

Appendix 3 Commercial appraisal results

Commercial Development

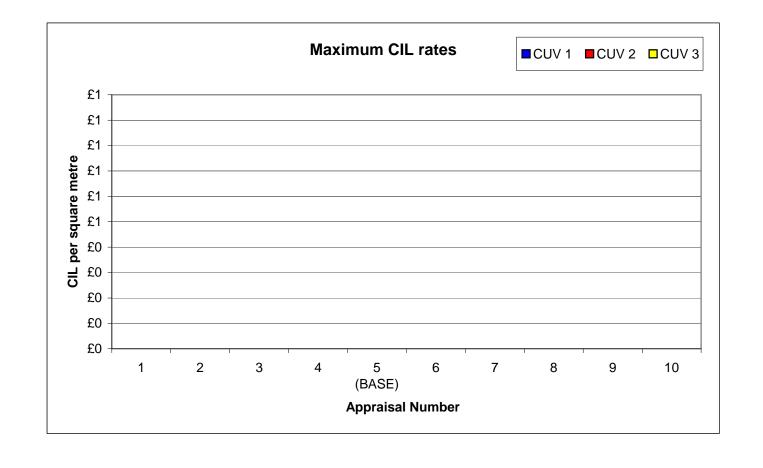
Use class:	OFFICE
Location:	Prime- Hemel Hempstead (Maylands)

Existing floorspace as % of new
15%

	£s per sqft	Yield	Rent free
Appraisal 1	£15.00	8.00%	2.00 years
Appraisal 2	£17.50	8.00%	2.00 years
Appraisal 3	£18.00	8.00%	2.00 years
Appraisal 4	£18.50	8.25%	2.00 years
Appraisal 5 (base)	£18.50	8.00%	2.00 years
Appraisal 6	£18.50	7.75%	2.00 years
Appraisal 7	£19.00	8.00%	2.00 years
Appraisal 8	£19.50	8.00%	2.00 years
Appraisal 9	£20.00	8.00%	2.00 years
Appraisal 10	£20.50	8.00%	2.00 years

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£2.50	8.50%	3.00 years	20.00%
Current use value 2	£4.00	8.50%	3.00 years	20.00%
Current use value 3	£7.00	8.00%	3.00 years	20.00%

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-23%	£0	£0	£0
Appraisal 2	-6%	£0	£0	£0
Appraisal 3	-3%	£0	£0	£0
Appraisal 4	0%	£0	£0	£0
Appraisal 5 (base)	-	£0	£0	£0
Appraisal 6	0%	£0	£0	£0
Appraisal 7	3%	£0	£0	£0
Appraisal 8	5%	£0	£0	£0
Appraisal 9	8%	£0	£0	£0
Appraisal 10	10%	£0	£0	£0



Commercial Development

Use class: OFFICE

Location: Prime- Hemel Hempstead (Maylands

DEVELOPMENT VALUE	Common assumptions	Appraisal 1	Appraisal 2	Appraisal 3	Appraisal 4	Appraisal 5	Appraisal 6	Appraisal 7	Appraisal 8	Appraisal 9	Appraisal 10
Rental Income	Floor area	£ psf £ per annum £ p	esf £ per annum	E psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum
Rent - area 1	10,000	£15.00 £150,000	£18 £175,000	£18.00 £180,000	£18.50 £185,000	£18.50 £185,000				£20.00 £200,000	
Rent - area 2	10,000	£15.00 £150,000	£18 £175,000	£18.00 £180,000	£18.50 £185,000	£18.50 £185,000	,			£20.00 £200,000	
Rent - area 3	10,000	£15.00 £150,000	£18 £175,000	£18.00 £180,000	£18.50 £185,000	£18.50 £185,000				£20.00 £200,000	
Total floor area / rent	30,000	£450,000	£525,000	£540,000	£555,000	£555,000					
rotal noor aloay rotal	33,333	2.100,000	2020,000	2010,000	2000,000	2000,000	2000,000	20.0,000	2000,000		2010,000
Rent free/voids (years)		2.0 0.8573	2.0 0.8573	2.0 0.8573	2.0 0.8534	2.0 0.8573	2.0 0.8613	2.0 0.8573	2.0 0.8573	2.0 0.8573	2.0 0.8573
Yield	8.00%	8.00%	8.00%	8.00%	8.25%	8.00%	7.75%	8.00%	8.00%	8.00%	8.00%
Capitalised rent		£4,822,531	£5,626,286	£5,787,037	£5,740,943	£5,947,788	£6,168,176	£6,108,539	£6,269,290	£6,430,041	£6,590,792
·											
GROSS DEVELOPMENT VALUE											
Purchaser's costs	5.75%	£277,296	£323,511	£332,755	£330,104	£341,998	£354,670	£351,241	£360,484	£369,727	£378,971
		£4,545,235	£5,302,775	£5,454,282	£5,410,839	£5,605,790	£5,813,505	£5,757,298	£5,908,806	£6,060,314	£6,211,822
DEVELOPMENT COSTS											
Development Costs											
Existing floor area	15% 4,500										
Demolition costs	£5 psf	£22,500	£22,500	£22,500	£22,500	£22,500	£22,500	£22,500	£22,500	£22,500	£22,500
Building costs	£150 psf	£5,454,600	£5,454,600	£5,454,600	£5,454,600	£5,454,600	£5,454,600	£5,454,600	£5,454,600	£5,454,600	£5,454,600
Area	82% grs to net 36,364			, ,				i ' '			
External works	10.00%	£545,460	£545,460	£545,460	£545,460	£545,460	£545,460	£545,460	£545,460	£545,460	£545,460
Professional fees	10.00%	£602,256	£602,256	£602,256	£602,256	£602,256					£602,256
Contingency	5.00%	£331,241	£331,241	£331,241	£331,241	£331,241				£331,241	£331,241
CIL	1		0	£0	£0	£0				£0	
OIL .				20	20	20	20		20		20
Disposal Costs											
Letting Agent's fee (% of rent)	10.00%	£45,000	£52,500	£54,000	£55,500	£55,500	£55,500	£57,000	£58,500	£60,000	£61,500
Agent's fees (on capital value)	1.00%	£48,225	£56,263	£57,870	£57,409	£59,478	,		,		
Legal fees (% of capital value)	0.75%	£36,169	£42,197	£43,403	£43,057	£44,608				£48,225	
Legal lees (70 of capital value)	0.7378	230,109	242,137	243,403	240,007	244,000	240,201	243,014	241,020	240,223	249,401
Finance on construction											
Loan arrangement fee	1.00%	£69,561	£69,561	£69,561	£69,561	£69,561	£69,561	£69,561	£69,561	£69,561	£69,561
Interest rate	7.00%	,	,	,	,	,		,		,	,
Interest on Construction Costs	18 months	£365,193	£365,193	£365,193	£365,193	£365,193	£365,193	£365,193	£365,193	£365,193	£365,193
				,		,		i '		,	,
<u>Profit</u>								İ			
Developer's profit on cost	20.00%	£1,504,041	£1,508,354	£1,509,217	£1,509,355	£1,510,079	£1,510,851	£1,510,942	£1,511,805	£1,512,667	£1,513,530
TOTAL DEVELOPMENT COSTS		£9,024,246	£9,050,124	£9,055,300	£9,056,132	£9,060,476	£9,065,104	£9,065,652	£9,070,828	£9,076,003	£9,081,179
LAND VALUE											
Land surplus		-£4,479,010	(3,747,350)	-£3,601,018	-£3,645,294	-£3,454,686	£3,251,599	-£3,308,354	-£3,162,022	-£3,015,689	-£2,869,357
Stamp duty	4.00%	£0	£0	£0	£0	£C	£0	£0	£0	£0	£0
Agent's fees	1.25%	£0	£0	£0	£0	£C	£0	£0	£0	£0	£0
Legal fees	0.50%	£0	£0	£0	£0	£C	£0	£0	£0	£0	£0
Interest rate	6.50%	£0	£0	£0	£0	£C	£0	£0	£0	£0	£0
Finance period	18 months										
RESIDUAL LAND VALUE		-£4,479,010	-£3,747,350	-£3,601,018	-£3,645,294	-£3,454,686	-£3,251,599	-£3,308,354	-£3,162,022	-£3,015,689	-£2,869,357
Less CUV 1		(4,487,289)	(3,755,629)	(3,609,297)	(3,653,573)	(3,462,965)	(3,259,878)	(3,316,633)	(3,170,301)	(3,023,969)	(2,877,637)
Less CUV 2		the state of the s	(, , , ,	the state of the s	\ , , , ,	(3,533,282)		the state of the s			
Less CUV 2 Less CUV 3		(4,557,606)	(3,825,946)	(3,679,614) (3,845,621)	(3,723,889) (3,889,897)	(3,699,289)		(3,386,949)		(3,094,285)	(2,947,953)
Less COV 3		(4,723,613)	(3,991,953)	(3,043,021)	(3,009,097)	(3,099,289)	(3,496,202)	(3,552,957)	(3,406,625)	(3,260,293)	(3,113,960)
Net additional floorspace (sq ft)	25,500	25,500	25,500	25,500	25,500	25,500	25,500	25,500	25,500	25,500	25,500
Net additional floorspace (sq m)	2,369	2,369	2,369	2,369	2,369	2,369				2,369	
	2,000	2,000	2,300	2,500	2,300	2,000		_,000	2,000	2,300	2,003
Maximum CIL per sqm											
Against CUV 1				-		-		-		-	
Against CUV 2			-	-		-	-	-		-	
Against CUV 3			-	-		-		-		-	
~											

Use class: OFFICE

Commercial Development

	Common as	sumptions	CUV '	1	CUV	2	CUV	3
Current use value								
Existing space as percentage of new	15%	4,500						
Rent per sq ft			£3 psf		£4 psf		£7 psf	
Rental income per annum			£11,250		£18,000		£31,500	
Rent free/voids (years)			3.0	0.7829	3.0	0.7829	3.0	0.7938
Total revenue, capitalised (including all costs)			8.50%		8.50%		8.00%	
Refurbishment costs	£20 psf		£90,000		£90,000		£90,000	
Fees	7%		£6,300		£6,300		£6,300	
Capitalised rent, net of refurb and fees				£7,320		£69,492		£216,271
Purchaser's costs	5.75%			-£421		-£3,996		-£12,436
Current use value				£6,899		£65,496		£203,836
CUV including Landowner premium			20%	£8,279	20.00%	£78,596	20.00%	£244,603

Commercial Development

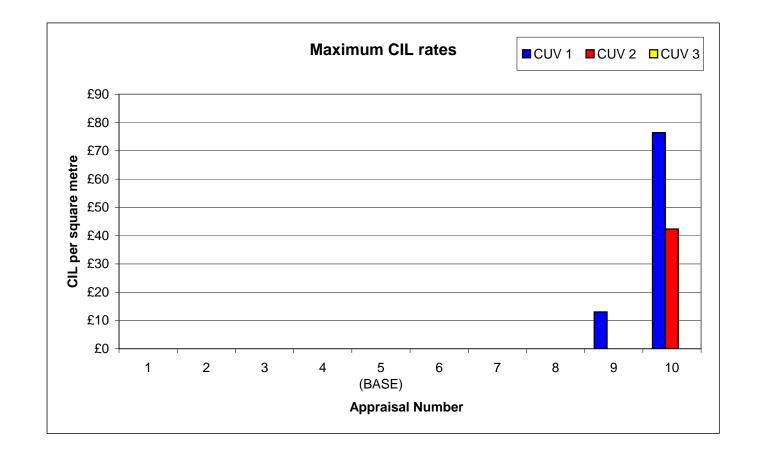
Use class:	INDUSTRIAL
Location:	Whole Borough (small)

Existing floorspace as % of new
15%

	£s per sqft	Yield	Rent free
Appraisal 1	£6.50	7.00%	1.50 years
Appraisal 2	£7.00	7.00%	1.50 years
Appraisal 3	£7.50	7.00%	1.50 years
Appraisal 4	£8.00	7.25%	1.50 years
Appraisal 5 (base)	£8.00	7.00%	1.50 years
Appraisal 6	£8.00	6.75%	1.50 years
Appraisal 7	£8.50	7.00%	1.50 years
Appraisal 8	£9.00	7.00%	1.50 years
Appraisal 9	£9.50	7.00%	1.50 years
Appraisal 10	£10.00	7.00%	1.50 years

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£2.50	10.00%	3.00 years	15.00%
Current use value 2	£4.00	9.00%	3.00 years	20.00%
Current use value 3	£6.00	8.50%	3.00 years	20.00%

