

Site 7: Wimborne East - Leigh Road

Final

Base Appraisal

07/02/2012

Headline Sensitivity Summary:

Sensitivity:	Option (Affordable)
	40%
Flats - 1 bed	42
Flats - 2 bed (incl FOG)	0
Houses - 2 bed	87
Houses - 3 bed	118
Houses - 4 bed	79
Houses - 5 bed	25
Total Units	352
Total Revenue	£75,950,126
Total Costs	-£59,895,020
FLAT' LAND VALUE	£16,055,106
LAND VALUE PER NET ACRE	£685,326
LAND PER GROSS ACRE	£195,630
NPV Analysis	
Whole Site NPV (post land sale costs)	£11,882,742
NPV per Net Acre	£507,225
NPV per Gross Acre	£144,790

NB: SDLT at 5% and Agents Fees at 1.5%



East
Dorset

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Road

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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		14				634	6822	118	£805,054		
Houses		28				2026	21804	118	£2,572,854		
Social Rent											
Flats		28				1268	13645	£118	£1,610,109		
Houses		70				5467	58828	£128	£7,534,005		
Affordable Totals		141	40%			9395	101100	£124	£12,522,023		£12,522,023
Market											
Flats		0				0	0	£0	£0		
Houses		211				23212	249788	£254	£63,428,103		
Market Totals		211	60%			23212	249788	£254	£63,428,103	£63,428,103	
TOTAL (market & affordable)		352	100%			32607	350887	£216.45	£75,950,126		
Land & Density Statistics											
Gross Acres							82.069				
Net developable acres (all tenures)							23.427				
Net developable acres (private only)							16.677				
Dwelling density net per acre (all tenures)							15.01				
Dwelling density net per hectare							37.10				
Sq ft per net acre (all tenures)							149.78				
Average market units sales values psf							£253.93				
Marketing Costs											
Fees and marketing costs (market)							4.00%		(£2,537,124)	(£2,537,124)	
Fees & costs (affordable)							1.00%		(£125,220)	(£125,220)	
House Build Costs (incl external works, drainage, utilities etc, fees, prelims & contingencies £ per sq ft)											
Market Flats							£115.00		£0	£0	
Affordable Flats							£115.00		(£2,353,761)	(£2,353,761)	
Market Houses							£90.00		(£22,480,895)	(£22,480,895)	
Affordable Houses							£90.00		(£7,256,884)	(£7,256,884)	
Average & Total							(£91.46)		(£32,091,539.45)		
Profit Assumptions											
Gross Margin - market							25.00%		(£15,857,026)	(£15,857,026)	
Gross Margin - affordable							8.00%		(£1,001,762)		(£1,001,762)
Overall Gross Margin - blended							22.20%				
OMV of Whole Site (clean, serviced, blended)									£24,337,455	£22,553,058	£1,784,396
Serviced Land value per square foot							£69.36				
Serviced land value as % of GDV							32.04%				
Average Market Housing land value per net acre							£1,352,339	See Notes - tab 5			£264,359
Average Blended value per net acre							£1,038,865				
Commercial content (estimated land sale contribution only)											
		Area (acres)		Serviced Land Value							
		0.00		200000					0		
ABNORMALS											
See Anormals tab for detail											
Totals							(£2,026,351)		£22,311,103		
Contingency on all abnormals			7.50%	Included in total			£0		£22,311,103		
S106 CONTRIBUTIONS											
See s106 tab for detail											
Totals							(£3,260,670)		£19,050,433		(£5,287,022)
Total Build/site costs, incl abnormals & s106							(£37,378,561)				
Abnormals/develop acre							(£225,681)				
Gross Land Value											
Finance Costs From Cash Flow							Rate 6.75%				
							Years		(£2,080,906)		
Acquisition Costs Allowance (SDLT & Fees)							6.00%		(£914,421)		
Net Land Value									£16,055,106		
Net Land Value per Net Acre									£685,326		
Net Land Value per Gross Acre									£195,630		

