

Site 5: Wimborne Stone Lane

Final

Base Appraisal

07/02/2012

Headline Sensitivity Summary:

Sensitivity:	Option (Affordable)	
	40%	
Flats - 1 bed	15	
Flats - 2 bed (incl FOG)	4	
Houses - 2 bed	32	
Houses - 3 bed	23	
Houses - 4 bed	11	
Houses - 5 bed	5	
Total Units	90	
Total Revenue	£16,638,166	
Total Costs	-£14,018,951	
FLAT' LAND VALUE	£2,619,215	
LAND VALUE PER NET ACRE	£499,951	
LAND PER GROSS ACRE	£359,256	
NPV Analysis		
Whole Site NPV (post land sale costs)	£2,167,571	NB: SDLT at 5% and Agents Fees at 1.5%
NPV per Net Acre	£413,742	
NPV per Gross Acre	£297,308	£359,256 Non-discounted



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		4				162	1740	118	£205,341		
Houses		7				517	5561	118	£656,245		
Social Rent											
Flats		7				323	3480	£118	£410,682		
Houses		18				1394	15005	£128	£1,921,661		
Affordable Totals		36	40%			2396	25787	£124	£3,193,930		£3,193,930
Market											
Flats		8				431	4642	£242	£1,122,147		
Houses		46				4502	48443	£254	£12,322,089		
Market Totals		54	60%			4933	53085	£253	£13,444,236		£13,444,236
TOTAL (market & affordable)		90	100%			7329	78872	£210.95	£16,638,166		
Land & Density Statistics											
Gross Acres							7.291				
Net developable acres (all tenures)							5.239				
Net developable acres (private only)							3.526				
Dwelling density net per acre (all tenures)							17.12				
Dwelling density net per hectare							42.31				
Sq ft per net acre (all tenures)							15055				
Average market units sales values psf							£253.26				
Marketing Costs											
Fees and marketing costs (market)							4.00%		(£537,769)	(£537,769)	
Fees & costs (affordable)							1.00%		(£31,939)	(£31,939)	(£31,939)
House Build Costs (incl external works, drainage, utilities etc, fees, prelims & contingencies £ per sq ft)											
Market Flats							£115.00		(£533,827)	(£533,827)	
Affordable Flats							£115.00		(£600,362)		(£600,362)
Market Houses							£90.00		(£4,359,904)	(£4,359,904)	
Affordable Houses							£90.00		(£1,850,977)		(£1,850,977)
Average & Total							(£93.13)		(£7,345,071.05)		
Profit Assumptions											
Gross Margin - market							25.00%		(£3,361,059)	(£3,361,059)	
Gross Margin - affordable							8.00%		(£255,514)		(£255,514)
Overall Gross Margin - blended							21.74%				
OMV of Whole Site (clean, serviced, blended)									£5,106,813	£4,651,676	£455,137
Serviced Land value per square foot							£64.75				
Serviced land value as % of GDV							30.69%				
Average Market Housing land value per net acre							£1,319,215	See Notes - tab 5			£265,719
Average Blended value per net acre							£974,779				
		Area (acres)	Serviced Land Value								
Commercial content (estimated land sale contribution only)		0.00	200000								0
ABNORMALS											
See Anormals tab for detail											
Totals							(£893,101)		£4,213,712		
Contingency on all abnormalities			7.50%	Included in total			£0		£4,213,712		
S106 CONTRIBUTIONS											
See s106 tab for detail											
Totals							(£1,182,932)		£3,030,779		(£2,076,034)
Total Build/site costs, incl abnormalities & s106							(£9,421,105)				
Abnormals/devel acre							(£396,270)				
Gross Land Value									3,030,779		
Finance Costs From Cash Flow							Rate	6.75%			
							Years		(£266,087)		
Acquisition Costs Allowance (SDLT & Fees)								6.00%	(£145,477)		
Net Land Value									£2,619,215		
Net Land Value per Net Acre									£499,951		
Net Land Value per Gross Acre									£359,256		

