

Cushman and Wakefield

Development Appraisal

Land at Liverpool Road, Formby - C&W Position

Report Date: 13 July 2016

Prepared by CH & DRN

Land at Liverpool Road, Formby - C&W Position

Summary Appraisal for Phase 1

Currency in £

REVENUE

Sales Valuation	Units	ft ²	Rate ft ²	Unit Price	Gross Sales
Market Housing	223	196,723	220.00	194,077	43,279,060
AH - Social Rent	77	67,448	88.00	77,083	5,935,424
AH - Intermediate	19	16,862	143.00	126,909	2,411,266
Totals	319	281,033			51,625,750

NET REALISATION

51,625,750

OUTLAY

ACQUISITION COSTS

Residualised Price	333,094			
Fixed Price	9,212,000			
Total Acquisition (26.32 Acres 362,655.53 pAcre)			9,545,094	
Stamp Duty	4.90%		467,710	
Agent Fee	1.00%		95,451	
Legal Fee	0.80%		76,361	
				10,184,615

CONSTRUCTION COSTS

Construction	ft ²	Rate ft ²	Cost	
Market Housing	196,723 ft ²	81 pf ²	15,936,530	
AH - Social Rent	67,448 ft ²	81 pf ²	5,463,962	
AH - Intermediate	16,862 ft ²	81 pf ²	1,365,991	
Totals	281,033 ft²		22,766,483	22,766,483

Developers Contingency	5.00%		1,309,646	
Abnormal Costs			1,991,221	
POS and Play Area			427,791	
				3,728,658

PROFESSIONAL FEES

Professional Fees	4.00%		1,007,420	
				1,007,420

MARKETING & LETTING

Marketing		3.50%	1,806,901	
Transfer Fee of AH Units	96 un	500.00 /un	48,000	
				1,854,901

FINANCE

Debit Rate 7.000% Credit Rate 0.000% (Nominal)				
Land			1,545,249	
Construction			213,274	
Total Finance Cost				1,758,523

TOTAL COSTS

41,300,600

PROFIT

10,325,150

Performance Measures

Profit on Cost%	25.00%
Profit on GDV%	20.00%
Profit on NDV%	20.00%
IRR	27.87%
Profit Erosion (finance rate 7.000%)	3 yrs 3 mths