Commercial Development

	£s per sqft	Yield	Rent free
Appraisal 1	£32.00	5.75%	2.00 years
Appraisal 2	£33.00	5.75%	2.00 years
Appraisal 3	£34.00	5.75%	2.00 years
Appraisal 4	£35.00	6.00%	2.00 years
Appraisal 5 (base)	£35.00	5.75%	2.00 years
Appraisal 6	£35.00	5.50%	2.00 years
Appraisal 7	£36.00	5.75%	2.00 years
Appraisal 8	£37.00	5.75%	2.00 years
Appraisal 9	£38.00	5.75%	2.00 years
Appraisal 10	£39.00	5.75%	2.00 years

	£s per saft	Yield	Rent free	Premium
Current use value 1	£12.50	7.00%	3.00 years	20.00%
Current use value 2	£15.50	6.75%	3.00 years	20.00%
Current use value 3	£18.00	6.75%	3.00 years	20.00%

Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-9%	£70	£0	£0
Appraisal 2	-6%	£190	£42	£0
Appraisal 3	-3%	£309	£161	£56
Appraisal 4	0%	£234	£84	£0
Appraisal 5 (base)	-	£412	£257	£147
Appraisal 6	0%	£643	£493	£389
Appraisal 7	3%	£549	£399	£296
Appraisal 8	5%	£669	£519	£416
Appraisal 9	8%	£787	£639	£536
Appraisal 10	10%	£909	£759	£656

Use class:	Office								
Location:	City Fringe Jan '14								
	Existing floorspace as % of new								
	30%								
3	0078								
5									
5	Net off existing floorspace from CIL calculation:								



Use class: Office City Fringe Jan '14 Location:

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DEVELOPMENT VALUE	Common as	sumptions	Apprais	sal 1	Appraisal 2		Appraisal 3		Appraisal 4		Appraisal 5		Appraisal 6		sal 6 Appraisal 7		Appraisal 8		Appraisal 9		Appraisal 10	
5	_				^					<u>^</u>	~ ′	•	. (2	~ <i>′</i>	•	o <i>i</i>			•	^ /	2
Rental Income	Floor area		£ pst £	e per annum	£pst	£ per annum	£ pst £	per annum ±	e pst	£ per annum	£ pst	£ per annum	£pst	£ per annum	£pst	£ per annum	£ pst	£ per annum £	pst	£ per annum	£ pst	£ per annum
Rent - area 1	10,000		£32.00	£320,000	£33	£330,000	£34.00	£340,000	£35.00	£350,000	£35.00	£350,000	£35.00	£350,000	£36.00	£360,000	£37.00	£370,000	£38.00	£380,000	£39.00	£390,000
Rent - area 2	10,000		£32.00	£320,000	£33	£330,000	£34.00	£340,000	£35.00	£350,000	£35.00	£350,000	£35.00	£350,000	£36.00	£360,000	£37.00	£370,000	£38.00	£380,000	£39.00	£390,000
Rent - area 3	10,000	20.000	£32.00	£320,000	£33	£330,000	£34.00	£340,000	£35.00	£350,000	£35.00	£350,000	£35.00	£350,000	£36.00	£360,000	£37.00	£370,000	£38.00	£380,000	£39.00	£390,000
Total noor area / rent		30,000		£960,000		£990,000		£1,020,000		£1,050,000		£1,050,000		£1,050,000		£1,080,000		£1,110,000		£1,140,000		£1,170,000
Rent free/voids (years)			2.0	0.8942	2.0	0.8942	2.0	0.8942	2.0	0.8900	2.0	0.8942	2.0	0.8985	2.0	0.8942	2.0	0.8942	2.0	0.8942	2.0	0.8942
Yield	5.75%		5.75%		5.75%	þ	5.75%		6.00%		5.75%		5.50%		5.75%		5.75%		5.75%		5.75%	
Capitalised rent			ł	£14,929,410		£15,395,954	£	15,862,498		£15,574,938		£16,329,042		£17,152,273		£16,795,586		£17,262,130		£17,728,674		£18,195,218
GROSS DEVELOPMENT VALUE																	-					
Purchaser's costs	5 80%			£865 906		£892 965		£920.025		£903.346		£947 084		£994 832		£974 144	-	£1 001 204		£1 028 263		£1.055.323
	0.0070		4	£14.063.504		£14,502,988	f	14.942.473		£14.671.591		£15.381.957		£16,157,442		£15.821.442		£16,260,926		£16,700,411		£17,139,895
DEVELOPMENT COSTS						21.1,002,000	-	,•,•		21 1,01 1,001		210,001,001		210,101,112		2.0,02.1,1.2		1.0,200,020		2.0,.00,		2,
Land costs				£1,789,694		£1,789,694		£1,789,694		£1,789,694		£1,789,694		£1,789,694		£1,789,694		£1,789,694		£1,789,694		£1,789,694
Stamp duty and acquisition costs				-£102,907		-£102,907		-£102,907		-£102,907		-£102,907		-£102,907		-£102,907		-£102,907		-£102,907		-£102,907
																	-					
Development Costs																						
Existing floor area	30%	9,000																				
Demolition costs	£5 psf			£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000
Building costs	£200 psf			£7,317,073		£7,317,073		£7,317,073		£7,317,073		£7,317,073		£7,317,073		£7,317,073		£7,317,073		£7,317,073		£7,317,073
Area	82% grs to net	36,585																				
External works	10.00%			£731,707		£731,707		£731,707		£731,707		£731,707		£731,707		£731,707		£731,707		£731,707		£731,707
Professional fees	10.00%			£809,378		£809,378		£809,378		£809,378		£809,378		£809,378		£809,378		£809,378		£809,378		£809,378
Contingency	5.00%			£445,158		£445,158		£445,158		£445,158		£445,158		£445,158		£445,158		£445,158		£445,158		£445,158
Mayoral CIL	£3.25	30,000		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547
Residual S106	£5 pst	00.000	047	£150,000	00	£150,000	05	£150,000	00	£150,000	04.4	£150,000		£150,000	007	£150,000	600	£150,000	050	£150,000	004	£150,000
CIL	£s psr	30,000	-£17	-£509,814	-£t	-£175,569	£5	£157,104	-£2	-£52,495	£14	£408,862	£36	£1,084,855	£27	£823,850	£39	£1,158,360	£50	£1,492,810	£61	£1,827,218
Disposal Costs								- i														
Letting Agent's fee (% of rent)	10.00%			£96,000		£99,000		£102,000		£105,000		£105,000		£105,000		£108,000		£111,000		£114,000		£117,000
Agent's fees (on capital value)	1.00%			£149,294		£153,960		£158,625		£155,749		£163,290		£171,523		£167,956		£172,621		£177,287		£181,952
Legal fees (% of capital value)	0.75%			£111,971		£115,470		£118,969		£116,812		£122,468		£128,642		£125,967		£129,466		£132,965		£136,464
Finance																						
Loan arrangement fee	1.00%			£90.860		£94.203		£97.530		£95.434		£100.047		£106.807		£104.197		£107.542		£110.887		£114.231
Interest rate	7.00%							,												,		
Interest	18 months			£495,774		£513,908		£531,960		£520,849		£634,319		£582,009		£568,136		£586,284		£604,429		£622,571
Profit on cost				£2 3/6 760		£2 /10 267		£2 102 62F		£2 AA7 502		£0 EEE 201		£2 605 0F5		£3 640 69E		£2 712 002		£0 795 000		£2 857 000
Profit on cost (%)				20,709 20 020/		20,419,307		20 020/		20.029/		22,300,321		20.029/		رەن, 040,000 /م20		20 020/		20,000 20 0200		20,007,009
				20.03%		20.02%		20.03%		20.02%		20.02%		20.03%		20.03%		20.03%		20.02%		20.01%
Net additional floorspace (sq ft)		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000
Net additional floorspace (sq m)		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951

Commercial Development

Use class: Office

	Common as	sumptions	CUV	· 1	CU	V 2	CUV 3		
Current use value									
Existing space as percentage of new	30%	9,000							
Rent per sq ft			£13 psf		£16 psf		£18 psf		
Rental income per annum			£112,500		£139,500		£162,000		
Dent free (voide (voere)			2.0	0.9462	2.0	0 0000	2.0	0 0000	
Rent free/voids (years)			3.0	0.6163	3.0	0.6220	3.0	0.8220	
Total revenue, capitalised (including all costs)			7.00%		6.75%		6.75%		
Refurbishment costs	£50 psf		£450,000		£450,000		£450,000		
Fees	7%		£31,500		£31,500		£31,500		
Capitalised rent, net of refurb and fees				£830,407		£1,217,396		£1,491,411	
Purchaser's costs	5.75%								
Current use value				£830,407		£1,217,396		£1,491,411	
CUV including Landowner premium			20%	£996,489	20.00%	£1,460,875	20.00%	£1,789,694	

Commercial Development

	£s per sqft	Yield	Rent free
Appraisal 1	£32.00	6.25%	2.50 years
Appraisal 2	£33.00	6.25%	2.50 years
Appraisal 3	£34.00	6.25%	2.50 years
Appraisal 4	£35.00	6.50%	2.50 years
Appraisal 5 (base)	£35.00	6.25%	2.50 years
Appraisal 6	£35.00	6.00%	2.50 years
Appraisal 7	£36.00	6.25%	2.50 years
Appraisal 8	£37.00	6.25%	2.50 years
Appraisal 9	£38.00	6.25%	2.50 years
Appraisal 10	£39.00	6.25%	2.50 years

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£8.00	8.00%	3.00 years	15.00%
Current use value 2	£12.50	8.00%	3.00 years	20.00%
Current use value 3	£18.00	7.25%	3.00 years	20.00%

Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-9%	£0	£0	£0
Appraisal 2	-6%	£0	£0	£0
Appraisal 3	-3%	£66	£0	£0
Appraisal 4	0%	£7	£0	£0
Appraisal 5 (base)	-	£167	£1	£0
Appraisal 6	0%	£350	£192	£0
Appraisal 7	3%	£277	£118	£0
Appraisal 8	5%	£383	£225	£0
Appraisal 9	8%	£488	£332	£65
Appraisal 10	10%	£594	£434	£172

Use class:	OFFICE		
Location:	North Docklands '14		
	Existing floorspace as % of new		
	30%		
	Not off quinting flaggers and frage Oll galaxies		
	Net off existing floorspace from CIL calcula	ition:	n



Use class: OFFICE North Docklands '14 Location:

