



**Response to Stroud District Council Local Plan Viability Assessment  
- 2022 Refresh**

**On behalf of: Taylor Wimpey**

**21<sup>ST</sup> October 2022**

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## Table of Contents

<b>1. Background</b>	<b>4</b>
<b>2. Compliance</b>	<b>4</b>
<b>3. Introduction</b>	<b>4</b>
<b>4. Key assumptions and comments thereon</b>	<b>5</b>
4.1 Private Residential Value	5
4.2 Affordable revenues	5
4.3 Sales Agent & Legal Fees	5
4.4 Benchmark Land Value (BLV)	5
4.5 Build costs	5
4.6 Externals	6
4.7 Future Homes, Building Regulations & Zero Carbon	6
4.8 Total Infrastructure Costs & Abnormals (S106 & CIL)	6
4.9 Contingencies	7
4.10 Professional Fees	7
4.11 Finance Costs	7
4.12 Developer Margin	7
4.13 Sales Rate	7
4.14 Land Acquisition Costs & Stamp Duty	7
<b>5.0 WCL Base Viability Assessment</b>	<b>8</b>
<b>6.0 Sensitivity Analysis</b>	<b>8</b>
6.1 Build Cost	8
6.2 Benchmark Land Value	9
6.3 Upside Scenario	9
6.4 Downside Scenario	9
6.5 Sensitivity Tables	10
<b>7.0 Conclusion</b>	<b>10</b>
<b>Appendices:</b>	<b>11</b>
Appendix 1: WCL Base Model	12
Appendix 2: Comparison Schedule: HDH and WCL Base Models	13
Appendix 3: Upside Model	14

<b>Appendix 4: Downside Model</b>	<b>15</b>
<b>Appendix 5: Sensitivity Tables</b>	<b>16</b>
Sensitivity of Dependent Costs	16
Sensitivity of Out-turn Residual Land Value	16
<b>Appendix 5: BCIS Cost</b>	<b>17</b>

# Submission in relation to 2022 Refresh of the Local Plan Viability Assessment

## 1. Background

Whiteleaf Consulting Limited (WCL) has been instructed by Taylor Wimpey to provide a response to the Stroud District Council “Local Plan Viability Assessment – 2022 Refresh”, dated August 2022, carried out by HDH Planning & Development. We thank Stroud District Council (SDC) on behalf of Taylor Wimpey for the opportunity to comment on the assessment refresh.

Taylor Wimpey has just the one land interest in the Stroud District, being the site identified within the Local Plan Viability Assessment (LPVA) as “G2 Whaddon” (“Whaddon”) and as such the comments provided are only on matters that have a direct impact on or may influence that interest.

## 2. Compliance

This response and associated viability modelling, conforms with the Royal Institution of Chartered Surveyors (RICS) Professional Standards and Guidance on Financial Viability in Planning: Conduct and Reporting (1st edition) issued in May 2019 and with the RICS Assessing Viability in Planning under the National Planning Policy Framework 2019 for England (1st edition) published in March 2021.

## 3. Introduction

Given the short period available for submission of this response, there is not enough time to carry out any substantive new investigations or research. Consequently, we have accepted many of the assumptions in the HDH report, but we are able to provide our views on most assumptions and the likely impact on viability of those that would change the main conclusions.

We note that since the previous assessment, HDH have made the assumption of 3,000 units, an increase of 500 units. We note that the land area has increased commensurately from 120.19 gross ha to 130.69 ha and the overall density remains constant at 32 dwellings per net developable hectare. WCL’s VA is based on 3,000 units in order to compare like with like.

In order to respond to the council we have commented broadly in the order adopted by Section 12 (Findings and Recommendations) of the HDH report, along with associated viability modelling in respect of G2 Whaddon in Appendix 12.

## 4. Key assumptions and comments thereon

### 4.1 Private Residential Value

HDH's report alludes to the strong recent increase in values experienced across the market since their previous VA. HDH note that their market price assumptions previously represented September 2020 values and Whaddon was priced at £3,000/m<sup>2</sup>. An increase to £3,450/m<sup>2</sup> is 15%, which reflects the Land Registry average house price increase from September 2020 to May 2022, according to HDH. HDH notes that newbuild prices have increased by over 32% over the same period.

We note HDH have carried out a desktop data-based approach based on regional geographies and Land Registry data.

It is also fair to say that house price increases since COVID-19 and recent interest rate movements have widened the range of confidence associated with projected values. Our testing of financial modelling adopts HDH's average private revenue of £3,450/m<sup>2</sup> as, from our initial search of data this appears to be justifiable.

### 4.2 Affordable revenues

Again, the values of £1,900/m<sup>2</sup> for Affordable Rent (55% of OMV) and Shared Ownership at 70% OMV would ideally be checked by an expert or local market evidence, were time available. WCL note that the values have been derived from conversations with Housing Associations and other market participants resulting in a range of outcomes which we consider to be a satisfactory rule of thumb. We note however, that Shared Ownership values will depend on the cost of the share not owned (the rented element). We also note the possible consequences on revenues of current political/economic uncertainties should not be ignored, but would be hard to quantify at this stage.

### 4.3 Sales Agent & Legal Fees

HDH reflect 3.5% sales agent and legal fees across both market sale (private) and affordable housing. We would normally expect a lower fee for the sale of units to an affordable provider on the basis it is a single transaction closer to a commercial sale whereby the agent receives 0.5% to 1.0% for the sale.

**WCL Recommendation:** 3.5% for private, 1.5% for affordable

### 4.4 Benchmark Land Value (BLV)

At £375k per gross ha (£152k per gross acre), HDH appear to have adopted a reasonable BLV for Whaddon which, in our recent experience, is marginally on the high side of where most assessments or other low (EU) value land, it is in our experience, more typically treated as a multiplier only (e.g., 10x, 15x) rather than EUV (in this case £25k pgha) plus the multiplier result. Consequently, we would suggest the BLV should more typically be around the £350k pgha.

### 4.5 Build costs

WCL are pleased that HDH have agreed with our recommendations to adopt Median BCIS costs, although we more often end up having to agree to the midpoint between Median and Lower Quartile in planning application VAs. HDH's report notes the concern about the use of lower quartile costs on Strategic Sites, as strategic sites are sometimes built out by multiple developers, therefore economies of scale are not always achieved. We do note the BCIS median build cost reported by HDH as at June 2022 has reduced slightly to September 2022, thereby reducing the total development cost. We represent the September 2022 figure of £1,420/m<sup>2</sup>.

We also ask HDH to provide an explanation as to why the BCIS Median build cost as at July 2022 reflects £1,492 /m<sup>2</sup> in their Base Appraisal (Appendix 12 - HDH report) as opposed to £1,429 / m<sup>2</sup> as referenced in their report and as verified by BCIS.

In addition to the above, we also draw attention to the BCIS geographical index for Gloucestershire which reflects 104. WCL have used this factor reflecting the same assumption as HDH, however, it is significant to note that the site adjoins a suburb of Gloucester. Gloucestershire's figure is higher due to the weighting of the Cotswolds, Stroud and Cheltenham which inflate the average for the county. The BCIS index for the urban area of Gloucester is 98, resulting in a BCIS Median of £1,340 /m<sup>2</sup> (see Appendix 4) and equates to a £22.2m reduction in BCIS hard build costs.

**WCL Recommendation:** Update to September 2022 BCIS Median. Note locational factor.

#### 4.6 Externals

A key issue for us is that HDH's allowance for externals on base BCIS now appears high at 15%. From our recent VA experience we would now suggest somewhere in the range 10% - 12% would be more appropriate, as this is the range within which most of our recent VAs have been agreed, with most recently falling around the 10% mark. HDH offer no evidence to support their figure of 15%, simply determining a range from 5% for flatted schemes to 15% for larger greenfield schemes.

**WCL Recommendation:** Adopt 10%

#### 4.7 Future Homes, Building Regulations & Zero Carbon

HDH note (12.66) that SDC is proceeding with Carbon Reduction as per Policy ES1 and that the cost of moving on from the current situation to Zero Carbon adds about 9% to the cost of construction. They denote a range of 7-11% according to the Centre for Sustainable Energy - Cost of Carbon Reduction in New Buildings (8.77). We note this is a large item and could require some policy flexibility if we head into a potential recessionary economic environment. BCIS Median costs as at September 2022 reflect a policy compliant cost of £12.4k per unit.

We also note that HDH (7.3, 7.4) discuss the effect of the Future Homes Standard referencing the 2019 Consultation to Part L (Conservation of Fuel & Power) and Part F (Ventilation) of Building Regulations for new homes. They index MHCLG's consultation estimate of £3,134/dwelling in this report by and reflect this as a 3.2% of BCIS Estate Housing. Given Future Homes is seen as a stepping stone to on the pathway to Zero Carbon homes, we assume the related Building Regulation costs for Future Homes are included within the 9% Zero Carbon cost. However, this is not explicating detailed by HDH.

We note that HDH separately detail "Accessible & Adaptable" (Building regulations Part M) and also Biodiversity Net Gain in their base appraisal.

#### 4.8 Total Infrastructure Costs & Abnormals (S106 & CIL)

HDH's "Base Model" (Appendix 12) breaks down these costs by CIL, S106 and Abnormals which totals a figure within rounding tolerance equivalent to their Policy Costs (Scenario A) of £57.0m. HDH note that CIL is not applicable to Strategic Sites, so the disaggregation of the total to show an amount for CIL in their model is ambiguous. We note that the source for HDH's Infrastructure costs in June 2020 are Arup and these costs total £56.4m, which we assume are the Policy Costs (Scenario A), albeit we note they do not reconcile exactly. We note that the Infrastructure Delivery Plan (IDP) for August 2022 by Arup shows these cost are reduced to £42m (excluding substation costs). We therefore expect this total figure to reduce in line with Arup's updated IDP assessment.

**WCL Recommendation:** Adopt August 2022 IDP £42m

#### 4.9 Contingencies

HDH have set the contingency rate at 5% on base build cost (BCIS median) including zero carbon, build cost, and bio diversity costs, which we consider excessive when using BCIS Median level data. We most typically end up agreeing a zero contingency where Median costs are accepted, however, to ensure risk here is kept to a minimum, we have adopted a 2.5% contingency on Median BCIS base build costs.

We note no contingency appears to be currently applied to infrastructure, abnormals and S106 and reserve further comment based on clarification of these costs.

**WCL Recommendation:** Adopt 2.5% on Median BCIS

#### 4.10 Professional Fees

Our most recent experience of fees allowances within VAs is that they are typically agreed in the range 6.5%-7.5%. We would expect some economies of scale in this respect given a 3,000 unit scheme.

**WCL Recommendation:** 7.0% of Build costs including infrastructure, externals.

#### 4.11 Finance Costs

Interest costs may need reviewing in light of the current economic situation. We accept that a range of 6% to 6.5% is a typical assumption, however, our experience shows a precedent for 6.0% being agreed in viability assessments.

