

Site 1: West Parley - Land East of New Road

Final

Base Appraisal

07/02/2012

Headline Sensitivity Summary:

Sensitivity:	Option (Affordable)
	40%
Flats - 1 bed	53
Flats - 2 bed (incl FOG)	14
Houses - 2 bed	118
Houses - 3 bed	93
Houses - 4 bed	30
Houses - 5 bed	14
Total Units	322
Total Revenue	£57,177,686
Total Costs	-£45,615,491
FLAT' LAND VALUE	£11,562,194
LAND VALUE PER NET ACRE	£613,208
LAND PER GROSS ACRE	£333,243
NPV Analysis	
Whole Site NPV (post land sale costs)	£7,079,133
NPV per Net Acre	£375,446
NPV per Gross Acre	£204,033

NB: SDLT at 5% and Agents Fees at 1.5%



East Dorset

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Summary	Tenure	Nos	100%	Sqm	Sq ft	Tot sqm	Tot sq ft	£/sq ft	GDV	Market/Affordable Split	
										Market	Affordable
Affordable											
Intermediate Tenure											
Flats		13				580	6247	115	£718,382		
Houses		26				1855	19964	115	£2,295,860		
Social Rent											
Flats		26				1161	12494	£115	£1,436,764		
Houses		64				5005	53964	£128	£6,915,740		
Affordable Totals		129	40%			8602	92569	£123	£11,366,746		
Market											
Flats		29				1548	16664	£243	£4,057,200		
Houses		164				15004	161457	£254	£40,958,400		
Market Totals		193	60%			16552	178121	£253	£45,015,600		
TOTAL (market & affordable)		322	100%			25154	270689	£208.29	£56,382,346		
Land & Density Statistics											
Gross Acres									34.696		
Net developable acres (all tenures)									18.855		
Net developable acres (private only)									12.407		
Dwelling density net per acre (all tenures)									17.08		
Dwelling density net per hectare									42.20		
Sq ft per net acre (all tenures)									14356		
Sq ft per net acre (private only)									23927		
Average market units sales values psf									£252.73		
Marketing Costs											
Fees and marketing costs (market)									4.00%		
Fees & costs (affordable)									1.00%		
House Build Costs (incl external works, drainage, utilities etc, fees, prelims & contingencies £ per sq ft)											
Market Flats									£115.00		
Affordable Flats									£115.00		
Market Houses									£90.00		
Affordable Houses									£90.00		
Average & Total									£93.27		
Profit Assumptions											
Gross Margin - market									25.00%		
Gross Margin - affordable									8.00%		
Overall Gross Margin - blended									21.57%		
OMV of Whole Site (clean, serviced, blended)											
Service Land value per square foot									£63.02		
Service Land value as % of GDV									30.25%		
Average Market Housing land value per net acre									£1,250,367		
Average Blended value per net acre									£904,664		
Commercial content (estimated land sale contribution only)											
			Area (acres)	Service Land Value							
			3.98	200000						795340	
ABNORMALS											
See Anomals tab for detail											
Totals									£1,855,364		
Contingency on all abnormalities									£0		
S106 CONTRIBUTIONS											
See s106 tab for detail											
Totals									£2,515,419		
Total Build/site costs, incl abnormalities & s106									£29,617,918		
Abnormals/develop acre									£231,807		
Gross Land Value											
Finance Costs From Cash Flow									Rate		
									6.75%		
									Years		
Acquisition Costs Allowance (SDLT & Fees)									6.00%		
Net Land Value											
Net Land Value per Net Acre											
Net Land Value per Gross Acre											