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DEVELOPMENT VALUE	Common as	ssumptions	Apprais	sal 1	Арр	raisal 2	Appra	isal 3	Appr	aisal 4	Appra	aisal 5	Appra	aisal 6	Appr	aisal 7	Appra	aisal 8	Appra	iisal 9	Appra	isal 10
Dentel Income			C mot (C not	C non onnum (C mot	C	Crof	C non onnum	Craf	C	Cref	C	Crof	C	C mat	C non onnum	Craf	C	C not	C
Rental Income	Floor area				£ psi	£ per annum £	2 psi 1	£ per annum	t psi	£ per annum	t psi	£ per annum		£ per annum	t psi	£ per annum	£ psi	£ per annum		£ per annum	t psi	£ per annum
Rent - area 1	10,000		£32.00	£320,000	£33	£330,000	£34.00	£340,000	£35.00	£350,000	£35.00	£350,000	£35.00	£350,000	£30.00	£360,000	£37.00	£370,000	£38.00	£380,000	£39.00	£390,000
Rent area 2	10,000		£32.00	£320,000	£33	£330,000	234.00	£340,000	£35.00	£350,000	£35.00	2350,000	£35.00	£350,000	230.00	£360,000	£37.00	£370,000	£38.00	£360,000	£39.00	£390,000
Rent - area 3	10,000	20,000	£32.00	£320,000	£33	£330,000	£34.00	£340,000	£35.00	£350,000	£35.00	£350,000	£35.00	£350,000	£30.00	£360,000	£37.00	£370,000	£38.00	£380,000	£39.00	£390,000
Total hoor area / rent		30,000		1960,000		£990,000		£1,020,000		£1,050,000		£1,050,000		£1,050,000		£1,080,000		£1,110,000		£1,140,000		£1,170,000
Rent free/voids (years)			2.5	0.8594	2.5	0.8594	2.5	0.8594	2.5	0.8543	2.5	0.8594	2.5	0.8644	2.5	0.8594	2.5	0.8594	2.5	0.8594	2.5	0.8594
Yield	6.25%		6.25%		6.25%	Ď	6.25%		6.50%		6.25%		6.00%		6.25%		6.25%		6.25%		6.25%	
Capitalised rent			ł	£13,199,846		£13,612,341		£14,024,837		£13,800,726		£14,437,332		£15,127,717		£14,849,827		£15,262,322		£15,674,817		£16,087,312
GROSS DEVELOPMENT VALUE													-									
Burchaser's costs	5 80%			£765 501		£780 516		£813 //1		£800 442		£837 365		£877 408		£861 200		£885 215		£000 130		£033.064
	5.00 %			£12 A3A 255		£12 822 826		£13 211 306		£13 000 284		£13 500 066	_	£14 250 300		£13 088 537		£14 377 107		£14 765 678		£15 154 249
DEVELOPMENT COSTS				£12,4J4,2JJ		212,022,020		213,211,330		213,000,204		213,333,300		214,230,303		213,300,337		214,377,107		214,703,070		213,134,240
DEVELOPMENT COSTS																						
Land costs				£1.595.734		£1.595.734		£1.595.734		£1.595.734		£1.595.734	_	£1.595.734		£1.595.734		£1.595.734		£1.595.734		£1.595.734
Stamp duty and acquisition costs				-£91.755		-£91.755		-£91.755		-£91.755		-£91.755		-£91.755		-£91.755		-£91.755		-£91.755		-£91.755
								,				,				,				,		
Development Costs																						
Existing floor area	30%	9,000																				
Demolition costs	£5 psf			£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000
Building costs	£200 psf			£7,317,073		£7,317,073		£7,317,073		£7,317,073		£7,317,073		£7,317,073		£7,317,073		£7,317,073		£7,317,073		£7,317,073
Area	82% grs to net	36,585																				
External works	10.00%			£731,707		£731,707		£731,707		£731,707		£731,707		£731,707		£731,707		£731,707		£731,707		£731,707
Professional fees	10.00%			£809,378		£809,378		£809,378		£809,378		£809,378		£809,378		£809,378		£809,378		£809,378		£809,378
Contingency	5.00%			£445,158		£445,158		£445,158		£445,158		£445,158		£445,158		£445,158		£445,158		£445,158		£445,158
Mayoral CIL	£3.25	30,000		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547
Residual S106	£5 pst		050	£150,000	0.44	£150,000		£150,000		£150,000		£150,000	07	£150,000		£150,000		£150,000		£150,000	010	£150,000
CIL	£s pst	30,000	-£53	-£1,589,370	-£43	3 -£1,287,627	-£33	-£993,050	-£39	-£1,162,260	-£26	-£773,162	-£7	-£200,337	-£13	-£404,149	-£4	-£109,380	£6	£181,644	£16	£480,069
Disposal Costs																						
Letting Agent's fee (% of rent)	10.00%			£96,000		£99,000		£102,000		£105,000		£105,000		£105,000		£108,000		£111,000		£114,000		£117,000
Agent's fees (on capital value)	1.00%			£131,998		£136,123		£140,248		£138,007		£144,373		£151,277		£148,498		£152,623		£156,748		£160,873
Legal fees (% of capital value)	0.75%			£98,999		£102,093		£105,186		£103,505		£108,280		£113,458		£111,374		£114,467		£117,561		£120,655
Finance																						
Loan arrangement fee	1.00%			£80,065		£83,082		£86,028		£84,336		£88,227		£93,955		£91,917		£94,865		£97,775		£100,759
Interest rate	7.00%																					
Interest	18 months			£437,508		£453,886		£469,888		£460,956		£560,928		£512,676		£501,878		£517,890		£533,705		£549,909
Profit on cost				£2,079,212		£2,136,426		£2,201,252		£2,170,896		£2,266,477		£2,374,437		£2,331,176		£2,395,799		£2,464,401		£2,525,140
Profit on cost (%)				20.08%		19.99%		19.99%		20.05%		20.00%		19.99%		20.00%		20.00%		20.03%		19.99%
								/0												/0		
Net additional floorspace (sq ft)		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000
Net additional floorspace (sq m)		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951

Commercial Development

Use class: OFFICE

	Common as	sumptions	CUV	1	CU/	/ 2	CUV 3		
Current use value									
Existing space as percentage of new	30%	9,000							
Rent per sq ft			£8 psf		£13 psf		£18 psf		
Rental income per annum			£72,000		£112,500		£162,000		
Rent free/voids (years)			3.0	0.7938	3.0	0.7938	3.0	0.8106	
Total revenue, capitalised (including all costs)			8.00%		8.00%		7.25%		
Refurbishment costs	£50 psf		£450,000		£450,000		£450,000		
Fees	7%		£31,500		£31,500		£31,500		
Capitalised rent, net of refurb and fees				£232,949		£634,827		£1,329,778	
Purchaser's costs	5.75%								
Current use value				£232,949		£634,827		£1,329,778	
CUV including Landowner premium			15%	£267,891	20.00%	£761,792	20.00%	£1,595,734	

Commercial Development

	£s per sqft	Yield	Rent free
Appraisal 1	£22.00	6.25%	2.50 years
Appraisal 2	£23.00	6.25%	2.50 years
Appraisal 3	£24.00	6.25%	2.50 years
Appraisal 4	£25.00	6.50%	2.50 years
Appraisal 5 (base)	£25.00	6.25%	2.50 years
Appraisal 6	£25.00	6.00%	2.50 years
Appraisal 7	£26.00	6.25%	2.50 years
Appraisal 8	£27.00	6.25%	2.50 years
Appraisal 9	£28.00	6.25%	2.50 years
Appraisal 10	£29.00	6.25%	2.50 years

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£8.00	8.00%	3.00 years	15.00%
Current use value 2	£12.50	8.00%	3.00 years	20.00%
Current use value 3	£18.00	7.25%	3.00 years	20.00%

Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-14%	£0	£0	£0
Appraisal 2	-9%	£0	£0	£0
Appraisal 3	-4%	£0	£0	£0
Appraisal 4	0%	£0	£0	£0
Appraisal 5 (base)	-	£0	£0	£0
Appraisal 6	0%	£0	£0	£0
Appraisal 7	4%	£0	£0	£0
Appraisal 8	7%	£0	£0	£0
Appraisal 9	11%	£0	£0	£0
Appraisal 10	14%	£0	£0	£0

Use class:	OFFICE								
Location:	South Docklands '14								
	Existing floorspace as % of new								
	30%								
	Net off existing floorspace from CIL calculation:	n							



Use class: OFFICE South Docklands '14 Location:

DE

DEVELOPMENT VALUE	Common as	sumptions	Apprais	sal 1	Аррі	raisal 2	Apprai	sal 3	Appr	aisal 4	Appr	aisal 5	Appra	aisal 6	Appra	aisal 7	Appra	aisal 8	Appra	isal 9	Appra	aisal 10
Bentel Income	Electron and a		0 6		0	0	0 6)	0	0 (0	0 = = (0	0 (0	0 (0	0	0	0	0
Rental Income	Floor area		£ pst £	per annum	E pst	£ per annum	£ pst £	per annum £	i pst	£ per annum	£ pst	£ per annum	£ pst	£ per annum	£pst	£ per annum	£pst	£ per annum	E pst	E per annum	E pst	£ per annum
Rent - area 1	10,000		£22.00	£220,000	£23	£230,000	£24.00	£240,000	£25.00	£250,000	£25.00	£250,000	£25.00	£250,000	£26.00	£260,000	£27.00	£270,000	£28.00	£280,000	£29.00	£290,000
Rent - area 2	10,000		£22.00	£220,000	£23	£230,000	£24.00	£240,000	£25.00	£250,000	£25.00	£250,000	£25.00	£250,000	£26.00	£260,000	£27.00	£270,000	£28.00	£280,000	£29.00	£290,000
Rent - area 3	10,000	20.000	£22.00	£220,000	£23	£230,000	£24.00	£240,000	£25.00	£250,000	£25.00	£250,000	£25.00	£250,000	£26.00	£260,000	£27.00	£270,000	£28.00	£280,000	£29.00	£290,000
Total noor area / rent		30,000		2000,000		£690,000		£720,000		£750,000		£750,000		£750,000		£780,000		£810,000		£840,000		£870,000
Rent free/voids (years)			2.5	0.8594	2.5	0.8594	2.5	0.8594	2.5	0.8543	2.5	0.8594	2.5	0.8644	2.5	0.8594	2.5	0.8594	2.5	0.8594	2.5	0.8594
Yield	6.25%		6.25%		6.25%	, D	6.25%		6.50%		6.25%		6.00%		6.25%		6.25%		6.25%		6.25%	
Capitalised rent				£9,074,894		£9,487,389		£9,899,885		£9,857,661		£10,312,380		£10,805,512		£10,724,875		£11,137,370		£11,549,865		£11,962,361
GROSS DEVELOPMENT VALUE																						
Purchaser's costs	5 80%			£526 344		£550 269		£574 193		£571 744		£598 118		£626 720		£622.043		£645 967		£669 892		£693 817
	0.0070			£8.548.550		£8.937.121		£9.325.691		£9.285.917		£9.714.262		£10,178,792		£10,102,832		£10,491,403		£10.879.973		£11.268.544
DEVELOPMENT COSTS				20,0 .0,000		20,001,121		10,010,000		20,200,011		20,1 1 .,202		2.0,0,		2.0,.02,002		2.0, .0., .00		,		2,200,0
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Land costs				£1,595,734		£1,595,734		£1,595,734		£1,595,734		£1,595,734		£1,595,734		£1,595,734		£1,595,734		£1,595,734		£1,595,734
Stamp duty and acquisition costs				-£91,755		-£91,755		-£91,755		-£91,755		-£91,755		-£91,755		-£91,755		-£91,755		-£91,755		-£91,755
Development Costs																						
Existing floor area	30%	9,000																				
Demolition costs	£5 psf			£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000
Building costs	£200 psf			£7,317,073		£7,317,073		£7,317,073		£7,317,073		£7,317,073		£7,317,073		£7,317,073		£7,317,073		£7,317,073		£7,317,073
Area	82% grs to net	36,585																				
External works	10.00%			£731,707		£731,707		£731,707		£731,707		£731,707		£731,707		£731,707		£731,707		£731,707		£731,707
Professional fees	10.00%			£809,378		£809,378		£809,378		£809,378		£809,378		£809,378		£809,378		£809,378		£809,378		£809,378
Contingency	5.00%			£445,158		£445,158		£445,158		£445,158		£445,158		£445,158		£445,158		£445,158		£445,158		£445,158
Mayoral CIL	£3.25	30,000		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547
Residual S106	£5 psf			£150,000		£150,000		£150,000		£150,000		£150,000		£150,000		£150,000		£150,000		£150,000		£150,000
CIL	£s psf	30,000	-£151	-£4,527,751	-£141	-£4,232,872	-£131	-£3,938,055	-£132	-£3,971,512	-£124	-£3,717,044	-£110	-£3,287,250	-£112	-£3,348,436	-£102	£3,057,435	-£92	-£2,768,384	-£82	-£2,466,564
Disposal Costs																						
Letting Agent's fee (% of rent)	10.00%			£66.000		£69.000		£72.000		£75.000		£75.000		£75.000		£78.000		£81.000		£84.000		£87.000
Agent's fees (on capital value)	1.00%			£90.749		£94.874		£98,999		£98.577		£103.124		£108.055		£107.249		£111.374		£115.499		£119.624
Legal fees (% of capital value)	0.75%			£68,062		£71,155		£74,249		£73,932		£77,343		£81,041		£80,437		£83,530		£86,624		£89,718
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Finance																						
Loan arrangement fee	1.00%			£50,681		£53,630		£56,578		£56,244		£58,788		£63,086		£62,474		£65,384		£68,275		£71,293
Interest rate	7.00%																					
Interest	18 months			£277,878		£293,896		£309,911		£308,273		£401,009		£345,067		£341,938		£357,752		£373,464		£389,846
Profit on cost				£1,423.089		£1,487,595		£1,552,167		£1,545.561		£1,616,199		£1,693,949		£1,681.328		£1,749,954		£1,820.652		£1,877,784
Profit on cost (%)				19.97%		19.97%		19.97%		19.97%		19.96%		19.96%		19.96%		20.02%		20.10%		20.00%
. ,																						
Net additional floorspace (sq ft)		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000
Net additional floorspace (sq m)		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951