HDH seem to assume a financeable land cost of £3.9m as opposed to the BLV of £52m in their appraisal. We request more detail on their calculation methodology and find the supporting statements in their report inadequate in explaining their £23m interest cost. The variance may be due to timing of costs and sales, but as such we reserve the right to review once HDH have had a chance to check and confirm their calculations and no error has been made.

**WCL Recommendation:** Request review of HDH assumptions. Reflect 6.0% interest rate.

#### 4.12 Developer Margin

The guidance range is 15% - 20% and we contend that larger strategic sites, running over long periods and with high potential costs and risks should command a higher profit margin. We note that HDH have used 17.5% for both market and affordable housing and as a result the combined figure of 17.5% is acceptable for planning viability purposes.

#### 4.13 Sales Rate

HDH have assumed a stabilised sales rate of 200 units per annum. Sales rates effect the overall interest cost. A stabilised rate of 200 units per year in sequence equates to a 15 year sales period. We consider this acceptable.

#### 4.14 Land Acquisition Costs & Stamp Duty

As noted in para 4.11 above (Finance Costs), HDH's appraisal appears to assume a £3.9m land purchase, their RLV as opposed to the BLV. As a result their 1.5% land acquisition fee is £58k. They also have a zero entry for stamp duty.

WCL concur that a 1.5% land acquisition fee (agent and legal fees) is reasonable. However, using the BLV this reflects an acquisition fee of £735k and stamp duty cost of £2.4m.

**WLC Recommendation:** We request HDH to review and confirm their calculation.

## 5.0 WCL Base Viability Assessment

In comparison to HDH's base model and as detailed above we recommend the following adjustments.

- BCIS Median updated to September 2022 value £1,420 /m2
- Site External reduced to 10%
- Contingency (on base build) reduced to 2.5%
- Total Infrastructure Costs & Abnormals reflect the latest Infrastructure Delivery Plan (IDP) for August 2022 of c£42m
- Professional Fees reduced to 7.0%
- Affordable Housing Sale Fee reduced to 1.5%
- Finance rate reduced to 6.0%

Based on the above, WCL's Base Case appraisal produces an out-turn value of £77.1m and therefore achieves viability against a BLV of £49.0m, a surplus of £28.0m. This model is shown in **Appendix 1**.

We have also carried out sensitivity testing to ensure that the viability 'comfort factor' (based upon the high level information available at this time, and accepting certain HDH assumptions) is reasonable. These tests are as follows and are included below and in **Appendix 3** (Upside Model) and **Appendix 4** (Downside Model) along with further sensitivity analysis in **Appendix 5**

## 6.0 Sensitivity Analysis

It is important to understand and quantify the movement key variables can have on the viability assessment. Below we focus on the key variables in the VA and illustrate those in which a small movement can have a large impact on the outcome.

### 6.1 Build Cost

We noted above the central assumption of using the Median of BCIS. Below we show the effect on Hard Build cost and also the Total Development Cost (TDC) i.e. including all associated costs such as externals, zero carbon, fees, contingency, infrastructure and finance. It shows the impact of adjusting HDH's BCIS Median from their appraisal value of £1,492/m2 to what we understand to be the correct July 2022 BCIS value of £1429/m2. Updating from July 2022 to September 2022 values reduces the hard build cost by £20.1m and the TDC by £31.6m versus HDH's based model. If we were to use the average of the BCIS median and lower quartile, this further reduces the TDC by £33.6m.



	BCIS LQ	Average Median and LQ	BCIS Median	BCIS Median July 22	BCIS Median July 22 (HDH)
/ft2	117.0	124.4	131.9	132.8	138.6
/m2	1259.0	1339.5	1420.0	1429.0	1492.3
Hard Build Cost £m	349.3	371.6	394.0	396.5	414.0
Variance	-44.7	-22.3	0.0	2.5	20.1
TDC incl finance (ex land)	720.0	752.6	786.2	790.0	817.8
Variance	-66.2	-33.6	0.0	3.8	31.6

From an overall impact standpoint this table has the importance of showing the effect of a move in underlying costs upon which other items, contingency, professional fees, finance for example are all based upon. It shows the multiplier effect on hard costs to TDC is in the range of c 1.5x.

## 6.2 Benchmark Land Value

The table below shows the impact of adjusting the multiplier by a factor of 1x. The table shows the range at the highest multiplier of 15x (note this the total multiplier as opposed to the multiplier of the premium) and the assumed BLV of £375,000 / gross hectare.

Total Multiplier	Premium Multiplier	BLV / Ha	BLV	BLV Reduction	Interest Charge	Interest Reduction	Cumulative Saving
15	14	375,000	49,008,750	-	29,554,838	-	-
14	13	350,000	45,741,500	3,267,250	27,155,797	2,399,041	5,666,291
13	12	325,000	42,474,250	6,534,500	24,879,850	4,674,989	11,209,489
12	11	300,000	39,207,000	9,801,750	22,722,296	6,832,543	16,634,293
11	10	275,000	35,939,750	13,069,000	20,678,572	8,876,267	21,945,267

Premiums are based on market evidence and evidence of other VAs. Given current market status of inflationary pressures against a weakening global economy we can expect there to be pressure on the downside here as ultimately land values will fall if, all other things being equal, hard build costs, professional fees, interest rates and risk premium increase.

It is worth noting that the above table shows a 1x reduction in premium is equivalent to a reduction in cost, including interest, of c £5.5m.

## 6.3 Upside Scenario

WCL include an Upside Scenario appraisal in **Appendix 3**. This reflects the same assumptions as our base model subject to the following adjustments:

- Reduction in build cost to the average of Median and Lower Quartile
- BLV multiplier of 12.5x (in the middle of the range identified above)

This upside shows an out-turn RLV of £116.0m and a Surplus of £75.2m

## 6.4 Downside Scenario

WCL include a Downside Scenario appraisal in **Appendix 4**. This reflects the same assumptions as our base model subject to the following adjustments:

- Contingency increased to 4.0%
- Interest rate increased to 7.0%
- BLV multiplier of 14x

This downside scenario shows an out-turn RLV of £47.3m and a marginally viable VA with a surplus of £1.5m.

## 6.5 Sensitivity Tables

We also include a number of sensitivity tables in **Appendix 5** which show the effect of movements in 'secondary' build costs, i.e. those based on a factor of hard build costs such as contingency, external costs and the cost of policy ES1 Zero Carbon and Future Homes, professional fees and interest rates.

In summary, this range of testing demonstrates that there are reasonable comfort levels in assessing the site as viable at this stage.

## 7.0 Conclusion

Since our submission to the pre-consultation of Stroud Local Authority's VA in July 2020 the UK has witnessed the effects of the COVID-19 pandemic and an increase in both house prices and build costs. Both of these have been reflected in HDH's revised VA assumptions. HDH have also increased the basis on which they calculate build costs for Strategic Sites to BCIS Median (from Lower Quartile). We concur with these market movements and re-adjusted basis of BCIS cost.

Whilst we accept HDH's assumptions surrounding sales values, we have identified a number of key variables we would seek to challenge and also ask HDH to confirm the accuracy of their calculations with regard to build cost, interest rate, stamp duty and acquisition fee.

Together with our assumptions and corrections WCL have shown that **the strategic site at Whaddon is viable** using latest BCIS median costs. We have however, noted above that at the time of writing there are increased risks surrounding many key variables due to current geopolitical tensions, global inflationary pressures and ensuing interest rate rises. One of these key variables related to risk is ultimately the BLV which is towards the highest end of the premium multiplier. We have shown the potential impact which can only really reduce the BLV from the highest multiplier applied. This provides us with additional comfort with our Viability Assessment.

**Whiteleaf Consulting Limited**  
**21<sup>st</sup> October 2022**

**Important Note:** *This report, along with all related financial models, is a Viability Assessment produced for the specific stated purpose. It must not be used for any other purpose. It is NOT, nor is it intended to be, a valuation of land or property and must not be relied upon as such for any purpose whatsoever, including, for example, as a basis for investment or acquisition decisions.*

Appendices:

## Appendix 1: WCL Base Model

Option WCL : G2 Whaddon				
Key Data Summary				
	Affordable	Private	Totals Check	AH %
Dwelling Numbers	900	2100	3000	30.0%
Revenues	£133,257,709	£ 729,933,750	£ 863,191,459	15.44%
Floor Area	703,352	2,283,023	2,986,375	23.55%
Gross Site Area (Acres)			322.93	
Summary of Key Outputs				
Out-turn Residual Land Value				£77,009,734
Benchmark Land Value				£49,008,750
Surplus / Shortfall				£28,000,984
Residual Land Value per Net Acre				£332,428
Residual Land Value per Gross Acre				£238,468
Minimum Price Land Value per gross acre (inclusive of costs)				£151,760
Indicative Result of Viability Assessment				VIABLE
Summary of Key Assumptions				
Private revenue £psf				£319.72
Affordable revenue £psf				£189.46
Base build costs, including all non-anbormal externals, estate works, service supply, contingency £psf				£165.70
Standard professional fees				7%
Sales & marketing costs including conveyancing				3.50%
Blended margin (profit) as % of revenue (combination of 20% Private, 6% Affordable)				17.50%
Finance rate of interest - applied to land and costs as per IRR tab				6.00%

Q3 2022

## Whaddon, Gloucester

Option WCL : G2 Whaddon

## Section 1: Mix and Revenue Summary (See detail in tab 4)

(See detailed mix tab 3)	Tenure	No	Ave Sq ft	Ave sqm	Tot sq ft	Tot sqm	£/sq ft Ave	Ave Unit Val	GDV	
	Private	70%	2,100	1,087	101.0	2,283,023	212,153	319.7	347,588	729,933,750
	Affordable Rent	20%	603	786	73.0	473,816	44,019	174.1	136,800	82,490,400
	Shared Ownership	10%	297	773	71.8	229,536	21,325	221.2	170,934	50,767,309
	<b>Affordable Sub Total</b>	<b>30%</b>	<b>900</b>	<b>1,559</b>	<b>144.8</b>	<b>703,352</b>	<b>65,344</b>	<b>189.5</b>	<b>307,734</b>	<b>133,257,709</b>
	<b>Total</b>		<b>3,000</b>	<b>995</b>	<b>92.5</b>	<b>2,986,375</b>	<b>277,497</b>	<b>289.0</b>	<b>287,730</b>	<b>863,191,459</b>

## Commercial Revenue - Serviced Land Sale only:

	Gross Land Area (Acres)	Value gna (£) Serviced	GDV
Employment Land	0.00	0	£0
District Centre	0.00	0	£0
Schools	0.00	0	£0
Rail Freight Interchange	0.00	0	£0
	<b>Commercial Revenue Sub Total</b>		<b>£0</b>
	<b>Total Gross Scheme Revenue (GDV)</b>		<b>863,191,459</b>
	NDV		835,644,912

