

# APPRAISAL SUMMARY

GL HEARN

## Cirencester - Bathurst Estates Draft FVA Appraisal - 40% Affordable Policy Mix

Summary Appraisal for Merged Phases 1 2 3 4 5 6 7 8 9 10 11 12 13

Currency in £

### REVENUE

Sales Valuation	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Unit Price	Gross Sales
Phase 1 Private	249	252,486	305.00	309,270	77,008,230
Phase 1 Affordable Rent	116	97,672	132.00	111,144	12,892,704
Phase 1 Shared Ownership	50	42,100	210.00	176,820	8,841,000
Phase 2 Private	394	399,516	305.00	309,270	121,852,380
Phase 2 Affordable Rent	184	154,928	132.00	111,144	20,450,496
Phase 2 Shared Ownership	79	66,518	210.00	176,820	13,968,780
Phase 3 Private	394	399,516	305.00	309,270	121,852,380
Phase 3 Affordable Rent	184	154,928	132.00	111,144	20,450,496
Phase 3 Shared Ownership	79	66,518	210.00	176,820	13,968,780
Phase 4 Private	373	378,222	305.00	309,270	115,357,710
Phase 4 Affordable Rent	174	146,508	132.00	111,144	19,339,056
Phase 4 Shared Ownership	74	62,308	210.00	176,820	13,084,680
<b>Totals</b>	<b>2,350</b>	<b>2,221,220</b>			<b>559,066,692</b>

### Rental Area Summary

	Units	ft <sup>2</sup>	Rate ft <sup>2</sup>	Initial MRV/Unit	Net Rent at Sale	Initial MRV
Ground Rents	40			250	10,000	10,000
Ground Rents	41			250	10,250	10,250
Ground Rents	41			250	10,250	10,250
Ground Rents	41			250	10,250	10,250
B2/B8 Industrial/Storage/Distribution	1	139,995	8.00	1,119,960	1,119,960	1,119,960
B1 Business	1	110,000	14.00	1,540,000	1,540,000	1,540,000
Convenience Retail	1	21,528	17.50	376,740	376,740	376,740
B1 Business	1	220,000	14.00	3,080,000	3,080,000	3,080,000
<b>Totals</b>	<b>167</b>	<b>491,523</b>			<b>6,157,450</b>	<b>6,157,450</b>

### Investment Valuation

<b>Ground Rents</b>						
Current Rent	10,000	YP @	5.0000%	20.0000	200,000	
<b>Ground Rents</b>						
Current Rent	10,250	YP @	5.0000%	20.0000	205,000	
<b>Ground Rents</b>						
Current Rent	10,250	YP @	5.0000%	20.0000	205,000	
<b>Ground Rents</b>						
Current Rent	10,250	YP @	5.0000%	20.0000	205,000	
<b>B2/B8 Industrial/Storage/Distribution</b>						
Market Rent	1,119,960	YP @	7.5000%	13.3333		
(1yr Rent Free)		PV 1yr @	7.5000%	0.9302	13,890,977	
<b>B1 Business</b>						
Market Rent	1,540,000	YP @	6.7500%	14.8148		
(1yr Rent Free)		PV 1yr @	6.7500%	0.9368	21,372,192	
<b>Convenience Retail</b>						
Current Rent	376,740	YP @	6.5000%	15.3846	5,796,000	
<b>B1 Business</b>						
Market Rent	3,080,000	YP @	6.7500%	14.8148		
(1yr Rent Free)		PV 1yr @	6.7500%	0.9368	42,744,384	
					<b>84,618,552</b>	

### GROSS DEVELOPMENT VALUE

643,685,244

Purchaser's Costs

(4,860,606)

(4,860,606)

### NET DEVELOPMENT VALUE

638,824,638

### NET REALISATION

638,824,638

### OUTLAY

#### ACQUISITION COSTS

Residualised Price (297.50 Acres 88,289.42 pAcre)			26,266,102		26,266,102
Stamp Duty		5.00%	1,313,305		
Agent Fee		1.00%	262,661		
Legal Fee		0.50%	131,331		
Town Planning			1		
					1,707,298

#### CONSTRUCTION COSTS

Construction	ft <sup>2</sup>	Rate ft <sup>2</sup>	Cost
B2/B8 Industrial/Storage/Distribution	139,995 ft <sup>2</sup>	62.24 pf <sup>2</sup>	8,713,289
B1 Business	110,000 ft <sup>2</sup>	86.21 pf <sup>2</sup>	9,483,100
Convenience Retail	21,528 ft <sup>2</sup>	120.00 pf <sup>2</sup>	2,583,360
B1 Business	220,000 ft <sup>2</sup>	86.21 pf <sup>2</sup>	18,966,200
Phase 1 Private	257,964 ft <sup>2</sup>	113.20 pf <sup>2</sup>	29,201,525
Phase 1 Affordable Rent	99,769 ft <sup>2</sup>	113.20 pf <sup>2</sup>	11,293,841
Phase 1 Shared Ownership	43,004 ft <sup>2</sup>	113.20 pf <sup>2</sup>	4,868,035
Phase 2 Private	408,184 ft <sup>2</sup>	113.20 pf <sup>2</sup>	46,206,429
Phase 2 Affordable Rent	158,254 ft <sup>2</sup>	113.20 pf <sup>2</sup>	17,914,368
Phase 2 Shared Ownership	67,946 ft <sup>2</sup>	113.20 pf <sup>2</sup>	7,691,495