Commercial Development

Use class: OFFICE

	Common as	sumptions	CUV	1	CU/	/ 2	CUV 3		
Current use value									
Existing space as percentage of new	30%	9,000							
Rent per sq ft			£8 psf		£13 psf		£18 psf		
Rental income per annum			£72,000		£112,500		£162,000		
Rent free/voids (years)			3.0	0.7938	3.0	0.7938	3.0	0.8106	
Total revenue, capitalised (including all costs)			8.00%		8.00%		7.25%		
Refurbishment costs	£50 psf		£450,000		£450,000		£450,000		
Fees	7%		£31,500		£31,500		£31,500		
Capitalised rent, net of refurb and fees				£232,949		£634,827		£1,329,778	
Purchaser's costs	5.75%								
Current use value				£232,949		£634,827		£1,329,778	
CUV including Landowner premium			15%	£267,891	20.00%	£761,792	20.00%	£1,595,734	

Commercial Development

	£s per sqft	Yield	Rent free
Appraisal 1	£15.00	7.00%	2.00 years
Appraisal 2	£17.00	7.00%	2.00 years
Appraisal 3	£18.00	7.00%	2.00 years
Appraisal 4	£20.00	7.25%	2.00 years
Appraisal 5 (base)	£20.00	7.00%	2.00 years
Appraisal 6	£20.00	6.75%	2.00 years
Appraisal 7	£21.00	7.00%	2.00 years
Appraisal 8	£22.00	7.00%	2.00 years
Appraisal 9	£23.00	7.00%	2.00 years
Appraisal 10	£24.00	7.00%	2.00 years

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£5.00	8.00%	3.00 years	15.00%
Current use value 2	£7.50	8.00%	3.00 years	20.00%
Current use value 3	£10.00	8.00%	3.00 years	20.00%

Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-33%	£0	£0	£0
Appraisal 2	-18%	£0	£0	£0
Appraisal 3	-11%	£0	£0	£0
Appraisal 4	0%	£0	£0	£0
Appraisal 5 (base)	-	£0	£0	£0
Appraisal 6	0%	£0	£0	£0
Appraisal 7	5%	£0	£0	£0
Appraisal 8	9%	£0	£0	£0
Appraisal 9	13%	£0	£0	£0
Appraisal 10	17%	£0	£0	£0

Use class:	OFFICE	
Location:	Rest of Borough Jan'14	
	Existing floorspace as % of new	
	30%	
	Net off existing floorspace from CIL calculation:	n



Use class: OFFICE Rest of Borough Jan'14 Location:

DE

DEVELOPMENT VALUE	Common as	sumptions	Apprai	isal 1	Арр	aisal 2	Apprai	isal 3	Appra	aisal 4	Appra	isal 5	Appra	aisal 6	Appra	isal 7	Appra	aisal 8	Appra	isal 9	Apprai	isal 10
Pontal Incomo	Floor area		Coof	C por oppum	Chof	C por oppum	C nof		Chof	C por oppum) not	Cooronnum	Chof	C por oppum	Chof	Cooronnum	Cinct	C por oppum (C nof	C por oppum	2 pof	C por oppum
Rental Income	Floor area		£ psi 2	£ per annum		£ per annum	£ psi £	cino oco	E psi	£ per annum		E per annum	£ psi	£ per annum	£ psi :	E per annum		£ per annum ±		t per annum		£ per annum
Rent - area 1	10,000		£15.00	£150,000	£17	£170,000	£18.00	£180,000	£20.00	£200,000	£20.00	£200,000	£20.00	£200,000	£21.00	£210,000	£22.00	£220,000	£23.00	£230,000	£24.00	£240,000
Rent - area 2	10,000		£15.00	£150,000	£17	£170,000	£18.00	£180,000	£20.00	£200,000	£20.00	£200,000	£20.00	£200,000	£21.00	£210,000	£22.00	£220,000	£23.00	£230,000	£24.00	£240,000
Rent - area 3	10,000	20,000	£15.00	£150,000	£17	£170,000	£18.00	£180,000	£20.00	£200,000	£20.00	£200,000	£20.00	£200,000	£21.00	£210,000	£22.00	£220,000	£23.00	£230,000	£24.00	£240,000
l otal floor area / rent		30,000		£450,000		£510,000		£540,000		£600,000		£600,000		£600,000		£630,000		£660,000		£690,000		£720,000
Rent free/voids (years)			2.0	0.8734	2.0	0.8734	2.0	0.8734	2.0	0.8694	2.0	0.8734	2.0	0.8775	2.0	0.8734	2.0	0.8734	2.0	0.8734	2.0	0.8734
Yield	7.00%		7.00%		7.00%		7.00%		7.25%		7.00%		6.75%		7.00%		7.00%		7.00%		7.00%	
Capitalised rent				£5,614,963		£6,363,625		£6,737,956		£7,194,799		£7,486,618		£7,800,307		£7,860,949		£8,235,279		£8,609,610		£8,983,941
GROSS DEVELOPMENT VALUE																						
Purchaser's costs	5 80%			£325.668		£369.090		£390 801		£417 298		£434 224		£452 418		£455 935		£477 646		£499 357		£521.069
	0.0070			£5 289 295		£5 994 535		£6 347 154		£6 777 500		£7 052 394		£7 347 889		£7 405 014		£7 757 633		£8 110 253		£8 462 873
DEVELOPMENT COSTS				20,200,200		20,004,000		20,047,104		20,777,500		21,002,004		21,041,000		21,400,014		21,101,000		20,110,200		20,402,010
Land costs				£724,994		£724,994		£724,994		£724,994		£724,994		£724,994		£724,994		£724,994		£724,994		£724,994
Stamp duty and acquisition costs				-£41,687		-£41,687		-£41,687		-£41,687		-£41,687		-£41,687		-£41,687		-£41,687		-£41,687		-£41,687
Development Costs																						
Existing floor area	30%	9,000																				
Demolition costs	£5 pst			£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000
Building costs	£137 pst			£5,012,195		£5,012,195		£5,012,195		£5,012,195		£5,012,195		£5,012,195		£5,012,195		£5,012,195		£5,012,195		£5,012,195
Area	82% grs to net	36,585																				
External works	10.00%			£501,220		£501,220		£501,220		£501,220		£501,220		£501,220		£501,220		£501,220		£501,220		£501,220
Professional fees	10.00%			£555,841		£555,841		£555,841		£555,841		£555,841		£555,841		£555,841		£555,841		£555,841		£555,841
Contingency	5.00%			£305,713		£305,713		£305,713		£305,713		£305,713		£305,713		£305,713		£305,713		£305,713		£305,713
Mayoral CIL	£3.25	30,000		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547
Residual S106	£5 psf			£150,000		£150,000		£150,000		£150,000		£150,000		£150,000		£150,000		£150,000		£150,000		£150,000
CIL	£s psf	30,000	-£110	-£3,303,477	-£92	-£2,769,381	-£83	-£2,502,328	-£73	-£2,179,966	-£67	-£2,004,502	-£58	-£1,744,772	-£57	-£1,704,150	-£48	-£1,438,290	-£39	-£1,172,051	-£30	-£900,815
Disposal Costs																				i		
Letting Agent's fee (% of rent)	10.00%			£45,000		£51,000		£54,000		£60,000		£60,000		£60,000		£63,000		£66,000		£69,000		£72,000
Agent's fees (on capital value)	1.00%			£56,150		£63,636		£67,380		£71,948		£74,866		£78,003		£78,609		£82,353		£86,096		£89,839
Legal fees (% of capital value)	0.75%			£42,112		£47,727		£50,535		£53,961		£56,150		£58,502		£58,957		£61,765		£64,572		£67,380
Finance																						
Loan arrangement fee	1.00%			£33,640		£38,981		£41,652		£44,876		£46,630		£49,227		£49,634		£52,292		£54,955		£57,667
Interest rate	7.00%																					
Interest	18 months			£184,133		£213,176		£227,698		£245,357		£290,710		£268,761		£271,106		£285,566		£300,044		£314,786
Profit on cost				£880.915		£998,572		£1.057.396		£1.130.502		£1.177.717		£1.227.346		£1.237.034		£1,297,125		£1.356.814		£1.411.194
Profit on cost (%)				19.98%		19.99%		19.99%		20.02%		20.05%		20.05%		20.06%		20.08%		20.09%		20.01%
()										_0.0270		_0.00 /0				_0.0070						
Net additional floorspace (sq ft)		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000
Net additional floorspace (sq m)		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951

Commercial Development

Use class: OFFICE

	Common as	sumptions	CUV	1	CUV	/ 2	CUV 3		
Current use value									
Existing space as percentage of new	30%	9,000							
Rent per sq ft			£5 psf		£8 psf		£10 psf		
Rental income per annum			£45,000		£67,500		£90,000		
Rent free/voids (years)			3.0	0.7938	3.0	0.7938	3.0	0.7938	
Total revenue, capitalised (including all costs)			8.00%		8.00%		8.00%		
Refurbishment costs	£30 psf		£270,000		£270,000		£270,000		
Fees	7%		£18,900		£18,900		£18,900		
Capitalised rent, net of refurb and fees				£157,631		£380,896		£604,161	
Purchaser's costs	5.75%								
Current use value				£157,631		£380,896		£604,161	
CUV including Landowner premium			15%	£181,275	20.00%	£457,075	20.00%	£724,994	

Commercial Development

	£s per sqft	Yield	Rent free
Appraisal 1	£18.00	5.75%	2.00 years
Appraisal 2	£19.00	5.75%	2.00 years
Appraisal 3	£20.00	5.75%	2.00 years
Appraisal 4	£21.50	6.00%	2.00 years
Appraisal 5 (base)	£21.50	5.75%	2.00 years
Appraisal 6	£21.50	5.50%	2.00 years
Appraisal 7	£23.00	5.75%	2.00 years
Appraisal 8	£25.00	5.75%	2.00 years
Appraisal 9	£27.00	5.75%	2.00 years
Appraisal 10	£30.00	5.75%	2.00 years

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£6.00	8.00%	3.00 years	15.00%
Current use value 2	£8.00	8.00%	3.00 years	20.00%
Current use value 3	£10.00	8.00%	3.00 years	20.00%

Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-19%	£2	£0	£0
Appraisal 2	-13%	£122	£54	£0
Appraisal 3	-8%	£241	£173	£106
Appraisal 4	0%	£303	£233	£165
Appraisal 5 (base)	-	£420	£348	£276
Appraisal 6	0%	£554	£485	£416
Appraisal 7	7%	£602	£533	£465
Appraisal 8	14%	£840	£771	£703
Appraisal 9	20%	£1,081	£1,011	£943
Appraisal 10	28%	£1,440	£1,370	£1,302



Ctrl + y to goal seek max CIL

Location:



DEVELOPMENT APPRAISAL



Commercial Development

DEVELOPMENT VALUE	Common as	sumptions	Apprai	isal 1	Appr	aisal 2	Appra	isal 3	Appr	aisal 4	Appra	isal 5	Appra	aisal 6	Apprai	isal 7	Appra	aisal 8	Appra	isal 9	Apprai	sal 10
Rental Income	Floor area		£psf	£ per annum	£psf	£ per annum	£psf	£ per annum §	Epsf	£ per annum a	Epsf	E per annum	£psf	£ per annum	£psf £	E per annum	£psf	£ per annum £	osf	£ per annum l	psf	E per annum
Rent - area 1	3 588		£18.00	£64 584	£19	£68 172	£20.00	£71 760	£21.50	£77 142	£21.50	£77 142	£21.50	£77 142	£23.00	£82 524	£25.00	£89 700	£27.00	£96 876	£30.00	£107 640
Rent - area 2	3 588		£18.00	£64 584	£19	£68 172	£20.00	£71 760	£21.50	£77 142	£21.50	£77 142	£21.50	£77 142	£23.00	£82 524	£25.00	£89,700	£27.00	£96,876	£30.00	£107 640
Rent - area 3	3 588		£18.00	£64 584	£10	£68 172	£20.00	£71,760	£21.00	£77 142	£21.00	£77,142	£21.50	£77 142	£23.00	£82 524	£25.00	£89,700	£27.00	£96,876	£30.00	£107,640
Total floor area / rent	0,000	10 764	210.00	£193 752	215	£204,516	220.00	£215,280	221.00	£231 426	221.00	£231 426	221.00	£231 426	220.00	£247 572	220.00	£269,100	221.00	£290,678	200.00	£322 920
		10,704		2133,732		2204,510		2213,200		2231,420		2231,420		2231,420		2241,512		2203,100		2230,020		2022,920
Rent free/voids (years)			2.0	0.8942	2.0	0.8942	2.0	0.8942	2.0	0.8900	2.0	0.8942	2.0	0.8985	2.0	0.8942	2.0	0.8942	2.0	0.8942	2.0	0.8942
Yield	5.75%		5.75%		5.75%		5.75%		6.00%		5.75%		5.50%		5.75%		5.75%		5.75%		5.75%	
Capitalised rent				£3,013,128		£3,180,524		£3,347,920		£3,432,805		£3,599,014		£3,780,459		£3,850,108		£4,184,900		£4,519,692		£5,021,880
GROSS DEVELOPMENT VALUE								i i														
Purchaser's costs	5.80%			£174.761		£184.470		£194.179		£199.103		£208.743		£219.267		£223.306		£242.724		£262.142		£291.269
				£2.838.367		£2.996.054		£3.153.741		£3.233.703		£3.390.271		£3.561.192		£3.626.802		£3.942.176		£4.257.550		£4.730.611
DEVELOPMENT COSTS				,,.		, , , , , , , , , , , , , , , , , , ,				,,		,				,,.						, , .
				6477 000		6477 000		6477 000		6477 000		6477 000		6477 000		6477 000		6477 000		0177.000		C477 000
Land costs				£177,202		£177,202		£177,202		£177,202		£177,202		£177,202		£177,202		£177,202		£177,202		£177,202
Stamp duty and acquisition costs				-£10,189		-£10,189		-£10,189		-£10,189		-£10,189		-£10,189		-£10,189		-£10,189		-£10,189		-£10,189
Development Conto																						
	200/	2 220																				
Existing noor area	30%	3,229		646 446		646 446		646 446		646 446		C1C 1 4C		646 446		646 446		646 446		010 1 10		646 446
Demonition costs	£5 psi			£ 16, 146		£16,146		£10,140		£10,140		£16,146		£10,140		£ 16, 146		£10,140		£10,140		£16,146
Building costs	£121 psr	10 407		£1,592,683		£1,592,683		£1,592,683		£1,592,683		£1,592,683		£1,592,683		£1,592,683		£1,592,683		£1,592,683		£1,592,683
Area	62 % gis to net	13,127		0450.000		0450.000		0450.000		0450.000		0450.000		0450.000		0450.000		0450.000		0450.000		0450.000
External works	10.00%			£159,268		£159,268		£159,268		£159,268		£159,268		£159,268		£159,268		£159,268		£159,268		£159,268
Professional fees	10.00%			£176,810		£176,810		£176,810		£176,810		£176,810		£176,810		£176,810		£176,810		£176,810		£176,810
Contingency	5.00%	10 70 1		£97,245		£97,245		£97,245		£97,245		£97,245		£97,245		£97,245		£97,245		£97,245		£97,245
Mayoral CIL	£3.25	10,764		£35,000		£35,000		£35,000		£35,000		£35,000		£35,000		£35,000		£35,000		£35,000		£35,000
Residual S106	£5 psr	10 70 1	010	£53,820		£53,820	040	£53,820	0.45	£53,820		£53,820	000	£53,820	0.40	£53,820	005	£53,820		£53,820	0404	£53,820
CIL	£s pst	10,764	-£12	-£133,879	-£1	-£14,343	£10	£105,737	£15	£164,576	£26	£276,473	£39	£416,138	£43	£464,913	£65	£703,257	£88	£942,812	£121	£1,302,110
Disposal Costs								i												i		
Letting Agent's fee (% of rent)	10.00%			£19,375		£20,452		£21,528		£23,143		£23,143		£23,143		£24,757		£26,910		£29,063		£32,292
Agent's fees (on capital value)	1.00%			£30,131		£31,805		£33,479		£34,328		£35,990		£37,805		£38,501		£41,849		£45,197		£50,219
Legal fees (% of capital value)	0.75%			£22,598		£23,854		£25,109		£25,746		£26,993		£28,353		£28,876		£31,387		£33,898		£37,664
Finance_								i												i		
Loan arrangement fee	1.00%			£19,971		£21,166		£22,367		£22,955		£24,074		£25,471		£25,959		£28,342		£30,738		£34,331
Interest rate	7.00%																					
Interest	18 months			£108,633		£115,119		£121,633		£124,885		£139,681		£138,412		£141,121		£154,055		£167,052		£186,546
Profit on cost				£473,552		£500,016		£525,902		£540,085		£565,933		£593,886		£604,690		£658,391		£710,806		£789,465
Profit on cost (%)				20.02%		20.03%		20.01%		20.05%		20.04%		20.01%		20.01%		20.05%		20.04%		20.03%
Net additional floorspace (sq ft)		7,535		7,535		7,535		7,535		7,535		7,535		7,535		7,535		7,535		7,535		7,535
Net additional floorspace (sq m)		700		700		700		700		700		700		700		700		700		700		700

Commercial Development

Use class: Convenience Retail and Retail Warehousing

	Common as	ssumptions	CUV	1	CUV	/ 2	CUV	3
Current use value								
Existing space as percentage of new	30%	3,229						
Rent per sq ft			£6 psf		£8 psf		£10 psf	
Rental income per annum			£19,375		£25,834		£32,292	
Rent free/voids (years)			3.0	0.7938	3.0	0.7938	3.0	0.7938
Total revenue, capitalised (including all costs)			8.00%		8.00%		8.00%	
Refurbishment costs	£50 psf		£161,460		£161,460		£161,460	
Fees	7%		£11,302		£11,302		£11,302	
Capitalised rent, net of refurb and fees				£19,496		£83,582		£147,668
Purchaser's costs	5.75%							
Current use value				£19,496		£83,582		£147,668
CUV including Landowner premium			15%	£22,420	20.00%	£100,299	20.00%	£177,202

Commercial Development

	£s per sqft	Yield	Rent free
Appraisal 1	£18.00	5.75%	2.00 years
Appraisal 2	£19.00	5.75%	2.00 years
Appraisal 3	£20.00	5.75%	2.00 years
Appraisal 4	£21.50	6.00%	2.00 years
Appraisal 5 (base)	£21.50	5.75%	2.00 years
Appraisal 6	£21.50	5.50%	2.00 years
Appraisal 7	£23.00	5.75%	2.00 years
Appraisal 8	£25.00	5.75%	2.00 years
Appraisal 9	£27.00	5.75%	2.00 years
Appraisal 10	£30.00	5.75%	2.00 years

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£6.00	8.00%	3.00 years	15.00%
Current use value 2	£8.00	8.00%	3.00 years	20.00%
Current use value 3	£10.00	8.00%	3.00 years	20.00%

Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-19%	£78	£9	£0
Appraisal 2	-13%	£196	£129	£60
Appraisal 3	-8%	£317	£248	£179
Appraisal 4	0%	£377	£308	£239
Appraisal 5 (base)	-	£495	£423	£351
Appraisal 6	0%	£628	£559	£491
Appraisal 7	7%	£677	£606	£540
Appraisal 8	14%	£914	£846	£778
Appraisal 9	20%	£1,155	£1,085	£1,017
Appraisal 10	28%	£1,515	£1,445	£1,376





DEVELOPMENT APPRAISAL

Use class: venience Retail and Retail Warehou Location: vhole of Borough (5,000 sq m) Jan't