## Section 2: Above Line Cost Deductions

## Non-normal Build Costs

	Test Base Build Cost Rates ( Sept 22, unless stated)				Rates	Tot Sq ft		
	BCIS LQ	Average Median and LQ	BCIS Median	BCIS Median July 22				BCIS Median July 22 (HDH)
Houses	117.0	124.4	131.9	132.8	138.6	131.9	2,986,375	-£393,969,912
Garages	20%	of Private Units =	420	at rate of:	0		2,986,375	£0
								-£393,969,912
		%	£/psf	£/psm	£/unit			
Zero Carbon Cost (Policy ES1)		9.00%	£11.87	£127.80	£11,819			-£35,457,292
Carbon Cost 2 - EVCP			£0.93	£10.00	£925			-£2,774,436
Adaptable & Accessible			£2.09	£22.55	£2,085			-£6,256,353
Over Extra 1			£0.01	£0.10	£9			-£27,744
Site (Externals)		10.00%	£14.68	£158.05	£14,616			-£43,848,574
Biodiversity Net Gain		0.10%	£0.15	£1.58	£146			-£438,486
Other Building Regs		0.00%						£0
Sub Total:			£29.74	£320.08	£0			-£12,069,320
Contingency on base build costs		2.50%						-£482,772,797
Average build cost per sq ft (incl contingency, excluding self build):			165.70					-£494,842,117

## Professional Fees and Dwelling Transaction Costs

## Professional and Technical Fees

Planning Application Fee								-£430,200
Architects	1.75%							-£9,394,737
Quantity Surveyor	1.75%							-£9,394,737
Planners	1.75%							-£9,394,737
Project Manager	1.75%							-£9,394,737
<b>Total Prof Fees</b>	<b>7.00%</b>							-£38,009,148

## Sale Costs

Market Housing: All Sales & Legal Fees and Marketing Costs:	3.50%							-£25,547,681
Affordable Housing Transaction and Commercial Land Sale Fees/Costs:	1.50%							-£1,998,866
<b>Total Sale Costs:</b>								-£27,546,547

## Developer Profit (Margin)

Margin on market housing:	17.50%							-£127,738,406
Margin on affordable housing:	17.50%							-£23,320,099
<b>Average (Blended) Margin:</b>	<b>17.50%</b>							-£151,058,505

Total Deductions in Section 1 -£711,456,317

## Section 4: Below Line Costs and Allowances

## Infrastructure and Abnormal Costs

Post CIL s106	-£32,523,000
CIL	-£26,405,391
Infrastructure	-£4,030,500
Site Abnormals	-£4,030,500
<b>Total Infra &amp; Abnormals</b>	<b>-£42,000,000</b>

Total Development Costs (before land and finance) -£753,456,317

Gross Surplus Pre-Finance Deduction £109,735,141.47

## Development Finance Cost and Land Sale Cost Deductions (using Benchmark Land Value)

All finance - see full monthly cash flow in tab 8	Rate	6.00%						-£29,554,838
Arrangement Fee (peak borrowing requirement)	1.00%							£0
Sales Per Annum	200							

Running Balance £80,180,303

## Land Acquisition Costs

Agent & Legals @	1.50%	£49,008,750						-£735,131
SDLT variable								-£2,435,438

Total Development Costs (excl Land, incl interest on BLV) -£786,181,725

## Out-turn Residual - all uses

£77,009,734

## Out-turn Net Land Value data after deductions for s106, infrastructure, abnormal costs and associated finance costs, Fees etc.

Out-turn residual - after all abnormals, s106, finance and transaction costs	£77,009,734
Net Land Value per Net Acre	£332,428
Net Land Value per Gross Acre	£238,468
Minimum Price LV per gross acre (excluding costs)	£375,000

## Areas and Density Analysis

	Ha	A
Site Area Gross Hectares/Acres	130.69	322.93
Site Area Net Developable Hectares/Acres (all tenures)	93.75	231.66
Dwelling density NDA per hectare/acre (all tenures)	32	13
Sq ft per NDA Ha/acre (all tenures)	31,857	12,891
AH % by GIA		23.55%

Year	Revenue (net of sales costs)	Investment Costs	Investment choice #1			Cumulative	Net Cash Flow
			Land	Interest			
2023	-	19,776,959	52,184,319	3,499,362	(75,460,640)	(75,460,640)	
2024	27,854,830	39,437,295	-	5,377,337	(92,420,442)	(16,959,802)	
2025	55,709,661	39,320,673	-	5,241,997	(81,273,451)	11,146,991	
2026	55,709,661	39,320,673	-	4,554,475	(69,438,938)	11,834,513	
2027	55,709,661	39,320,673	-	3,824,548	(56,874,498)	12,564,440	
2028	55,709,661	39,320,673	-	3,049,601	(43,535,111)	13,339,387	
2029	55,709,661	39,320,673	-	2,226,856	(29,372,979)	14,162,131	
2030	55,709,661	39,320,673	-	1,353,367	(14,337,359)	15,035,621	
2031	55,709,661	39,320,673	-	427,296	1,624,333	15,961,692	
2032	55,709,661	39,320,673	-	-	18,013,321	16,388,988	
2033	55,709,661	39,320,673	-	-	34,402,308	16,388,988	
2034	55,709,661	39,320,673	-	-	50,791,296	16,388,988	
2035	55,709,661	39,320,673	-	-	67,180,284	16,388,988	
2036	55,709,661	39,320,673	-	-	83,569,272	16,388,988	
2037	55,709,661	39,320,673	-	-	99,958,259	16,388,988	
2038	55,709,661	21,558,964	-	-	134,108,956	34,150,697	
2039	27,854,830	1,898,628	-	-	160,065,159	25,956,203	
<b>Total</b>	<b>835,644,912</b>	<b>593,840,596</b>	<b>52,184,319</b>	<b>29,554,838</b>	<b>160,065,159</b>	<b>160,065,159</b>	

Interest Rate  
6.00%      Annualised IRR      12.1%

Net Revenue - houses and commercial	Investment Costs	Land cost at Minimum Price	Interest	Cumulative Cash Flow	Net Cash Flow	Month
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Jan-23		167,938	52,184,319	261,761	(52,614,018)	(52,614,018)	01/01/2023
Feb-23		167,938		263,070	(53,045,025)	(431,008)	01/02/2023
Mar-23		167,938		265,225	(53,478,188)	(433,163)	01/03/2023
Apr-23		167,938		267,391	(53,913,516)	(435,328)	01/04/2023
May-23		167,938		269,568	(54,351,021)	(437,505)	01/05/2023
Jun-23		167,938		271,755	(54,790,714)	(439,693)	01/06/2023
Jul-23		3,128,222		273,954	(58,192,890)	(8,402,176)	01/07/2023
Aug-23		3,128,222		290,964	(61,612,077)	(8,419,187)	01/08/2023
Sep-23		3,128,222		308,060	(65,048,359)	(8,436,283)	01/09/2023
Oct-23		3,128,222		325,242	(68,501,823)	(8,453,464)	01/10/2023
Nov-23		3,128,222		342,509	(71,972,555)	(8,470,731)	01/11/2023
Dec-23		3,128,222		359,863	(75,460,640)	(8,488,085)	01/12/2023
Jan-24		3,128,222		377,303	(78,966,165)	(8,505,526)	01/01/2024
Feb-24		3,128,222		394,831	(82,489,218)	(8,523,053)	01/02/2024
Mar-24		3,128,222		412,446	(86,029,887)	(8,540,668)	01/03/2024
Apr-24		3,128,222		430,149	(89,588,259)	(8,558,372)	01/04/2024
May-24		3,128,222		447,941	(93,164,422)	(8,576,164)	01/05/2024
Jun-24		3,128,222		465,822	(96,758,467)	(8,594,044)	01/06/2024
Jul-24	4,642,472	3,444,660		483,792	(96,044,447)	714,019	01/07/2024
Aug-24	4,642,472	3,444,660		480,222	(95,326,858)	717,589	01/08/2024
Sep-24	4,642,472	3,444,660		476,634	(94,605,681)	721,177	01/09/2024
Oct-24	4,642,472	3,444,660		473,028	(93,880,898)	724,783	01/10/2024
Nov-24	4,642,472	3,444,660		469,404	(93,152,491)	728,407	01/11/2024
Dec-24	4,642,472	3,444,660		465,762	(92,420,442)	732,049	01/12/2024
Jan-25	4,642,472	3,276,723		462,102	(91,516,795)	903,647	01/01/2025
Feb-25	4,642,472	3,276,723		457,584	(90,608,630)	908,165	01/02/2025
Mar-25	4,642,472	3,276,723		453,043	(89,695,924)	912,706	01/03/2025
Apr-25	4,642,472	3,276,723		448,480	(88,778,655)	917,269	01/04/2025
May-25	4,642,472	3,276,723		443,893	(87,856,799)	921,856	01/05/2025
Jun-25	4,642,472	3,276,723		439,284	(86,930,334)	926,465	01/06/2025
Jul-25	4,642,472	3,276,723		434,652	(85,999,237)	931,097	01/07/2025
Aug-25	4,642,472	3,276,723		429,996	(85,063,484)	935,753	01/08/2025
Sep-25	4,642,472	3,276,723		425,317	(84,123,053)	940,432	01/09/2025
Oct-25	4,642,472	3,276,723		420,615	(83,177,919)	945,134	01/10/2025
Nov-25	4,642,472	3,276,723		415,890	(82,228,060)	949,859	01/11/2025
Dec-25	4,642,472	3,276,723		411,140	(81,273,451)	954,609	01/12/2025
Jan-26	4,642,472	3,276,723		406,367	(80,314,069)	959,382	01/01/2026
Feb-26	4,642,472	3,276,723		401,570	(79,349,891)	964,179	01/02/2026
Mar-26	4,642,472	3,276,723		396,749	(78,380,891)	969,000	01/03/2026
Apr-26	4,642,472	3,276,723		391,904	(77,407,046)	973,845	01/04/2026
May-26	4,642,472	3,276,723		387,035	(76,428,333)	978,714	01/05/2026
Jun-26	4,642,472	3,276,723		382,142	(75,444,725)	983,607	01/06/2026
Jul-26	4,642,472	3,276,723		377,224	(74,456,200)	988,525	01/07/2026
Aug-26	4,642,472	3,276,723		372,281	(73,462,732)	993,468	01/08/2026
Sep-26	4,642,472	3,276,723		367,314	(72,464,297)	998,435	01/09/2026
Oct-26	4,642,472	3,276,723		362,321	(71,460,869)	1,003,427	01/10/2026
Nov-26	4,642,472	3,276,723		357,304	(70,452,425)	1,008,445	01/11/2026
Dec-26	4,642,472	3,276,723		352,262	(69,438,938)	1,013,487	01/12/2026
Jan-27	4,642,472	3,276,723		347,195	(68,420,384)	1,018,554	01/01/2027
Feb-27	4,642,472	3,276,723		342,102	(67,396,736)	1,023,647	01/02/2027
Mar-27	4,642,472	3,276,723		336,984	(66,367,971)	1,028,765	01/03/2027
Apr-27	4,642,472	3,276,723		331,840	(65,334,062)	1,033,909	01/04/2027
May-27	4,642,472	3,276,723		326,670	(64,294,983)	1,039,079	01/05/2027
Jun-27	4,642,472	3,276,723		321,475	(63,250,709)	1,044,274	01/06/2027
Jul-27	4,642,472	3,276,723		316,254	(62,201,214)	1,049,495	01/07/2027
Aug-27	4,642,472	3,276,723		311,006	(61,146,471)	1,054,743	01/08/2027
Sep-27	4,642,472	3,276,723		305,732	(60,086,454)	1,060,017	01/09/2027
Oct-27	4,642,472	3,276,723		300,432	(59,021,138)	1,065,317	01/10/2027
Nov-27	4,642,472	3,276,723		295,106	(57,950,494)	1,070,643	01/11/2027
Dec-27	4,642,472	3,276,723		289,752	(56,874,498)	1,075,997	01/12/2027
Jan-28	4,642,472	3,276,723		284,372	(55,793,121)	1,081,376	01/01/2028
Feb-28	4,642,472	3,276,723		278,966	(54,706,338)	1,086,783	01/02/2028
Mar-28	4,642,472	3,276,723		273,532	(53,614,121)	1,092,217	01/03/2028
Apr-28	4,642,472	3,276,723		268,071	(52,516,442)	1,097,678	01/04/2028
May-28	4,642,472	3,276,723		262,582	(51,413,276)	1,103,167	01/05/2028
Jun-28	4,642,472	3,276,723		257,066	(50,304,593)	1,108,683	01/06/2028
Jul-28	4,642,472	3,276,723		251,523	(49,190,367)	1,114,226	01/07/2028
Aug-28	4,642,472	3,276,723		245,952	(48,070,570)	1,119,797	01/08/2028
Sep-28	4,642,472	3,276,723		240,353	(46,945,174)	1,125,396	01/09/2028
Oct-28	4,642,472	3,276,723		234,726	(45,814,151)	1,131,023	01/10/2028
Nov-28	4,642,472	3,276,723		229,071	(44,677,472)	1,136,678	01/11/2028
Dec-28	4,642,472	3,276,723		223,387	(43,535,111)	1,142,362	01/12/2028
Jan-29	4,642,472	3,276,723		217,676	(42,387,037)	1,148,073	01/01/2029
Feb-29	4,642,472	3,276,723		211,935	(41,233,224)	1,153,814	01/02/2029
Mar-29	4,642,472	3,276,723		206,166	(40,073,641)	1,159,583	01/03/2029
Apr-29	4,642,472	3,276,723		200,368	(38,908,260)	1,165,381	01/04/2029
May-29	4,642,472	3,276,723		194,541	(37,737,052)	1,171,208	01/05/2029
Jun-29	4,642,472	3,276,723		188,685	(36,559,989)	1,177,064	01/06/2029
Jul-29	4,642,472	3,276,723		182,800	(35,377,040)	1,182,949	01/07/2029
Aug-29	4,642,472	3,276,723		176,885	(34,188,176)	1,188,864	01/08/2029
Sep-29	4,642,472	3,276,723		170,941	(32,993,368)	1,194,808	01/09/2029
Oct-29	4,642,472	3,276,723		164,967	(31,792,585)	1,200,782	01/10/2029
Nov-29	4,642,472	3,276,723		158,963	(30,585,799)	1,206,786	01/11/2029
Dec-29	4,642,472	3,276,723		152,929	(29,372,979)	1,212,820	01/12/2029
Jan-30	4,642,472	3,276,723		146,865	(28,154,095)	1,218,884	01/01/2030
Feb-30	4,642,472	3,276,723		140,770	(26,929,117)	1,224,978	01/02/2030
Mar-30	4,642,472	3,276,723		134,646	(25,698,013)	1,231,103	01/03/2030
Apr-30	4,642,472	3,276,723		128,490	(24,460,755)	1,237,259	01/04/2030
May-30	4,642,472	3,276,723		122,304	(23,217,309)	1,243,445	01/05/2030
Jun-30	4,642,472	3,276,723		116,087	(21,967,647)	1,249,662	01/06/2030
Jul-30	4,642,472	3,276,723		109,838	(20,711,736)	1,255,911	01/07/2030
Aug-30	4,642,472	3,276,723		103,559	(19,449,546)	1,262,190	01/08/2030