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-23%	£0	£0	£0
Appraisal 2	-14%	£0	£0	£0
Appraisal 3	-7%	£0	£0	£0
Appraisal 4	0%	£0	£0	£0
Appraisal 5 (base)	-	£0	£0	£0
Appraisal 6	0%	£0	£0	£0
Appraisal 7	6%	£0	£0	£0
Appraisal 8	11%	£0	£0	£0
Appraisal 9	16%	£13	£0	£0
Appraisal 10	20%	£76	£42	£0



Commercial Development

Use class: INDUSTRIAL
Location: Whole Borough (small)

DEVELOPMENT VALUE	Common assumpti	ons Appraisal 1	Appraisal 2	Appraisal 3	Appraisal 4	Appraisal 5	Appraisal 6	Appraisal 7	Appraisal 8	Appraisal 9	Appraisal 10
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 £ per annum	£ psf £ per annum £	£ per annum
Rent - area 1	7,000	£6.50 £45,500	£7 £49,000	£7.50 £52,500	£8.00 £56,000	£8.00 £56,000				£9.50 £66,500	£10.00 £70,000
Rent - area 2	7,000	£6.50 £45,500	£7 £49,000	£7.50 £52,500	£8.00 £56,000	£8.00 £56,000				£9.50 £66,500	£10.00 £70,000
Rent - area 3	7,000	£6.50 £45,500	£7 £49,000	£7.50 £52,500	£8.00 £56,000	£8.00 £56,000				£9.50 £66,500	£10.00 £70,000
Total floor area / rent	·	£136,500	£147,000	£157,500	£168,000	£168,000				£199,500	£210,000
		2.00,000	2,000	2.3.,333	2755,555	2.00,000		31.1,011	3,555,555	2.130,000	
Rent free/voids (years)		1.5 0.9035	1.5 0.9035	1.5 0.9035	1.5 0.9003	1.5 0.9035	1.5 0.9067	1.5 0.9035	1.5 0.9035	1.5 0.9035	1.5 0.9035
Yield	7.00%	7.00%	7.00%		7.25%	7.00%	6.75%	7.00%	7.00%	7.00%	7.00%
Capitalised rent	710070	£1,761,809	£1,897,333	£2,032,857	£2,086,293	£2,168,381				£2,574,952	£2,710,476
Capitalious forti		21,701,000	21,001,000	22,002,007	22,000,200	22,100,001	22,200,000	22,000,000	22, 100, 120	22,07 1,002	22,710,170
GROSS DEVELOPMENT VALUE											
Purchaser's costs	5.75%	£101,304	£109,097	£116,889	£119,962	£124,682	£129,754	£132,475	£140,267	£148,060	£155,852
r drondon o oooto	0.1070	£1,660,505	£1,788,237	£1,915,968	£1,966,331	£2,043,699	,		,	£2,426,893	£2,554,624
DEVELOPMENT COSTS		21,000,000	21,700,207	21,010,000	21,000,001	22,040,000	22,120,041	22,111,400	22,200,101	22,420,000	22,004,024
DEVELOR MENT COSTS											
Development Conta											
Development Costs	450/	0.450									
Existing floor area		3,150	045.750	045.750	045.750	045.750	045.750	045.750	045.750	045.750	045.750
Demolition costs	£5 psf	£15,750	£15,750	£15,750	£15,750	£15,750	,			£15,750	£15,750
Building costs	£60 psf	£1,400,000	£1,400,000	£1,400,000	£1,400,000	£1,400,000	£1,400,000	£1,400,000	£1,400,000	£1,400,000	£1,400,000
Area		23,333									
External works	10.00%	£140,000	£140,000	£140,000	£140,000	£140,000				£140,000	£140,000
Professional fees	10.00%	£155,575	£155,575	£155,575	£155,575	£155,575				£155,575	£155,575
Contingency	5.00%	£85,566	£85,566	£85,566	£85,566	£85,566				£85,566	£85,566
CIL	1	-	0	£0	£0	£0	£0	£C	0£0	£0	£0
<u>Disposal Costs</u>											
Letting Agent's fee (% of rent)	10.00%	£13,650	£14,700	£15,750	£16,800	£16,800	£16,800	£17,850	£18,900	£19,950	£21,000
Agent's fees (on capital value)	1.00%	£17,618	£18,973	£20,329	£20,863	£21,684	£22,566	£23,039	£24,394	£25,750	£27,105
Legal fees (% of capital value)	0.75%	£13,214	£14,230	£15,246	£15,647	£16,263	£16,924	£17,279	£18,296	£19,312	£20,329
Finance on construction											
Loan arrangement fee	1.00%	£17,969	£17,969	£17,969	£17,969	£17,969	£17,969	£17,969	£17,969	£17,969	£17,969
Interest rate	7.00%										
Interest on Construction Costs	18 months	£94,337	£94,337	£94,337	£94,337	£94,337	£94,337	£94,337	£94,337	£94,337	£94,337
<u>Profit</u>											
Developer's profit on cost	20.00%	£390,736	£391,420	£392,104	£392,501	£392,789	£393,097	£393,473	£394,157	£394,842	£395,526
TOTAL DEVELOPMENT COSTS		£2,344,414	£2,348,520	£2,352,626	£2,355,008	£2,356,732	£2,358,585	£2,360,838	£2,364,944	£2,369,050	£2,373,156
LAND VALUE											
Land surplus		-£683,909	(560,284)	-£436,659	-£388,677	-£313,033	,			£57,842	£181,467
Stamp duty	4.00%	£0	£0	£0	£0	£0	£0	£C	03	-£2,314	-£7,259
Agent's fees	1.25%	£0	£0	£0	£0	£0			03	-£723	-£2,268
Legal fees	0.50%	£0	£0	£0	£0	£0		£C	£0	-£289	-£907
Interest rate	6.50%	£0	£0	£0	£0	£0	£0	£C	03	-£5,315	-£16,676
Finance period	18 months										
DEGIDINAL LAND VALUE		2002 200	0500.004	2402.050		2010.000	2004 = 44	0400 400	205 =00	242.224	0454.055
RESIDUAL LAND VALUE		-£683,909	-£560,284	-£436,659	-£388,677	-£313,033	-£231,744	-£189,408	-£65,783	£49,201	£154,357
Less CUV 1		(711,505)	(587,880)	(464,255)	(416,274)	(340,630)	(259,340)	(217,005)	(93,380)	21,604	126,761
Less CUV 2					. , ,	the state of the s				(34,946)	
Less CUV 2 Less CUV 3		(768,056) (842,675)	(644,431) (719,050)	(520,806) (595,425)	(472,824) (547,444)	(397,181) (471,800)		(273,555) (348,174)		(109,565)	70,210 (4,409)
LESS COV 3		(042,075)	(719,050)	(595,425)	(347,444)	(471,800)	(380,310)	(340,174)	(224,049)	(109,303)	(4,409)
Net additional floorspace (sq ft)		17,850	17,850	17,850	17,850	17,850	17,850	17,850	17,850	17,850	17,850
Net additional floorspace (sq ft)		1,658	1,658	1,658	1,658	1,658				1,658	1,658
		1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Maximum CIL per sqm											
Against CUV 1		- 1			_	-				13	76
Against CUV 2		-				-				-	42
Against CUV 3		-		-		_					-
·								•			

Use class: INDUSTRIAL

Commercial Development

	Common as	sumptions	CUV	1	CUV	2	CUV	3
Current use value								
Existing space as percentage of new	15%	3,150						
Rent per sq ft			£3 psf		£4 psf		£6 psf	
Rental income per annum			£7,875	I	£12,600		£18,900	
Rent free/voids (years)			3.0	0.7513	3.0	0.7722	3.0	0.7829
Total revenue, capitalised (including all costs)			10.00%		9.00%		8.50%	
Refurbishment costs	£10 psf		£31,500		£31,500		£31,500	
Fees	7%		£2,205	į	£2,205		£2,205	
Capitalised rent, net of refurb and fees				£25,461		£74,401		£140,377
Purchaser's costs	5.75%			-£1,464		-£4,278		-£8,072
Current use value				£23,997		£70,123		£132,305
CUV including Landowner premium			15%	£27,597	20.00%	£84,147	20.00%	£158,766

Commercial Development

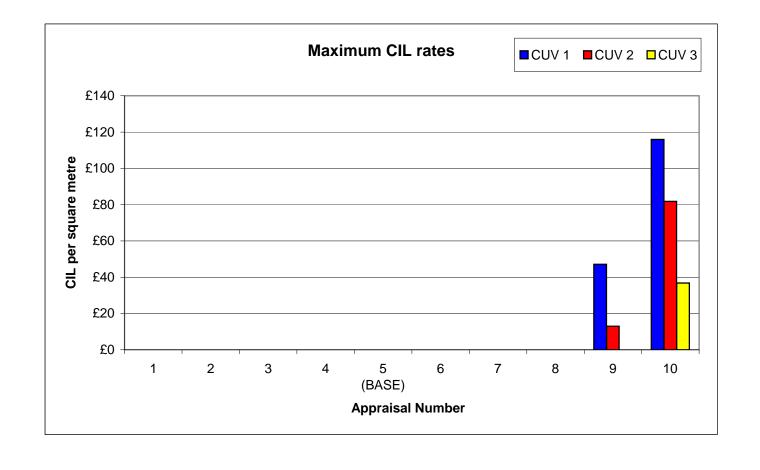
Use class:	INDUSTRIAL
Location:	Whole Borough (large)

Existing floorspace as % of new
15%

	£s per sqft	Yield	Rent free
Appraisal 1	£6.00	6.50%	1.50 years
Appraisal 2	£6.50	6.50%	1.50 years
Appraisal 3	£7.00	6.50%	1.50 years
Appraisal 4	£7.50	6.25%	1.50 years
Appraisal 5 (base)	£7.50	6.50%	1.50 years
Appraisal 6	£7.50	6.25%	1.50 years
Appraisal 7	£8.00	6.50%	1.50 years
Appraisal 8	£8.50	6.50%	1.50 years
Appraisal 9	£9.00	6.50%	1.50 years
Appraisal 10	£9.50	6.50%	1.50 years

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£2.50	10.00%	3.00 years	15.00%
Current use value 2	£4.00	9.00%	3.00 years	20.00%
Current use value 3	£6.00	8.50%	3.00 years	20.00%

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-25%	£0	£0	£0
Appraisal 2	-15%	£0	£0	£0
Appraisal 3	-7%	£0	£0	£0
Appraisal 4	0%	£0	£0	£0
Appraisal 5 (base)	-	£0	£0	£0
Appraisal 6	0%	£0	£0	£0
Appraisal 7	6%	£0	£0	£0
Appraisal 8	12%	£0	£0	£0
Appraisal 9	17%	£47	£13	£0
Appraisal 10	21%	£116	£82	£37



Commercial Development

Use class: INDUSTRIAL
Location: Whole Borough (large)