East Dorset

Net Present Value/cash Flow

Feb-12

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0

AH Private
40% 60%

LAND TRADING MODEL	Total net Acres	Years											Total
		0	1	2	3	4	5	6	7	8	9	10	
Land Sales		2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
Residential Acres (Net of S106)	18.9	0.0	4.7	4.7	4.7	4.7	0.0	0.0	0.0	0.0	0.0	0.0	18.86
Number Units (Total)	322	0.0	80.5	80.5	80.5	80.5	0.0	0.0	0.0	0.0	0.0	0.0	322
Market Acres	12.41	0.0	3.1	3.1	3.1	3.1	0.0	0.0	0.0	0.0	0.0	0.0	12.41
Number Market Units (per acre)	15.6	0.0	48	48	48	48	0	0	0	0	0	0	193
Affordable	6.4	0.0	1.6	1.6	1.6	1.6	0.0	0.0	0.0	0.0	0.0	0.0	6.45
Number Affordable Units (per acre)	20.0	0.0	32	32	32	32	0	0	0	0	0	0	129
Employment	1.5					3.977							3.98
Local centre(Retail/medical)	1.5												0.00
Residential Value per acre	£904,664	£0	£4,264,420	£4,264,420	£4,264,420	£4,264,420	£0	£0	£0	£0	£0	£0	£17,057,680
Employment Value per acre	£200,000	£0	£0	£0	£0	£795,340	£0	£0	£0	£0	£0	£0	£795,340
Revenue From Other Sources (Grant, Ground Rent Sales etc)													£0
Estimated Serviced Land Value Revenue		£0	£4,264,420	£4,264,420	£4,264,420	£5,059,760	£0	£0	£0	£0	£0	£0	£17,853,020
Land Purchase incl SDLT etc		-£ 7,539,013											-£ 7,539,013
Statutory highways costs/contributions (per dwelling)		£0	-£1,160,000	-£1,160,000	£0	£0	£0	£0	£0	£0	£0		-£2,320,000
Estimated non-highways CIL/Tariff or s106 contribution (per dwelling)	£0	£0	-£628,854.82	-£628,854.82	-£628,854.82	-£628,854.82	£0.00	£0.00	£0.00	£0.00	£0.00	£0	-£2,515,419
Other abnormals	£0	£0	-£463,841	-£463,841	-£463,841	-£463,841	£0	£0	£0	£0	£0	£0	-£1,855,364
Promotion costs Per unit	-£1,500	-£483,000											-£483,000
Net revenue position in period		-£8,022,013	£2,011,724	£2,011,724	£3,171,724	£3,967,064	£0	£0	£0	£0	£0	£0	£3,140,224
Interest on borrowings in previous period @	6.75%		-£541,486	-£405,694	-£269,903	-£55,812							-£1,272,895
Interest on positive balance in previous period @	0.0%						£0	£0	£0	£0	£0	£0	£0
Net position at end of period incl interest		-£8,022,013	£1,470,238	£1,606,030	£2,901,821	£3,911,253	£0	£0	£0	£0	£0	£0	£1,867,329
Net Present Value Discount Rate	7.5%	1.075	1.000	0.930	0.865	0.805	0.749	0.697	0.648	0.603	0.561	0.522	
Net Present Value		-£8,623,664	£1,470,238	£1,493,981	£2,511,040	£3,148,404	£0	£0	£0	£0	£0	£0	-£0

Clean Serviced Land value

-£6,690,783

-£1,272,895

														IRR (Pre finance)
Annual Cash Flow		-£8,022,013	£2,011,724	£2,011,724	£3,171,724	£3,967,064	£0	£0	£0	£0	£0	£0	£0	12.8%
Cumulative Cash Flow		-£8,022,013	-£6,010,289	-£3,998,565	-£826,840	£3,140,224	£3,140,224	£3,140,224	£3,140,224	£3,140,224	£3,140,224	£3,140,224	£3,140,224	

Base Data	
Estimated Site Value (NPV - see cell t23) pre sales costs	£7,539,013
Gross Area of Site in acres	34.7
Site Value per EQUALISED Gross Acre	£217,288
Net Area of Site in acres	18.9
Site Value per EQUALISED Net Acre	£399,836

IRR (Post Finance)
7.5%

Highways Costs, Contributions & other Abnormals	Yr 1	Yr2	Yr3	Yr4	Yr5	Yr6	Yr7	Yr8	Yr9	Totals
Highways s106	Sub-total	-£1,160,000	-£1,160,000	£0	£0	£0	£0	£0	£0	-£2,320,000
	Potential total incl additional transport costs									
Non-Highways s106		-£628,855	-£628,855	-£628,855	-£628,855	£0	£0	£0	£0	-£2,515,419
Other Direct Abnormals										£1,855,364

Unit Mix:

Date: 07/02/2012

Final

Site Details:

Site 1: West Parley - Land East of New Road

Total Mix (Affordable & Private)	Units	%	Ave Size Sq ft	Total Sq ft	Price	Price psf	GDV (If all private)
Type							
1b Flat	53	17%	500	26565	115,000	230	6,109,950
2b Flat	14	5%	650	9418.5	165,000	254	2,390,850
Total Flats	68		532	35983.5	125,714	236	8,500,800
2b House ave	118	37%	720	85317.12	185,000	257	21,921,760
3b House ave	93	29%	920	85317.12	240,000	261	22,256,640
4b House ave	30	9%	1450	42954.8	345,000	238	10,220,280
5b House ave	14	5%	1750	23667	420,000	240	5,680,080
Total Houses	254	80%	933	237256.04	236,177	253	60,078,760
Totals/Aves	322	101%	848.57	273239.54	212,980	251	68,579,560

NB: All private residential values as web research Oct 11, adjusted by mean returns from 4 local agents, Nov 11.