**Land Budget**

<b>Whaddon, Gloucester</b>
----------------------------

Date

Site Name:

<b>Whaddon, Gloucester</b>
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Gross Area

322.93	Acres
130.69	Ha

Net Residential Area

231.66	Acres
93.75	Ha

Land value

10,117	/ Acre
25,000	/ Ha

Land value

Total multiplier

15.0	
151,760	/ Acre
375,000	/ Ha

Land value

Land value

Premium  
Premium multiplier

350,000	
14	

Gross Area

130.69	Ha
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Benchmark Land Value

49,008,750	
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Fees (legal and agent)  
SDLT

735,131	1.50%
2,440,438	

BLV incl costs

<b>52,184,319</b>	
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## Appendix 2: Comparison Schedule: HDH and WCL Base Models

Item	HDH VA Input	HDH VA Value £ (HCH Modelled)	HDH VA Value £ (WCL Re-modelled)	Variance in recreating model	WCL Comment	WCL Recommendation	WCL VA Input	WCL VA Value (£)	Independent Effect on VA
1 Private Residual Values	£3,450 /m2	£729,933,750	£729,933,750	£0		Accepted	£3,450	£729,933,750	£0
2 Affordable Revenues	AH £1,900 /m2 SO £2,415 /m2	£133,262,330	£133,257,709	(£4,621)		Accepted	£1,900	133,257,709	£0
3 Sales Fee Agent + Legal	3.50%	£30,211,862	£30,211,701	(£161)		Reduce for Affordable Housing	3.5% for Private 1.5% for Affordable Housing	27,546,547	(£2,665,154)
4 Benchmark Land Value (net of costs)	£375,000 pgha	£49,008,750	£49,008,750	£0		Range Accepted Note multiplier at maximum of acceptable range	£375,000 pgha	49,008,750	£0
5 Construction Costs	138.6	413,920,110.5	414,037,408	£117,297	Difference due to rounding of unit areas.	Accepted (Updated to Sept 2022)	131.9	393,969,912	(£20,067,496)
6 Externals	15%	69,034,346	69,053,896	£19,551		Accept 15% where BCIS Lower Quartile used. 10% is appropriate when Median build cost is used.	10.0%	43,848,574	(£25,205,322)
7 Future Homes / Zero Carbon	9%	37,252,893	37,263,367	£10,474		Accepted (Based off Sept 22 BCIS)	9%	35,457,292	(£1,806,075)
8 Total Infrastructure Costs & Abnormals (S106 & CIL)	£19.0k/unit	56,958,831	56,958,831	£0		Assumed CIL at zero for strategic site. IDP Addendum August 2022 Total £42m.	Equates to £14k/unit	42,000,000	(£14,958,831)
9 Contingencies	5.0%	26,486,111	26,493,678	£7,567		Reduce	2.5%	12,069,320	(£14,424,358)
10 Professional Fees	8.0%	49,483,573	49,496,286	£12,713		Reduce Marginally	7.0%	38,009,148	(£11,487,138)
11 Finance Costs	6.50%	23,226,552	52,261,445	£29,034,893	Request clarification from HDH	Accepted - subject to note regarding current exceptional market conditions and potential calculation error in HDH's report	6.00%	29,554,838	(£22,706,606)
12 Developer Margin	17.50%	151,059,314	151,058,505	(£809)		Accepted	17.50%	151,058,505	£0
13 Sales Rate	200	n/a	200	n/a		Accepted	200	n/a	£0
14 Land Acquisition Costs	1.50%	58,410	735,131	£676,721	Request clarification from HDH	TBC	1.50%	735,131	£0
15 Stamp Duty	TBC	0	2,435,438	£2,435,438	Request clarification from HDH	TBC	Blended	2,435,438	£0
		£1,769,896,832	£1,802,206,094	£32,309,062				£1,688,884,914	(£113,320,980)

### Appendix 3: Upside Model

- Reduction in build cost to the average of Median and Lower Quartile
- BLV multiplier of 12.5x (in the middle of the range identified above)

Option WCL : G2 Whaddon				
Key Data Summary				
	Affordable	Private	Totals Check	AH %
Dwelling Numbers	900	2100	3000	30.0%
Revenues	£133,257,709	£ 729,933,750	£ 863,191,459	15.44%
Floor Area	703,352	2,283,023	2,986,375	23.55%
Gross Site Area (Acres)			322.93	
Summary of Key Outputs				
Out-turn Residual Land Value				£116,035,387
Benchmark Land Value				£40,840,625
Surplus / Shortfall				£75,194,762
Residual Land Value per Net Acre				£500,891
Residual Land Value per Gross Acre				£359,315
Minimum Price Land Value per gross acre (inclusive of costs)				£126,467
Indicative Result of Viability Assessment				VIABLE
Summary of Key Assumptions				
Private revenue £psf				£319.72
Affordable revenue £psf				£189.46
Base build costs, including all non-anbormal externals, estate works, service supply, contingency £psf				£156.50
Standard professional fees				7%
Sales & marketing costs including conveyancing				3.50%
Blended margin (profit) as % of revenue (combination of 20% Private, 6% Affordable)				17.50%
Finance rate of interest - applied to land and costs as per IRR tab				6.00%

Q3 2022

## Whaddon, Gloucester

Option WCL : G2 Whaddon

## Section 1: Mix and Revenue Summary

(See detailed mix tab 3)	Tenure	No	Ave Sq ft	Ave sqm	Tot sq ft	Tot sqm	£/sq ft Ave	Ave Unit Val	GDV	
	Private	70%	2,100	1,087	101.0	2,283,023	212,100	319.7	347,588	729,933,750
	Affordable Rent	20%	603	786	73.0	473,816	44,019	174.1	136,800	82,490,400
	Shared Ownership	10%	297	773	71.8	229,536	21,325	221.2	170,934	50,767,309
	<b>Affordable Sub Total</b>	<b>30%</b>	<b>900</b>	<b>1,559</b>	<b>144.8</b>	<b>703,352</b>	<b>65,344</b>	<b>189.5</b>	<b>307,734</b>	<b>133,257,709</b>
	<b>Total</b>		<b>3,000</b>	<b>995</b>	<b>92.5</b>	<b>2,986,375</b>	<b>277,444</b>	<b>289.0</b>	<b>287,730</b>	<b>863,191,459</b>

## Commercial Revenue - Serviced Land Sale only:

	Gross Land Area (Acres)	Value gna (£) Serviced	GDV
Employment Land	0.00	0	£0
District Centre	0.00	0	£0
Schools	0.00	0	£0
Rail Freight Interchange	0.00	0	£0
	<b>Commercial Revenue Sub Total</b>		<b>£0</b>
	<b>Total Gross Scheme Revenue (GDV)</b>		<b>863,191,459</b>
	NDV		835,644,912