Commercial Development

DEVELOPMENT VALUE	Common as	sumptions	Appraisa	al 1	Аррі	raisal 2	Apprai	sal 3	Appra	aisal 4	Ap	opraisal 5	App	raisal 6	Appra	aisal 7	Appr	aisal 8	Appra	aisal 9	Appra	isal 10
Rental Income	Floor area		fnsff	per annum	fnsf	f ner annum	fnsf f	ner annum f	? nsf	f ner annum	fnsf	f ner annum	fnsf	f per annum	fnsf	f ner annum	fnsf	f per annum f i	nsf	f per annum	Finsf	f per annum
Rent - area 1	17 940		£ p3i £	£322 920	£ p31 £10	£340 860	£20.00	£358 800	£21.50	£385 710	£ 931 £21 /	50 £385.71	1 - 2 = 531 0 = 2 + 2 + 5(£ per annam	£ 23 00	£412 620	£ 25 00	$f_{448} = 500$	£27.00	£484 380	£30.00	£538 200
Rent - area 2	17,940		£18.00	£322,320	£19 £10	£340,860	£20.00	£358,800	£21.50	£385 710	£21.	50 £385.71	$0 \qquad f_{21.50} \\ $	$f_{2385,710}$	£23.00	£412,020	£25.00	$f = \frac{2440,500}{448,500}$	£27.00	£484 380	£30.00	£538,200
Pont area 2	17,940		£18.00	£322,920	£10	£340,860	£20.00	£350,000	£21.50	£305,710	£21. £21	50 £295 71	$0 \qquad 221.50$	£205,710	£23.00	£412,020	£25.00	2440,500	£27.00	£404,300	£30.00	£530,200
Total floor area / rent	17,940	52 920	218.00	£322,920 £069,760	219	£1 022 590	120.00	£336,800	£21.00	£303,710	LZ I.	£1 157 12	0 £21.50	£1 157 120	£23.00	£412,020	£23.00	£1 245 500	127.00	£404,300	230.00	£1.614.600
		55,620		2900,700		£1,022,500		£1,070,400		£1,157,130		£1,157,15	0	£1,157,130		£1,237,000		£1,345,500		£1,455,140		21,014,000
Rent free/voids (years)			2.0	0.8942	2.0	0.8942	2.0	0.8942	2.0	0.8900	2	.0 0.8942	2.0	0.8985	2.0	0.8942	2.0	0.8942	2.0	0.8942	2.0	0.8942
Yield	5.75%		5.75%		5.75%)	5.75%		6.00%		5.75	5%	5.50%	D	5.75%		5.75%		5.75%		5.75%	
Capitalised rent			£	15,065,641		£15,902,621	:	£16,739,601		£17,164,026		£17,995,07	1	£18,902,295		£19,250,541		£20,924,501		£22,598,461		£25,109,401
GROSS DEVELOPMENT VALUE																						
Purchaser's costs	5.80%			£873,807		£922,352		£970,897		£995,514		£1,043,71	4	£1,096,333		£1,116,531		£1,213,621		£1,310,711		£1,456,345
			£	14,191,833		£14,980,269	:	£15,768,704		£16,168,513		£16,951,35	7	£17,805,962		£18,134,009		£19,710,880		£21,287,750		£23,653,056
DEVELOPMENT COSTS														, ,								
Land costs				£886 009		£886 009		£886.009		£886.009		£886.00	9	£886 009		£886.009		£886.009		£886 009		£886.009
Stamp duty and acquisition costs				-£50 946		-£50 946		-£50,946		-£50,946		-£50 94	6	-£50,946		-£50 946		-£50,946		-£50,946		-£50,946
				200,010		200,010		200,010		200,010		200,01		200,010		200,010		200,010		200,010		200,010
Development Costs																						
Development Costs	000/	10 1 10																				
Existing hoor area	30%	16,146		COO 700		000 700		C00 700		C00 700		COO 70	0	000 700		COO 700		COO 700		600 700		COO 700
Demonition costs	£5 psi			£80,730		£80,730		£80,730		£80,730		£80,73	0	£80,730		£80,730		£80,730		£80,730		£80,730
Building costs	£117 psr	05 00 4	:	£1,610,132		£7,670,732		£7,670,732		£7,670,732		£7,670,73	2	£7,670,732		£7,670,732		£1,610,132		£7,670,732		£7,670,732
Area	02 /0 gr3 to net	65,634		0707 070		0707.070		0707.070		0707.070		0707.07		0707.070		0707 070		0707.070		0707 070		0707.070
External works	10.00%			£767,073		£767,073		£767,073		£767,073		£767,07	3	£767,073		£767,073		£767,073		£767,073		£767,073
Protessional fees	10.00%			£851,853		£851,853		£851,853		£851,853		£851,85	3	£851,853		£851,853		£851,853		£851,853		£851,853
Contingency	5.00%	50.000		£468,519		£468,519		£468,519		£468,519		£468,51	9	£468,519		£468,519		£468,519		£468,519		£468,519
Mayoral CIL	£3.25	53,820		£175,000		£175,000		£175,000		£175,000		£175,00	0	£175,000		£175,000		£175,000		£175,000		£175,000
Residual S106	£5 pst			£269,100		£269,100		£269,100		£269,100		£269,10	0	£269,100		£269,100		£269,100		£269,100		£269,100
CIL	£s pst	53,820	-£6	-£296,298	£6	£300,074	£17	£896,595	£22	£1,195,791	£	33 £1,755,25	9 £46	5 £2,453,469	£50	£2,697,601	£72	£3,888,211	£94	£5,085,983	£128	£6,882,467
Disposal Costs								i														
Letting Agent's fee (% of rent)	10.00%			£96,876		£102,258		£107,640		£115,713		£115,71	3	£115,713		£123,786		£134,550		£145,314		£161,460
Agent's fees (on capital value)	1.00%			£150,656		£159,026		£167,396		£171,640		£179,95	1	£189,023		£192,505		£209,245		£225,985		£251,094
Legal fees (% of capital value)	0.75%			£112,992		£119,270		£125,547		£128,730		£134,96	3	£141,767		£144,379		£156,934		£169,488		£188,321
Finance																						
Loan arrangement fee	1.00%			£99.867		£105.831		£111.796		£114.788		£120.38	3	£127.365		£129.806		£141.712		£153.690		£171.655
Interest rate	7.00%			,						,			-	,								,
Interest	18 months			£543,230		£575,591		£607,960		£624,481		£698,45	8	£692,106		£705,667		£770,277		£835,263		£932,733
Profit on cost				£2 366 439		£2 500 147		£2 633 699		£2 699 298		£2 828 55	9	£2 968 447		£3 022 193		£3 291 879		£3 553 956		£3 947 255
Profit on cost (%)				20 01%		20.03%		20 05%		20 04%		20,020,00	6	20 01%		20,022,190		20 05%		20,000,000		20,0347,200
				20.0170		20.03%		20.03%		20.04%		20.037	0	20.01%		20.00%		20.03 /0		20.04%		20.03%
Net additional floorspace (sq ft)		37,674		37,674		37,674		37,674		37,674		37,67	4	37,674		37,674		37,674		37,674		37,674
Net additional floorspace (sq m)		3,500		3,500		3,500		3,500		3,500		3,500)	3,500		3,500		3,500		3,500		3,500

Commercial Development

Use class: Convenience Retail and Retail Warehousing

	Common as	sumptions	CUV	1	CU/	/ 2	CUV	3
Current use value								
Existing space as percentage of new	30%	16,146						
Rent per sq ft			£6 psf		£8 psf		£10 psf	
Rental income per annum			£96,876		£129,168		£161,460	
Rent free/voids (years)			3.0	0.7938	3.0	0.7938	3.0	0.7938
Total revenue, capitalised (including all costs)			8.00%		8.00%		8.00%	
Refurbishment costs	£50 psf		£807,300		£807,300		£807,300	
Fees	7%		£56,511		£56,511		£56,511	
Capitalised rent, net of refurb and fees				£97,480		£417,911		£738,341
Purchaser's costs	5.75%							
Current use value				£97,480		£417,911		£738,341
CUV including Landowner premium			15%	£112,102	20.00%	£501,493	20.00%	£886,009

Commercial Development

	£s per sqft	Yield	Rent free
Appraisal 1	£24.00	6.25%	2.00 years
Appraisal 2	£27.00	6.25%	2.00 years
Appraisal 3	£28.00	6.25%	2.00 years
Appraisal 4	£30.00	6.50%	2.00 years
Appraisal 5 (base)	£30.00	6.25%	2.00 years
Appraisal 6	£30.00	6.00%	2.00 years
Appraisal 7	£32.00	6.25%	2.00 years
Appraisal 8	£34.00	6.25%	2.00 years
Appraisal 9	£36.00	6.25%	2.00 years
Appraisal 10	£38.00	6.25%	2.00 years

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£10.00	7.50%	3.00 years	20.00%
Current use value 2	£15.00	7.00%	3.00 years	20.00%
Current use value 3	£20.00	6.50%	3.00 years	20.00%

Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-25%	£0	£0	£0
Appraisal 2	-11%	£149	£0	£0
Appraisal 3	-7%	£257	£23	£0
Appraisal 4	0%	£332	£102	£0
Appraisal 5 (base)	-	£466	£222	£0
Appraisal 6	0%	£629	£396	£123
Appraisal 7	6%	£693	£461	£188
Appraisal 8	12%	£911	£680	£405
Appraisal 9	17%	£1,130	£898	£623
Appraisal 10	21%	£1,347	£1,116	£842







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DEVELOPMENT VALUE	Common as	sumptions	Apprais	sal 1	Appr	aisal 2	Apprai	isal 3	Appra	aisal 4	Appra	isal 5	Appra	aisal 6	Appra	isal 7	Appra	aisal 8	Appra	isal 9	Appra	isal 10
Rental Income	Floor area		fnsff	ner annum	fnef	f per appum	nsf f	F ner annum f	? nef	f per annum f	Finsf 4	f ner annum	fnsf	f ner annum	fnsf	f ner annum	fnsf	f per annum f	Finsf 4	ner annum	fnsf	f ner annum
Rent - area 1	1 000		£24.00	£24 000	£27	£27 000	£28.00	£28.000	£30.00	£30,000	£30.00	£30.000	£30.00	£30,000	£32.00	£32 000	£34.00	£34 000	£36.00	£36.000	£38.00	£38.000
Rent - area 2	1,000		£24.00	£24,000	£27	£27,000	£28.00	£28,000	£30.00	£30,000	£30.00	£30,000	£30.00	£30,000	£32.00	£32,000	£34.00	£34,000	£36.00	£36,000	£38.00	£38,000
Rent - area 3	1,000		£24.00	£24,000	£27	£27,000	£28.00	£28,000	£30.00	£30,000	£30.00	£30,000	£30.00	£30,000	£32.00	£32,000	£34.00	£34,000	£36.00	£36,000	£38.00	£38,000
Total floor area / rent	1,000	2 000	124.00	£24,000	LZI	£27,000	120.00	£28,000	230.00	£30,000	£30.00	£30,000	230.00	£30,000	132.00	£32,000	234.00	£102.000	230.00	£30,000	238.00	£38,000
		3,000		£72,000		201,000		204,000		£90,000		290,000		190,000		190,000		£102,000		£100,000		£114,000
Rent free/voids (years)			2.0	0.8858	2.0	0.8858	2.0	0.8858	2.0	0.8817	2.0	0.8858	2.0	0.8900	2.0	0.8858	2.0	0.8858	2.0	0.8858	2.0	0.8858
Yield	6.25%		6.25%		6.25%		6.25%		6.50%		6.25%		6.00%		6.25%		6.25%		6.25%		6.25%	
Capitalised rent				£1,020,457		£1,148,014		£1,190,533		£1,220,759		£1,275,571		£1,334,995		£1,360,609		£1,445,647		£1,530,685		£1,615,723
GROSS DEVELOPMENT VALUE																						
Burchasor's costs	5 909/			650 196		£66 595		£60.051		670 904		£72 092		677 420		£79 015		010 003		200 700		£02 712
Furchaser's costs	5.00 %			£961.270		£1.081.429		£1.121.482		£1.149.955		£1.201.588		£1,257,565		£1.281.694		£1.361.800		£1.441.905		£1.522.011
DEVELOPMENT COSTS				2001,210		21,001,120				21,110,000		1,201,000		1,201,000		21,201,001		21,001,000		,,		,o,o
				0017 001		0017.001		0017.001		0017.001		0017 001		0017.001		0017.001		0017.001		0017.001		0017.001
Land costs				£217,321		£217,321		£217,321		£217,321		£217,321		£217,321		£217,321		£217,321		£217,321		£217,321
Stamp duty and acquisition costs				-£12,496		-£12,496		-£12,496		-£12,496		-£12,496		-£12,496		-£12,496		-£12,496		-£12,496		-£12,496
								i														
Development Costs								i												İ		
Existing floor area	30%	900																				
Demolition costs	£5 psf			£4,500		£4,500		£4,500		£4,500		£4,500		£4,500		£4,500		£4,500		£4,500		£4,500
Building costs	£150 psf			£548,780		£548,780		£548,780		£548,780		£548,780		£548,780		£548,780		£548,780		£548,780		£548,780
Area	82% grs to net	3,659																				
External works	10.00%			£54,878		£54,878		£54,878		£54,878		£54,878		£54,878		£54,878		£54,878		£54,878		£54,878
Professional fees	10.00%			£60,816		£60,816		£60,816		£60,816		£60,816		£60,816		£60,816		£60,816		£60,816		£60,816
Contingency	5.00%			£33,449		£33,449		£33,449		£33,449		£33,449		£33,449		£33,449		£33,449		£33,449		£33,449
Mayoral CIL	£3.25	3,000		£9,755		£9,755		£9,755		£9,755		£9,755		£9,755		£9,755		£9,755		£9,755		£9,755
Residual S106	£5 psf			£15,000		£15,000		£15,000		£15,000		£15,000		£15,000		£15,000		£15,000		£15,000		£15,000
CIL	£s psf	3,000	-£64	-£190,649	-£33	-£99,883	-£23	-£69,232	-£16	-£48,028	-£6	-£18,588	£11	£34,412	£17	£52,281	£38	£112,975	£58	£173,765	£78	£234,571
Disposal Costs																						
Letting Agent's fee (% of rent)	10.00%			£7.200		£8.100		£8.400		£9.000		£9.000		£9.000		£9.600		£10.200		£10.800		£11.400
Agent's fees (on capital value)	1.00%			£10.205		£11,480		£11.905		£12.208		£12.756		£13.350		£13.606		£14,456		£15.307		£16.157
Legal fees (% of capital value)	0.75%			£7,653		£8,610		£8,929		£9,156		£9,567		£10,012		£10,205		£10,842		£11,480		£12,118
Finance																						
Loan arrangement fee	1.00%			£5,365		£6,273		£6,579		£6,792		£7,086		£7,616		£7,795		£8,402		£9,009		£9,617
Interest rate	7.00%																					
Interest	18 months			£29,483		£34,413		£36,077		£37,249		£49,599		£41,683		£42,676		£45,972		£49,273		£52,575
Profit on cost				£160,010		£180,434		£186,820		£191,576		£200,166		£209,489		£213,529		£226,950		£240,268		£253,571
Profit on cost (%)				19.97%		20.03%		19.99%		19.99%		19.99%		19.99%		19.99%		20.00%		20.00%		19.99%
								-														
Net additional floorspace (sq ft)		2,100		2,100		2,100		2,100		2,100		2,100		2,100		2,100		2,100		2,100		2,100
Net additional floorspace (sq m)		195		195		195		195		195		195		195		195		195		195		195