DEVELOPMENT VALUE	Common as	ssumptions	Appraisal	11	Appra	aisal 2	Apprai	sal 3	Appra	aisal 4	Appr	aisal 5	Appr	aisal 6	Appra	aisal 7	Appra	aisal 8	Apprai	sal 9	Appr	aisal 10
Rental Income	Floor area		£ psf £ pe	er annum £	psf	£ per annum £	Epsf £	perannum £	osf	£ per annum	£ psf	£ per annum	£psf	£ per annum £	psf	£ per annum	£ psf	£ per annum £	psf £	per annum	£ psf	£ per annum
Rent - area 1	55,000			£330,000	£7	£357,500	£7.00	£385,000	£7.50		£7.50				£8.00		£8.50		£9.00	£495,000	£9.50	
Rent - area 2	55,000			£330,000	£7	£357,500	£7.00	£385,000	£7.50	£412,500	£7.50	,		,	£8.00	,	£8.50		£9.00	£495,000	£9.50	
Rent - area 3	55,000			£330,000	£7	£357,500	£7.00	£385,000	£7.50	£412,500	£7.50	,			£8.00	,	£8.50	,	£9.00	£495,000	£9.50	
Total floor area / rent	33,000	165,000		£990,000	21	£1,072,500	27.00	£1,155,000	27.00	£1,237,500	27.50	£1,237,500		£1,237,500	20.00	£1,320,000	20.00	£1,402,500	25.00	£1,485,000	20.00	£1,567,500
Total noor area / Tent		100,000	•	2000,000		21,072,000		21,100,000		21,237,300		21,207,000		21,207,000		21,020,000		21,402,000		21,400,000		21,507,500
Rent free/voids (years)			1.5	0.9099	1.5	0.9099	1.5	0.9099	1.5	0.9131	1.5	0.9099	1.5	0.9131	1.5	0.9099	1.5	0.9099	1.5	0.9099	1.5	0.9099
Yield	6.50%		6.50%	0.9099	6.50%	0.9099	6.50%	0.9099	6.25%	0.9131	6.50%		6.25%		6.50%		6.50%		6.50%	0.9099	6.50%	
Capitalised rent	0.50 /6			3,857,900		£15,012,725		£16,167,550		£18,078,891	0.50 /6	£17,322,375		£18,078,891	0.50 /6	£18,477,200	0.50%	£19,632,025		£20,786,850	0.507	£21,941,675
Capitaliseu tent			£10	3,037,900		£13,012,723		210,107,330		£10,070,091		£17,322,373		£10,070,091		£10,477,200		£19,032,023	•	220,760,630		£21,941,075
GROSS DEVELOPMENT VALUE																						
	5.75%			0700 000		0000 000		0000 004		C4 020 F2C		0000 007		C4 020 F2C		C4 OCO 420		C4 420 044		04 405 044		C4 OC4 C4C
Purchaser's costs	5.75%			£796,829		£863,232		£929,634		£1,039,536		£996,037		£1,039,536		£1,062,439		£1,128,841		£1,195,244		£1,261,646
DEVEL ORMENT COOTS			213	3,061,071		£14,149,493		£15,237,916		£17,039,355		£16,326,339		£17,039,355		£17,414,761		£18,503,184	;	£19,591,606		£20,680,029
DEVELOPMENT COSTS																						
<u>Development Costs</u>																						
Existing floor area	15%	24,750																				
Demolition costs	£5 psf		:	£123,750		£123,750		£123,750		£123,750		£123,750		£123,750		£123,750		£123,750		£123,750		£123,750
Building costs	£60 psf		£11	1,000,000		£11,000,000		£11,000,000		£11,000,000		£11,000,000		£11,000,000		£11,000,000		£11,000,000	:	£11,000,000		£11,000,000
Area	90% grs to net	183,333																				
External works	10.00%		£1	1,100,000		£1,100,000		£1,100,000		£1,100,000		£1,100,000		£1,100,000		£1,100,000		£1,100,000		£1,100,000		£1,100,000
Professional fees	10.00%		£1	1,222,375		£1,222,375		£1,222,375		£1,222,375		£1,222,375		£1,222,375		£1,222,375		£1,222,375		£1,222,375		£1,222,375
Contingency	5.00%			£672,306		£672,306		£672,306		£672,306		£672,306		£672,306		£672,306		£672,306		£672,306		£672,306
CIL	1					0		£0		£0		£0		£0		£0		£0		£0		£0
Disposal Costs																				İ		
Letting Agent's fee (% of rent)	10.00%			£99,000		£107,250		£115,500		£123,750		£123,750		£123,750		£132,000		£140,250		£148,500		£156,750
Agent's fees (on capital value)	1.00%			£138,579		£150,127		£161,676		£180,789		£173,224		£180,789		£184,772		£196,320		£207,869		£219,417
Legal fees (% of capital value)	0.75%			£103,934		£112,595		£121,257		£135,592		£129,918		£135,592		£138,579		£147,240		£155,901		£164,563
Logar 1000 (70 or capital value)	0.1070		•	2100,001		2112,000		2121,207		2100,002		2120,010		2100,002		2100,010		2117,210		2100,001		2101,000
Finance on construction																						
Loan arrangement fee	1.00%			£141,184		£141,184		£141,184		£141,184		£141,184		£141,184		£141,184		£141,184		£141,184		£141,184
Interest rate	7.00%			2141,104		2141,104		2141,104		2141,104		£141,104		2141,104		£141,104		£141,104		£141,104		2141,104
Interest on Construction Costs				£741,218		£741,218		£741,218		£741,218		£741,218		£741,218		£741,218		£741,218		£741,218		£741,218
interest on Construction Costs	18 months		,	1141,210		1141,210		2/41,210		2/41,210		1141,210		2/41,210		1141,210		2/41,210		141,210		1,210
Drofit																						
Profit	20.00%		0.0	2.000.400		02.074.404		02.070.052		02 000 402		C2 O0E E4E		02 000 402		02 004 227		62 006 020		CO 400 CO4		02 400 242
Developer's profit on cost	20.00%		£3	3,068,469		£3,074,161		£3,079,853		£3,088,193		£3,085,545		£3,088,193		£3,091,237		£3,096,929		£3,102,621		£3,108,313
TOTAL DEVELOPMENT COOTS			04.0	0 440 040		040 444 007		040 470 440		040 500 457		040 540 070		040 500 457		040 547 404		040 504 570		040 045 704		040 040 075
TOTAL DEVELOPMENT COSTS			£18	8,410,816		£18,444,967		£18,479,118		£18,529,157		£18,513,270		£18,529,157		£18,547,421		£18,581,572	:	£18,615,724		£18,649,875
LAND VALUE																						
																						4
Land surplus			-£5	5,349,745		(4,295,474)		-£3,241,202		-£1,489,802		-£2,186,931		-£1,489,802		-£1,132,660		-£78,389		£975,883		£2,030,154
Stamp duty	4.00%			£0		£0		£0		£0		£0		£0		£0		£0		-£39,035		-£81,206
Agent's fees	1.25%			£0		£0		£0		£0		£0		£0		£0		£0		-£12,199		-£25,377
Legal fees	0.50%			£0		£0		£0		£0		£0		£0		£0		£0		-£4,879		-£10,151
Interest rate	6.50%			£0		£0		£0		£0		£0		£0		£0		£0		-£89,678		-£186,558
Finance period	18 months																					
RESIDUAL LAND VALUE			-£5	5,349,745		-£4,295,474		-£3,241,202		-£1,489,802		-£2,186,931		-£1,489,802		-£1,132,660		-£78,389		£830,092		£1,726,862
Less CUV 1			* *	,566,575)		(4,512,304)		(3,458,033)		(1,706,632)		(2,403,761)		(1,706,632)		(1,349,490)		(295,219)		613,262		1,510,031
Less CUV 2				,010,901)		(4,956,630)		(3,902,359)		(2,150,958)		(2,848,088)		(2,150,958)		(1,793,816)		(739,545)		168,935		1,065,705
Less CUV 3			(6,	,597,194)		(5,542,923)		(4,488,652)		(2,737,251)		(3,434,381)		(2,737,251)		(2,380,109)		(1,325,838)		(417,358)		479,412
Net additional floorspace (sq ft)		140,250		140,250		140,250		140,250		140,250		140,250		140,250		140,250		140,250		140,250		140,250
Net additional floorspace (sq m)		13,030		13,030		13,030		13,030		13,030		13,030		13,030		13,030		13,030		13,030		13,030
								_														
Maximum CIL per sqm																						
Against CUV 1				-		-		-		-		-		-		-		-		47		116
Against CUV 2						-		-		-		-		-		-		-		13		82
Against CUV 3						-		-		-		-		-		-		-		-		37

Use class: INDUSTRIAL

Commercial Development

	Common ass	sumptions	CUV	1	CU\	/ 2	CU	/ 3
Current use value								
Existing space as percentage of new	15%	24,750						
Rent per sq ft			£3 psf		£4 psf		£6 psf	
Rental income per annum			£61,875	I	£99,000		£148,500	
Rent free/voids (years)			3.0	0.7513	3.0	0.7722	3.0	0.7829
Total revenue, capitalised (including all costs)			10.00%		9.00%		8.50%	
Refurbishment costs	£10 psf		£247,500		£247,500		£247,500	
Fees	7%		£17,325	į	£17,325		£17,325	
Capitalised rent, net of refurb and fees				£200,051		£584,577		£1,102,962
Purchaser's costs	5.75%			-£11,503		-£33,613		-£63,420
Current use value				£188,548		£550,964		£1,039,541
CUV including Landowner premium			15%	£216,830	20.00%	£661,156	20.00%	£1,247,449

Commercial Development

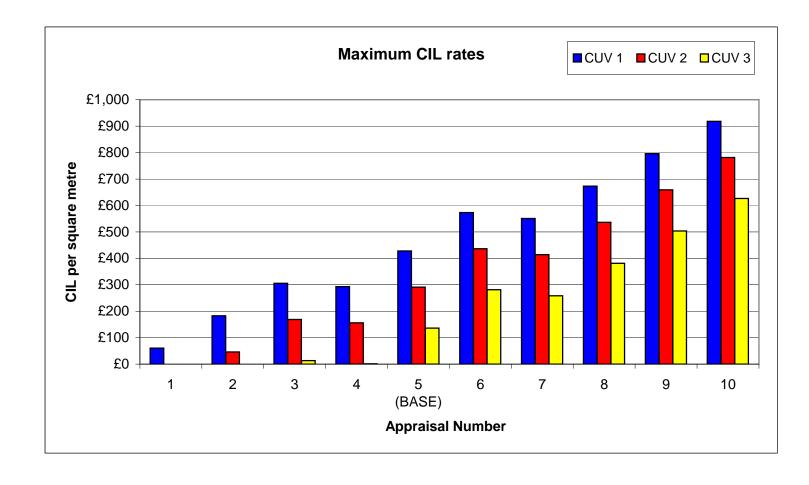
Use class:	All other retail (A1-A5)
Location:	Berkhamstead Town Centre

Existing floorspace as % of new
15%

	£s per sqft	Yield	Rent free
Appraisal 1	£25.00	7.00%	2.00 years
Appraisal 2	£26.00	7.00%	2.00 years
Appraisal 3	£27.00	7.00%	2.00 years
Appraisal 4	£28.00	7.25%	2.00 years
Appraisal 5 (base)	£28.00	7.00%	2.00 years
Appraisal 6	£28.00	6.75%	2.00 years
Appraisal 7	£29.00	7.00%	2.00 years
Appraisal 8	£30.00	7.00%	2.00 years
Appraisal 9	£31.00	7.00%	2.00 years
Appraisal 10	£32.00	7.00%	2.00 years

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£10.00	8.00%	3.00 years	15.00%
Current use value 2	£15.00	7.50%	3.00 years	20.00%
Current use value 3	£20.00	7.00%	3.00 years	20.00%

	Change in rent from base	0111/4	0111/10	CLIV 2
	Hom base	CUV 1	CUV 2	CUV 3
Appraisal 1	-12%	£60	£0	£0
Appraisal 2	-8%	£183	£46	£0
Appraisal 3	-4%	£306	£169	£14
Appraisal 4	0%	£293	£156	£1
Appraisal 5 (base)	-	£428	£291	£136
Appraisal 6	0%	£573	£437	£281
Appraisal 7	3%	£551	£414	£259
Appraisal 8	7%	£673	£536	£381
Appraisal 9	10%	£796	£659	£504
Appraisal 10	13%	£918	£782	£626



Commercial Development

Use class: All other retail (A1-A5)