## Section 2: Above Line Cost Deductions

## Non-normal Build Costs

Test Base Build Cost Rates ( Sept 22, unless stated)					Rates		
BCIS LQ	Average Median and LQ	BCIS Median	BCIS Median July 22	BCIS Median July 22 (HDH)	Select	Tot Sq ft	
#/2	117.0	124.4	131.9	132.8	138.6	2,986,375	
/m2	1,259	1,340	1,420	1,429	1,492	2,986,375	
Garages	20%		of Private Units =	420	at rate of:	0	
						£371,635,702	
						£0	
						£371,635,702	
		%	£/psf	£/psm	£/unit		
		Zero Carbon Cost (Policy ES1)	9.00%	£11.20	£120.56	£11,149	£33,447,213
		Carbon Cost 2 - EVCP		£0.93	£10.00	£925	£2,774,436
		Adaptable & Accessible		£2.09	£22.55	£2,085	£6,256,353
		Over Extra 1		£0.01	£0.10	£9	£27,744
		Site (Externals)	10.00%	£13.87	£149.27	£13,805	£41,414,145
		Biodiversity Net Gain	0.10%	£0.14	£1.49	£138	£414,141
		Other Building Regs	0.00%				£0
		Sub Total:		£28.24	£303.97	£0	£455,969,735
		Contingency on base build costs	2.50%				£11,399,243
		Average build cost per sq ft (incl contingency, excluding self build):	156.50				£467,368,979

## Professional Fees and Dwelling Transaction Costs

## Professional and Technical Fees

Planning Application Fee		£430,200
Architects	1.75%	£8,913,957
Quantity Surveyor	1.75%	£8,913,957
Planners	1.75%	£8,913,957
Project Manager	1.75%	£8,913,957
<b>Total Prof Fees</b>	<b>7.00%</b>	<b>£36,086,029</b>

## Sale Costs

Market Housing: All Sales & Legal Fees and Marketing Costs:	3.50%	£25,547,681
Affordable Housing Transaction and Commercial Land Sale Fees/Costs:	1.50%	£1,998,866
<b>Total Sale Costs:</b>		<b>£27,546,547</b>

## Developer Profit (Margin)

Margin on market housing:	17.50%	£127,738,406
Margin on affordable housing:	17.50%	£23,320,099
<b>Average (Blended) Margin:</b>	<b>17.50%</b>	<b>£151,058,505</b>

Total Deductions in Section 1 -£682,060,059

## Section 4: Below Line Costs and Allowances

## Infrastructure and Abnormal Costs

Post CIL s106	£32,523,000
CIL	£26,405,391
Infrastructure	£4,039,599
Site Abnormals	£4,039,599
<b>Total Infra &amp; Abnormals</b>	<b>£42,000,000</b>

Total Development Costs (before land and finance) -£724,060,059

Gross Surplus Pre-Finance Deduction £139,131,399.54

## Development Finance Cost and Land Sale Cost Deductions (using Benchmark Land Value)

All finance - see full monthly cash flow in tab 8	Rate	6.00%	£20,456,372
Arrangement Fee (peak borrowing requirement)	1.00%		£0
Sales Per Annum	200		
<b>Running Balance</b>			<b>£118,675,028</b>

Land Acquisition Costs			
Agent & Legals @	1.50%	£40,840,625	£612,609
SDLT variable			£2,027,031
			£2,639,641

Total Development Costs (excl Land, incl interest on BLV) -£747,156,072

## Out-turn Residual - all uses

£116,035,387

## Out-turn Net Land Value data after deductions for s106, infrastructure, abnormal costs and associated finance costs, Fees etc.

Out-turn residual - after all abnormals, s106, finance and transaction costs	£116,035,387
Net Land Value per Net Acre	£500,891
Net Land Value per Gross Acre	£359,315
Minimum Price LV per gross acre (excluding costs)	£312,500

## Areas and Density Analysis

	Ha	A
Site Area Gross Hectares/Acres	130.69	322.93
Site Area Net Developable Hectares/Acres (all tenures)	93.75	231.66
Dwelling density NDA per hectare/acre (all tenures)	32	13
Sq ft per NDA Ha/acre (all tenures)	31,857	12,891
AH % by GIA		23.55%

Year	Revenue (net of sales costs)	Investment Costs	Investment choice #1			Cumulative	Net Cash Flow
			Land	Interest			
2023	-	18,797,084	43,485,266	2,950,493	(65,232,842)	(65,232,842)	
2024	27,854,830	37,477,545	-	4,691,707	(79,547,264)	(14,314,422)	
2025	55,709,661	37,360,923	-	4,393,206	(65,591,732)	13,955,533	
2026	55,709,661	37,360,923	-	3,532,459	(50,775,453)	14,816,279	
2027	55,709,661	37,360,923	-	2,618,623	(35,045,338)	15,730,115	
2028	55,709,661	37,360,923	-	1,648,424	(18,345,024)	16,700,314	
2029	55,709,661	37,360,923	-	618,385	(614,671)	17,730,353	
2030	55,709,661	37,360,923	-	3,073	17,730,994	18,345,665	
2031	55,709,661	37,360,923	-	-	36,079,733	18,348,738	
2032	55,709,661	37,360,923	-	-	54,428,471	18,348,738	
2033	55,709,661	37,360,923	-	-	72,777,209	18,348,738	
2034	55,709,661	37,360,923	-	-	91,125,947	18,348,738	
2035	55,709,661	37,360,923	-	-	109,474,686	18,348,738	
2036	55,709,661	37,360,923	-	-	127,823,424	18,348,738	
2037	55,709,661	37,360,923	-	-	146,172,162	18,348,738	
2038	55,709,661	20,579,089	-	-	181,302,734	35,130,572	
2039	27,854,830	1,898,628	-	-	207,258,937	25,956,203	
Total	835,644,912	564,444,338	43,485,266	20,456,372	207,258,937	207,258,937	

Interest Rate 6.00% Annualised IRR 17.1%

Net Revenue - houses and commercial	Investment Costs	Land cost at Minimum Price	Interest	Cumulative Cash Flow	Net Cash Flow	Month
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Jan-23		167,938	43,485,266	218,266	(43,871,469)	(43,871,469)	01/01/2023
Feb-23		167,938		219,357	(44,258,764)	(387,295)	01/02/2023
Mar-23		167,938		221,294	(44,647,995)	(389,231)	01/03/2023
Apr-23		167,938		223,240	(45,039,173)	(391,177)	01/04/2023
May-23		167,938		225,196	(45,432,306)	(393,133)	01/05/2023
Jun-23		167,938		227,162	(45,827,405)	(395,098)	01/06/2023
Jul-23		2,964,910		229,137	(49,021,452)	(3,194,047)	01/07/2023
Aug-23		2,964,910		245,107	(52,231,469)	(3,210,017)	01/08/2023
Sep-23		2,964,910		261,157	(55,457,536)	(3,226,067)	01/09/2023
Oct-23		2,964,910		277,288	(58,699,734)	(3,242,197)	01/10/2023
Nov-23		2,964,910		293,499	(61,958,142)	(3,258,408)	01/11/2023
Dec-23		2,964,910		309,791	(65,232,842)	(3,274,700)	01/12/2023
Jan-24		2,964,910		326,164	(68,523,916)	(3,291,074)	01/01/2024
Feb-24		2,964,910		342,620	(71,831,446)	(3,307,529)	01/02/2024
Mar-24		2,964,910		359,157	(75,155,513)	(3,324,067)	01/03/2024
Apr-24		2,964,910		375,778	(78,496,200)	(3,340,687)	01/04/2024
May-24		2,964,910		392,481	(81,853,591)	(3,357,391)	01/05/2024
Jun-24		2,964,910		409,268	(85,227,769)	(3,374,178)	01/06/2024
Jul-24	4,642,472	3,281,348		426,139	(84,292,783)	934,985	01/07/2024
Aug-24	4,642,472	3,281,348		421,464	(83,353,123)	939,660	01/08/2024
Sep-24	4,642,472	3,281,348		416,766	(82,408,765)	944,358	01/09/2024
Oct-24	4,642,472	3,281,348		412,044	(81,459,685)	949,080	01/10/2024
Nov-24	4,642,472	3,281,348		407,298	(80,505,859)	953,826	01/11/2024
Dec-24	4,642,472	3,281,348		402,529	(79,547,264)	958,595	01/12/2024
Jan-25	4,642,472	3,113,410		397,736	(78,415,939)	1,131,325	01/01/2025
Feb-25	4,642,472	3,113,410		392,080	(77,278,957)	1,136,982	01/02/2025
Mar-25	4,642,472	3,113,410		386,395	(76,136,291)	1,142,667	01/03/2025
Apr-25	4,642,472	3,113,410		380,581	(74,987,911)	1,148,380	01/04/2025
May-25	4,642,472	3,113,410		374,940	(73,833,789)	1,154,122	01/05/2025
Jun-25	4,642,472	3,113,410		369,169	(72,673,896)	1,159,893	01/06/2025
Jul-25	4,642,472	3,113,410		363,369	(71,508,204)	1,165,692	01/07/2025
Aug-25	4,642,472	3,113,410		357,541	(70,336,683)	1,171,521	01/08/2025
Sep-25	4,642,472	3,113,410		351,683	(69,159,305)	1,177,378	01/09/2025
Oct-25	4,642,472	3,113,410		345,797	(67,976,040)	1,183,265	01/10/2025
Nov-25	4,642,472	3,113,410		339,880	(66,786,859)	1,189,181	01/11/2025
Dec-25	4,642,472	3,113,410		333,934	(65,591,732)	1,195,127	01/12/2025
Jan-26	4,642,472	3,113,410		327,959	(64,390,629)	1,201,103	01/01/2026
Feb-26	4,642,472	3,113,410		321,953	(63,183,521)	1,207,108	01/02/2026
Mar-26	4,642,472	3,113,410		315,918	(61,970,377)	1,213,144	01/03/2026
Apr-26	4,642,472	3,113,410		309,852	(60,751,167)	1,219,210	01/04/2026
May-26	4,642,472	3,113,410		303,756	(59,525,861)	1,225,306	01/05/2026
Jun-26	4,642,472	3,113,410		297,629	(58,294,429)	1,231,432	01/06/2026
Jul-26	4,642,472	3,113,410		291,472	(57,056,840)	1,237,589	01/07/2026
Aug-26	4,642,472	3,113,410		285,284	(55,813,062)	1,243,777	01/08/2026
Sep-26	4,642,472	3,113,410		279,065	(54,563,066)	1,249,996	01/09/2026
Oct-26	4,642,472	3,113,410		272,815	(53,306,820)	1,256,246	01/10/2026
Nov-26	4,642,472	3,113,410		266,534	(52,044,293)	1,262,527	01/11/2026
Dec-26	4,642,472	3,113,410		260,221	(50,775,453)	1,268,840	01/12/2026
Jan-27	4,642,472	3,113,410		253,877	(49,500,268)	1,275,184	01/01/2027
Feb-27	4,642,472	3,113,410		247,501	(48,218,708)	1,281,560	01/02/2027
Mar-27	4,642,472	3,113,410		241,094	(46,930,740)	1,287,968	01/03/2027
Apr-27	4,642,472	3,113,410		234,654	(45,636,332)	1,294,400	01/04/2027
May-27	4,642,472	3,113,410		228,182	(44,335,452)	1,300,880	01/05/2027
Jun-27	4,642,472	3,113,410		221,677	(43,028,068)	1,307,384	01/06/2027
Jul-27	4,642,472	3,113,410		215,140	(41,714,147)	1,313,921	01/07/2027
Aug-27	4,642,472	3,113,410		208,571	(40,393,656)	1,320,491	01/08/2027
Sep-27	4,642,472	3,113,410		201,968	(39,066,563)	1,327,093	01/09/2027
Oct-27	4,642,472	3,113,410		195,333	(37,732,834)	1,333,729	01/10/2027
Nov-27	4,642,472	3,113,410		188,664	(36,392,437)	1,340,397	01/11/2027
Dec-27	4,642,472	3,113,410		181,962	(35,045,338)	1,347,099	01/12/2027
Jan-28	4,642,472	3,113,410		175,227	(33,691,503)	1,353,835	01/01/2028
Feb-28	4,642,472	3,113,410		168,458	(32,330,899)	1,360,604	01/02/2028
Mar-28	4,642,472	3,113,410		161,654	(30,963,492)	1,367,407	01/03/2028
Apr-28	4,642,472	3,113,410		154,817	(29,589,248)	1,374,244	01/04/2028
May-28	4,642,472	3,113,410		147,946	(28,208,132)	1,381,115	01/05/2028
Jun-28	4,642,472	3,113,410		141,041	(26,820,111)	1,388,021	01/06/2028
Jul-28	4,642,472	3,113,410		134,101	(25,425,150)	1,394,961	01/07/2028
Aug-28	4,642,472	3,113,410		127,126	(24,023,215)	1,401,936	01/08/2028
Sep-28	4,642,472	3,113,410		120,116	(22,614,269)	1,408,945	01/09/2028
Oct-28	4,642,472	3,113,410		113,071	(21,198,279)	1,415,990	01/10/2028
Nov-28	4,642,472	3,113,410		105,991	(19,775,209)	1,423,070	01/11/2028
Dec-28	4,642,472	3,113,410		98,876	(18,345,024)	1,430,185	01/12/2028
Jan-29	4,642,472	3,113,410		91,725	(16,907,687)	1,437,336	01/01/2029
Feb-29	4,642,472	3,113,410		84,538	(15,463,164)	1,444,523	01/02/2029
Mar-29	4,642,472	3,113,410		77,316	(14,011,418)	1,451,746	01/03/2029
Apr-29	4,642,472	3,113,410		70,057	(12,552,414)	1,459,004	01/04/2029
May-29	4,642,472	3,113,410		62,762	(11,086,114)	1,466,299	01/05/2029
Jun-29	4,642,472	3,113,410		55,431	(9,612,483)	1,473,631	01/06/2029
Jul-29	4,642,472	3,113,410		48,062	(8,131,484)	1,480,999	01/07/2029
Aug-29	4,642,472	3,113,410		40,657	(6,643,080)	1,488,404	01/08/2029
Sep-29	4,642,472	3,113,410		33,215	(5,147,234)	1,495,846	01/09/2029
Oct-29	4,642,472	3,113,410		25,736	(3,643,909)	1,503,325	01/10/2029
Nov-29	4,642,472	3,113,410		18,220	(2,133,067)	1,510,842	01/11/2029
Dec-29	4,642,472	3,113,410		10,665	(614,671)	1,518,396	01/12/2029
Jan-30	4,642,472	3,113,410		3,073	911,318	1,525,988	01/01/2030
Feb-30	4,642,472	3,113,410		-	2,440,379	1,529,062	01/02/2030
Mar-30	4,642,472	3,113,410		-	3,969,441	1,529,062	01/03/2030
Apr-30	4,642,472	3,113,410		-	5,498,502	1,529,062	01/04/2030
May-30	4,642,472	3,113,410		-	7,027,564	1,529,062	01/05/2030
Jun-30	4,642,472	3,113,410		-	8,556,625	1,529,062	01/06/2030
Jul-30	4,642,472	3,113,410		-	10,085,687	1,529,062	01/07/2030
Aug-30	4,642,472	3,113,410		-	11,614,748	1,529,062	01/08/2030