Affordable-Social Rent	Units	%	Size Sq ft	Total Sq ft	Price (% MV)	Price psf*	GDV
Type							
1b Flat	26	28.6%	485	12493.6	55,775	115	1,436,764
2b Flat	0	0.0%	650	0	82,500	127	0
Total Aff Flats	26		485	12493.6	55,775	115	1,436,764
2b House	39	42.9%	775	29946	99,566	128	3,847,229
3b House	19	21.4%	915	17677.8	119,348	130	2,305,800
4b House	6	7.1%	969	6240.36	118,433	122	762,711
Total Aff Houses	64		836	53864.16	107,387	128	6,915,740
Totals/Averages	90	100%	736	66357.76	92,641	126	8,352,504

Affordable % OMV	
Social Rent	Intermediate
50%	50%

Value split based on advice by T davis EDDC

Affordable-Intermediate	Units	%	Size Sq ft	Total Sq ft	Price (% MV)	Price psf*	GDV
Type							
1b Flat	13	33.3%	485	6246.8	55,775	115	718,382
2b Flat	0	0.0%	650	0	82,500	127	0
Total Aff Flats	13		485	6246.8	55,775	115	718,382
2b House	26	66.7%	775	19964	99,566	128	2,564,819
3b House	0	0.0%	915	0	119,348	130	0
4b House	0	0.0%	969	0	118,433	122	0
Total Aff Houses	26		775	19964	99,566	128	2,564,819
Totals/Averages	39	100%	678	26210.8	84,969	125	3,283,201

Unit Nos	Total	Private	Affordable
	322	193	129
% Mix			
Social Rent		1bf	20.00%
		2bh	30.00%
		3bh	15.00%
		4bh	5.00%
Inter		1bf	10.00%
		2bh	20.00%
			100.00%

*Note: AH revenue as advised by Tim Davis, Christchurch and East Dorset Partnership

Private	Units	%	Size Sq ft	Total Sq ft	Price	Price psf*	GDV
Type							
1b Flat	14	7.5%	500	7245	115,000	230	1,666,350
2b Flat	14	7.5%	650	9419	165,000	254	2,390,850
Total Mkt Flats	29		575	16664	140,000	243	4,057,200
2b House ave	54	28.0%	720	38949	185,000	257	10,007,760
3b House ave	73	38.0%	920	67543	240,000	261	17,619,840
4b House ave	23	12.0%	1350	31298	330,000	244	7,650,720
5b House ave	14	7%	1750	23667	420,000	240	5,680,080
Total Mkt Houses	164		983	161457	249,412	254	40,958,400
Totals/Averages	193	100%	921.95	178121	233,000	253	45,015,600

All Tenures	Units	%	Size Sq ft	Total Sq ft	Price	Price psf*	GDV
	322			270,689			53,368,104

14356
23927

Land Budget

Final

Date 07/02/2012

Site Name: Site 1: West Parley - Land East of New Road

All Uses

	34.70	Acres
Gross Area	14.04	Ha

Residential

	18.86	Acres
Net Residential Area	7.63	Ha

Commercial/economic

	6.28	Acres
	2.54	Ha

Other

	15.84	Acres
	6.41	Ha

Abnormals:	Final	Date:	07/02/2012
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Site Details:	Site 1: West Parley - Land East of New Road			
	Details	Unit Cost	Quantity	Total Cost
Highways (s278)	Access Costs (inc in s106 costs)	0		£0
Site Clearance, Remediation		0	1	£0
FRA/alleviation measures		0	1	£0
Archeology		0	1	£0
Ecology		0	1	£0
SUDS	Porous pavements (£500k), Swale (£50k), Detention basin (£250k)	0	1	£0
SUDS Maintenance	Per annum x 5 years	0	5	£0
s278 Commuted Sums	In s106 costs	0	0	£0
Other Highways Abnormals	E.g., major internal link roads without frontage etc?	0	0	£0
Utilities: Supply Abnormals		0	0	£0
Utilities: Diversions		0	0	£0
Noise attenuation	To Dwelling adjacent through road	0	0	£0
Compensation		0	0	£0
Ground conditions/foundations		0	0	£0
Sustainability/on-site renewable energy		0	0	£0
Code/reusable energy/low carbon	Allowance per plot assuming code 4-rates as per latest DCLG guidance 2011 and based upon ave for semi detached housing to reflect high proportion of larger semi and detached units.	5360	322	£1,725,920
General Contingency		7.50%		£129,444
Totals				£1,855,364