Location: Berkhamstead Town Centre

DEVELOPMENT VALUE	Common assumptions	Appraisal 1	Appraisal 2	Appraisal 3	Appraisal 4	Appraisal 5	Appraisal 6	Appraisal 7	Appraisal 8	Appraisal 9	Appraisal 10
Rental Income	Floor area	£ psf £ per annum	£ psf £ per annum	Epsf £ per annum £	psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum
Rent - area 1	500	£25.00 £12,500	£26 £13,000	£27.00 £13,500	£28.00 £14,000	£28.00 £14,000		· ·		£31.00 £15,500	£32.00 £16,000
Rent - area 2	500	£25.00 £12,500	£26 £13,000	£27.00 £13,500	£28.00 £14,000	£28.00 £14,000	,			£31.00 £15,500	£32.00 £16,000
Rent - area 3	500	£25.00 £12,500	£26 £13,000	£27.00 £13,500	£28.00 £14,000	£28.00 £14,000				£31.00 £15,500	£32.00 £16,000
Total floor area / rent	1,500	£37,500	£39,000	£40,500	£42,000	£42,000				£46,500	£48,000
	1,000	,	200,000	2.13,000	2.2,000		2.2,000	2.13,000		2.13,000	2.10,000
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		£467,914	£486,630	£505,347	£503,636	£524,063	£546,022	£542,780		£580,213	£598,929
•		, i				,		i '	,	,	,
GROSS DEVELOPMENT VALUE		Ī						i		İ	
Purchaser's costs	5.75%	£26,905	£27,981	£29,057	£28,959	£30,134	£31,396	£31,210	£32,286	£33,362	£34,438
		£441,009	£458,649	£476,289	£474,677	£493,930	£514,625	£511,570	£529,210	£546,851	£564,491
DEVELOPMENT COSTS											
								i			
		Ī						i		İ	
Development Costs		Ī						i		i	
Existing floor area	15% 225	Ī						i		İ	
Demolition costs	£5 psf	£1,125	£1,125	£1,125	£1,125	£1,125	£1,125	£1,125	£1,125	£1,125	£1,125
Building costs	£137 psf	£249,093	£249,093	£249,093	£249,093	£249,093				£249,093	£249,093
Area	82% grs to net 1,818									,	
External works	10.00%	£24,909	£24,909	£24,909	£24,909	£24,909	£24,909	£24,909	£24,909	£24,909	£24,909
Professional fees	10.00%	£27,513	£27,513	£27,513	£27,513	£27,513				£27,513	£27,513
Contingency	5.00%	£15,132	£15,132	£15,132	£15,132	£15,132					£15,132
CIL	1	_	0	£0	£0	£0				£0	£0
OIL			0	20	20	20	20		20	20	20
Disposal Costs								i			
Letting Agent's fee (% of rent)	10.00%	£3,750	£3,900	£4,050	£4,200	£4,200	£4,200	£4,350	£4,500	£4,650	£4,800
Agent's fees (on capital value)	1.00%	£4,679	£4,866	£5,053	£5,036	£5,241					£5,989
Legal fees (% of capital value)	0.75%	£3,509	£3,650	£3,790	£3,777	£3,930				£4,352	£4,492
Legal lees (% of capital value)	0.7376	23,309	23,030	23,790	20,777	13,930	24,093	24,07	24,211	14,332	14,492
Finance on construction											
Loan arrangement fee	1.00%	£3,178	£3,178	£3,178	£3,178	£3,178	£3,178	£3,178	£3,178	£3,178	£3,178
Interest rate	7.00%	23,170	23,170	23,176	23,170	23,170	£3,170	23,170	23,170	23,176	23,176
Interest rate Interest on Construction Costs	18 months	£16,683	£16,683	£16,683	£16,683	£16,683	£16,683	£16,683	£16,683	£16,683	£16,683
interest on Construction Costs	10 months	210,000	210,003	210,003	210,003	210,003	210,000	210,000	210,000	210,003	210,000
Profit								i			
Developer's profit on cost	20.00%	£69,914	£70,010	£70,105	£70,129	£70,201	£70,278	£70,296	£70,392	£70,487	£70,583
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TOTAL DEVELOPMENT COSTS		£419,486	£420,059	£420,632	£420,776	£421,205	£421,666	£421,778	£422,351	£422,924	£423,498
										ĺ	
LAND VALUE											
								i			
Land surplus		£21,522	38,590	£55,657	£53,900	£72,724	£92,959	£89,792	£106,859	£123,926	£140,993
Stamp duty	4.00%	-£861	-£1,544	-£2,226	-£2,156	-£2,909				-£4,957	-£5,640
Agent's fees	1.25%	-£269	-£482	-£696	-£674	-£909			£1,336	-£1,549	-£1,762
Legal fees	0.50%	-£108	-£193	-£278	-£270	-£364			-£534	-£620	-£705
Interest rate	6.50%	-£1,978	-£3,546	-£5,115	-£4,953	-£6,683			-£9,820	-£11,388	-£12,956
Finance period	18 months	i								i	
		Ī						i		İ	
RESIDUAL LAND VALUE		£18,307	£32,825	£47,342	£45,848	£61,860	£79,071	£76,377	£90,895	£105,412	£119,930
Less CUV 1		7,155	21,673	36,190	34,696	50,708	67,919	65,225	79,743	94,260	108,778
Less CUV 2		(9,047)	5,471	19,988	18,494	34,506	51,717	49,023	63,541	78,058	92,576
Less CUV 3		(27,429)	(12,912)	1,606	112	16,123			45,159	59,676	74,194
Net additional floorspace (sq ft)	1,275	1,275		1,275	1,275	1,275					
Net additional floorspace (sq m)	118	118	118	118	118	118	118	118	118	118	118
Marrian Oll or											
Maximum CIL per sqm			455	202	000	***		 	0	700	046
Against CUV 1		60		306	293	428				796	918
Against CUV 2		-	46	169	156	291	437			659	782
Against CUV 3		-	-	14	1	136	281	259	381	504	626

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	15%	225						
Rent per sq ft			£10 psf		£15 psf		£20 psf	
Rental income per annum			£2,250		£3,375		£4,500	
Rent free/voids (years)			3.0	0.7938	3.0	0.8050	3.0	0.8163
Total revenue, capitalised (including all costs)			8.00%		7.50%		7.00%	
Refurbishment costs	£50 psf		£11,250		£11,250		£11,250	
Fees	7%		£788		£788		£788	
Capitalised rent, net of refurb and fees				£10,289		£24,186		£40,439
Purchaser's costs	5.75%			-£592		-£1,391		-£2,325
Current use value				£9,697		£22,795		£38,114
CUV including Landowner premium			15%	£11,152	20.00%	£27,354	20.00%	£45,736

Commercial Development

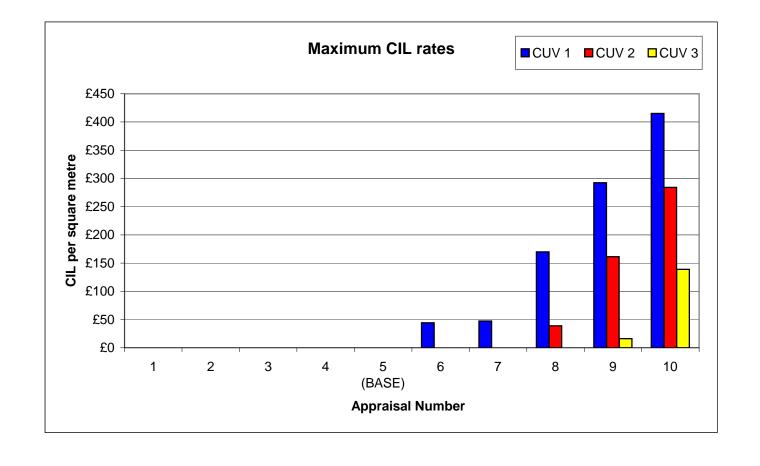
Use class:	All other retail (A1-A5)
Location:	Hemel Hempstead Town Centre

Existing floorspace as % of new
15%

	£s per sqft	Yield	Rent free
Appraisal 1	£20.00	7.00%	2.00 years
Appraisal 2	£21.00	7.00%	2.00 years
Appraisal 3	£22.00	7.00%	2.00 years
Appraisal 4	£23.00	7.25%	2.00 years
Appraisal 5 (base)	£23.00	7.00%	2.00 years
Appraisal 6	£23.00	6.75%	2.00 years
Appraisal 7	£24.00	7.00%	2.00 years
Appraisal 8	£25.00	7.00%	2.00 years
Appraisal 9	£26.00	7.00%	2.00 years
Appraisal 10	£27.00	7.00%	2.00 years

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£5.00	8.50%	3.00 years	15.00%
Current use value 2	£10.00	7.50%	3.00 years	20.00%
Current use value 3	£15.00	7.00%	3.00 years	20.00%

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-15%	£0	£0	£0
Appraisal 2	-10%	£0	£0	£0
Appraisal 3	-5%	£0	£0	£0
Appraisal 4	0%	£0	£0	£0
Appraisal 5 (base)	-	£0	£0	£0
Appraisal 6	0%	£44	£0	£0
Appraisal 7	4%	£47	£0	£0
Appraisal 8	8%	£170	£39	£0
Appraisal 9	12%	£292	£161	£16
Appraisal 10	15%	£415	£284	£139



Commercial Development

Use class: All other retail (A1-A5)

Location: Hemel Hempstead Town Centre

DEVELOPMENT VALUE	Common assumptions	Appraisal 1	Appraisal 2	Appraisal 3	Appraisal 4	Appraisal 5	Appraisal 6	Appraisal 7	Appraisal 8	Appraisal 9	Appraisal 10
Rental Income	Floor area	£ psf £ per annum	£ psf £ per annum	Epsf £ per annum £ ps	sf £ per annum £	psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum £	psf £ per annum	£ psf £ per annum
Rent - area 1	500	£20.00 £10,000	£21 £10,500	£22.00 £11,000	£23.00 £11,500	£23.00 £11,500		£24.00 £12,000		£26.00 £13,000	£27.00 £13,500
Rent - area 2	500	£20.00 £10,000	£21 £10,500	£22.00 £11,000	£23.00 £11,500	£23.00 £11,500				£26.00 £13,000	£27.00 £13,500
Rent - area 3	500	£20.00 £10,000	£21 £10,500	£22.00 £11,000	£23.00 £11,500	£23.00 £11,500	£23.00 £11,500	£24.00 £12,000	£25.00 £12,500	£26.00 £13,000	£27.00 £13,500
Total floor area / rent	1,500	£30,000	£31,500	£33,000	£34,500	£34,500	£34,500	£36,000	£37,500	£39,000	£40,500
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		£374,331	£393,047	£411,764	£413,701	£430,481	£448,518	£449,197	£467,914	£486,630	£505,347
ODOGO DEVEL ODMENT VALUE											
GROSS DEVELOPMENT VALUE Purchaser's costs	5.75%	£21,524	£22,600	£23,676	£23,788	£24,753	£25,790	£25,829	£26,905	£27,981	£29,057
Fulcilaser's costs	5.75%	£352,807	£370,447	£388,088	£389,913	£4,733 £405,728		£423,368		£458,649	£476,289
DEVELOPMENT COSTS		2002,001	2010,441	2000,000	2000,010	2400,120	2422,720	2420,000	2441,000	2400,040	2410,200
DEVELOT MENT GOOTG											
Development Costs											
Existing floor area	15% 225										
Demolition costs	£5 psf	£1,125	£1,125	£1,125	£1,125	£1,125	£1,125	£1,125	£1,125	£1,125	£1,125
Building costs	£137 psf	£249,093	£249,093	£249,093	£249,093	£249,093			£249,093	£249,093	£249,093
Area	82% grs to net 1,818										
External works	10.00%	£24,909	£24,909	£24,909	£24,909	£24,909	£24,909	£24,909	£24,909	£24,909	£24,909
Professional fees	10.00%	£27,513	£27,513	£27,513	£27,513	£27,513	£27,513	£27,513	£27,513	£27,513	£27,513
Contingency	5.00%	£15,132	£15,132	£15,132	£15,132	£15,132				£15,132	£15,132
CIL	1	-	0	£0	£0	£0	£0	£0	£0	£0	£0
Diamage Contr											
Disposal Costs	10.000										24.22
Letting Agent's fee (% of rent)	10.00%	£3,000	£3,150	£3,300	£3,450	£3,450		£3,600	,	£3,900	£4,050
Agent's fees (on capital value)	1.00%	£3,743	£3,930 £2,948	£4,118	£4,137	£4,305				£4,866 £3,650	£5,053 £3,790
Legal fees (% of capital value)	0.75%	£2,807	12,940	£3,088	£3,103	£3,229	13,304	£3,369	£3,509	13,000	23,790
Finance on construction											
Loan arrangement fee	1.00%	£3,178	£3,178	£3,178	£3,178	£3,178	£3,178	£3,178	£3,178	£3,178	£3,178
Interest rate	7.00%	,	,	,	,	,	,	,		,	,
Interest on Construction Costs	18 months	£16,683	£16,683	£16,683	£16,683	£16,683	£16,683	£16,683	£16,683	£16,683	£16,683
<u>Profit</u>											
Developer's profit on cost	20.00%	£69,437	£69,532	£69,628	£69,665	£69,723	£69,786	£69,819	£69,914	£70,010	£70,105
TOTAL DEVELOPMENT COSTS		£416,621	£417,194	£417,767	£417,988	£418,340	£418,719	£418,913	£419,486	£420,059	£420,632
TOTAL DEVELOPMENT COSTS		2410,021	2417,194	2417,707	2417,300	2410,340	2410,713	2410,313	2419,400	£420,039	1,420,032
LAND VALUE											
LAND VALUE											
Land surplus		-£63,814	(46,747)	-£29,679	-£28,075	-£12,612	£4,009	£4,455	£21,522	£38,590	£55,657
Stamp duty	4.00%	£0	£0	£0	£0	£0		-£178		-£1,544	
Agent's fees	1.25%	£0	£0	£0	£0	£0		-£56		-£482	-£696
Legal fees	0.50%	£0	£0	£0	£0	£0	-£20	-£22	-£108	-£193	-£278
Interest rate	6.50%	£0	£0	£0	£0	£0	-£368	-£409	-£1,978	-£3,546	-£5,115
Finance period	18 months										
RESIDUAL LAND VALUE		-£63,814	-£46,747	-£29,679	-£28,075	-£12,612	£3,410	£3,790	£18,307	£32,825	£47,342
Less CUV 1		(61,998)	(44,931)	(27,863)	(26,259)	(10,796)	5,226	5,606	20,123	34,641	49,158
Less CUV 2		(77,512)	(60,445)	(43,377)	(41,772)	(26,310)		(9,908)	4,609	19,127	33,644
Less CUV 3		(94,713)	(77,645)	(60,578)	(58,973)	(43,511)		(27,109)		1,926	16,444
		(= , ==)	(,,,,,,,,,	(//	(22,23)	(- / /	(, , , , ,	(,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	(,:,=)	, . = -	
Net additional floorspace (sq ft)	1,275	1,275	1,275	1,275	1,275	1,275	1,275	1,275	1,275	1,275	
Net additional floorspace (sq m)	118	118	118	118	118	118	118	118	118	118	
Maximum CIL per sqm									4		445
Against CUV 1 Against CUV 2		-		-	-	-	44	47	170 39	292 161	415
Against CUV 2 Against CUV 3		- I				-		-	39	16	284 139
Against COV C		- 1				_		_		10	109

