

Site 4: Wimborne North

Final

Base Appraisal

07/02/2012

Headline Sensitivity Summary:

Sensitivity:	Option (Affordable)
	40%
Flats - 1 bed	80
Flats - 2 bed (incl FOG)	10
Houses - 2 bed	157
Houses - 3 bed	163
Houses - 4 bed	116
Houses - 5 bed	52
Total Units	578
Total Revenue	£122,267,892
Total Costs	-£103,699,937
FLAT' LAND VALUE	£18,567,955
LAND VALUE PER NET ACRE	£450,464
LAND PER GROSS ACRE	£271,626
NPV Analysis	
Whole Site NPV (post land sale costs)	£13,205,731
NPV per Net Acre	£320,375
NPV per Gross Acre	£193,184

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		23				1043	11220	118	£1,323,902		
Houses		46				3332	35856	118	£4,231,026		
Social Rent											
Flats		46				2085	22439	£118	£2,647,803		
Houses		116				8990	96742	£128	£12,389,575		
Affordable Totals		231	40%			15450	166257	£124	£20,592,305		
Market											
Flats		21				1112	11971	£242	£2,893,938		
Houses		326				36253	390126	£253	£98,668,028		
Market Totals		347	60%			37366	402098	£253	£101,561,967		
TOTAL (market & affordable)		578	100%			52815	568355	£214.93	£122,154,272		
Land & Density Statistics											
Gross Acres							68.358				
Net developable acres (all tenures)							41.220				
Net developable acres (private only)							29.162				
Dwelling density net per acre (all tenures)							14.03				
Dwelling density net per hectare							34.67				
Sq ft per net acre (all tenures)							13788				
Average market units sales values psf							£252.58				
Marketing Costs											
Fees and marketing costs (market)							4.00%		(£4,062,479)	(£4,062,479)	
Fees & costs (affordable)							1.00%		(£205,923)	(£205,923)	
House Build Costs (incl external works, drainage, utilities etc, fees, prelims & contingencies £ per sq ft)											
Market Flats							£115.00		(£1,376,703)	(£1,376,703)	
Affordable Flats							£115.00		(£3,870,729)	(£3,870,729)	
Market Houses							£90.00		(£35,111,383)	(£35,111,383)	
Affordable Houses							£90.00		(£11,933,852)	(£11,933,852)	
Average & Total							(£92.01)		(£52,292,666.99)		
Profit Assumptions											
Gross Margin - market							25.00%		(£25,390,492)	(£25,390,492)	
Gross Margin - affordable							8.00%		(£1,647,384)	(£1,647,384)	
Overall Gross Margin - blended							22.13%				
OMV of Whole Site (clean, serviced, blended)									£38,555,327	£35,620,911	£2,934,417
Serviced Land value per square foot							£67.84				
Serviced land value as % of GDV							31.56%				
Average Market Housing land value per net acre							£1,221,487	See Notes - tab 5			£243,365
Average Blended value per net acre							£935,364				
		Area (acres)	Serviced Land Value								
Commercial content (estimated land sale contribution only)		0.57	200000								113620
ABNORMALS											
See Anormals tab for detail											
Totals							(£3,332,309)		£35,336,638		
Contingency on all abnormals			7.50%	Included in total			£0		£35,336,638		
S106 CONTRIBUTIONS											
See s106 tab for detail											
Totals							(£12,931,518)		£22,405,121		(£16,263,826)
Total Build/site costs, incl abnormals & s106							(£68,556,493)				
Abnormals/devel acre							(£394,565)				
Gross Land Value									22,405,121		
Finance Costs From Cash Flow							Rate	6.75%			
							Years		(£2,761,720)		
Acquisition Costs Allowance (SDLT & Fees)								6.00%	(£1,075,446)		
Net Land Value									£18,567,955		
Net Land Value per Net Acre									£450,464		
Net Land Value per Gross Acre									£271,626		