Site 1: West Parley - Land East of New Road

Potential s106 Costs & Contributions

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1. Indicative Transport & Travel Costs

	Scheme	Indicative Cost	Source
Identified schemes	Distributor Road Contribution	£2,320,000	
	Walking/cycling Routes	£0	
	Traffic Management	£0	
	Public Transport Services	£0	
	Bus frequency measures		
	Bus Shelters	£0	
	Personalised Travel Planning	£0	
	Public rights of way	£0	
	Fire hydrants		
	Travel info & promotion	£0	
	Street naming	£0	
	Recycling & rubbish	£0	
	s278 Commuted Sums?	£0	
	Other Highways Abnormals (e.g., major internal link roads etc)?	£0	To allow in non-statutory abnormals (tab 7)
	£0		
	£0		
	£0		
	£0		
	£0		
Sub-Total	£2,320,000		

2. Indicative Non-Highway Costs

	Requirement	Contribution likely	Source
	Primary Education	£0	
	Secondary Education	£0	
	Adult Education	£0	
	Special Needs Education	£0	
	Library Provision	£0	
	Day Care	£0	
	Surgery/healthcare	£0	
	Green Infrastructure	£0	
	Green Infra Maintenance	£0	
	Allotments		
	Waste	£0	
	Museum	£0	
	Fire and Rescue Service	£0	
	Fire hydrants	£0	
	Outdoor pitches	£0	
	Indoor pitches	£0	
	Play Areas and Equipment	£0	
	Community Hall	£0	
	Swimming Pool	£0	
	Community safety	£0	
	Museum e/o	£0	
	Mobile Police Stn	£0	
	Commuted sums - buildings, facilities	£0	
	Commuted sums - open spaces etc	£0	
	Public art & maintenance	£0	
		£0	
	ED s106 (CIL?) at £100 per m2	£2,515,419	
	Council's Legal & other Costs	£0	
	Sub-Total	£2,515,419	
	TOTALS	£2,515,419	

3. Outputs

	Land Value per Gross Acre	£204,033	
	Affordable Content	40%	

Site 1: West Parley - Land East of New Road

Indicative Transport Costs

Final

07/02/2012

Scheme			Year One	Year Two	Year Three	Year Four	Year Five	Year Six	Year Seven	Year Eight	Total
Identified Schemes	s278 Highway Junction Improvements	£500,000	£1,160,000	£1,160,000							£2,320,000
	Walking/cycling Routes	£30,000		£0							£0
	Traffic Management	£170,000	£0	£0							£0
	Public Transport Services	£1,500,000		£0	£0	£0	£0	£0	£0		£0
	Bus Frequency										£0
	Bus shelters	£25,000		£0							£0
	Personalised Travel Planning	£18,000		£0	£0						£0
	Public rights of way	£60,000		£0	£0	£0	£0				£0
	Fire hydrants										£0
	Travel info & promotion	£20,000		£0							£0
	Street naming	£12,000		£0	£0	£0	£0				£0
	Recycling & rubbish	£28,200		£0	£0	£0	£0				£0
	s278 Commuted Sums?										£0
	Other Highways Abnormals (e.g., major internal link roads etc)?										£0
Travel Plan Implementation?		£0								£0	
Total	£2,363,200	£1,160,000	£1,160,000	£0	£0	£0	£0	£0	£0	£0	£2,320,000