Commercial Development

Use class: All other retail (A1-A5)

	Common as	sumptions	CUV [,]	1	CUV	2	CUV	3
Current use value								
Existing space as percentage of new	15%	225						
Rent per sq ft			£5 psf		£10 psf		£15 psf	
Rental income per annum			£1,125	I	£2,250		£3,375	
Rent free/voids (years)			3.0	0.7829	3.0	0.8050	3.0	0.8163
Total revenue, capitalised (including all costs)			8.50%	ļ	7.50%		7.00%	
Refurbishment costs	£50 psf		£11,250		£11,250		£11,250	
Fees	7%		£788		£788		£788	
Capitalised rent, net of refurb and fees				-£1,675		£12,111		£27,320
Purchaser's costs	5.75%			£96		-£696		-£1,571
Current use value				-£1,579		£11,415		£25,749
CUV including Landowner premium			15%	-£1,816	20.00%	£13,698	20.00%	£30,899

Commercial Development

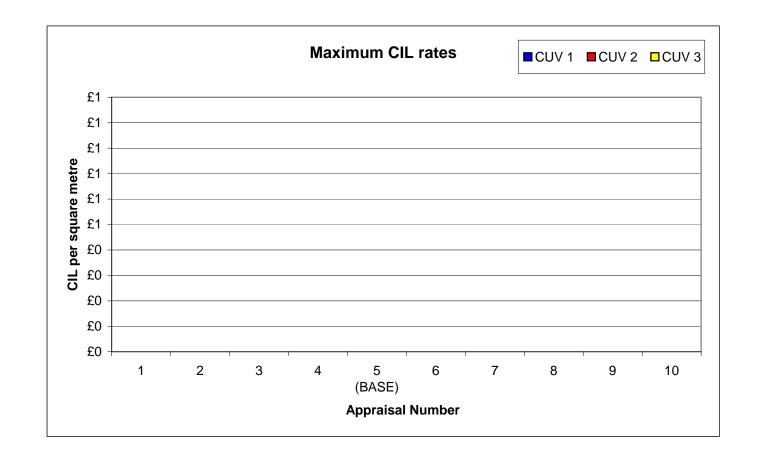
Use class:	All other retail (A1-A5)
Location:	Rest of borough

	£s per sqft	Yield	Rent free
Appraisal 1	£8.00	8.00%	2.00 years
Appraisal 2	£9.00	8.00%	2.00 years
Appraisal 3	£10.00	8.00%	2.00 years
Appraisal 4	£11.00	8.25%	2.00 years
Appraisal 5 (base)	£11.00	8.00%	2.00 years
Appraisal 6	£11.00	7.75%	2.00 years
Appraisal 7	£12.00	8.00%	2.00 years
Appraisal 8	£13.00	8.00%	2.00 years
Appraisal 9	£14.00	8.00%	2.00 years
Appraisal 10	£15.00	8.00%	2.00 years

Existing floorspace as % of new
15%

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£5.00	8.50%	3.00 years	15.00%
Current use value 2	£7.00	8.50%	3.00 years	20.00%
Current use value 3	£10.00	8.00%	3.00 years	20.00%

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-38%	£0	£0	£0
Appraisal 2	-22%	£0	£0	£0
Appraisal 3	-10%	£0	£0	£0
Appraisal 4	0%	£0	£0	£0
Appraisal 5 (base)	-	£0	£0	£0
Appraisal 6	0%	£0	£0	£0
Appraisal 7	8%	£0	£0	£0
Appraisal 8	15%	£0	£0	£0
Appraisal 9	21%	£0	£0	£0
Appraisal 10	27%	£0	£0	£0



Commercial Development

Use class: All other retail (A1-A5)

Location: Rest of borough

DEVELOPMENT VALUE	Common as	ssumptions	Apprais	al 1	Appr	aisal 2	Apprais	sal 3	Appra	uisal 4	Apprais	sal 5	Appra	aisal 6	Appra	isal 7	Appra	aisal 8	Apprai	sal 9	Appra	isal 10
Rental Income	Floor area		£ psf £	per annum	£psf	£ per annum £	psf £	per annum £	psf	£ per annum £	psf £	per annum	£psf	£ per annum £	psf f	E per annum	£psf	£ per annum £	e psf £	per annum	£ psf	£ per annum
Rent - area 1	500		£8.00	£4,000	£9	£4,500	£10.00	£5,000	£11.00	£5,500	£11.00	£5,500	•		£12.00	£6,000	£13.00		£14.00	£7,000	£15.00	£7,500
Rent - area 2	500		£8.00	£4,000	£9	£4,500	£10.00	£5,000	£11.00	£5,500	£11.00	£5,500		,	£12.00	£6,000	£13.00	£6,500	£14.00	£7,000	£15.00	£7,500
Rent - area 3	500		£8.00	£4,000	£9	£4,500	£10.00	£5,000	£11.00	£5,500	£11.00	£5,500			£12.00	£6,000	£13.00		£14.00	£7,000	£15.00	£7,500
Total floor area / rent		1,500		£12,000		£13,500		£15,000		£16,500		£16,500		£16,500		£18,000		£19,500		£21,000		£22,500
				·																		
Rent free/voids (years)			2.0	0.8573	2.0	0.8573	2.0	0.8573	2.0	0.8534	2.0	0.8573	2.0	0.8613	2.0	0.8573	2.0	0.8573	2.0	0.8573	2.0	0.8573
Yield	8.00%		8.00%		8.00%		8.00%		8.25%		8.00%		7.75%		8.00%	ĺ	8.00%		8.00%	ĺ	8.00%	
Capitalised rent				£128,601		£144,676		£160,751		£170,677		£176,826		£183,378		£192,901		£208,976		£225,051		£241,127
GROSS DEVELOPMENT VALUE																						
Purchaser's costs	5.75%			£7,395		£8,319		£9,243		£9,814		£10,168		£10,544		£11,092		£12,016		£12,940		£13,865
				£121,206		£136,357		£151,508		£160,863		£166,659		£172,834		£181,809		£196,960		£212,111		£227,262
DEVELOPMENT COSTS																						
<u>Development Costs</u>																						
Existing floor area	15%	225																				
Demolition costs	£5 psf			£1,125		£1,125		£1,125		£1,125		£1,125		£1,125		£1,125		£1,125		£1,125		£1,125
Building costs	£137 psf			£249,093		£249,093		£249,093		£249,093		£249,093		£249,093		£249,093		£249,093		£249,093		£249,093
Area	82% grs to net	1,818																				
External works	10.00%			£24,909		£24,909		£24,909		£24,909		£24,909		£24,909		£24,909		£24,909		£24,909		£24,909
Professional fees	10.00%			£27,513		£27,513		£27,513		£27,513		£27,513		£27,513		£27,513		£27,513		£27,513		£27,513
Contingency	5.00%			£15,132		£15,132		£15,132		£15,132		£15,132		£15,132		£15,132		£15,132		£15,132		£15,132
CIL	1			-		U		£0		£0		£0		£0		£0		£0		£0		£0
Disposal Costs																						
	40.000/			04.000		04.050		04.500		04.050		04.050		04.050		04.000		04.050		00.400		00.050
Letting Agent's fee (% of rent)	10.00%			£1,200		£1,350 £1,447		£1,500		£1,650		£1,650		£1,650		£1,800		£1,950		£2,100		£2,250
Agent's fees (on capital value)	1.00% 0.75%			£1,286 £965				£1,608 £1,206		£1,707		£1,768 £1,326		£1,834		£1,929		£2,090		£2,251 £1,688		£2,411
Legal fees (% of capital value)	0.75%			1900		£1,085		£1,200		£1,280		£1,320		£1,375		£1,447		£1,567		£1,000		£1,808
Finance on construction								-														
Loan arrangement fee	1.00%			£3,178		£3,178		£3,178		£3,178		£3,178		£3,178		£3,178		£3,178		£3,178		£3,178
Interest rate	7.00%			23,170		23,170		23,170		23,170		23,170		23,170		23,170		25,176		23,170		23,170
Interest on Construction Costs	18 months			£16,683		£16,683		£16,683		£16,683		£16,683		£16,683		£16,683		£16,683		£16,683		£16,683
	10 111011110			2.0,000		2.0,000		2.0,000		2.0,000		2.0,000		2.0,000		2.0,000		2.0,000		2.0,000		2.0,000
Profit																						
Developer's profit on cost	20.00%			£68,217		£68,303		£68,389		£68,454		£68,476		£68,498		£68,562		£68,648		£68,734		£68,821
				Ī												j						
TOTAL DEVELOPMENT COSTS				£409,301		£409,818		£410,336		£410,724		£410,853		£410,991		£411,371		£411,888		£412,406		£412,924
LAND VALUE																						
				ĺ												ĺ				ĺ		
Land surplus				-£288,094		(273,461)		-£258,828		-£249,861		-£244,195		-£238,157		-£229,562		-£214,928		-£200,295		-£185,662
Stamp duty	4.00%			£0		£0		£0		£0		£0		£0		£0		£0		£0		£0
Agent's fees	1.25%			£0		£0		£0		£0		£0		£0		£0		£0		£0		£0
Legal fees	0.50%			£0		£0		£0		£0		£0		£0		£0		£0		£0		£0
Interest rate	6.50%			£0		£0		£0		£0		£0		£0		£0		£0		£0		£0
Finance period	18 months																					
RESIDUAL LAND VALUE				-£288,094		-£273,461		-£258,828		-£249,861		-£244,195		-£238,157		-£229,562		-£214,928		-£200,295		-£185,662
NEOLOGIC ENITO TALUE				2200,034		2273,401		2200,020		2273,001		~~~ ~~ ,133		2200,101		-2229,002		2214,320		-2200,230		2103,002
Less CUV 1				(288,888)		(274,255)		(259,621)		(250,655)		(244,988)		(238,950)		(230,355)		(215,722)		(201,089)		(186,455)
Less CUV 2				(293,610)		(278,977)		(264,344)		(255,377)		(249,710)		(243,673)		(235,077)		(220,444)		(205,811)		(191,178)
Less CUV 3				(302,454)		(287,821)		(273,188)		(264,221)		(258,554)		(252,517)		(243,921)		(229,288)		(214,655)		(200,022)
Net additional floorspace (sq ft)		1,275		1,275		1,275		1,275		1,275		1,275		1,275		1,275		1,275		1,275		1,275
Net additional floorspace (sq m)		118		118		118		118		118		118		118		118		118		118		118
Maximum CIL per sqm																						
Against CUV 1				-				-		-		-		-		-		-		-		-
Against CUV 2				-		-				-		-		-		-		-		-		-
Against CUV 3				-		-		-				-		-		-		-		-		-

Use class: All other retail (A1-A5)

Commercial Development

	Common ass	sumptions	CUV 1	1	CUV 2	2	CUV	3
Current use value								
Existing space as percentage of new	15%	225						
Rent per sq ft			£5 psf		£7 psf		£10 psf	
Rental income per annum			£1,125		£1,575		£2,250	
Rent free/voids (years)			3.0	0.7829	3.0	0.7829	3.0	0.7938
Total revenue, capitalised (including all costs)			8.50%		8.50%		8.00%	
Refurbishment costs	£40 psf		£9,000	- 1	£9,000		£9,000	
Fees	7%		£630	- 1	£630		£630	
Capitalised rent, net of refurb and fees				£732		£4,877		£12,697
Purchaser's costs	5.75%			-£42		-£280		-£730
Current use value				£690		£4,596		£11,966
CUV including Landowner premium			15%	£793	20.00%	£5,516	20.00%	£14,360