**Land Budget**

<b>Whaddon, Gloucester</b>
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Date

Site Name:

<b>Whaddon, Gloucester</b>
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Gross Area

322.93	Acres
130.69	Ha

Net Residential Area

231.66	Acres
93.75	Ha

Land value

10,117	/ Acre
25,000	/ Ha

Land value

Total multiplier

12.5	
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Land value

126,467	/ Acre
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Land value

312,500	/ Ha
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Premium

287,500	
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Premium multiplier

12	
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Gross Area

130.69	Ha
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Benchmark Land Value

40,840,625	
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Fees (legal and agent)

612,609	1.50%
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SDLT

2,032,031	
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BLV incl costs

<b>43,485,266</b>	
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## Appendix 4: Downside Model

- Contingency increased to 4.0%
- Interest rate increased to 7.0%
- BLV multiplier of 14x

Option WCL : G2 Whaddon				
Key Data Summary				
	Affordable	Private	Totals Check	AH %
Dwelling Numbers	900	2100	3000	30.0%
Revenues	£133,257,709	£ 729,933,750	£ 863,191,459	15.44%
Floor Area	703,352	2,283,023	2,986,375	23.55%
Gross Site Area (Acres)			322.93	
Summary of Key Outputs				
Out-turn Residual Land Value				£47,283,707
Benchmark Land Value				£45,741,500
Surplus / Shortfall				£1,542,207
Residual Land Value per Net Acre				£204,110
Residual Land Value per Gross Acre				£146,419
Minimum Price Land Value per gross acre (inclusive of costs)				£141,643
Indicative Result of Viability Assessment				VIABLE
Summary of Key Assumptions				
Private revenue £psf				£319.72
Affordable revenue £psf				£189.46
Base build costs, including all non-anbormal externals, estate works, service supply, contingency £psf				£168.12
Standard professional fees				7%
Sales & marketing costs including conveyancing				3.50%
Blended margin (profit) as % of revenue (combination of 20% Private, 6% Affordable)				17.50%
Finance rate of interest - applied to land and costs as per IRR tab				7.00%

Q3 2022

## Whaddon, Gloucester

Option WCL : G2 Whaddon

## Section 1: Mix and Revenue Summary

(See detailed mix tab 3)	Tenure	No	Ave Sq ft	Ave sqm	Tot sq ft	Tot sqm	£/sq ft Ave	Ave Unit Val	GDV	
	Private	70%	2,100	1,087	101.0	2,283,023	212,100	319.7	347,588	729,933,750
	Affordable Rent	20%	603	786	73.0	473,816	44,019	174.1	136,800	82,490,400
	Shared Ownership	10%	297	773	71.8	229,536	21,325	221.2	170,934	50,767,309
	<b>Affordable Sub Total</b>	<b>30%</b>	<b>900</b>	<b>1,559</b>	<b>144.8</b>	<b>703,352</b>	<b>65,344</b>	<b>189.5</b>	<b>307,734</b>	<b>133,257,709</b>
	<b>Total</b>		<b>3,000</b>	<b>995</b>	<b>92.5</b>	<b>2,986,375</b>	<b>277,444</b>	<b>289.0</b>	<b>287,730</b>	<b>863,191,459</b>

## Commercial Revenue - Serviced Land Sale only:

	Gross Land Area (Acres)	Value gna (£) Serviced	GDV
Employment Land	0.00	0	£0
District Centre	0.00	0	£0
Schools	0.00	0	£0
Rail Freight Interchange	0.00	0	£0
	<b>Commercial Revenue Sub Total</b>		<b>£0</b>
	<b>Total Gross Scheme Revenue (GDV)</b>		<b>863,191,459</b>
	NDV		835,644,912

## Section 2: Above Line Cost Deductions

## Non-normal Build Costs

	Test Base Build Cost Rates (Sept 22, unless stated)					Tot Sq ft	Rates
	BCIS LQ	Average Median and LQ	BCIS Median	BCIS Median July 22	BCIS Median July 22 (HDH)		
#/2	117.0	124.4	131.9	132.8	138.6	2,986,375	-£393,969,912
/m2	1,259	1,340	1,420	1,429	1,492	2,986,375	
Garages		20%	of Private Units =	420	at rate of:	0	£0
							-£393,969,912
		%	£/psf	£/psm	£/unit		
Zero Carbon Cost (Policy ES1)		9.00%	£11.87	£127.80	£11,819		-£35,457,292
Carbon Cost 2 - EVCP			£0.93	£10.00	£925		-£2,774,436
Adaptable & Accessible			£2.09	£22.55	£2,085		-£6,256,353
Over Extra 1			£0.01	£0.10	£9		-£27,744
Site (Externals)		10.00%	£14.68	£158.05	£14,616		-£43,848,574
Biodiversity Net Gain		0.10%	£0.15	£1.58	£146		-£438,486
Other Building Regs		0.00%					£0
Sub Total:			£29.74	£320.08	£0		-£19,310,912
Contingency on base build costs		4.00%					-£19,310,912
Average build cost per sq ft (incl contingency, excluding self build):			168.12				-£502,083,709

## Professional Fees and Dwelling Transaction Costs

## Professional and Technical Fees

Planning Application Fee		-£430,200
Architects	1.75%	-£9,783,244
Quantity Surveyor	1.75%	-£9,783,244
Planners	1.75%	-£9,783,244
Project Manager	1.75%	-£9,783,244
<b>Total Prof Fees</b>	<b>7.00%</b>	<b>-£39,563,178</b>

## Sale Costs

Market Housing: All Sales & Legal Fees and Marketing Costs:	3.50%	-£25,547,681
Affordable Housing Transaction and Commercial Land Sale Fees/Costs:	1.50%	-£1,998,866
<b>Total Sale Costs:</b>		<b>-£27,546,547</b>

## Developer Profit (Margin)

Margin on market housing:	17.50%	-£127,738,406
Margin on affordable housing:	17.50%	-£23,320,099
<b>Average (Blended) Margin:</b>	<b>17.50%</b>	<b>-£151,058,505</b>

Total Deductions in Section 1 -£720,251,999

## Section 4: Below Line Costs and Allowances

## Infrastructure and Abnormal Costs

Post CIL s106	-£32,523,000
CIL	-£20,405,331
Site Abnormals	-£4,030,500

Total Infra &amp; Abnormals -£56,958,831

Total Development Costs (before land and finance) -£777,210,770

Gross Surplus Pre-Finance Deduction £85,980,688.90

## Development Finance Cost and Land Sale Cost Deductions (using Benchmark Land Value)

All finance - see full monthly cash flow in tab 8	Interest Rate	7.00%	-£35,738,784
Arrangement Fee (peak borrowing requirement)		0.00%	£0
Sales Per Annum		200	

Running Balance £50,241,904

## Land Acquisition Costs

Agent & Legals @	1.50%	£45,741,500	-£686,123
SDLT variable			-£2,272,075

Total Development Costs (excl Land, incl interest on BLV) -£815,907,752

## Out-turn Residual - all uses

£47,283,707

## Out-turn Net Land Value data after deductions for s106, infrastructure, abnormal costs and associated finance costs, Fees etc.