Site 4: Wimborne North

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)	41.2	0.0	6.9	6.9	6.9	6.9	6.9	6.9	0.0	0.0	0.0	0.0	41.22
Number Units (Total)	578	0.0	96.4	96.4	96.4	96.4	96.4	96.4	0.0	0.0	0.0	0.0	578
Market Acres	29.16	0.0	4.9	4.9	4.9	4.9	4.9	4.9	0.0	0.0	0.0	0.0	29.16
Number Market Units (per acre)	11.9	0.0	58	58	58	58	58	58	0	0	0	0	347
Affordable	12.1	0.0	2.0	2.0	2.0	2.0	2.0	2.0	0.0	0.0	0.0	0.0	12.06
Number Affordable Units (per acre)	19.2	0.0	39	39	39	39	39	39	0	0	0	0	231
Employment	1.5					0.568							0.57
Local centre(Retail/medical)	1.5												0.00
Residential Value per acre	£935,364	£0	£6,425,888	£6,425,888	£6,425,888	£6,425,888	£6,425,888	£6,425,888	£0	£0	£0	£0	£38,555,327
Employment Value per acre	£200,000	£0	£0	£0	£0	£113,620	£0	£0	£0	£0	£0	£0	£113,620
Revenue From Other Sources (Grant, Ground Rent Sales etc)													£0
Estimated Serviced Land Value Revenue		£0	£6,425,888	£6,425,888	£6,425,888	£6,539,508	£6,425,888	£6,425,888	£0	£0	£0	£0	£38,668,947
Land Purchase incl SDLT etc		-£ 14,063,612											-£ 14,063,612
Statutory highways costs/contributions (per dwelling)		£0	-£75,000	-£825,000	-£250,000	£0	£0	£0	£0	£0	£0		-£1,150,000
Estimated non-highways CIL/Tariff or s106 contribution (per dwelling)	£0	£0	-£880,252.94	-£3,046,919.61	-£3,046,919.61	-£3,046,919.61	-£880,252.94	-£880,252.94	£0.00	£0.00	£0.00	£0	-£11,781,518
Other abnormals	£0	£0	-£555,385	-£555,385	-£555,385	-£555,385	-£555,385	-£555,385	£0	£0	£0	£0	-£3,332,309
Promotion costs Per unit	-£1,500	-£867,488											-£867,488
Net revenue position in period		-£14,931,099	£4,915,250	£1,998,583	£2,573,583	£2,937,203	£4,990,250	£4,990,250	£0	£0	£0	£0	£7,474,022
Interest on borrowings in previous period @	6.75%		-£1,007,849	-£676,070	-£541,165	-£367,449	-£169,187						-£2,761,720
Interest on positive balance in previous period @	0.0%							£0	£0	£0	£0	£0	£0
Net position at end of period incl interest		-£14,931,099	£3,907,401	£1,322,514	£2,032,418	£2,569,755	£4,821,063	£4,990,250	£0	£0	£0	£0	£4,712,302
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		-£16,050,931	£3,907,401	£1,230,245	£1,758,718	£2,068,551	£3,610,014	£3,476,002	£0	£0	£0	£0	-£0

Clean Serviced Land value

-£16,263,826

-£2,761,720

														IRR (Pre finance)
Annual Cash Flow		-£14,931,099	£4,915,250	£1,998,583	£2,573,583	£2,937,203	£4,990,250	£4,990,250	£0	£0	£0	£0	£0	12.2%
Cumulative Cash Flow		-£14,931,099	-£10,015,849	-£8,017,265	-£5,443,682	-£2,506,478	£2,483,772	£7,474,022	£7,474,022	£7,474,022	£7,474,022	£7,474,022	£7,474,022	

Base Data	
Estimated Site Value (NPV - see cell t23) pre sales costs	£14,063,612
Gross Area of Site in acres	68.4
Site Value per EQUALISED Gross Acre	£205,733
Net Area of Site in acres	41.2
Site Value per EQUALISED Net Acre	£341,187

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	-£75,000	-£825,000	-£250,000	£0	£0	£0	£0	£0	-£1,150,000
	Potential total incl additional transport costs									
Non-Highways s106		-£880,253	-£3,046,920	-£3,046,920	-£3,046,920	-£880,253	-£880,253	£0	£0	0
Other Direct Abnormals										£3,332,309

Unit Mix:

Date: 07/02/2012

Final

Site Details:

Site 4: Wimborne North

Total Mix (Affordable & Private)	Units	%	Ave Size Sq ft	Total Sq ft	Price	Price psf	GDV (If all private)
Type							
1b Flat	80	14%	500	39904	118,000	236	9,417,444
2b Flat	10	2%	650	6766	160,000	246	1,665,576
Total Flats	90		517	46671	122,846	237	11,083,020
2b House ave	157	27%	720	113259	180,000	250	28,314,792
3b House ave	163	28%	920	150041	250,000	272	40,771,913
4b House ave	116	20%	1450	167714	350,000	241	40,482,750
5b House ave	52	9%	1750	91086	435,000	249	22,641,424
Total Houses	488	84%	1070	522100	270,865	253	132,210,878
Totals/Aves	578	100%	983	568771	247,774	252	143,293,899

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	46	28.6%	485	22439	57,230	118	2,647,803
2b Flat	0	0.0%	650	0	80,000	123	0
Total Aff Flats	46		485	22439	57,230	118	2,647,803
2b House	69	42.9%	775	53784	96,875	125	6,723,028
3b House	35	21.4%	915	31750	124,321	136	4,313,864
4b House	12	7.1%	969	11208	116,948	121	1,352,682
Total Aff Houses	116		836	96742	107,116	128	12,389,575
Totals/Averages	162	100%	736	119181	92,863	126	15,037,378