Commercial Development

	Co non out	Vialal	Don't from
	£s per sqft	Yield	Rent free
Appraisal 1	£20.00	5.75%	2.00 years
Appraisal 2	£21.00	5.75%	2.00 years
Appraisal 3	£22.00	5.75%	2.00 years
Appraisal 4	£23.00	6.00%	2.00 years
Appraisal 5 (base)	£23.00	5.75%	2.00 years
Appraisal 6	£23.00	5.50%	2.00 years
Appraisal 7	£24.00	5.75%	2.00 years
Appraisal 8	£25.00	5.75%	2.00 years
Appraisal 9	£26.00	5.75%	2.00 years
Appraisal 10	£27.00	5.75%	2.00 years

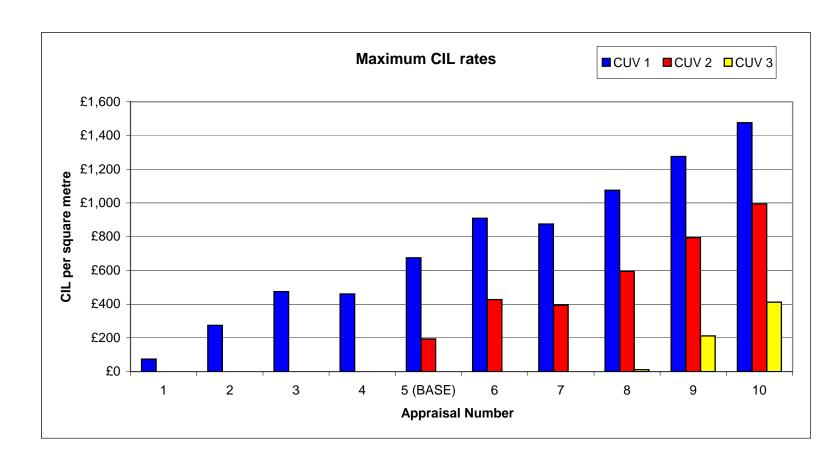
	£s per sqft	Yield	Rent free	Premium
Current use value 1	£7.00	7.00%	2.00 years	20.00%
Current use value 2	£15.00	8.00%	2.00 years	20.00%
Current use value 3	£20.00	7.00%	2.00 years	20.00%

Results - Maximum CIL rates per square metre

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-15%	£74	£0	£0
Appraisal 2	-10%	£274	£0	£0
Appraisal 3	-5%	£474	£0	£0
Appraisal 4	0%	£460	£0	£0
Appraisal 5 (base)	-	£675	£193	£0
Appraisal 6	0%	£909	£428	£0
Appraisal 7	4%	£875	£394	£0
Appraisal 8	8%	£1,075	£594	£12
Appraisal 9	12%	£1,275	£794	£212
Appraisal 10	15%	£1,475	£994	£412

Use class:	Convenience supermarket/superstore and retail warehouse
Location:	Whole Borough (1,000 sq m)

Existing floorspace as % of new 35%



Commercial Development

Use class: e supermarket/superstore and retail
Location: Whole Borough (1,000 sq m)

DEVELOPMENT VALUE	Common as:	sumptions	Appraisal 1	Ap	opraisal 2	Appraisa	al 3	Appraisal 4		Apprais	sal 5	Appra	aisal 6	Appra	isal 7	Appra	aisal 8	Appra	iisal 9	Apprai	sal 10
Rental Income	Floor area		£ psf £ per an	num £ psf	£ per annum	£ psf £ p	er annum £ psf	£ per an	num £	psf £	per annum	£ psf	£ per annum £	psf	£ per annum	£ psf	£ per annum £	E psf	£ per annum	£ psf	£ per annum
Rent - area 1	3,588		£20.00 £71	760 £21	£75,348	£22.00	£78,936	£23.00 £82	2,524	£23.00	£82,524	£23.00	£82,524	£24.00	£86,112	£25.00	£89,700	£26.00	£93,288	£27.00	£96,876
Rent - area 2	3,588		£20.00 £71	760 £21	£75,348	£22.00	£78,936	£23.00 £82	2,524	£23.00	£82,524	£23.00	£82,524	£24.00	£86,112	£25.00	£89,700	£26.00	£93,288	£27.00	£96,876
Rent - area 3	3,588		£20.00 £71	760 £21	£75,348	£22.00	£78,936	£23.00 £82	2,524	£23.00	£82,524	£23.00	£82,524	£24.00	£86,112	£25.00	£89,700	£26.00	£93,288	£27.00	£96,876
Total floor area / rent		10,764	£215	280	£226,044		£236,808	£247	7,572		£247,572		£247,572		£258,336		£269,100		£279,864		£290,628
Rent free/voids (years)			2.0 0.8	942 2	.0 0.8942	2.0	0.8942	2.0 0.8	3900	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%	5.75%		6.00%		5.75%		5.50%		5.75%		5.75%		5.75%		5.75%	
Capitalised rent			£3,347	920	£3,515,316	£	23,682,712	£3,672	2,303		£3,850,108		£4,044,212		£4,017,504		£4,184,900		£4,352,296		£4,519,692
GROSS DEVELOPMENT VALUE																					
Purchaser's costs	5.75%		£192		£202,131	_	£211,756		1,157		£221,381		£232,542		£231,006		£240,632		£250,257		£259,882
DEVELOPMENT COSTS			£3,155	415	£3,313,185	£	23,470,956	£3,46′	1,146		£3,628,727		£3,811,670		£3,786,498		£3,944,268		£4,102,039		£4,259,810
DEVELOT MENT GOOTG																					
																			i		
Development Costs																					
Existing floor area	35%	3,767																			
Demolition costs	£5 psf			837	£18,837	_	£18,837		3,837		£18,837		£18,837		£18,837		£18,837		£18,837		£18,837
Building costs	£116 psf		£1,520	015	£1,520,015	£	21,520,015	£1,520	0,015		£1,520,015		£1,520,015		£1,520,015		£1,520,015		£1,520,015		£1,520,015
Area	82% grs to net	13,047																			
External works	10.00%		£152		£152,002		£152,002		2,002		£152,002		£152,002		£152,002		£152,002		£152,002		£152,002
Professional fees	10.00%		£169		£169,085		£169,085		9,085		£169,085		£169,085		£169,085		£169,085		£169,085		£169,085
Contingency	5.00%		£92	997	£92,997		£92,997	£92	2,997		£92,997		£92,997		£92,997		£92,997		£92,997		£92,997
CIL	1		000	-	0		£0	200	£0		£0		£0		£0		£0		£0		£0
S106	£25 psf		269	100	£269,100		£269,100	£269	9,100		£269,100		£269,100		£269,100		£269,100		£269,100		£269,100
<u>Disposal Costs</u>																			i		
Letting Agent's fee (% of rent)	10.00%		£21	528	£22,604		£23,681	£24	1,757		£24,757		£24,757		£25,834		£26,910		£27,986		£29,063
Agent's fees (on capital value)	1.00%		£33	479	£35,153		£36,827	£36	5,723		£38,501		£40,442		£40,175		£41,849		£43,523		£45,197
Legal fees (% of capital value)	0.75%		£25	109	£26,365		£27,620	£27	7,542		£28,876		£30,332		£30,131		£31,387		£32,642		£33,898
Finance on construction																					
Loan arrangement fee	1.00%		£22	220	£22,220		£22,220	£23	2,220		£22,220		£22,220		£22,220		£22,220		£22,220		£22,220
Interest rate	7.00%		~		LLL,LLO		222,220	22.	_,		222,220		222,220		222,220		222,220		222,220		222,220
Interest on Construction Costs	18 months		£116	657	£116,657		£116,657	£116	6,657		£116,657		£116,657		£116,657		£116,657		£116,657		£116,657
					2,775,007				,,,,,,,,,				2110,001		2112,000		2110,000				2000
<u>Profit</u>																					
Developer's profit on cost	20.00%		£488	206	£489,007		£489,808	£489	9,987		£490,609		£491,289		£491,411		£492,212		£493,013		£493,814
																			i		
TOTAL DEVELOPMENT COSTS			£2,929	236	£2,934,043	£	2,938,850	£2,939	9,923		£2,943,657		£2,947,733		£2,948,464		£2,953,271		£2,958,078		£2,962,885
LAND VALUE																					
LAND VALUE																					
Land surplus			£226	179	379,143		£532,106	£521	1,223		£685,070		£863,937		£838,034		£990,998		£1,143,961		£1,296,925
Stamp duty	4.00%		-£9	047	-£15,166		-£21,284	-£20	0,849		-£27,403		-£34,557		-£33,521		-£39,640		-£45,758		-£51,877
Agent's fees	1.25%		-£2	827	-£4,739		-£6,651	-£6	6,515		-£8,563		-£10,799		-£10,475		-£12,387		-£14,300		-£16,212
Legal fees	0.50%			131	-£1,896		-£2,661		2,606		-£3,425		-£4,320		-£4,190		-£4,955		-£5,720		-£6,485
Interest rate	6.50%		-£20	784	-£34,841		-£48,897	-£47	7,897		-£62,954		-£79,390		-£77,010		-£91,066		-£105,123		-£119,179
Finance period	18 months																		I		
RESIDUAL LAND VALUE			£192	389	£322,501		£452,613	£44:	3,355		£582,725		£734,870		£712,837		£842,949		£973,061		£1,103,173
Less CUV 1			48	183	178,295		308,407	299	,149		438,519		590,664		568,630		698,742		828,854		958,966
Less CUV 2			(264,		(134,488)		(4,376)		634)		125,736		277,881		255,848		385,960		516,072		646,183
Less CUV 3			(642,	,	(512,871)		(382,759)	(392,			(252,647)		(100,502)		(122,535)		7,577		137,689		267,801
Net additional flagger (1997)		0.007	_	007	2.02-		0.007		2.007		0.00=		0.007		0.00=		0.007		0.00=		0.007
Net additional floorspace (sq ft) Net additional floorspace (sq m)		6,997 650		997	6,997 650		6,997 650	(650		6,997 650		6,997 650		6,997 650		6,997 650		6,997 650		6,997 650
iver additional noorspace (sq iii)		030		300	030		030		330		050		030		000		000		050		030
Maximum CIL per sqm																			i		
Against CUV 1				74	274		474		460		675		909		875		1,075		1,275		1,475
Against CUV 2				-	-		-		-		193		428		394		594		794		994
Against CUV 3				-	-		-		-		-		-		-		12		212		412

Commercial Development

Use class: Convenience supermarket/superstore and retail warehouse

	Common as	sumptions	CUV	1	CU\	/ 2	CUV	3
Current use value								
Existing space as percentage of new	35%	3,767						
Rent per sq ft			£7 psf		£15 psf		£20 psf	
Rental income per annum			£26,372	I	£56,511		£75,348	
Rent free/voids (years)			2.0	0.8734	2.0	0.8573	2.0	0.8734
Total revenue, capitalised (including all costs)			7.00%		8.00%		7.00%	
Refurbishment costs	£50 psf		£188,370		£188,370		£188,370	
Fees	7%		£13,186		£13,186		£13,186	
Capitalised rent, net of refurb and fees				£127,503		£404,058		£738,614
Purchaser's costs	5.75%			-£7,331		-£23,233		-£42,470
Current use value				£120,172		£380,824		£696,143
CUV including Landowner premium			20%	£144,206	20.00%	£456,989	20.00%	£835,372

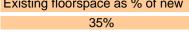
Commercial Development

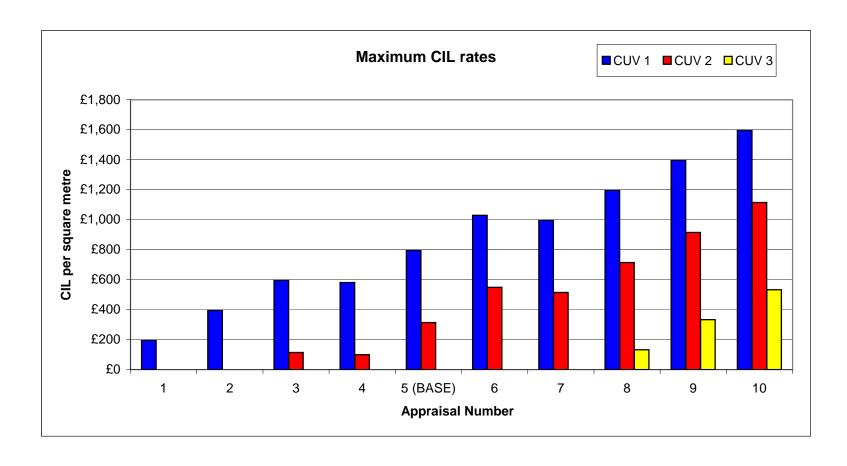
ASTRUCTURE LEVY			Use class:	Convenience supermarket/superstore and retail warehouse	
ppment			Location:	Whole Borough (5,000 sq m)	
a aft	Viold	Dont from		Existing floorspace as % of new	
sqft	Yield	Rent free		Lability hourspace as 70 of flew	