Commercial Development

Use class: All Other Retail (A1-A5)

	Common as	sumptions	CUV	1	CU∖	2	CUV	3
Current use value								
Existing space as percentage of new	30%	900						
Rent per sq ft			£10 psf		£15 psf		£20 psf	
Rental income per annum			£9,000		£13,500		£18,000	
Rent free/voids (years)			3.0	0.8050	3.0	0.8163	3.0	0.8278
Total revenue, capitalised (including all costs)			7.50%		7.00%		6.50%	
Refurbishment costs	£50 psf		£45,000		£45,000		£45,000	
Fees	7%		£3,150		£3,150		£3,150	
Capitalised rent, net of refurb and fees				£48,445		£109,279		£181,101
Purchaser's costs	5.75%							
Current use value				£48,445		£109,279		£181,101
CUV including Landowner premium			20%	£58,134	20.00%	£131,135	20.00%	£217,321

Commercial Development

	£s per sqft	Yield	Rent free
Appraisal 1	£10.00	6.75%	2.00 years
Appraisal 2	£15.00	6.75%	2.00 years
Appraisal 3	£18.00	6.75%	2.00 years
Appraisal 4	£20.00	7.00%	2.00 years
Appraisal 5 (base)	£20.00	6.75%	2.00 years
Appraisal 6	£20.00	6.50%	2.00 years
Appraisal 7	£21.00	6.75%	2.00 years
Appraisal 8	£22.00	6.75%	2.00 years
Appraisal 9	£23.00	6.75%	2.00 years
Appraisal 10	£24.00	6.75%	2.00 years

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£6.00	8.00%	3.00 years	15.00%
Current use value 2	£8.00	8.00%	3.00 years	20.00%
Current use value 3	£10.00	8.00%	3.00 years	20.00%

Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-100%	£0	£0	£0
Appraisal 2	-33%	£0	£0	£0
Appraisal 3	-11%	£0	£0	£0
Appraisal 4	0%	£0	£0	£0
Appraisal 5 (base)	-	£0	£0	£0
Appraisal 6	0%	£0	£0	£0
Appraisal 7	5%	£0	£0	£0
Appraisal 8	9%	£0	£0	£0
Appraisal 9	13%	£0	£0	£0
Appraisal 10	17%	£0	£0	£0





DEVELOPMENT APPRAISAL

DEVELOPMENT APPRAISAL	Use class:	All Other Retail (A1-A5)
Commercial Development	Location:	Rest of Borough '14

Appraisal 4 DEVELOPMENT VALUE Appraisal 1 Appraisal 3 Appraisal 7 Appraisal 2 Appraisal 5 Appraisal 6 Common assumptions Appr Rental Income Floor area £ psf £ per annum £ psf £ per annum £ psf £ per annum £ psf £ per annum £ psf £ per annum £ psf £ per annum £ psf £ per annum £ psf £10.00 £10.000 £18.000 £20.00 £20.000 £20.00 £21.00 £21.000 £22.00 Rent - area 1 1 000 £15 £15,000 £18.00 £20 000 £20.00 £20.000 Rent - area 2 1,000 £10.00 £10,000 £15 £15,000 £18.00 £18,000 £20.00 £20,000 £20.00 £20,000 £20.00 £20,000 £21.00 £21,000 £22.00 Rent - area 3 1,000 £10.00 £10,000 £15 £15,000 £18.00 £18,000 £20.00 £20,000 £20.00 £20,000 £20.00 £20,000 £21.00 £21,000 £22.00 Total floor area / rent 3.000 £30.000 £63.000 £45,000 £54,000 £60.000 £60,000 £60,000 Rent free/voids (years) 20 0.8775 0.8775 2.0 0.8775 2.0 0.8734 2.0 0.8775 0.8817 2.0 0.8775 2.0 2.0 2.0 Yield 6.75% 6.75% 6.75% 7.00% 6.75% 6.50% 6.75% 6.75% 6.75% Capitalised rent £390,015 £585,023 £702,028 £748,662 £780,031 £813,839 £819,032 GROSS DEVELOPMENT VALUE £33.931 £43,422 £47,203 £47.504 5.80% £22.621 £40.718 £45.242 Purchaser's costs £367,394 £551,092 £661,310 £705,239 £734,789 £766,637 £771,528 **DEVELOPMENT COSTS** Land costs £49,387 £49,387 £49,387 £49,387 £49,387 £49,387 £49,387 -£2,840 Stamp duty and acquisition costs -£2.840 -£2.840 -£2,840 -£2.840 -£2.840 -£2.840 Development Costs Existing floor area 30% 900 £4,500 £4,500 £4,500 £4,500 £4,500 £4,500 £4.500 Demolition costs £5 psf Building costs £137 psf £501,220 £501,220 £501,220 £501,220 £501,220 £501,220 £501,220 Area 82% grs to net 3,659 External works 10.00% £50,122 £50,122 £50,122 £50,122 £50,122 £50,122 £50,122 £55,584 Professional fees 10.00% £55,584 £55,584 £55,584 £55,584 £55,584 £55,584 £30,571 £30,571 £30,571 £30,571 Contingency 5.00% £30,571 £30,571 £30,571 Mayoral CIL £3.25 3,000 £9,755 £9,755 £9,755 £9,755 £9,755 £9,755 £9,755 Residual S106 £15.000 £15,000 £15,000 £15 000 £15,000 £15,000 £15,000 £5 psf CIL £s psf 3,000 -£144 -£432,090 -£292,904 -£70 -£209,385 -£59 -£176,403 -£52 -£156,173 -£43 -£129,521 -£42 -£126,082 -£98 -£33 **Disposal Costs** £4,500 £5,400 £6,000 £6,300 Letting Agent's fee (% of rent) 10.00% £3,000 £6,000 £6,000 Agent's fees (on capital value) 1.00% £3,900 £5,850 £7,020 £7,487 £7,800 £8,138 £8,190 Legal fees (% of capital value) 0.75% £2,925 £4,388 £5,265 £5,615 £5,850 £6,104 £6,143 Finance £5,106 Loan arrangement fee 1 00% £2 347 £3,738 £4,574 £4,903 £5,372 £5,407 Interest rate 7.00% £20,401 18 months £12,836 £24,940 £26,746 £30,281 £29,267 £29,468 Interest Profit on cost £61,178 £91,820 £110,196 £117,592 £122,626 £127,977 £128,803 Profit on cost (%) 19.98% 19.99% 20.00% 20.01% 20.03% 20.04% 20.04% 2,100 2,100 2,100 2,100 2,100 2,100 2,100 Net additional floorspace (sq ft) 2 100 Net additional floorspace (sq m) 195 195 195 195 195 195 195 195

aisal 8	Appra	aisal 9	Appra	isal 10
C	Craf	C	Craf	C
£ per annum		£ per annum	£ psr	£ per annum
£22,000	£23.00	£23,000	£24.00	£24,000
£22,000	£23.00	£23,000	£24.00	£24,000
£22,000	£23.00	£23,000	£24.00	£24,000
£66,000		£69,000		£72,000
0.8775	2.0	0.8775	2.0	0.8775
	6.75%		6.75%	
£858,034		£897,035		£936,037
-				
£49,766		£52,028		£54,290
£808,268		£845,007		£881,747
£49.387		£49.387		£49.387
-£2.840		-£2.840		-£2.840
64 500		64 500		64 500
£4,500		£4,500		£4,500
£301,220		£501,220		2001,220
£50,122		£50,122		£50,122
£55,584		£55,584		£55,584
£30,571		£30,571		£30,571
£9,755		£9,755		£9,755
£15,000		£15,000		£15,000
-£98,350	-£23	-£70,252	-£14	-£42,391
£6,600		£6,900		£7,200
£8,580		£8,970		£9,360
£6,435		£6,728		£7,020
-				
£5,684		£5,965		£6,244
£30,976		£32,503		£34,017
£135,043		£140,895		£146,997
20.06%		20.01%		20.01%
2,100		2,100		2,100
195		195		195

Commercial Development

Use class: All Other Retail (A1-A5)

	Common as	ssumptions	CUV ·	1	CUV	2	CUV	3
Current use value								
Existing space as percentage of new	30%	900						
Rent per sq ft			£6 psf		£8 psf		£10 psf	
Rental income per annum			£5,400		£7,200		£9,000	
Rent free/voids (years)			3.0	0.7938	3.0	0.7938	3.0	0.7938
Total revenue, capitalised (including all costs)			8.00%		8.00%		8.00%	
Refurbishment costs	£50 psf		£45,000		£45,000		£45,000	
Fees	7%		£3,150		£3,150		£3,150	
Capitalised rent, net of refurb and fees				£5,434		£23,295		£41,156
Purchaser's costs	5.75%							
Current use value				£5,434		£23,295		£41,156
CUV including Landowner premium			15%	£6,249	20.00%	£27,954	20.00%	£49,387

Commercial Development

	£s per sqft	Yield	Rent free
Appraisal 1	£7.00	7.50%	2.00 years
Appraisal 2	£8.00	7.50%	2.00 years
Appraisal 3	£9.00	7.50%	2.00 years
Appraisal 4	£10.00	7.75%	2.00 years
Appraisal 5 (base)	£10.00	7.50%	2.00 years
Appraisal 6	£10.00	7.25%	2.00 years
Appraisal 7	£11.00	7.50%	2.00 years
Appraisal 8	£12.00	7.50%	2.00 years
Appraisal 9	£13.00	7.50%	2.00 years
Appraisal 10	£14.00	7.50%	2.00 years

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£5.00	8.00%	3.00 years	15.00%
Current use value 2	£6.50	8.00%	3.00 years	20.00%
Current use value 3	£8.00	8.00%	3.00 years	20.00%

Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-43%	£0	£0	£0
Appraisal 2	-25%	£0	£0	£0
Appraisal 3	-11%	£0	£0	£0
Appraisal 4	0%	£0	£0	£0
Appraisal 5 (base)	-	£0	£0	£0
Appraisal 6	0%	£0	£0	£0
Appraisal 7	9%	£0	£0	£0
Appraisal 8	17%	£0	£0	£0
Appraisal 9	23%	£74	£20	£0
Appraisal 10	29%	£163	£109	£57







