£758,348)</b>	<b>(£758,348)</b>		
<b>GROSS SURPLUS BEFORE ABNORMALS, 106 etc</b>													<b>£888,954</b>	<b>£765,579</b>	<b>-£61,404</b>
<b>Infrastructure and Abnormal Costs</b>															
<b>S106 Costs</b>												£0			
												(£30,000)	(£30,000)		
<b>CIL</b>												(£83,761)	(£83,761)		
<b>Purchasers Costs</b>															
SDLT @											-4%	(£46,893)			
Legals											2%	(£20,661)			
Construction Finance Costs (Cashflow - see tab 10)												(£67,554)			
												(£259,249)	(£259,249)		
												(£440,563)	(£440,563)		
<b>Residual Land Value</b>													<b>£448,390</b>		
<b>BASE EUV POSITION</b>												<b>£956,544</b>			
Premium											20%	£191,309	<b>£1,147,852</b>		
<b>Surplus / Deficit</b>													<b>-£699,462</b>		
<b>VIABLE / NON-VIABLE?</b>													<b>NON-VIABLE</b>		

Finance as a % of	
Costs	GDV
4.8%	5.1%

Turner Morum  
219 - 223 Coldharbour Lane

**COST PLAN**

DESCRIPTION	%	£
Demolition		
Substructure		£161,345
Upper floors & structure		£298,972
External walls		£659,950
External windows and doors		£290,800
Roof		£215,440
Stairs		£60,000
Doors/Ironmongery		£70,800
Internal wals		£115,250
Floor finishes		£140,127
Wall finishes		£155,470
Ceiling finishes		£67,985
Fittings		£140,275
Sanitaryware		£39,900
Mechanical & electrical installations		£744,024
Light		£47,250
Lighting protection		£5,721
External works		£62,600
Prelims		£353,811
<b>TOTAL</b>		<b>£3,629,720</b>
Contingency - design	2.5%	£90,743
Contingency - construction	2.5%	£90,743
<b>TOTAL</b>		<b>£3,811,206</b>
		16,932
		<b>£225.09</b>

**ABNORMALS**

DESCRIPTION	%	£
Demolition		£112,185
Substructure		
Upper floors & structure		
External walls		
External windows and doors		
Roof		
Stairs		
Doors/Ironmongery		
Internal wals		
Floor finishes		
Wall finishes		
Ceiling finishes		
Fittings		
Sanitaryware		
Mechanical & electrical installations		
Light		
Lighting protection		
External works		
Prelims		
<b>TOTAL</b>		<b>£112,185</b>
Contingency - design	2.5%	£2,805
Contingency - construction	2.5%	£2,805
<b>TOTAL</b>		<b>£117,794</b>
		16,932
		<b>£6.96</b>

Summary	
Adopted Interest Rate Debit	6.50%
Total Finance Cost	-£276,818

Residual Cashflow for Interest	TOTALS	Year 1				Year 2				TOTALS
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Total Completions	8	0	0	0	0	0	8			8
Market Completions	8						8			8
Affordable Completions	0						0			0
Market Flats	£3,733,340						£3,733,340			£3,733,340
Affordable Flats	£0						£0			£0
Ground Rents	£0									£0
Commercial GDV	£2,106,809						£2,106,809			£2,106,809
<b>TOTAL INCOME</b>		<b>£0</b>	<b>£0</b>	<b>£0</b>	<b>£0</b>	<b>£0</b>	<b>£5,840,149</b>	<b>£0</b>	<b>£0</b>	
<b>Build Programme</b>		<b>15%</b>	<b>25%</b>	<b>30%</b>	<b>20%</b>	<b>10%</b>				<b>100%</b>
<b>Infra Lead In</b>		<b>40%</b>	<b>30%</b>	<b>20%</b>	<b>10%</b>					<b>100%</b>
<b>CIL Breakdown</b>		<b>100%</b>								<b>100%</b>
Agents & Marketing - Market	-£93,334						-£93,334			-£93,334
Affordable Disposal	£0						£0			£0
Commercial Disposal	-£20,946						-£20,946			-£20,946
Cost Plan Build Costs	-£3,015,876	-£452,381	-£753,969	-£904,763	-£603,175	-£301,588	£0	£0	£0	-£3,015,876
Technical Fees	-£301,588	-£45,238	-£75,397	-£90,476	-£60,318	-£30,159	£0	£0	£0	-£301,588
Infrastructure & Abnormals	£0									£0
s106	-£30,000	£0	£0	£0	£0	£0	-£30,000	£0	£0	-£30,000
CIL	-£83,761	-£83,761	£0	£0	£0	£0	£0	£0	£0	-£83,761
EUV	-£1,147,852	-£1,147,852								-£1,147,852
<b>TOTAL EXPENDITURE</b>		<b>-£1,729,232</b>	<b>-£829,366</b>	<b>-£995,239</b>	<b>-£663,493</b>	<b>-£331,746</b>	<b>-£144,280</b>	<b>£0</b>	<b>£0</b>	<b>-£4,693,356</b>
<b>Net position</b>		<b>-£1,729,232</b>	<b>-£829,366</b>	<b>-£995,239</b>	<b>-£663,493</b>	<b>-£331,746</b>	<b>£5,695,869</b>	<b>£0</b>	<b>£0</b>	
Rolling Balance		-£1,729,232	-£2,586,698	-£3,623,971	-£4,346,354	-£4,748,728	£869,974	£869,974	£869,974	
Finance rate	6.50%	-£28,100	-£42,034	-£58,890	-£70,628	-£77,167	£0	£0	£0	-£276,818