	£s per sqft	Yield	Rent free
Appraisal 1	£20.00	5.75%	2.00 years
Appraisal 2	£21.00	5.75%	2.00 years
Appraisal 3	£22.00	5.75%	2.00 years
Appraisal 4	£23.00	6.00%	2.00 years
Appraisal 5 (base)	£23.00	5.75%	2.00 years
Appraisal 6	£23.00	5.50%	2.00 years
Appraisal 7	£24.00	5.75%	2.00 years
Appraisal 8	£25.00	5.75%	2.00 years
Appraisal 9	£26.00	5.75%	2.00 years
Appraisal 10	£27.00	5.75%	2.00 years

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£7.00	7.00%	2.00 years	20.00%
Current use value 2	£15.00	8.00%	2.00 years	20.00%
Current use value 3	£20.00	7.00%	2.00 years	20.00%

	Change in rent			
	from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-15%	£195	£0	£0
Appraisal 2	-10%	£395	£0	£0
Appraisal 3	-5%	£595	£114	£0
Appraisal 4	0%	£581	£100	£0
Appraisal 5 (base)	-	£795	£314	£0
Appraisal 6	0%	£1,029	£548	£0
Appraisal 7	4%	£996	£514	£0
Appraisal 8	8%	£1,196	£715	£132
Appraisal 9	12%	£1,396	£915	£333
Appraisal 10	15%	£1,596	£1,115	£533





Commercial Development

Use class: e supermarket/superstore and retail

Location: Whole Borough (5,000 sq m)

DEVELOPMENT VALUE	Common assumptions	Appraisal 1	Appraisal 2	Appraisal 3	Appraisal 4	Appraisal 5	Appraisal 6	Appraisal 7	Appraisal 8	Appraisal 9	Appraisal 10
-						.,					
Rental Income	Floor area	£ psf £ per annum £ ps			£ per annum	•					
Rent - area 1	17,940		£21 £376,740		3.00 £412,620	£23.00 £412,620		£24.00 £430,560		£26.00 £466,440	£27.00 £484,380
Rent - area 2	17,940	,	£21 £376,740	,	3.00 £412,620	£23.00 £412,620				£26.00 £466,440	£27.00 £484,380
Rent - area 3 Total floor area / rent	17,940 53,820	£20.00 £358,800 £1,076,400	£21 £376,740	,	3.00 £412,620	£23.00 £412,620 £1,237,860			£25.00 £448,500	£26.00 £466,440	£27.00 £484,380
Total floor area / Terit	33,820	£1,070,400	£1,130,220	£1,184,040	£1,237,860	£1,237,000	£1,237,860	£1,291,680	£1,345,500	£1,399,320	£1,453,140
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%		00%	5.75%	5.50%	5.75%	5.75%	5.75%	5.75%
Capitalised rent		£16,739,601	£17,576,581	£18,413,561	£18,361,517	£19,250,541	£20,221,060	£20,087,521	£20,924,501	£21,761,481	£22,598,461
GROSS DEVELOPMENT VALUE											
Purchaser's costs	5.75%	£962,527	£1,010,653	£1,058,780	£1,055,787	£1,106,906		£1,155,032		£1,251,285	£1,299,411
DEVELOPMENT COCTS		£15,777,074	£16,565,927	£17,354,781	£17,305,729	£18,143,635	£19,058,349	£18,932,488	£19,721,342	£20,510,196	£21,299,049
DEVELOPMENT COSTS											
Development Costs											
Existing floor area	35% 18,837										
Demolition costs	£5 psf	£94,185	£94,185	£94,185	£94,185	£94,185	£94,185	£94,185	£94,185	£94,185	£94,185
Building costs	£112 psf	£7,315,225	£7,315,225	£7,315,225	£7,315,225	£7,315,225			£7,315,225	£7,315,225	£7,315,225
Area	82% grs to net 65,237										
External works	10.00%	£731,522	£731,522	£731,522	£731,522	£731,522	£731,522	£731,522	£731,522	£731,522	£731,522
Professional fees	10.00%	£814,093	£814,093	£814,093	£814,093	£814,093		£814,093		£814,093	£814,093
Contingency	5.00%	£447,751	£447,751	£447,751	£447,751	£447,751		£447,751	£447,751	£447,751	£447,751
CIL	1		0	03 04 045 500	£0	03				0.3	£0
S106	£25 psf	1,345,500	£1,345,500	£1,345,500	£1,345,500	£1,345,500	£1,345,500	£1,345,500	£1,345,500	£1,345,500	£1,345,500
Diamond Conto											
<u>Disposal Costs</u> Letting Agent's fee (% of rent)	10.00%	£107,640	£113,022	£118,404	£123,786	£123,786	£123,786	£129,168	£134,550	£139,932	£145,314
Agent's fees (on capital value)	1.00%	£167,396	£175,766	£184,136	£183,615	£192,505		£200,875		£217,615	£225,985
Legal fees (% of capital value)	0.75%	£125,547	£131,824	£138,102	£137,711	£144,379		£150,656		£163,211	
3						,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,			,	
Finance on construction											
Loan arrangement fee	1.00%	£107,483	£107,483	£107,483	£107,483	£107,483	£107,483	£107,483	£107,483	£107,483	£107,483
Interest rate	7.00%										
Interest on Construction Costs	18 months	£564,285	£564,285	£564,285	£564,285	£564,285	£564,285	£564,285	£564,285	£564,285	£564,285
Drofit											
Profit Developer's profit on cost	20.00%	£2,364,125	£2,368,131	£2,372,137	£2,373,031	£2,376,143	£2,379,540	£2,380,149	£2,384,155	£2,388,160	£2,392,166
Bovoloper o pront en dest	20.0070	22,001,120	22,000,101	22,012,101	22,070,001	22,070,110	22,070,010	22,000,110	22,001,100	22,000,100	22,002,100
										i	
TOTAL DEVELOPMENT COSTS		£14,184,752	£14,208,787	£14,232,822	£14,238,188	£14,256,857	£14,277,238	£14,280,892	£14,304,927	£14,328,962	£14,352,997
LAND VALUE											
		0		00 101 000	00.227.7						22.212.25
Land surplus	4.000/	£1,592,321	2,357,140	£3,121,959	£3,067,542	£3,886,777		£4,651,596		£6,181,233	
Stamp duty Agent's fees	4.00% 1.25%	-£63,693 -£19,904	-£94,286 -£29,464	-£124,878 -£39,024	-£122,702 -£38,344	-£155,471 -£48,585		-£186,064 -£58,145		-£247,249 -£77,265	-
Legal fees	0.50%	-£19,904	-£11,786	-£15,610	-£15,338	-£49,363 -£19,434		-£23,258		-£30,906	-£34,730
Interest rate	6.50%	-£146,324	-£216,606	-£286,888	-£281,888	-£357,171		-£427,453		-£568,017	
Finance period	18 months						,		,	, i	,
RESIDUAL LAND VALUE		£1,354,438	£2,004,998	£2,655,558	£2,609,270	£3,306,117	£4,066,843	£3,956,677	£4,607,236	£5,257,796	£5,908,355
L OLD/ 4		000 407	4 000 000	4 004 500	4 000 000	0.505.005	0.045.044	0.005.045	0.000.005	4.500.704	5.407.004
Less CUV 1 Less CUV 2		633,407 (930,507)	1,283,966 (279,947)	1,934,526 370,612	1,888,238 324,325	2,585,085 1,021,172		3,235,645 1,671,731	3,886,205 2,322,291	4,536,764 2,972,851	5,187,324 3,623,410
Less CUV 2 Less CUV 3		(2,822,421)	(2,171,862)	(1,521,302)	(1,567,590)	(870,742)		(220,183)	430,377	1,080,936	1,731,496
		(2,022,721)	(2,171,002)	(1,021,002)	(1,001,000)	(010,142)	(110,017)	(220,100)	400,077	1,000,000	1,701,400
Net additional floorspace (sq ft)	34,983	34,983	34,983	34,983	34,983	34,983		34,983		34,983	34,983
Net additional floorspace (sq m)	3,250	3,250	3,250	3,250	3,250	3,250	3,250	3,250	3,250	3,250	3,250
Maximum CIL per sqm		405	205	595	504	705	4.000	000	1.100	1,396	4.500
Against CUV 1 Against CUV 2		195	395	114	581 100	795 314		996 514	1,196 715	1,396 915	1,596 1,115
Against CUV 3		-		-	100	-	340	-	132	333	533
J									702	300	

Commercial Development

Use class: Convenience supermarket/superstore and retail warehouse

	Common assumptions		CUV 1		CUV 2		CUV 3	
Current use value								
Existing space as percentage of new	35%	18,837						
Rent per sq ft			£7 psf		£15 psf		£20 psf	
Rental income per annum			£131,859		£282,555		£376,740	
Rent free/voids (years)			2.0	0.8734	2.0	0.8573	2.0	0.8734
Total revenue, capitalised (including all costs)			7.00%		8.00%		7.00%	
Refurbishment costs	£50 psf		£941,850		£941,850		£941,850	
Fees	7%		£65,930		£65,930		£65,930	
Capitalised rent, net of refurb and fees				£637,517		£2,020,288		£3,693,068
Purchaser's costs	5.75%			-£36,657		-£116,167		-£212,351
Current use value				£600,860		£1,904,121		£3,480,716
CUV including Landowner premium			20%	£721,032	20.00%	£2,284,945	20.00%	£4,176,860

Commercial Development

Use class:	HOTEL
Location:	Dacorum

	£s per sqft	Yield	Rent free
Appraisal 1	£17.00	6.25%	
Appraisal 2	£18.00	6.25%	
Appraisal 3	£19.00	6.25%	
Appraisal 4	£20.00	6.50%	
Appraisal 5 (base)	£20.00	6.25%	
Appraisal 6	£20.00	6.00%	
Appraisal 7	£21.00	6.25%	
Appraisal 8	£22.00	6.25%	
Appraisal 9	£23.00	6.25%	
Appraisal 10	£24.00	6.25%	

Existing floorspace as % of new
15%

	£s per sqft	Yield	Rent free	Premium
Current use value 1	£4.00	8.50%	3.00 years	20.00%
Current use value 2	£7.00	8.50%	3.00 years	20.00%
Current use value 3	£10.00	8.50%	3.00 years	20.00%

Based on information from active local agents and range of comparables in and around Dacorum area.

Room size assumed to be

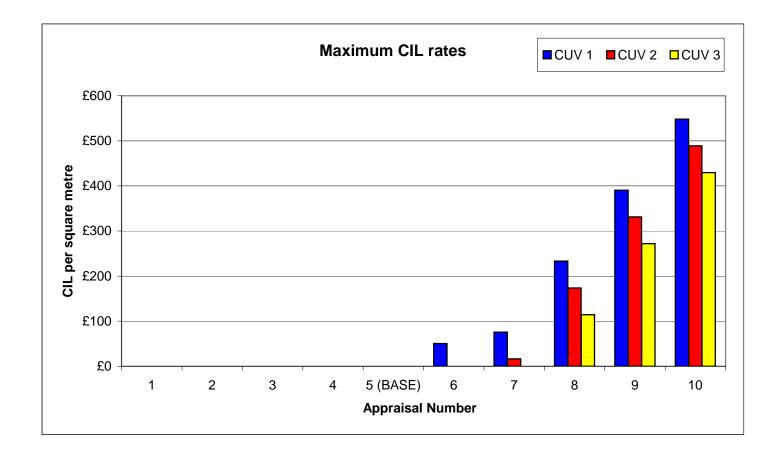
250 sq ft

Value per room

£5,000

Value per sq ft

	Change in rent from base	CUV 1	CUV 2	CUV 3
Appraisal 1	-18%	£0	£0	£0
Appraisal 2	-11%	£0	£0	£0
Appraisal 3	-5%	£0	£0	£0
Appraisal 4	0%	£0	£0	£0
Appraisal 5 (base)	-	£0	£0	£0
Appraisal 6	0%	£50	£0	£0
Appraisal 7	5%	£76	£16	£0
Appraisal 8	9%	£233	£174	£114
Appraisal 9	13%	£391	£331	£272
Appraisal 10	17%	£548	£489	£429