Out-turn residual - after all abnormals, s106, finance and transaction costs	£47,283,707
Net Land Value per Net Acre	£204,110
Net Land Value per Gross Acre	£146,419
Minimum Price LV per gross acre (excluding costs)	£350,000

## Areas and Density Analysis

	Ha	A
Site Area Gross Hectares/Acres	130.69	322.93
Site Area Net Developable Hectares/Acres (all tenures)	93.75	231.66
Dwelling density NDA per hectare/acre (all tenures)	32	13
Sq ft per NDA Ha/acre (all tenures)	31,857	12,891
AH % by GIA		23.55%

Year	Revenue (net of sales costs)	Investment Costs	Investment choice #1			Cumulative	Net Cash Flow
			Land	Interest			
2023	-	20,070,146	48,704,698	3,853,198	(72,628,042)	(72,628,042)	
2024	27,854,830	40,023,670	-	6,116,080	(90,912,961)	(18,284,919)	
2025	55,709,661	39,907,048	-	6,055,116	(81,165,464)	9,747,497	
2026	55,709,661	39,907,048	-	5,350,469	(70,713,320)	10,452,144	
2027	55,709,661	39,907,048	-	4,594,882	(59,505,589)	11,207,731	
2028	55,709,661	39,907,048	-	3,784,674	(47,487,650)	12,017,939	
2029	55,709,661	39,907,048	-	2,915,897	(34,600,934)	12,886,716	
2030	55,709,661	39,907,048	-	1,984,315	(20,782,636)	13,818,298	
2031	55,709,661	39,907,048	-	985,389	(5,965,412)	14,817,224	
2032	55,709,661	39,907,048	-	98,765	9,738,436	15,703,848	
2033	55,709,661	39,907,048	-	-	25,541,049	15,802,613	
2034	55,709,661	39,907,048	-	-	41,343,662	15,802,613	
2035	55,709,661	39,907,048	-	-	57,146,275	15,802,613	
2036	55,709,661	39,907,048	-	-	72,948,887	15,802,613	
2037	55,709,661	39,907,048	-	-	88,751,500	15,802,613	
2038	55,709,661	21,852,152	-	-	122,609,010	33,857,509	
2039	27,854,830	1,898,628	-	-	148,565,212	25,956,203	
<b>Total</b>	<b>835,644,912</b>	<b>602,636,218</b>	<b>48,704,698</b>	<b>35,738,784</b>	<b>148,565,212</b>	<b>148,565,212</b>	

Interest Rate 7.00% Annualised IRR 11.3%

Net Revenue - houses and commercial	Investment Costs	Land cost at Minimum Price	Interest	Cumulative Cash Flow	Net Cash Flow	Month
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Jan-23	167,938	48,704,698	285,090	(49,157,725)	(49,157,725)	01/01/2023
Feb-23	167,938		286,753	(49,612,416)	(454,691)	01/02/2023
Mar-23	167,938		289,406	(50,069,760)	(457,343)	01/03/2023
Apr-23	167,938		292,074	(50,529,771)	(460,011)	01/04/2023
May-23	167,938		294,757	(50,992,465)	(462,694)	01/05/2023
Jun-23	167,938		297,456	(51,457,859)	(465,394)	01/06/2023
Jul-23	3,177,087		300,171	(54,935,116)	(3,477,258)	01/07/2023
Aug-23	3,177,087		320,455	(58,432,658)	(3,497,542)	01/08/2023
Sep-23	3,177,087		340,857	(61,950,602)	(3,517,944)	01/09/2023
Oct-23	3,177,087		361,379	(65,489,068)	(3,538,465)	01/10/2023
Nov-23	3,177,087		382,020	(69,048,174)	(3,559,106)	01/11/2023
Dec-23	3,177,087		402,781	(72,628,042)	(3,579,868)	01/12/2023
Jan-24	-	3,177,087	423,664	(76,228,792)	(3,600,750)	01/01/2024
Feb-24	-	3,177,087	444,668	(79,850,547)	(3,621,755)	01/02/2024
Mar-24	-	3,177,087	465,795	(83,493,429)	(3,642,882)	01/03/2024
Apr-24	-	3,177,087	487,045	(87,157,561)	(3,664,132)	01/04/2024
May-24	-	3,177,087	508,419	(90,843,067)	(3,685,506)	01/05/2024
Jun-24	-	3,177,087	529,918	(94,550,071)	(3,707,005)	01/06/2024
Jul-24	4,642,472	3,493,525	551,542	(93,952,667)	597,405	01/07/2024
Aug-24	4,642,472	3,493,525	548,057	(93,351,777)	600,890	01/08/2024
Sep-24	4,642,472	3,493,525	544,552	(92,747,382)	604,395	01/09/2024
Oct-24	4,642,472	3,493,525	541,026	(92,139,462)	607,921	01/10/2024
Nov-24	4,642,472	3,493,525	537,480	(91,527,995)	611,467	01/11/2024
Dec-24	4,642,472	3,493,525	533,913	(90,912,961)	615,034	01/12/2024
Jan-25	4,642,472	3,325,587	530,326	(90,126,402)	786,559	01/01/2025
Feb-25	4,642,472	3,325,587	525,737	(89,335,255)	791,147	01/02/2025
Mar-25	4,642,472	3,325,587	521,122	(88,539,493)	795,762	01/03/2025
Apr-25	4,642,472	3,325,587	516,480	(87,739,089)	800,404	01/04/2025
May-25	4,642,472	3,325,587	511,811	(86,934,016)	805,073	01/05/2025
Jun-25	4,642,472	3,325,587	507,115	(86,124,247)	809,769	01/06/2025
Jul-25	4,642,472	3,325,587	502,391	(85,309,754)	814,493	01/07/2025
Aug-25	4,642,472	3,325,587	497,640	(84,490,510)	819,244	01/08/2025
Sep-25	4,642,472	3,325,587	492,861	(83,666,487)	824,023	01/09/2025
Oct-25	4,642,472	3,325,587	488,055	(82,837,657)	828,830	01/10/2025
Nov-25	4,642,472	3,325,587	483,220	(82,003,992)	833,665	01/11/2025
Dec-25	4,642,472	3,325,587	478,357	(81,165,464)	838,528	01/12/2025
Jan-26	4,642,472	3,325,587	473,465	(80,322,045)	843,419	01/01/2026
Feb-26	4,642,472	3,325,587	468,545	(79,473,706)	848,339	01/02/2026
Mar-26	4,642,472	3,325,587	463,597	(78,620,418)	853,288	01/03/2026
Apr-26	4,642,472	3,325,587	458,619	(77,762,153)	858,265	01/04/2026
May-26	4,642,472	3,325,587	453,613	(76,898,881)	863,272	01/05/2026
Jun-26	4,642,472	3,325,587	448,577	(76,030,573)	868,308	01/06/2026
Jul-26	4,642,472	3,325,587	443,512	(75,157,200)	873,373	01/07/2026
Aug-26	4,642,472	3,325,587	438,417	(74,278,733)	878,467	01/08/2026
Sep-26	4,642,472	3,325,587	433,293	(73,395,141)	883,592	01/09/2026
Oct-26	4,642,472	3,325,587	428,138	(72,506,395)	888,746	01/10/2026
Nov-26	4,642,472	3,325,587	422,954	(71,612,465)	893,930	01/11/2026
Dec-26	4,642,472	3,325,587	417,739	(70,713,320)	899,145	01/12/2026
Jan-27	4,642,472	3,325,587	412,494	(69,808,930)	904,390	01/01/2027
Feb-27	4,642,472	3,325,587	407,219	(68,899,264)	909,666	01/02/2027
Mar-27	4,642,472	3,325,587	401,912	(67,984,292)	914,972	01/03/2027
Apr-27	4,642,472	3,325,587	396,575	(67,063,983)	920,309	01/04/2027
May-27	4,642,472	3,325,587	391,207	(66,138,305)	925,678	01/05/2027
Jun-27	4,642,472	3,325,587	385,807	(65,207,227)	931,078	01/06/2027
Jul-27	4,642,472	3,325,587	380,375	(64,270,718)	936,509	01/07/2027
Aug-27	4,642,472	3,325,587	374,913	(63,328,746)	941,972	01/08/2027
Sep-27	4,642,472	3,325,587	369,418	(62,381,280)	947,467	01/09/2027
Oct-27	4,642,472	3,325,587	363,891	(61,428,286)	952,994	01/10/2027
Nov-27	4,642,472	3,325,587	358,332	(60,469,733)	958,553	01/11/2027
Dec-27	4,642,472	3,325,587	352,740	(59,505,589)	964,144	01/12/2027
Jan-28	4,642,472	3,325,587	347,116	(58,535,820)	969,768	01/01/2028
Feb-28	4,642,472	3,325,587	341,459	(57,560,395)	975,425	01/02/2028
Mar-28	4,642,472	3,325,587	335,769	(56,579,280)	981,115	01/03/2028
Apr-28	4,642,472	3,325,587	330,046	(55,592,441)	986,839	01/04/2028
May-28	4,642,472	3,325,587	324,289	(54,599,846)	992,595	01/05/2028
Jun-28	4,642,472	3,325,587	318,499	(53,601,460)	998,385	01/06/2028
Jul-28	4,642,472	3,325,587	312,675	(52,597,251)	1,004,209	01/07/2028
Aug-28	4,642,472	3,325,587	306,817	(51,587,184)	1,010,067	01/08/2028
Sep-28	4,642,472	3,325,587	300,925	(50,571,225)	1,015,959	01/09/2028
Oct-28	4,642,472	3,325,587	294,999	(49,549,339)	1,021,886	01/10/2028
Nov-28	4,642,472	3,325,587	289,038	(48,521,493)	1,027,847	01/11/2028
Dec-28	4,642,472	3,325,587	283,042	(47,487,650)	1,033,842	01/12/2028
Jan-29	4,642,472	3,325,587	277,011	(46,447,777)	1,039,873	01/01/2029
Feb-29	4,642,472	3,325,587	270,945	(45,401,838)	1,045,939	01/02/2029
Mar-29	4,642,472	3,325,587	264,844	(44,349,798)	1,052,040	01/03/2029
Apr-29	4,642,472	3,325,587	258,707	(43,291,621)	1,058,177	01/04/2029
May-29	4,642,472	3,325,587	252,534	(42,227,271)	1,064,350	01/05/2029
Jun-29	4,642,472	3,325,587	246,326	(41,156,712)	1,070,559	01/06/2029
Jul-29	4,642,472	3,325,587	240,081	(40,079,908)	1,076,804	01/07/2029
Aug-29	4,642,472	3,325,587	233,799	(38,996,823)	1,083,085	01/08/2029
Sep-29	4,642,472	3,325,587	227,481	(37,907,420)	1,089,403	01/09/2029
Oct-29	4,642,472	3,325,587	221,127	(36,811,663)	1,095,758	01/10/2029
Nov-29	4,642,472	3,325,587	214,735	(35,709,513)	1,102,150	01/11/2029
Dec-29	4,642,472	3,325,587	208,305	(34,600,934)	1,108,579	01/12/2029
Jan-30	4,642,472	3,325,587	201,839	(33,485,888)	1,115,046	01/01/2030
Feb-30	4,642,472	3,325,587	195,334	(32,364,338)	1,121,550	01/02/2030
Mar-30	4,642,472	3,325,587	188,792	(31,236,246)	1,128,092	01/03/2030
Apr-30	4,642,472	3,325,587	182,211	(30,101,573)	1,134,673	01/04/2030
May-30	4,642,472	3,325,587	175,599	(28,960,281)	1,141,292	01/05/2030
Jun-30	4,642,472	3,325,587	168,935	(27,812,332)	1,147,949	01/06/2030
Jul-30	4,642,472	3,325,587	162,239	(26,657,686)	1,154,646	01/07/2030
Aug-30	4,642,472	3,325,587	155,503	(25,496,305)	1,161,381	01/08/2030