DEVELOPMENT VALUE	Common as	sumptions	Apprais	sal 1	Appr	aisal 2	Appra	aisal 3	Appr	aisal 4	Appra	isal 5	Appra	aisal 6	Appra	aisal 7	Appra	aisal 8	Appra	isal 9	Apprai	sal 10
Rental Income	Floor area		fnsff	ner annum	fnsf	f per annum	fnsf	f ner annum	Finsf	f per annum	fnsf	f ner annum	fnsf	f ner annum	fnsf	f ner annum	fnsf	f per annum f	Finsf	f ner annum	Finsf 4	f ner annum
Rent - area 1	10,000		£ 201 £	£70 000	£ 951 £8	£80.000	£9.00	£90.000	£10.00	£100.000	£10.00	£100 000	£ 00 £10.00	£100 000	£11.00	£110 000	£ p3i £12.00	£120.000	£13.00	£130.000	£14.00	£140.000
Rent - area 2	10,000		£7.00	£70,000	£8	£80,000	£9.00	£90,000	£10.00	£100,000	£10.00	£100,000	£10.00	£100,000	£11.00	£110,000	£12.00	£120,000	£13.00	£130,000	£14.00	£140,000
Rent - area 3	10,000		£7.00	£70,000	£8	£80,000	£9.00	£90,000	£10.00	£100,000	£10.00	£100,000	£10.00	£100,000	£11.00	£110,000	£12.00	£120,000	£13.00	£130,000	£14.00	£140,000
Total floor area / rent	10,000	30,000	27.00	£210,000	20	£240,000	23.00	£270,000	210.00	£300,000	210.00	£300,000	210.00	£300,000	211.00	£330,000	212.00	£360,000	215.00	£390,000	214.00	£420.000
		50,000		2210,000		2240,000		2210,000		2000,000		2000,000		2000,000		2000,000		2000,000		2000,000		2420,000
Rent free/voids (years)			2.0	0.8653	2.0	0.8653	2.0	0.8653	2.0	0.8613	2.0	0.8653	2.0	0.8694	2.0	0.8653	2.0	0.8653	2.0	0.8653	2.0	0.8653
Yield	7.50%		7.50%		7.50%		7.50%		7.75%		7.50%		7.25%		7.50%		7.50%		7.50%		7.50%	
Capitalised rent				£2,422,931		£2,769,064		£3,115,197		£3,334,149		£3,461,330		£3,597,399		£3,807,463		£4,153,597		£4,499,730		£4,845,863
GROSS DEVELOPMENT VALUE																						
Purchaser's costs	5.80%			£140.530		£160.606		£180.681		£193.381		£200.757		£208.649		£220.833		£240,909		£260.984		£281.060
	0.0070			£2,282,401		£2,608,459		£2,934,516		£3,140,768		£3,260,573		£3,388,750		£3,586,631		£3,912,688		£4,238,745		£4,564,803
DEVELOPMENT COSTS																						
				0540.050		0540.050		0540.050		0540.050		0540.050		0540.050		0540.050		0540.050		0540.050		0540.050
Land costs				£510,659		£510,659		£510,659		£510,659		£510,659		£510,659		£510,659		£510,659		£510,659		£510,659
Stamp duty and acquisition costs				-£29,363		-£29,363		-£29,363		-£29,303		-£29,363		-£29,363		-£29,363		-229,303		-£29,363		-£29,363
Development Costs																						
Existing floor area	30%	9,000																				
Demolition costs	£5 psf			£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000
Building costs	£60 psf			£2,000,000		£2,000,000		£2,000,000		£2,000,000		£2,000,000		£2,000,000		£2,000,000		£2,000,000		£2,000,000		£2,000,000
Area	90% grs to net	33,333																				
External works	10.00%			£200,000		£200,000		£200,000		£200,000		£200,000		£200,000		£200,000		£200,000		£200,000		£200,000
Professional fees	10.00%			£224,500		£224,500		£224,500		£224,500		£224,500		£224,500		£224,500		£224,500		£224,500		£224,500
Contingency	5.00%			£123,475		£123,475		£123,475		£123,475		£123,475		£123,475		£123,475		£123,475		£123,475		£123,475
Mayoral CIL	£3.25	30,000		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547
Residual S106	£5 psf			£150,000		£150,000		£150,000		£150,000		£150,000		£150,000		£150,000		£150,000		£150,000		£150,000
CIL	£s psf	30,000	-£52	-£1,565,471	-£44	-£1,320,277	-£36	-£1,072,633	-£31	-£917,602	-£28	-£849,579	-£24	-£727,627	-£19	-£579,403	-£11	-£332,573	-£3	-£87,377	£5	£159,652
Disposal Costs																						
Letting Agent's fee (% of rent)	10.00%			£21,000		£24,000		£27,000		£30,000		£30,000		£30,000		£33,000		£36,000		£39,000		£42,000
Agent's fees (on capital value)	1.00%			£24,229		£27,691		£31,152		£33,341		£34,613		£35,974		£38,075		£41,536		£44,997		£48,459
Legal fees (% of capital value)	0.75%			£18,172		£20,768		£23,364		£25,006		£25,960		£26,980		£28,556		£31,152		£33,748		£36,344
Finance																						
Loan arrangement fee	1.00%			£12,751		£15,202		£17,679		£19,229		£19,909		£21,129		£22,611		£25,079		£27,531		£30,002
Interest rate	7.00%																					
Interest	18 months			£70,269		£83,617		£97,094		£105,592		£134,548		£115,807		£123,939		£137,373		£150,722		£164,166
Profit on cost				£379,634		£435,640		£489,042		£523,383		£543,304		£564,668		£598,034		£652,302		£708,306		£762,361
Profit on cost (%)				19.95%		20.05%		20.00%		20.00%		19.99%		19.99%		20.01%		20.01%		20.06%		20.05%
Not additional flooreness (as ft)		24.000		24.000		04.000		04.000		04.000		04.000		04.000		04.000		04.000		24.000		04.000
Net additional floorspace (sq ft)		21,000		∠1,000 1 051		21,000		21,000		21,000		21,000		21,000		21,000 1 051		21,000		21,000		21,000
met auditional noorspace (sq m)		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,931		1,901		1,951

Commercial Development

Use class: INDUSTRIAL

	Common assumptions		CUV 1		CUV	/ 2	CUV 3	
Current use value								
Existing space as percentage of new	30%	9,000						
Rent per sq ft			£5 psf		£7 psf		£8 psf	
Rental income per annum			£45,000		£58,500		£72,000	
Rent free/voids (years)			3.0	0.7938	3.0	0.7938	3.0	0.7938
Total revenue, capitalised (including all costs)			8.00%		8.00%		8.00%	
Refurbishment costs	£30 psf		£270,000		£270,000		£270,000	
Fees	7%		£18,900		£18,900		£18,900	
Capitalised rent, net of refurb and fees				£157,631		£291,590		£425,549
Purchaser's costs	5.75%							
Current use value				£157,631		£291,590		£425,549
CUV including Landowner premium			15%	£181,275	20.00%	£349,908	20.00%	£510,659

Commercial Development

	£s per sqft	Yield	Rent free
Appraisal 1	£30.00	6.60%	
Appraisal 2	£33.25	6.60%	
Appraisal 3	£34.00	6.60%	
Appraisal 4	£36.56	6.85%	
Appraisal 5 (base)	£36.56	6.60%	
Appraisal 6	£36.56	6.35%	
Appraisal 7	£38.00	6.60%	
Appraisal 8	£40.00	6.60%	
Appraisal 9	£42.00	6.60%	
Appraisal 10	£44.00	6.60%	

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£10.00	7.00%	3.00 years	20.00%
Current use value 2	£15.00	7.00%	3.00 years	20.00%
Current use value 3	£20.00	6.75%	3.00 years	20.00%

Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-22%	£0	£0	£0
Appraisal 2	-10%	£361	£161	£0
Appraisal 3	-8%	£449	£246	£10
Appraisal 4	0%	£590	£390	£154
Appraisal 5 (base)	-	£734	£525	£277
Appraisal 6	0%	£917	£717	£480
Appraisal 7	4%	£915	£715	£479
Appraisal 8	9%	£1,148	£945	£712
Appraisal 9	13%	£1,382	£1,180	£946
Appraisal 10	17%	£1,611	£1,414	£1,175

Use class:	Hotel (1)
Location:	Tower Hamlets Jan '14

(BNPPRE Datatbase and Egi) Passing rent Capital values for hotel Number of Rooms Value per room 425sq ft area assumed per room Goal seek Capital Value PSF

Raddison Edwardian, New Providence Wharf, Canary Wharf, E14 9PJ

£37,500,000 169 £221,893 £522.10 £521.81

Use class: Hotel (1) Tower Hamlets Jan '14 Location:

DE

DEVELOPMENT VALUE	Common as	sumptions	Appraisal 1	Appra	aisal 2	Appraisal 3	Арр	raisal 4	Appra	isal 5	Appra	aisal 6	Appra	aisal 7	Appra	aisal 8	Appra	isal 9	Apprai	isal 10
Rental Income	Floor area		f nsf f ner annum	fnsf	f per appum	f nsf f ner annum	fnsf	f per annum	fnsf	f ner annum	fnsf	f per annum	fnsf	f per appum	fnsf	f per appum 4	Fnef	f ner annum	Finef	f ner annum
Rent - area 1	10,000		£30.00 £300.000	£ 931 £33	£332 500	£34.00 £340.000	£ 951 £36.56	£365 600	£36.56	£365 600	£ 951 £36 56	£365 600	£ 931 £38.00	£380.000	£40.00	£400.000	£42.00	£420.000	£44.00	£440.000
Rent - area 2	10,000		£30.00 £300,000	£33	£332,500	£34.00 £340.000	£36.56	£365,600	£36.56	£365,600	£36.56	£365,600	£38.00	£380,000	£40.00	£400,000	£42.00	£420,000	£44.00	£440,000
Rent - area 3	10,000		£30.00 £300,000	£33	£332,500	£34.00 £340.000	£36.56	£365,600	£36.56	£365,600	£36.56	£365,600	£38.00	£380,000	£40.00	£400,000	£42.00	£420,000	£44.00	£440,000
Total floor area / rent	10,000	30,000	£900,000	200	£997 500	£1 020 000	200.00	£1 096 800	200.00	£1.096.800	200.00	£1.096.800	200.00	£1 140 000	240.00	£1,200,000	242.00	£1 260 000	244.00	£1 320 000
		50,000	2300,000		2007,000	21,020,000		21,000,000		21,000,000		21,000,000		21,140,000		21,200,000		21,200,000		21,020,000
Rent free/voids (years)			- 1.0000	-	1.0000	- 1.0000	-	1.0000	-	1.0000	-	1.0000	-	1.0000	-	1.0000	-	1.0000	-	1.0000
Yield	6.60%		6.60%	6.60%		6.60%	6.85%	0	6.60%		6.35%		6.60%		6.60%		6.60%		6.60%	
Capitalised rent			£13,636,364		£15,113,636	£15,454,545		£16,011,679		£16,618,182		£17,272,441		£17,272,727		£18,181,818		£19,090,909		£20,000,000
GROSS DEVELOPMENT VALUE																				
Purchaser's costs	5 80%		£790.909		£876 591	£896.364		£928 677		£963 855		£1 001 802		£1 001 818		£1 054 545		£1 107 273		£1 160 000
	0.0070		£12 845 455		£14 237 045	£14 558 182		£15 083 001		£15 654 327		£16 270 639		£16 270 909		£17 127 273		£17 983 636		£18 840 000
DEVELOPMENT COSTS			212,040,400		211,201,010	214,000,101		210,000,001		210,004,021		210,210,000		210,210,000		211,121,210		211,000,000		210,040,000
Land costs			£2,052,749		£2,052,749	£2,052,749		£2,052,749		£2,052,749		£2,052,749		£2,052,749		£2,052,749		£2,052,749		£2,052,749
Stamp duty and acquisition costs			-£118,033		-£118,033	-£118,033		-£118,033		-£118,033		-£118,033		-£118,033		-£118,033		-£118,033		-£118,033
Development Costs																				
Existing floor area	30%	9,000																		
Demolition costs	£5 psf		£45,000		£45,000	£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000
Building costs	£175 psf		£7,000,000		£7,000,000	£7,000,000		£7,000,000		£7,000,000		£7,000,000		£7,000,000		£7,000,000		£7,000,000		£7,000,000
Area	75% grs to net	40,000																		
External works	10.00%		£700,000		£700,000	£700,000		£700,000		£700,000		£700,000		£700,000		£700,000		£700,000		£700,000
Professional fees	10.00%		£774,500		£774,500	£774,500		£774,500		£774,500		£774,500		£774,500		£774,500		£774,500		£774,500
Contingency	5.00%		£425,975		£425,975	£425,975		£425,975		£425,975		£425,975		£425,975		£425,975		£425,975		£425,975
Mayoral CIL	£3.25	30,000	£97,547		£97,547	£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547		£97,547
Residual S106	£5 pst		£150,000		£150,000	£150,000		£150,000		£150,000		£150,000		£150,000		£150,000		£150,000		£150,000
CIL	£s psf	30,000	-£42 -£1,264,369	-£7	-£207,954	£1 £29,008	£14	£430,051	£26	£771,847	£45	£1,337,952	£44	£1,333,835	£66	£1,985,613	£88	£2,635,385	£109	£3,275,798
Disposal Costs																				
Letting Agent's fee (% of rent)	10.00%		£90.000		£99.750	£102.000		£109.680		£109.680		£109.680		£114.000		£120.000		£126.000		£132.000
Agent's fees (on capital value)	1.00%		£136,364		£151,136	£154,545		£160,117		£166,182		£172,724		£172,727		£181,818		£190,909		£200,000
Legal fees (% of capital value)	0.75%		£102,273		£113,352	£115,909	1	£120,088		£124,636		£129,543		£129,545		£136,364		£143,182		£150,000
Finance																				
Loan arrangement fee	1.00%		£79,287		£89,851	£92,220		£96,231		£99,649		£105,310		£105,269		£111,786		£118,284		£124,688
Interest rate	7.00%																			
Interest	18 months		£433,508		£490,839	£503,710		£525,680		£645,754		£574,503		£574,514		£609,883		£645,146		£679,918
Profit on cost			£2 140 655		£2 372 334	£2 433 050		£2 513 417		£2 608 841		£2 713 188		£2 713 281		£2 854 070		£2 006 002		£3 140 858
Profit on cost (%)			22, 140,000		10 00%	2,+00,000 20 070/		20,010,417		2,000,041		20 01%		20 010/		20 00%		20 0.00/		20,140,000
			20.00%		13.33%	20.07%		20.00%		20.00%		20.01%		20.01%		20.00%		20.00%		20.00%
Net additional floorspace (sq ft)		21,000	21,000		21,000	21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000
Net additional floorspace (sq m)		1,951	1,951		1,951	1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951