Commercial Development

Use class: HOTEL
Location: Dacorum

DEVELOPMENT VALUE	Common assumptions	Appraisal 1	Appraisal 2	Appraisal 3 App	raisal 4	Appraisal 5	Appraisal 6	Appraisal 7	Appraisal 8	Appraisal 9	Appraisal 10
Rental Income	Rooms	£ psf £ per annum £	psf £ per annum £	psf £ per annum £ psf	£ per annum £	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum	£ psf £ per annum £	Epsf £perannum £	£ psf £ per annum
Rent - area 1	27,000	£17.00 £459,000	£18 £486,000	£19.00 £513,000 £20.00		£20.00 £540,000		· ·		£23.00 £621,000	£24.00 £648,000
Rent - area 2		£17.00 £0	£18 £0	£19.00 £0 £20.00	0£	£20.00 £0	£20.00 £0	£21.00 £0	£22.00 £0	£23.00 £0	£24.00 £0
Rent - area 3		£17.00 £0	£18 £0	£19.00 £0 £20.00	£0	£20.00 £0	£20.00 £0	£21.00 £0	£22.00 £0	£23.00 £0	£24.00 £0
Total floor area / rent	27,000	£459,000	£486,000	£513,000	£540,000	£540,000	£540,000	£567,000	£594,000	£621,000	£648,000
Rent free/voids (years)	0.050/	- 1.0000	- 1.0000	- 1.0000 -	1.0000	- 1.0000	- 1.0000	- 1.0000	- 1.0000	- 1.0000	- 1.0000
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		£7,344,000	£7,776,000	£8,208,000	£8,307,692	£8,640,000	£9,000,000	£9,072,000	£9,504,000	£9,936,000	£10,368,000
GROSS DEVELOPMENT VALUE											
Purchaser's costs	5.75%	£422,280	£447,120	£471,960	£477,692	£496,800	£517,500	£521,640	£546,480	£571,320	£596,160
		£6,921,720	£7,328,880	£7,736,040	£7,830,000	£8,143,200				£9,364,680	£9,771,840
DEVELOPMENT COSTS											
		i i						i			
Development Costs											
Existing floor area	15% 4,050										
Demolition costs	£5 psf	£20,250	£20,250	£20,250	£20,250	£20,250				£20,250	£20,250
Building costs	£137 psf	£4,932,000	£4,932,000	£4,932,000	£4,932,000	£4,932,000	£4,932,000	£4,932,000	£4,932,000	£4,932,000	£4,932,000
Area	75% grs to net 36,000		0402.200	0402 200	C402 200	0402 200	0402 200	0402.200	0402.200	0402.200	0402.200
External works Professional fees	10.00%	£493,200 £544,545	£493,200 £544,545	£493,200 £544,545	£493,200 £544,545	£493,200 £544,545				£493,200 £544,545	£493,200 £544,545
Contingency	5.00%	£299,500	£299,500	£299,500	£299,500	£299,500				£299,500	£299,500
CIL	1	-	0	£0	£0	£0				£0	£0
		i i									
<u>Disposal Costs</u>								İ			
Letting Agent's fee (% of rent)	10.00%	£45,900	£48,600	£51,300	£54,000	£54,000	£54,000	£56,700	£59,400	£62,100	£64,800
Agent's fees (on capital value)	1.00%	£73,440	£77,760	£82,080	£83,077	£86,400	£90,000	£90,720	£95,040	£99,360	£103,680
Legal fees (% of capital value)	0.75%	£55,080	£58,320	£61,560	£62,308	£64,800	£67,500	£68,040	£71,280	£74,520	£77,760
Finance on construction	4 000/	000 005	000.005	200 005	000.005	000 005	000.005	000.005	000.005	200 005	000.005
Loan arrangement fee Interest rate	1.00% 7.00%	£62,895	£62,895	£62,895	£62,895	£62,895	£62,895	£62,895	£62,895	£62,895	£62,895
Interest rate Interest on Construction Costs	18 months	£330,198	£330,198	£330,198	£330,198	£330,198	£330,198	£330,198	£330,198	£330,198	£330,198
	TO MICHAID	2000,100	2000,100	2000,100	2000,100	2000,100	2000,100	2000,100	2000,100	2000,100	2000,100
<u>Profit</u>		i i						İ			
Developer's profit on cost	20.00%	£1,371,402	£1,373,454	£1,375,506	£1,376,395	£1,377,558	£1,378,818	£1,379,610	£1,381,662	£1,383,714	£1,385,766
TOTAL DEVELOPMENT COSTS		£8,228,410	£8,240,722	£8,253,034	£8,258,367	£8,265,346	£8,272,906	£8,277,658	£8,289,970	£8,302,282	£8,314,594
LAND VALUE								 			
LAND VALUE								 			
Land surplus		-£1,306,690	(911,842)	-£516,994	-£428,367	-£122,146	£209,594	£272,702	£667,550	£1,062,398	£1,457,246
Stamp duty	4.00%	£0	£0	£0	£0	£0				-£42,496	
Agent's fees	1.25%	£0	£0	£0	£0	£0				-£13,280	
Legal fees	0.50%	£0	£0	£0	£0	£0	-£1,048	-£1,364	-£3,338	-£5,312	-£7,286
Interest rate	6.50%	£0	£0	£0	£0	£0	-£19,260	-£25,060	-£61,344	-£97,628	-£133,912
Finance period	18 months										
RESIDUAL LAND VALUE		-£1,306,690	-£911,842	-£516,994	-£428,367	-£122,146	£178,282	£231,962	£567,822	£903,683	£1,239,543
Less CUV 1		(1,377,426)	(982,578)	(587,730)	(499,104)	(192,882)	107,546	161,226	497,086	832,946	1,168,807
Less CUV 2		(1,503,996)	(1,109,148)	(714,300)	(625,674)	(319,452)		34,656	370,516	706,376	1,042,237
Less CUV 3		(1,630,566)	(1,235,718)	(840,870)	(752,244)	(446,022)		(91,914)		579,806	915,667
										Ī	
Net additional floorspace (sq ft)	22,950		22,950	22,950	22,950	22,950				22,950	
Net additional floorspace (sq m)	2,132	2,132	2,132	2,132	2,132	2,132	2,132	2,132	2,132	2,132	2,132
Maximum CIL per sqm											
Against CUV 1				-		_	50	76	233	391	548
Against CUV 2				-	-	-	-	16	174	331	489
Against CUV 3			-	-	-	-	-	-	114	272	

Use class: HOTEL

Commercial Development

	Common as	sumptions	CUV	1	CU\	/ 2	CUV	3
Current use value								
Existing space as percentage of new	15%	4,050						
Rent per sq ft			£4 psf		£7 psf		£10 psf	
Rental income per annum			£16,200		£28,350		£40,500	
Rent free/voids (years)			3.0	0.7829	3.0	0.7829	3.0	0.7829
Total revenue, capitalised (including all costs)			8.50%		8.50%		8.50%	
Refurbishment costs	£20 psf		£81,000		£81,000		£81,000	
Fees	7%		£5,670		£5,670		£5,670	
Capitalised rent, net of refurb and fees				£62,543		£174,453		£286,363
Purchaser's costs	5.75%			-£3,596		-£10,031		-£16,466
Current use value				£58,947		£164,422		£269,897
CUV including Landowner premium			20%	£70,736	20.00%	£197,306	20.00%	£323,876
				,		,		•

Commercial Development

DEVELOPMENT VALUE

Surplus available to fund CIL

Use class:	EXTRA CARE
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DEVELOPMENT VALUE			
Rental Income	Area	£ psf	£ per annum
Rent - area 1	25,000	20.05	501,250
Rent - area 2			-
Rent - area 3			
Total rental income	25,000		501,250
Rent free/voids (years)	-	1.0000	
Total revenue, capitalised (including all costs)		6.00%	8,354,167
GROSS DEVELOPMENT VALUE			8,354,167
Purchaser's costs	5.75%	480,365	7,873,802
DEVELOPMENT COSTS			3,390
Development Costs			
Demolition costs	£5 psf 12,500 sqt		62,500
Building costs	£99 psf		4,114,796
Area	41,667 60% grs to net		
External works		10.00%	411,480
Professional fees		10.00%	458,878
Section 106 costs		10.0070	50,000
Disposal Costs			
Letting Agent's fee (% of rent)		10.00%	50,125
Agent's fees (on capital value)		1.00%	83,542
Legal fees (% of capital value)		0.75%	62,656
Interest on Finance			
Total development duration	18 months		
Loan arrangement fee	10 monus	1.00%	50,977
Interest on Construction Costs	18 months	6.50%	248,511
microst on construction costs	TO MONUIS	0.5070	240,011
Profit			
Developer's profit on Total Revenue		20.00%	1,574,760
TOTAL DEVELOPMENT COSTS			7,168,224
TOTAL DEVELOT MENT GOOTS			7,100,224
LAND VALUE			
Land surplus			705,578
Stamp duty		4.00%	(28,223)
Agent's fees		1.25%	(8,820)
Legal fees		0.50%	(3,528)
Interest on land finance	18 months	6.50%	(64,838)
RESIDUAL LAND VALUE			600,169
REGIDORE EARD VALUE			000,103
Existing use value			
Assumes existing space is 50% of new	50% 12,500		
Rent per sq ft	£10 psf		
Rental income per annum	125,000		
Rent free/voids (years)	3	0.7938	
Total revenue, capitalised (including all costs)	3	8.00%	1,240,363
1			, -,
Refurbishment costs	£50 psf	625,000	
Fees	7%	43,750	
Purchaser's costs	5.75%		32,868
Existing use value			538,745
ELIV including Landowner promium	20%		646 404
EUV including Landowner premium	20%		646,494

(46,325)

Commercial Development

Area	£ psf	£ per annum
25,000	14.01	350,250
		-
		-
25,000	0	350,250
	- 1.000	0
	6.00	% 5,837,500
		5 007 500
E 7E0	225.65	5,837,500 5 5 501 844
	25,000 25,000	25,000 14.01 25,000 - 1.000

Use class:

EXTRA CARE

			2,36
EVELOPMENT COSTS			
Development Costs			
Demolition costs	£5 psf 12,500 sqt		62,50
Building costs	£99 psf		4,114,79
Area	41,667 60% grs to net		, ,
External works	•	10.00%	411,4
Professional fees		10.00%	458,8
Section 106 costs			50,0
Disposal Costs			
Letting Agent's fee (% of rent)		10.00%	35,0
Agent's fees (on capital value)		1.00%	58,3
Legal fees (% of capital value)		0.75%	43,7
Interest on Finance			
Total development duration	18 months		
Loan arrangement fee		1.00%	50,9
Interest on Construction Costs	18 months	6.50%	248,5
<u>Profit</u>			
Developer's profit on Total Revenue		20.00%	1,100,3
TOTAL DEVELOPMENT COSTS			6,634,6

LAND VALUE			
Land surplus			(1,132,847)
Stamp duty		4.00%	45,314
Agent's fees		1.25%	14,161
Legal fees		0.50%	5,664
Interest on land finance	18 months	6.50%	104,102
RESIDUAL LAND VALUE			(963,607)

	Existing use value Assumes existing space is 50% of new Rent per sq ft Rental income per annum	50%	12,500 £10 psf 125,000		
	Rent free/voids (years) Total revenue, capitalised (including all costs)		3	0.7938 8.00%	1,240,363
	Refurbishment costs Fees		£50 psf 7%	625,000 43,750	
	Purchaser's costs		5.75%		32,868
Ξ	Existing use value				538,745
	EUV including Landowner premium		20%		646,494

Surplus available to fund CIL (1,610,101

Commercial Development

Use class:	Extra Care
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Rental Income	Area		£psf	£ per annum
Rent - area 1		25,000	19.09	477,25
Rent - area 2				
Rent - area 3				
Total rental income		25,000		477,25
Rent free/voids (years)			1.0000	1
Total revenue, capitalised (including all costs)			6.00%	7,954,10
GROSS DEVELOPMENT VALUE				7,954,10
Purchaser's costs		5.75%	457,365	
				3,2

1.00% 6.50% 20.00%	50,977 248,511 1,499,360
nths	
0.75%	59,656
	79,542
	47,725
	50,000
10.00%	458,878
10.00%	411,480
60% grs to net	
,,	4,114,796
12.500 sat	62,500
	10.00% 10.00% 10.00% 1.00% 0.75%

LAND VALUE			
Land surplus			413,378
Stamp duty		4.00%	(16,535)
Agent's fees		1.25%	(5,167)
Legal fees		0.50%	(2,067)
Interest on land finance	18 months	6.50%	(37,987)
RESIDUAL LAND VALUE			351,622

	Existing use value Assumes existing space is 50% of new	50%	12,500		
	Rent per sq ft		£10 psf		
	Rental income per annum		125,000		
l	Rent free/voids (years)		3	0.7938	
ļ	Total revenue, capitalised (including all costs)			8.00%	1,240,363
	Refurbishment costs		£50 psf	625,000	
	Fees		7%	43,750	
	Purchaser's costs		5.75%		32,868
_	Existing use value				538,745
	EUV including Landowner premium		20%		646,494

Surplus available to fund CIL (294,872)