Summary	
Adopted Interest Rate Debit	6.50%
Total Finance Cost	-£259,249

Residual Cashflow for Interest	TOTALS	Year 1				Year 2				TOTALS
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Total Completions	8	1	0	0	0	0	7			8
Market Completions	5						5			5
Affordable Completions	3	1					2			3
Market Flats	£2,178,340						£2,178,340			£2,178,340
Affordable Flats	£634,324	£209,326.87					£424,997			£634,324
Ground Rents	£0						£0			£0
Commercial GDV	£2,230,677						£2,230,677			£2,230,677
<b>TOTAL INCOME</b>		<b>£209,327</b>	<b>£0</b>	<b>£0</b>	<b>£0</b>	<b>£0</b>	<b>£4,834,014</b>	<b>£0</b>	<b>£0</b>	
<b>Build Programme</b>		<b>15%</b>	<b>25%</b>	<b>30%</b>	<b>20%</b>	<b>10%</b>				<b>100%</b>
<b>Infra Lead In</b>		<b>40%</b>	<b>30%</b>	<b>20%</b>	<b>10%</b>					<b>100%</b>
<b>CIL Breakdown</b>		<b>100%</b>								<b>100%</b>
Agents & Marketing - Market	-£93,334						-£93,334			-£93,334
Affordable Disposal	£0						£0			£0
Commercial Disposal	-£20,946						-£20,946			-£20,946
Cost Plan Build Costs	-£3,015,876	-£452,381	-£753,969	-£904,763	-£603,175	-£301,588	£0	£0	£0	-£3,015,876
Technical Fees	-£301,588	-£45,238	-£75,397	-£90,476	-£60,318	-£30,159	£0	£0	£0	-£301,588
Infrastructure & Abnormals	£0									£0
s106	-£30,000	£0	£0	£0	£0	£0	-£30,000	£0	£0	-£30,000
CIL	-£83,761	-£83,761	£0	£0	£0	£0	£0	£0	£0	-£83,761
EUV	-£1,147,852	-£1,147,852								-£1,147,852
<b>TOTAL EXPENDITURE</b>		<b>-£1,729,232</b>	<b>-£829,366</b>	<b>-£995,239</b>	<b>-£663,493</b>	<b>-£331,746</b>	<b>-£144,280</b>	<b>£0</b>	<b>£0</b>	<b>-£4,693,356</b>
<b>Net position</b>		<b>-£1,519,906</b>	<b>-£829,366</b>	<b>-£995,239</b>	<b>-£663,493</b>	<b>-£331,746</b>	<b>£4,689,735</b>	<b>£0</b>	<b>£0</b>	
Rolling Balance		-£1,519,906	-£2,373,970	-£3,407,786	-£4,126,655	-£4,525,460	£90,736	£90,736	£90,736	
Finance rate	6.50%	-£24,698	-£38,577	-£55,377	-£67,058	-£73,539	£0	£0	£0	-£259,249