# APPRAISAL SUMMARY

GL HEARN

## Cirencester - Bathurst Estates

### Draft FVA Appraisal - 40% Affordable Policy Mix

Phase 3 Private	408,184 ft <sup>2</sup>	113.20 pf <sup>2</sup>	46,206,429	
Phase 3 Affordable Rent	158,254 ft <sup>2</sup>	113.20 pf <sup>2</sup>	17,914,368	
Phase 3 Shared Ownership	67,946 ft <sup>2</sup>	113.20 pf <sup>2</sup>	7,691,495	
Phase 4 Private	386,428 ft <sup>2</sup>	113.20 pf <sup>2</sup>	43,743,650	
Phase 4 Affordable Rent	149,653 ft <sup>2</sup>	113.20 pf <sup>2</sup>	16,940,761	
Phase 4 Shared Ownership	63,646 ft <sup>2</sup>	113.20 pf <sup>2</sup>	7,204,692	
<b>Totals</b>	<b>2,760,755 ft<sup>2</sup></b>		<b>296,623,037</b>	<b>296,623,037</b>
Contingency		5.00%	14,831,152	
Retail CIL	21,528 ft <sup>2</sup>	5.57 pf <sup>2</sup>	119,911	
				14,951,063
<b>Other Construction</b>				
External Plot works		10.00%	2,920,152	
External Plot Works		10.00%	1,129,384	
External Plot Works		10.00%	4,620,643	
External Plot Works		10.00%	2,560,586	
External Plot Works		10.00%	4,620,643	
External Plot Works		10.00%	2,560,586	
External Plot Works		10.00%	4,374,365	
External Plot Works		10.00%	2,414,545	
External Plot Works		10.00%	871,329	
External Plot Works		10.00%	948,310	
External Plot Works		10.00%	258,336	
External Plot Works		10.00%	1,896,620	
Total Infrastructure Costs			98,250,001	
				127,425,501
<b>PROFESSIONAL FEES</b>				
Professional Fees		8.00%	2,569,734	
Professional Fees		8.00%	1,383,301	
Professional Fees		8.00%	4,066,166	
Professional Fees		8.00%	2,253,316	
Professional Fees		8.00%	4,066,166	
Professional Fees		8.00%	2,253,316	
Professional Fees		8.00%	3,849,441	
Professional Fees		8.00%	2,124,800	
Professional Fees		8.00%	766,769	
Professional Fees		8.00%	834,513	
Professional Fees		8.00%	227,336	
Professional Fees		8.00%	1,669,026	
				26,063,883
<b>MARKETING &amp; LETTING</b>				
Marketing		1.50%	6,541,060	
Letting Agent Fee		10.00%	611,670	
Letting Legal Fee		5.00%	305,835	
				7,458,565
<b>DISPOSAL FEES</b>				
Sales Agent Fee		1.50%	6,553,286	
Sales Agent Fee		1.00%	2,019,389	
Sales Legal Fee		0.25%	1,289,572	
Sales Legal Fee		0.50%	614,980	
				10,477,226
<b>MISCELLANEOUS FEES</b>				
Private profit		17.50%	13,476,440	
Affordable Profit		6.00%	773,562	
Private Profit		17.50%	21,324,166	
Affordable Profit		6.00%	2,065,157	
Private Profit		17.50%	21,324,166	
Affordable Profit		6.00%	2,065,157	
Private Profit		17.50%	20,187,599	
Affordable Profit		6.00%	1,945,424	
Light Ind Profit		17.50%	2,430,921	
Business Space Profit		17.50%	3,740,134	
Retail Profit		17.50%	1,014,300	
Business Space Profit		17.50%	7,480,267	
				97,827,294
<b>FINANCE</b>				
Debit Rate 7.000%, Credit Rate 0.000% (Nominal)				
Total Finance Cost				30,024,669
<b>TOTAL COSTS</b>				<b>638,824,638</b>
<b>PROFIT</b>				<b>0</b>
<b>Performance Measures</b>				
Profit on Cost%		0.00%		
Profit on GDV%		0.00%		
Profit on NDV%		0.00%		
Development Yield% (on Rent)		0.96%		
Equivalent Yield% (Nominal)		6.84%		
Equivalent Yield% (True)		7.15%		
IRR		8.03%		

**Cirencester - Bathurst Estates**

**Draft FVA Appraisal - 40% Affordable Policy Mix**

Rent Cover	0 mths
Profit Erosion (finance rate 7.000%)	0 mths