Commercial Development

Use class: Hotel (1)

	Common assumptions		CUV	1	CU	V 2	CUV 3		
Current use value									
Existing space as percentage of new	30%	9,000							
Rent per sq ft			£10 psf		£15 psf		£20 psf		
Rental income per annum			£90,000		£135,000		£180,000		
Rent free/voids (years)			3.0	0.8163	3.0	0.8163	3.0	0.8220	
Total revenue, capitalised (including all costs)			7.00%		7.00%		6.75%		
Refurbishment costs	£50 psf		£450,000		£450,000		£450,000		
Fees	7%		£31,500		£31,500		£31,500		
Capitalised rent, net of refurb and fees				£568,026		£1,092,789		£1,710,624	
Purchaser's costs	5.75%								
Current use value				£568,026		£1,092,789		£1,710,624	
CUV including Landowner premium			20%	£681,631	20.00%	£1,311,347	20.00%	£2,052,749	

Commercial Development

	£s per sqft	Yield	Rent free
Appraisal 1	£24.00	6.40%	
Appraisal 2	£26.00	6.40%	
Appraisal 3	£27.75	6.40%	
Appraisal 4	£30.59	6.65%	
Appraisal 5 (base)	£30.59	6.40%	
Appraisal 6	£30.59	6.15%	
Appraisal 7	£32.00	6.40%	
Appraisal 8	£34.00	6.40%	
Appraisal 9	£36.00	6.40%	
Appraisal 10	£38.00	6.40%	

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£10.00	7.00%	3.00 years	20.00%
Current use value 2	£15.00	7.00%	3.00 years	20.00%
Current use value 3	£20.00	6.75%	3.00 years	20.00%

Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-27%	£0	£0	£0
Appraisal 2	-18%	£0	£0	£0
Appraisal 3	-10%	£187	£0	£0
Appraisal 4	0%	£389	£189	£0
Appraisal 5 (base)	-	£517	£304	£57
Appraisal 6	0%	£679	£479	£243
Appraisal 7	4%	£696	£498	£262
Appraisal 8	10%	£939	£738	£502
Appraisal 9	15%	£1,179	£976	£743
Appraisal 10	20%	£1,420	£1,218	£984

Use class:	Hotel (2)
Location:	Tower Hamlets Jan '14

Existing floorspace as % of new 30%

Net off existing floorspace from CIL calculation:

Ctrl + y to goal seek max CIL

Passing rent Capital values for hotel Number of Rooms Value per room 221sq ft area assumed per room I Goal seek Capital Value PSF

n

Ibis Hotel, Commercial Street, E1 6BF (BNPPRE database)

	2600000
	£38,350,000
	348
	£110,201
based on floor ai	£498.65
	£450.25

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DEVELOPMENT VALUE	Common as	sumptions	Apprais	sal 1	Аррі	raisal 2	2 Appraisal 3		isal 3 Apprais		Appraisal 5		Appraisal 6		Appraisal 7		Appraisal 8		Appraisal 9		Appraisal 10	
Rental Income	Floor area		£psf£	E per annum	£psf	£ per annum	£ psf £	per annum £	Epsf	£ per annum	£psf	£ per annum	£psf	£ per annum	£psf	£ per annum	£psf	£ per annum :	Epsf	£ per annum	£psf	£ per annum
Rent - area 1	30.000		£24.00	£720.000	£26	£780.000	£27.75	£832.500	£30.59	£917.700	£30.59	£917.700	£30.59	£917.700	£32.00	£960.000	£34.00	£1.020.000	£36.00	£1.080.000	£38.00	£1.140.000
Rent - area 2	,		£24.00	£0	£26	£0	£27.75	£0	£30.59	£0	£30.59	9 £0	£30.59	£0	£32.00	£0	£34.00	£0	£36.00	£0	£38.00	£0
Rent - area 3			£24.00	£0	£26	£0	£27.75	£0	£30.59	£0	£30.59	9 £0	£30.59	£0	£32.00	£0	£34.00	£0	£36.00	£0	£38.00	£C
Total floor area / rent		30,000		£720,000		£780,000		£832,500		£917,700		£917,700		£917,700		£960,000		£1,020,000		£1,080,000		£1,140,000
Rent free/voids (years)	0.400/		-	1.0000	-	1.0000	-	1.0000	-	1.0000	-	1.0000	-	1.0000	-	1.0000	-	1.0000	-	1.0000	-	1.0000
Yield Conitalized cont	6.40%		6.40%	011 050 000	6.40%	0 040 407 500	6.40%	012 007 012	6.65%	642,000,000	6.40%	0	6.15%	614 004 054	6.40%	C1E 000 000	6.40%	645 007 500	6.40%	C1C 07E 000	6.40%	047 040 500
Capitalised fent			1	211,250,000		£12,107,500	1	213,007,013		£13,000,000		14,339,003		214,921,931		£15,000,000		£15,937,500		210,075,000		£17,012,000
GROSS DEVELOPMENT VALUE								- i														
Purchaser's costs	5.80%			£652,500		£706,875		£754,453		£800,400		£831,666		£865,473		£870,000		£924,375		£978,750		£1,033,125
			1	£10,597,500		£11,480,625	1	£12,253,359		£12,999,600		£13,507,397		£14,056,478		£14,130,000		£15,013,125		£15,896,250		£16,779,375
DEVELOPMENT COSTS																						
Land costs				£2 052 740		£2 052 740		£2 052 740		£2 052 740		£2 052 740		£2 052 740		£2 052 740		£2 052 740		£2 052 740		£2 052 740
Stamp duty and acquisition costs				-£118 033		-f118 033		-£118 033		£2,032,749		-£118 033		-f118 033		-f118 033		-£118 033		-f118 033		-£118 033
Stamp duty and acquisition costs				2110,000		2110,000		2110,000		2110,000		2110,000		2110,000		2110,000		2110,000		2110,000		2110,000
								i														
Development Costs																						
Existing floor area	30%	9,000																				
Demolition costs	£5 pst			£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000		£45,000
Building costs	£155 pst	10,000		£6,200,000		£6,200,000		£6,200,000		£6,200,000		£6,200,000	_	£6,200,000		£6,200,000		£6,200,000		£6,200,000		£6,200,000
	10 0000	40,000		0000 000		0000.000		0000.000		0000.000				0000.000		0000 000		0000 000		0000 000		0000.000
External works	10.00%			£620,000		£620,000		£620,000		£620,000		£620,000		£620,000		£620,000		£620,000		£620,000		£620,000
Professional fees	10.00%			£080,500		£686,500		£686,500		£686,500		£686,500		£686,500		£686,500		£686,500		£686,500		£086,500
Conungency Meyerel Cll	5.00%	20,000		£3/7,5/5		£377,575		£3/7,5/5		£3/7,575		£377,575		£377,575		£377,575		£377,575		£377,575		£3/7,5/5
	£5.20	30,000		£97,547		£97,547		£97,547		£97,547		£97,547	-	£97,547		£97,547		£97,547		£97,547		£97,547
CII	£5 psi	30,000	-£65	-£1 951 627	-£43	-£1 281 421	-£23	-£697 912	-£4	-£131,515	f5	£150,000 5 £158.052	£23	£130,000	£24	£729 910	£47	£130,000	£69	£130,000	£91	£130,000
	20 00	00,000	200	21,001,021	2.10	21,201,121	220	2007,012	~ 1	2101,010	~0	2100,002	220	2011,020	~~ 1	2120,010	~ 11	21,000,111	200	22,07 1,000	201	22,711,000
Disposal Costs																						
Letting Agent's fee (% of rent)	10.00%			£72,000		£78,000		£83,250		£91,770		£91,770		£91,770		£96,000		£102,000		£108,000		£114,000
Agent's fees (on capital value)	1.00%			£112,500		£121,875		£130,078		£138,000		£143,391		£149,220		£150,000		£159,375		£168,750		£178,125
Legal fees (% of capital value)	0.75%			£84,375		£91,406		£97,559		£103,500		£107,543		£111,915		£112,500		£119,531		£126,563		£133,594
Finance																						
Loan arrangement fee	1 00%			£62 250		£68 952		£74 787		£80 451		£83 347		£88 544		£89.065		£95 760		£102 477		£109 180
Interest rate	7.00%			,												,				,		
Interest	18 months			£340,928		£377,290		£408,954		£439,865		£557,135		£483,386		£486,414		£522,740		£559,179		£595,543
Profit on cost				01 765 700		01 012 405		C2 045 205		02 166 101		CO 054 000		62 242 490		CO 254 770		C2 E02 0C4		C2 649 952		C2 706 000
Profit on cost				10 000		£1,913,185		20 049/		£2,100,191		£2,204,822		22,342,480		£2,304,773		22,302,964		£2,048,853		£2,790,260
From on cost (%)				19.99%		20.00%		20.04%		20.00%		20.04%		20.00%		20.00%		20.01%		20.00%		20.00%
Net additional floorspace (sq ft)		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000		21,000
Net additional floorspace (sq m)		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951		1,951

Commercial Development

Use class: Hotel (2)

	Common as	ssumptions	CUV	1	CU	V 2	CUV 3		
Current use value									
Existing space as percentage of new	30%	9,000							
Rent per sq ft			£10 psf		£15 psf		£20 psf		
Rental income per annum			£90,000		£135,000		£180,000		
Rent free/voids (years)			3.0	0.8163	3.0	0.8163	3.0	0.8220	
Total revenue, capitalised (including all costs)			7.00%		7.00%		6.75%		
Refurbishment costs	£50 psf		£450,000		£450,000		£450,000		
Fees	7%		£31,500		£31,500		£31,500		
Capitalised rent, net of refurb and fees				£568,026		£1,092,789		£1,710,624	
Purchaser's costs	5.75%								
Current use value				£568,026		£1,092,789		£1,710,624	
CUV including Landowner premium			20%	£681,631	20.00%	£1,311,347	20.00%	£2,052,749	