**Land Budget**

<b>Whaddon, Gloucester</b>
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Date

Site Name:

<b>Whaddon, Gloucester</b>
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Gross Area

322.93	Acres
130.69	Ha

Net Residential Area

231.66	Acres
93.75	Ha

Land value

10,117	/ Acre
25,000	/ Ha

Land value

Total multiplier

14.0	
141,643	/ Acre
350,000	/ Ha

Land value

Land value

Premium  
Premium multiplier

325,000	
13	

Gross Area

130.69	Ha
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Benchmark Land Value

45,741,500	
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Fees (legal and agent)  
SDLT

686,123	1.50%
2,277,075	

BLV incl costs

<b>48,704,698</b>	
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## Appendix 5: Sensitivity Tables – WCL Base Case

### Sensitivity of Dependent Costs

#### Contingency

% of Hard Build	0.00%	1.00%	2.50%	3.50%	5.00%
Contingency £	£0	£4,827,728	£12,069,320	£16,897,048	£24,138,640
Variance	-£12,069,320	-£7,241,592	£0	£4,827,728	£12,069,320

A typical contingency range of 0%-5% is equivalent to £24m in itself.

#### Externals

% of Build Costs	5.00%	7.50%	10.00%	12.50%	15.00%
Externals £	£21,924,287	£32,886,430	£43,848,574	£54,810,717	£65,772,861
Variance	-£21,924,287	-£10,962,143	£0	£10,962,143	£21,924,287

A typical range of 5%-15% for external costs equates to a range of £44m.

#### Zero Carbon

% of Hard Build	5.00%	6.00%	7.00%	8.00%	9.00%
Zero Carbon £	£19,698,496	£23,638,195	£27,577,894	£31,517,593	£35,457,292
£/unit	£6,566	£7,879	£9,193	£10,506	£11,819
Variance	-£15,758,796	-£11,819,097	-£7,879,398	-£3,939,699	£0

Reducing zero carbon and future homes costs from £11.8k per unit to £6.5k per unit reduces this cost line by £15.7m. These are significant costs where the average unit price is £288k (including affordable homes).

### Sensitivity of Out-turn Residual Land Value

		Interest Rate (LHS) v Sales Rate units per annum (and total no of years)				
		30	20	17	15	12
£77,009,734		100	150	175	200	250
10.0%	-£490,177,630	-£193,341,669	-£44,923,688	£37,990,445	£47,653,725	
7.5%	-£253,299,744	-£63,168,293	£30,844,901	£65,441,695	£69,347,408	
6.5%	-£180,319,403	-£25,230,241	£50,016,843	£73,437,940	£76,153,308	
6.0%	-£147,618,534	-£8,659,417	£57,696,108	£77,009,734	£79,262,135	
5.0%	-£88,896,753	£20,322,049	£70,301,583	£83,457,799	£84,981,668	
4.0%	-£38,034,709	£44,489,542	£80,319,066	£89,136,139	£90,130,012	

The above table shows the stability of the out-turn residual value versus both the sales rate and interest rate for the WCL Base VA.



## Appendix 5: BCIS Cost

**BCIS Average Prices: £/m2 study**

Downloaded: 29-Sep-2022 15:01

Updated: 24-Sep-2022 05:54

Rate per m2 gross internal floor area for the building Cost including prelims.

Rebased to 3Q 2022 (366) and Gloucestershire ( 104; sample 92 )

Type of Work	Building function	Sub-Class	Cut-off years	Sample	Mean	Standard deviation	Decile 0 (lowest)	Decile 1	Decile 2	Decile 3	Decile 4	Decile 5 (median)	Decile 6	Decile 7	Decile 8	Decile 9	Decile 10 (highest)	Lower quartile	Upper quartile	
New build	810.1 Estate housing	Generally	15	1435	1477	341	711	1140	1221	1288	1358	1420	1492	1568	1674	1888	5139	1259	1616	
		Single storey	15	234	1668	403	1003	1234	1393	1456	1543	1612	1700	1803	1901	2087	5139	1426	1858	
		2-storey	15	1112	1425	274	711	1132	1206	1268	1323	1383	1450	1512	1603	1770	3093	1236	1557	
		3-storey	15	84	1539	407	919	1099	1216	1307	1382	1460	1520	1654	1837	2067	3032	1237	1748	
		4-storey or above	15	5	3114		1508					2785					4638	2494	4145	
	810.11 Estate housing detached	Generally	15	23	1907	852	1096	1244	1415	1563	1598	1662	1691	1886	2220	2723	5139	1505	1992	
	810.12 Estate housing semi detached	Generally	15	349	1476	294	869	1173	1231	1290	1367	1448	1503	1579	1659	1825	2707	1262	1617	
		Single storey	15	73	1639	339	1075	1222	1390	1464	1540	1611	1670	1770	1844	2074	2707	1418	1810	
		2-storey	15	265	1433	263	869	1174	1227	1281	1324	1399	1471	1528	1606	1734	2552	1260	1565	
	810.13 Estate housing terraced	3-storey	15	11	1431	330	1087	1101	1190	1307	1405	1421	1508	1740	1773	2110	1145	1624		
		Generally	15	246	1522	452	919	1121	1203	1284	1354	1422	1495	1601	1789	2008	4638	1234	1672	
		Single storey	15	20	1741	383	1115	1251	1422	1470	1628	1784	1873	1973	2052	2132	2458	1444	2015	
		2-storey	15	186	1459	327	932	1127	1199	1265	1323	1389	1467	1547	1672	1916	3093	1223	1599	
	816. Flats (apartments)	3-storey	15	38	1568	498	919	1084	1179	1298	1374	1440	1500	1660	1916	2206	3032	1241	1772	
		4-storey or above	10	2	4391		4145										4638			
		Generally	15	847	1738	451	856	1294	1401	1483	1555	1647	1753	1898	2051	2253	5963	1443	1963	
		1-2 storey	15	182	1643	359	1017	1249	1341	1422	1497	1560	1623	1743	1929	2205	3001	1396	1847	
		3-5 storey	15	567	1714	403	856	1297	1399	1477	1550	1636	1736	1873	2027	2235	3634	1440	1948	
		6 storey or above	15	95	2066	689	1268	1485	1601	1762	1842	1945	2078	2162	2278	2550	5963	1688	2220	

**BCIS Average Prices: £/m2 study**

Downloaded: 19-Oct-2022 12:05

Updated: 08-Oct-2022 05:36

Rate per m2 gross internal floor area for the building Cost including prelims.

Rebased to 3Q 2022 (366) and Gloucester ( 98; sample 17 )

Type of Work	Building function	Sub-Class	Cut-off years	Sample	Mean	Standard deviation	Decile 0 (lowest)	Decile 1	Decile 2	Decile 3	Decile 4	Decile 5 (median)	Decile 6	Decile 7	Decile 8	Decile 9	Decile 10 (highest)	Lower quartile	Upper quartile
New build	810.1 Estate housing	Generally	15	1419	1393	322	670	1074	1152	1216	1280	1340	1409	1478	1581	1778	4842	1187	1527
		Single storey	15	231	1575	379	945	1163	1313	1375	1465	1522	1603	1699	1791	1967	4842	1344	1749
		2-storey	15	1101	1343	260	670	1065	1137	1195	1247	1305	1369	1428	1514	1668	2915	1165	1469
		3-storey	15	82	1457	385	866	1035	1145	1234	1326	1387	1434	1564	1745	1953	2857	1198	1652
	810.11 Estate housing detached	4-storey or above	15	5	2534		1421					2634					4370	2350	3906
		Generally	15	23	1797	803	1033	1172	1333	1473	1506	1566	1594	1777	2092	2566	4842	1418	1877
		810.12 Estate housing semi detached	Generally	15	341	1394	279	819	1105	1159	1216	1289	1367	1421	1497	1566	1734	2551	1190
	810.13 Estate housing terraced	Single storey	15	73	1549	320	1013	1151	1310	1389	1473	1519	1595	1677	1738	1954	2551	1336	1709
		2-storey	15	257	1352	249	819	1106	1153	1207	1250	1318	1388	1440	1514	1632	2405	1187	1475
		3-storey	15	11	1348	311	1024	1035	1037	1121	1232	1324	1339	1421	1640	1671	1988	1079	1530
		Generally	15	245	1433	427	835	1053	1133	1212	1279	1340	1409	1509	1678	1893	4370	1165	1575
	816. Flats (apartments)	Single storey	15	20	1641	361	1050	1179	1340	1386	1534	1681	1765	1859	1933	2009	2316	1360	1899
		2-storey	15	186	1371	308	835	1060	1115	1192	1247	1308	1383	1457	1575	1788	2915	1152	1507
		3-storey	15	37	1486	473	866	1020	1100	1234	1310	1364	1422	1569	1811	2104	2857	1189	1701
		4-storey or above	10	2	4138		3906										4370		
		Generally	15	850	1637	426	806	1216	1320	1397	1465	1548	1650	1789	1933	2130	5619	1360	1850
		1-2 storey	15	185	1554	343	958	1168	1260	1345	1414	1471	1530	1650	1840	2090	2828	1315	1754
		3-5 storey	15	567	1613	380	806	1221	1318	1391	1460	1538	1633	1761	1906	2100	3424	1356	1834
	6 storey or above	15	95	1947	649	1195	1399	1509	1660	1735	1833	1958	2037	2147	2402	5619	1590	2092	

- Report Ends -