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	23	33.3%	485	11220	57,230	118	1,323,902
2b Flat	0	0.0%	650	0	80,000	123	0
Total Aff Flats	23		485	11220	57,230	118	1,323,902
2b House	46	66.7%	775	35856	96,875	125	4,482,019
3b House	0	0.0%	915	0	124,321	136	0
4b House	0	0.0%	969	0	116,948	121	0
Total Aff Houses	46		775	35856	96,875	125	4,482,019
Totals/Averages	69	100%	678	47076	83,660	123	5,805,920

Unit Nos	Total	Private	Affordable
	578	347	231
% 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	10	3%	500	5205	118,000	236	1,228,362
2b Flat	10	3%	650	6766	160,000	246	1,665,576
Total Mkt Flats	21		575	11971	139,000	242	2,893,938
2b House ave	42	12%	720	29980	180,000	250	7,495,092
3b House ave	128	37%	920	118117	250,000	272	32,097,038
4b House ave	104	30%	1450	150943	350,000	241	36,434,475
5b House ave	52	15%	1750	91086	435,000	249	22,641,424
Total Mkt Houses	326		1196	390126	302,500	253	98,668,028
Totals/Averages	347	100%	1159	402098	292,690	253	101,561,967

All Tenures	Units	%	Size Sq ft	Total Sq ft	Price	Price psf*	GDV
	578			568,355			116,599,345

Land Budget

Final

Date 07/02/2012

Site Name: Site 4: Wimborne North

All Uses

	68.36	Acres
Gross Area	27.66	Ha

Residential

	41.22	Acres
Net Residential Area	16.68	Ha

Commercial/economic

	0.57	Acres
	0.23	Ha

Other

	27.14	Acres
	10.98	Ha

Abnormals:	Final	Date:	07/02/2012
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Site Details:	Site 4: Wimborne North			
	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 to bypass	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	578	£3,099,822
General Contingency		7.50%		£232,487
Totals				£3,332,309

Site 4: Wimborne North

Potential s106 Costs & Contributions

Final

07-Feb-12

1. Indicative Transport & Travel Costs

	Scheme	Indicative Cost	Source
Identified schemes	Off-site improvements to Long lane/Smugglers Lane junction	£150,000	
	Walking/cycling Routes-Footbridge Contrib share with East of New Road	£500,000	
	Traffic calming, incl street lighting Long Lane/Burts Hill	£500,000	
	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 abnormalities (tab 7)
	£0		
	£0		
	£0		
	£0		
	£0		
Sub-Total	£1,150,000		

2. Indicative Non-Highway Costs

	Requirement	Contribution likely	Source
	Primary Education-Provision of 1.5 entry 1st School	£6,500,000	
	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	£5,281,518	
	Council's Legal & other Costs	£0	
	Sub-Total	£11,781,518	

TOTALS	£12,931,518	
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3. Outputs

Land Value per Gross Acre	£193,184	
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Affordable Content	40%	
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Site 4: Wimborne North

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	£150,000	£75,000	£75,000							£150,000
	Walking/cycling Routes	£500,000		£500,000							£500,000
	Traffic Management	£500,000		£250,000	£250,000						£500,000
	Public Transport Services	£0		£0	£0	£0	£0	£0	£0		£0
	Bus Frequency	£0									£0
	Bus shelters	£0		£0							£0
	Personalised Travel Planning	£0		£0	£0						£0
	Public rights of way	£0		£0	£0	£0	£0				£0
	Fire hydrants	£0									£0
	Travel info & promotion	£0		£0							£0
	Street naming	£0		£0	£0	£0	£0				£0
	Recycling & rubbish	£0		£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	£1,150,000	£75,000	£825,000	£250,000	£0	£0	£0	£0	£0	£0	£1,150,000

Scheme		Year One	Year Two	Year Three	Year Four	Year Five	Year Six	Year Seven	Year Eight	Total
Identified Schemes	Primary Education		£2,166,667	£2,166,667	£2,166,667					£6,500,000
	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									£0	
Commuted sums - open spaces etc		£0	£0	£0	£0	£0			£0	
									£0	
Council's Legal & other Costs		£0							£0	
CIL	£880,252.94	£880,252.94	£880,252.94	£880,252.94	£880,252.94	£880,252.94	£880,252.94			£5,281,518
Total		£880,252.94	£3,046,920	£3,046,920	£3,046,920	£880,253	£880,253	£0	£0	£11,781,518

Market Research - Wimborne

Advice on Achievable Unit Selling Prices - Local Agents

Type	Agents				Chris Batten - (Ave or range)	Ave All	Mean	Avr 3b Hse
	Floor Area	Cosgrove	Wrights	Goadsby				
1b Flat	500	125000	120000		110000	118333	118000	
2b Flat	650	175000	140000		165000	160000	160000	
2b House	720	190000	165000		187500	180833	180000	
3b House (t/sd)	850	225000	250000		237500	237500	230000	250000
3b House (det)	1000	275000			265000		270000	
4b House (det)	1450	375000	350000		337500	354167	350000	
5b House (det)	1750	425000	437500		450000	437500	435000	

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

Note: Gross area is

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

49

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

24

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

40

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

35

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

42

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

45

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

37

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