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)	23.4	0.0	4.7	4.7	4.7	4.7	4.7	0.0	0.0	0.0	0.0	0.0	23.43
Number Units (Total)	352	0.0	70.3	70.3	70.3	70.3	70.3	0.0	0.0	0.0	0.0	0.0	352
Market Acres	16.68	0.0	3.3	3.3	3.3	3.3	3.3	0.0	0.0	0.0	0.0	0.0	16.68
Number Market Units (per acre)	12.7	0.0	42	42	42	42	42	0	0	0	0	0	211
Affordable	6.7	0.0	1.3	1.3	1.3	1.3	1.3	0.0	0.0	0.0	0.0	0.0	6.75
Number Affordable Units (per acre)	20.8	0.0	28	28	28	28	28	0	0	0	0	0	141
Employment	1.5					0.000							0.00
Local centre(Retail/medical)	1.5												0.00
Residential Value per acre	£1,038,865	£0	£4,867,491	£4,867,491	£4,867,491	£4,867,491	£4,867,491	£0	£0	£0	£0	£0	£24,337,455
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
Estimated Serviced Land Value Revenue		£0	£4,867,491	£4,867,491	£4,867,491	£4,867,491	£4,867,491	£0	£0	£0	£0	£0	£24,337,455
Land Purchase incl SDLT etc		-£ 12,654,677											-£ 12,654,677
Statutory highways costs/contributions (per dwelling)		£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Estimated non-highways CIL/Tariff or s106 contribution (per dwelling)	£0	£0	-£812,134.05	-£812,134.05	-£812,134.05	-£652,134.05	-£652,134.05	£0.00	£0.00	£0.00	£0.00	£0	-£3,740,670
Other abnormals	£0	£0	-£405,270	-£405,270	-£405,270	-£405,270	-£405,270	£0	£0	£0	£0	£0	-£2,026,351
Promotion costs Per unit	-£1,500	-£527,513											-£527,513
Net revenue position in period		-£13,182,190	£3,650,087	£3,650,087	£3,650,087	£3,810,087	£3,810,087	£0	£0	£0	£0	£0	£5,388,243
Interest on borrowings in previous period @	6.75%		-£889,798	-£643,417	-£397,036	-£150,655							-£2,080,906
Interest on positive balance in previous period @	0.0%						£0	£0	£0	£0	£0	£0	£0
Net position at end of period incl interest		-£13,182,190	£2,760,289	£3,006,670	£3,253,050	£3,659,431	£3,810,087	£0	£0	£0	£0	£0	£3,307,337
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		-£14,170,854	£2,760,289	£2,796,902	£2,814,971	£2,945,698	£2,852,995	£0	£0	£0	£0	£0	£0

Clean Serviced Land value

-£5,767,022

-£2,080,906

														IRR (Pre finance)
Annual Cash Flow		-£13,182,190	£3,650,087	£3,650,087	£3,650,087	£3,810,087	£3,810,087	£0	£0	£0	£0	£0	£0	12.5%
Cumulative Cash Flow		-£13,182,190	-£9,532,103	-£5,882,017	-£2,231,930	£1,578,156	£5,388,243	£5,388,243	£5,388,243	£5,388,243	£5,388,243	£5,388,243	£5,388,243	

Base Data	
Estimated Site Value (NPV - see cell t23) pre sales costs	£12,654,677
Gross Area of Site in acres	82.1
Site Value per EQUALISED Gross Acre	£154,196
Net Area of Site in acres	23.4
Site Value per EQUALISED Net Acre	£540,175

IRR (Post Finance)
7.5%

Highways Costs, Contributions & other Abnormals	Yr 1	Yr2	Yr3	Yr4	Yr5	Yr6	Yr7	Yr8	Yr9	Totals
Highways s106	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Non-Highways s106	-£812,134	-£812,134	-£812,134	-£652,134	-£652,134	£0	£0	£0	0	-£3,740,670
Other Direct Abnormals										£2,026,351

Unit Mix:

Date: 07/02/2012

Final

Site Details:

Site 7: Wimborne East - Leigh Road

Total Mix (Affordable & Private)	Units	%	Ave Size		Price	Price psf	GDV (If all private)
			Sq ft	Total Sq ft			
Type							
1b Flat	42	12%	500	21101	118,000	236	4,979,718
2b Flat	0	0%	650	0	160,000	246	0
Total Flats	42		500	21101	118,000	236	4,979,718
2b House ave	87	25%	720	62795	180,000	250	15,698,772
3b House ave	118	34%	920	108710	250,000	272	29,540,700
4b House ave	79	22%	1450	114224	350,000	241	27,571,320
5b House ave	25	7%	1750	44311	435,000	249	11,014,461
Total Houses	309	88%	1066	330040	270,864	254	83,825,253
Totals/Aves	352	100%	998.48	351140	252,520	253	88,804,971

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	28	28.6%	485	13645	57,230	118	1,610,109
2b Flat	0	0.0%	650	0	80,000	123	0
Total Aff Flats	28		485	13645	57,230	118	1,610,109
2b House	42	42.9%	775	32706	96,875	125	4,088,222
3b House	21	21.4%	915	19307	124,321	136	2,623,228
4b House	7	7.1%	969	6815	116,948	121	822,556
Total Aff Houses	70		836	58828	107,116	128	7,534,005
Totals/Averages	98	100%	736	72473	92,863	126	9,144,114

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	14	33.3%	485	6822	57,230	118	805,054
2b Flat	0	0.0%	650	0	80,000	123	0
Total Aff Flats	14		485	6822	57,230	118	805,054
2b House	28	66.7%	775	21804	96,875	125	2,725,481
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	28		775	21804	96,875	125	2,725,481
Totals/Averages	42	100%	678	28626	83,660	123	3,530,536

Unit Nos	Total	Private	Affordable
	352	211	141
% 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	0	0%	500	0	118,000	236	0
2b Flat	0	0%	650	0	160,000	246	0
Total Mkt Flats	0		0	0	0	0	0
2b House ave	17	8%	720	12154	180,000	250	3,038,472
3b House ave	97	46%	920	89297	250,000	272	24,265,575
4b House ave	72	34%	1450	104025	350,000	241	25,109,595
5b House ave	25	12%	1750	44311	435,000	249	11,014,461
Total Mkt Houses	211		1184	249788	300,600	254	63,428,103
Totals/Averages	211	100%	1183.80	249788	300,600	254	63,428,103

All Tenures	Units	%	Size Sq ft	Total Sq ft	Price	Price psf*	GDV
	352			350,887			72,572,217

Land Budget

Final

Date 07/02/2012

Site Name: Site 7: Wimborne East - Leigh Road

All Uses

	82.07	Acres
Gross Area	33.21	Ha

Residential

	23.43	Acres
Net Residential Area	9.48	Ha

Commercial/economic

	0.44	Acres
	0.18	Ha

Other

	58.64	Acres
	23.73	Ha

Abnormals:	Final	Date:	07/02/2012
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Site Details:	Site 7: Wimborne East - Leigh Road			
	Details	Unit Cost	Quantity	Total Cost
Highways (s278)	Access Costs (inc in s106 costs)	0		£0
Site Clearance, Remediation		0	1	£0
FRA/alleviation measures		0	1	£0
Archeology		0	1	£0
Ecology		0	1	£0
SUDS	Porous pavements (£500k), Swale (£50k), Detention basin (£250k)	0	1	£0
SUDS Maintenance	Per annum x 5 years	0	5	£0
s278 Commuted Sums	In s106 costs	0	0	£0
Other Highways Abnormals	E.g., major internal link roads without frontage etc?	0	0	£0
Utilities: Supply Abnormals		0	0	£0
Utilities: Diversions		0	0	£0
Noise attenuation	To Dwelling adjacent to bypass	0	0	£0
Compensation		0	0	£0
Ground conditions/foundations		0	0	£0
Sustainability/on-site renewable energy		0	0	£0
Code/reusable energy/low carbon	Allowance per plot assuming code 4-rates as per latest DCLG guidance 2011 and based upon ave for semi detached housing to reflect high proportion of larger semi and detached units.	5360	352	£1,884,978
General Contingency		7.50%		£141,373
Totals				£2,026,351