East Dorset

Net Present Value/cash Flow

Feb-12

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0

AH Private
40% 60%

LAND TRADING MODEL	Total net Acres	Years											Total
		0	1	2	3	4	5	6	7	8	9	10	
Land Sales		2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	
Residential Acres (Net of S106)	5.2	0.0	2.6	2.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	5.24
Number Units (Total)	90	0.0	44.9	44.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	90
Market Acres	3.53	0.0	1.8	1.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	3.53
Number Market Units (per acre)	15.3	0.0	27	27	0	0	0	0	0	0	0	0	54
Affordable	1.7	0.0	0.9	0.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.71
Number Affordable Units (per acre)	20.9	0.0	18	18	0	0	0	0	0	0	0	0	36
Employment	1.5					0.000							0.00
Local centre(Retail/medical)	1.5												0.00
Residential Value per acre	£974,779	£0	£2,553,407	£2,553,407	£0	£0	£0	£0	£0	£0	£0	£0	£5,106,813
Employment Value per acre	£200,000	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Revenue From Other Sources (Grant, Ground Rent Sales etc)		£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Estimated Serviced Land Value Revenue		£0	£2,553,407	£2,553,407	£0	£0	£0	£0	£0	£0	£0	£0	£5,106,813
Land Purchase incl SDLT etc		-£ 2,308,382											-£ 2,308,382
Statutory highways costs/contributions (per dwelling)		£0	-£350,000	-£100,000	£0	£0	£0	£0	£0	£0	£0	£0	-£450,000
Estimated non-highways CIL/Tariff or s106 contribution (per dwelling)	£0	£0	-£366,466.16	-£366,466.16	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£0	-£732,932
Other abnormals	£0	£0	-£893,101	£0	£0	£0	£0	£0	£0	£0	£0	£0	-£893,101
Promotion costs Per unit	-£1,500	-£134,550											-£134,550
Net revenue position in period		-£2,442,932	£943,839	£2,086,940	£0	£0	£0	£0	£0	£0	£0	£0	£587,847
Interest on borrowings in previous period @	6.75%		-£164,898	-£101,189									-£266,087
Interest on positive balance in previous period @	0.0%				£0	£0	£0	£0	£0	£0	£0	£0	£0
Net position at end of period incl interest		-£2,442,932	£778,941	£1,985,752	£0	£0	£0	£0	£0	£0	£0	£0	£321,761
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		-£2,626,152	£778,941	£1,847,211	£0	£0	£0	£0	£0	£0	£0	£0	-£0

Clean Serviced Land value

-£2,076,034

-£266,087

														IRR (Pre finance)
Annual Cash Flow		-£2,442,932	£943,839	£2,086,940	£0	£0	£0	£0	£0	£0	£0	£0	£0	13.7%
Cumulative Cash Flow		-£2,442,932	-£1,499,093	£587,847	£587,847	£587,847	£587,847	£587,847	£587,847	£587,847	£587,847	£587,847	£587,847	

Base Data	
Estimated Site Value (NPV - see cell t23) pre sales costs	£2,308,382
Gross Area of Site in acres	7.3
Site Value per EQUALISED Gross Acre	£316,622
Net Area of Site in acres	5.2
Site Value per EQUALISED Net Acre	£440,620

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	-£350,000	-£100,000	£0	£0	£0	£0	£0	£0	-£450,000
	Potential total incl additional transport costs									
Non-Highways s106		-£366,466	-£366,466	£0	£0	£0	£0	£0	0	-£732,932
Other Direct Abnormals										£893,101

Unit Mix:

Date: 07/02/2012

Final

Site Details:

Site 5: Wimborne Stone Lane

Total Mix (Affordable & Private)	Units	%	Ave Size Sq ft	Total Sq ft	Price	Price psf	GDV (If all private)
Type							
1b Flat	15	17%	500	7400.25	118,000	236	1,746,459
2b Flat	4	5%	650	2623.725	160,000	246	645,840
Total Flats	18,837		532	10023.975	127,000	239	2,392,299
2b House ave	32	36%	720	22991.904	180,000	250	5,747,976
3b House ave	23	25%	920	20796.048	250,000	272	5,651,100
4b House ave	11	13%	1450	16648.32	350,000	241	4,018,560
5b House ave	5	7%	1750	8476.65	435,000	249	2,107,053
Total Houses	70,863	80%	972	68912.922	247,304	254	17,524,689
Totals/Aves	89.7	101%	880.01	78936.897	222,040	252	19,916,988

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	7	28.6%	485	3480.36	57,230	118	410,682
2b Flat	0	0.0%	650	0	80,000	123	0
Total Aff Flats	7		485	3480.36	57,230	118	410,682
2b House	11	42.9%	775	8342.1	96,875	125	1,042,763
3b House	5	21.4%	915	4924.53	124,321	136	669,094
4b House	2	7.1%	969	1738.386	116,948	121	209,805
Total Aff Houses	18		836	15005.016	107,116	128	1,921,661
Totals/Averages	25	100%	736	18485.376	92,863	126	2,332,344

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	4	33.3%	485	1740.18	57,230	118	205,341
2b Flat	0	0.0%	650	0	80,000	123	0
Total Aff Flats	4		485	1740.18	57,230	118	205,341
2b House	7	66.7%	775	5561.4	96,875	125	695,175
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	7		775	5561.4	96,875	125	695,175
Totals/Averages	11	100%	678	7301.58	83,660	123	900,516