Scheme		Year One	Year Two	Year Three	Year Four	Year Five	Year Six	Year Seven	Year Eight	Total
Identified Schemes	Primary Education		£0.00	£0	£0	£0	£0			£0
	Secondary Education									£0
	Adult Education									£0
	Special Needs Education		£0.00	£0.00	£0.00					£0
	Library Provision			£0						£0
	Day Care		£0.00	£0.00	£0.00	£0.00	£0.00			£0
	Waste Recycling		£0		£0					£0
	Museum				£0					£0
	Community safety		£0		£0		£0	£0		£0
	Outdoor pitches		£0.00	£0.00	£0.00	£0.00				£0
	Indoor Sports		£0.00	£0.00	£0.00	£0.00	£0.00			£0
	Play Areas & Equipment		£0	£0	£0	£0	£0			£0
	Public art		£0	£0	£0	£0	£0			£0
	Community Hall				£0					£0
	Health			£0	£0					£0
	Green Infrastructure		£0	£0	£0					£0
	Green Infra Maintenance			£0	£0	£0	£0	£0	£0	£0
	Allotments									£0
										£0
										£0
	Commuted sums - buildings, facilities									
Commuted sums - open spaces etc		£0	£0	£0	£0	£0				£0
										£0
Council's Legal & other Costs		£0								£0
CIL	£628,854.82	£628,854.82	£628,854.82	£628,854.82	£0	£0				£2,515,419
Total	£2,515,419	£628,854.82	£628,854.82	£628,854.82	£628,854.82	£0	£0	£0	£0	£2,515,419

Market Research - West Parley

Advice on Achievable Unit Selling Prices - Local Agents

Type	Agents					Ave All	Mean	Avr 3b Hse
	Floor Area	Cosgrove	Wrights	Goadsby	Chris Batten - (Ave or range)			
1b Flat	500	115000		125000	110000	116667	115000	
2b Flat	650	150000		175000	165000	163333	165000	
2b House	720	175000		195000	187500	185833	185000	
3b House (t/sd)	850	215000		215000	237500	222500	220000	240000
3b House (det)	1000	250000		265000	265000	260000	260000	
4b House (det)	1450	350000		350000	337500	345833	345000	
5b House (det)	1750	395000		425000	450000	423333	420000	

Area Calculations - East Dorset Sites

AREAS (ha)								
Site	Residential	Spine	Open Space	Policy OS	Local Centre	Commercial/Leisure	Primary School	Gross Site Area (Red line Boundary)
West Parley - Land East of New Road	7.63	0.42	7.53	3.45	1.61	0.93		14.04
West Parley - Land West of Ridgeway	4.98	0.61	6.84	1.09				6.68
Corfe Mullen	6.17		0.59	2.28	0.73			9.18
Wimborne North	16.68	4.71	12.43	5.33	0.23		0.71	27.66
Wimborne Stone Lane Industrial Estate	2.12			0.83				2.95
Wimborne Cuthbury	5.52	0.34	3.46	2.30				8.16
Wimborne East - Leigh Road	9.48	2.36	27.96	20.16	0.11	0.07	1.03	33.21

WEST PARLEY SITES

West Parley - land east of New Road	Dwellings per ha	Land area at this density	Units
	52.5	5.89	309
	37.5	1.74	65
	25		0
	20		0
Total		7.63	374

West Parley - land west of Ridgeway	Dwellings per ha	Land area at this density	Units
	52.5		0
	37.5		0
	25	3.66	92
	20	1.32	26
Total		4.98	118

CORFE MULLEN

Corfe Mullen	Dwellings per ha	Land area at this density	Units
	52.5	1.07	56
	37.5	5.1	191
	25		0
	20		0
Total		6.17	247

WIMBORNE MINSTER

North	Dwellings per ha	Land area at this density	Units
	52.5	4.36	229
	37.5	5.29	198
	25	2.09	52
	20	4.94	99
Total		16.68	578

Stone Lane	Dwellings per ha	Land area at this density	Units
	52.5	0.68	36
	37.5	1.44	54
	25		0
	20		0
Total		2.12	90

Wimborne Cuthbury	Dwellings per ha	Land area at this density	Units
	52.5	3.28	172
	37.5	1.7	64
	25	0.54	14
	20		0
Total		5.52	249

Wimborne East	Dwellings per ha	Land area at this density	Units
	52.5	1.77	93
	37.5	5.28	198
	25	2.43	61
	20		0
Total		9.48	352

East Dorset info

Site	Households	Population <i>(2.46 people/ household)</i>	Open space - policy requirement <i>(based on 3.75ha/ 1,000 people)</i>	Actual open space	Actual open space, minus excess land <i>as discussed</i>
1. West Parley - Land east of New Road	374	920	3.45	7.53	
2. West Parley - land west of Ridgeway	118	290	1.09	6.84	
3. Corfe Mullen	247	608	2.28	0.59	
4. Wimborne Minster - North	578	1422	5.33	12.43	
5. Wimborne Minster - Stone Lane	90	221	0.83	0	
6. Wimborne Minster - Cuthbury	249	613	2.30	3.46	
7. Wimborne Minster - Leigh Road	352	866	3.25	27.96	20.16