Site 7: Wimborne East - Leigh Road

Indicative Transport Costs

Final

07/02/2012

Scheme			Year One	Year Two	Year Three	Year Four	Year Five	Year Six	Year Seven	Year Eight	Total
Identified Schemes	s278 Highway Junction Improvements	£500,000	£0	£0							£0
	Walking/cycling Routes	£30,000		£0							£0
	Traffic Management	£170,000	£0	£0							£0
	Public Transport Services	£1,500,000		£0	£0	£0	£0	£0	£0		£0
	Bus Frequency										£0
	Bus shelters	£25,000		£0							£0
	Personalised Travel Planning	£18,000		£0	£0						£0
	Public rights of way	£60,000		£0	£0	£0	£0				£0
	Fire hydrants										£0
	Travel info & promotion	£20,000		£0							£0
	Street naming	£12,000		£0	£0	£0	£0				£0
	Recycling & rubbish	£28,200		£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	£2,363,200	£0	£0	£0	£0	£0	£0	£0	£0	£0	

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	£160,000.00	£160,000.00	£160,000.00						£480,000	
	Indoor Sports		£0.00	£0.00	£0.00	£0.00	£0.00			£0	
	Play Areas & Equipment		£0	£0	£0	£0	£0			£0	
	Public art		£0	£0	£0	£0	£0			£0	
	Community Hall				£0					£0	
	Health			£0	£0					£0	
	Green Infrastructure		£0	£0	£0					£0	
	Green Infra Maintenance			£0	£0	£0	£0	£0	£0	£0	
	Allotments									£0	
										£0	
										£0	
	Commuted sums - buildings, facilities										£0
	Commuted sums - open spaces etc		£0	£0	£0	£0	£0				£0
										£0	
Council's Legal & other Costs		£0								£0	
CIL	£652,134.05	£652,134.05	£652,134.05	£652,134.05	£652,134.05	£652,134.05				£3,260,670	
Total	£3,260,670	£812,134	£812,134	£812,134	£652,134	£652,134	£0	£0	£0	£3,740,670	

Market Research - Wimborne

Advice on Achievable Unit Selling Prices - Local Agents

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

Area Calculations - East Dorset Sites

AREAS (ha)								
Site	Residential	Spine	Open Space	Policy OS	Local Centre	Commercial/Leisure	Primary School	Gross Site Area (Red line Boundary)
West Parley - Land East of New Road	7.63	0.42	7.53	3.45	1.61	0.93		14.04
West Parley - Land West of Ridgeway	4.98	0.61	6.84	1.09				6.68
Corfe Mullen	6.17		0.59	2.28	0.73			9.18
Wimborne North	16.68	4.71	12.43	5.33	0.23		0.71	27.66
Wimborne Stone Lane Industrial Estate	2.12			0.83				2.95
Wimborne Cuthbury	5.52	0.34	3.46	2.30				8.16
Wimborne East - Leigh Road	9.48	2.36	27.96	20.16	0.11	0.07	1.03	33.21

Note: Gross area is

WEST PARLEY SITES

West Parley - land east of New Road	Dwellings per ha	Land area at this density	Units	
	52.5		5.89	309
	37.5		1.74	65
	25			0
	20			0
Total			7.63	374

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West Parley - land west of Ridgeway	Dwellings per ha	Land area at this density	Units	
	52.5			0
	37.5			0
	25		3.66	92
	20		1.32	26
Total			4.98	118

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CORFE MULLEN

Corfe Mullen	Dwellings per ha	Land area at this density	Units	
	52.5		1.07	56
	37.5		5.1	191
	25			0
	20			0
Total			6.17	247

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WIMBORNE MINSTER

North	Dwellings per ha	Land area at this density	Units	
	52.5		4.36	229
	37.5		5.29	198
	25		2.09	52
	20		4.94	99
Total			16.68	578

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Stone Lane	Dwellings per ha	Land area at this density	Units	
	52.5		0.68	36
	37.5		1.44	54
	25			0
	20			0
Total			2.12	90

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Wimborne Cuthbury	Dwellings per ha	Land area at this density	Units	
	52.5		3.28	172
	37.5		1.7	64
	25		0.54	14
	20			0
Total			5.52	249

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Wimborne East	Dwellings per ha	Land area at this density	Units	
	52.5		1.77	93
	37.5		5.28	198
	25		2.43	61
	20			0
Total			9.48	352

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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