Unit Nos	Total 90	Private 54	Affordable 36
% 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	4	7.5%	500	2018.25	118,000	236	476,307
2b Flat	4	7.5%	650	2623.725	160,000	246	645,840
Total Mkt Flats	8		575	4641.975	139,000	242	1,122,147
2b House ave	14	26.0%	720	10075.104	180,000	250	2,518,776
3b House ave	17	32.0%	920	15844.608	250,000	272	4,305,600
4b House ave	10	18.0%	1450	14047.02	350,000	241	3,390,660
5b House ave	5	9%	1750	8476.65	435,000	249	2,107,053
Total Mkt Houses	46		1059	48443.382	269,353	254	12,322,089
Totals/Averages	54	100%	986.35	53085.357	249,800	253	13,444,236

All Tenures	Units	%	Size Sq ft	Total Sq ft	Price	Price psf*	GDV
	90			78,872			15,776,580

7.30%
2.92%
18.98%
32.85%
24.82%
13.14%

Land Budget

Final

Date 07/02/2012

Site Name: Site 5: Wimborne Stone Lane

All Uses

	7.29	Acres
Gross Area	2.95	Ha

Residential

	5.24	Acres
Net Residential Area	2.12	Ha

Commercial/economic

	0.00	Acres
	0.00	Ha

Other

	2.05	Acres
	0.83	Ha

Abnormals:	Final	Date:	07/02/2012
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Site Details:	Site 5: Wimborne Stone Lane			
	Details	Unit Cost	Quantity	Total Cost
Highways (s278)	Access Costs (inc in s106 costs)	0		£0
Site Clearance, Remediation	Demolition of industrial estate	350000	1	£350,000
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	90	£480,792
General Contingency		7.50%		£62,309
Totals				£893,101

Guess

Site 5: Wimborne Stone Lane

Indicative Transport Costs

Final

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Scheme		Year One	Year Two	Year Three	Year Four	Year Five	Year Six	Year Seven	Year Eight	Total
Identified Schemes	s278 Highway Junction Improvements	£350,000	£350,000							£350,000
	Walking/cycling Routes		£100,000							£100,000
	Traffic Management	£0	£0							£0
	Public Transport Services		£0	£0	£0	£0	£0	£0		£0
	Bus Frequency									£0
	Bus shelters		£0							£0
	Personalised Travel Planning		£0	£0						£0
	Public rights of way		£0	£0	£0	£0				£0
	Fire hydrants									£0
	Travel info & promotion		£0							£0
	Street naming		£0	£0	£0	£0				£0
	Recycling & rubbish		£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		£350,000	£100,000	£0	£0	£0	£0	£0	£0	£450,000

Scheme		Year One	Year Two	Year Three	Year Four	Year Five	Year Six	Year Seven	Year Eight	Total
Identified Schemes	Primary Education		£0.00	£0	£0	£0	£0			£0
	Secondary Education									£0
	Adult Education									£0
	Special Needs Education		£0.00	£0.00	£0.00					£0
	Library Provision			£0						£0
	Day Care		£0.00	£0.00	£0.00	£0.00	£0.00			£0
	Waste Recycling		£0		£0					£0
	Museum				£0					£0
	Community safety		£0		£0		£0	£0		£0
	Outdoor pitches		£0.00	£0.00	£0.00	£0.00				£0
	Indoor Sports		£0.00	£0.00	£0.00	£0.00	£0.00			£0
	Play Areas & Equipment		£0	£0	£0	£0	£0			£0
	Public art		£0	£0	£0	£0	£0			£0
	Community Hall				£0					£0
	Health			£0	£0					£0
	Green Infrastructure		£0	£0	£0					£0
	Green Infra Maintenance			£0	£0	£0	£0	£0	£0	£0
	Allotments									£0
										£0
										£0
	Commuted sums - buildings, facilities									
Commuted sums - open spaces etc		£0	£0	£0	£0	£0				£0
										£0
Council's Legal & other Costs		£0								£0
CIL	£366,466.16	£366,466.16	£0	£0	£0	£0				£732,932
Total		£366,466.16	£366,466.16	£0.00	£0.00	£0.00	£0.00	£0.00	£0.00	£732,932

Market Research - Wimborne

Advice on Achievable Unit Selling Prices - Local Agents

Type	Agents					Ave All	Mean	Avr 3b Hse
	Floor Area	Cosgrove	Wrights	Goadsby	Chris Batten - (Ave or range)			
1b Flat	500	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

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
	37.5		1.74
	25		0
	20		0
Total		7.63	374

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

CORFE MULLEN

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

WIMBORNE MINSTER

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

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

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

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

East Dorset info

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