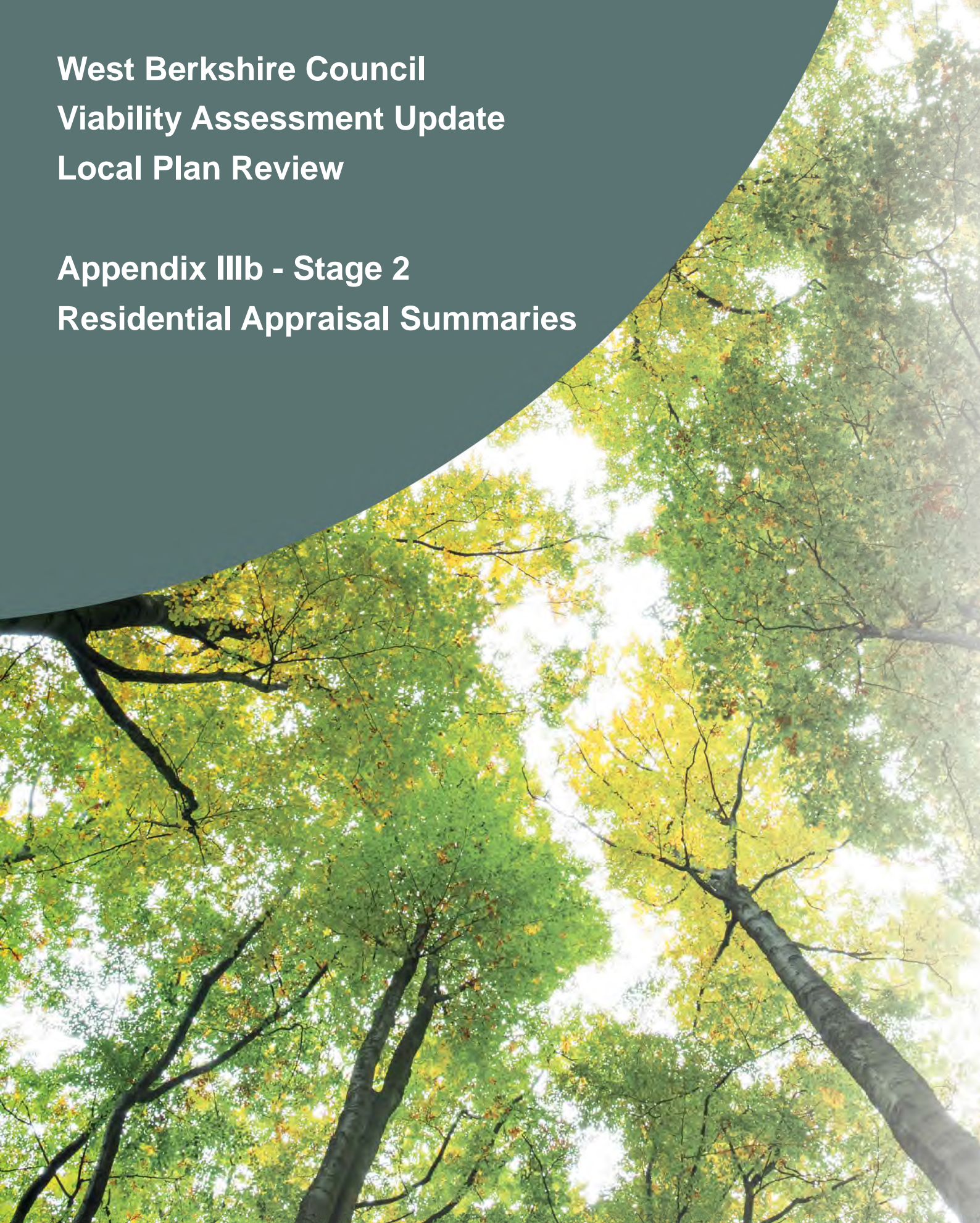


**West Berkshire Council  
Viability Assessment Update  
Local Plan Review**

**Appendix IIIb - Stage 2  
Residential Appraisal Summaries**



100 Mixed PDL  
West Berkshire Council

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20% AH @ VL5 £4,750/sq. m.  
£97/sq. m. CIL  
17.5% Profit GDV / 6% Profit GDV AH

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**100 Mixed PDL  
West Berkshire Council**

**Appraisal Summary for Phase 1 All Phases**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales
Market Housing	80	6,688.00	4,749.80	397,083	31,766,662
AH - Social rent	10	686.00	1,512.04	103,726	1,037,260
AH - Intermediate	5	334.50	3,087.37	206,545	1,032,725
AH - First Homes	5	334.50	3,324.86	222,433	1,112,166
<b>Totals</b>	<b>100</b>	<b>8,043.00</b>			<b>34,948,813</b>

**NET REALISATION** **34,948,813**

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price (2.15 Ha @ 3,040,688.93 /Hect)		6,537,481		6,537,481
Stamp Duty		317,874		
Effective Stamp Duty Rate	4.86%			
Agent Fee	1.50%	98,062		
Legal Fee	0.75%	49,031		
				464,967

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost
Market Housing	7,008.00	1,492.00	10,455,936
AH - Social rent	745.00	1,492.00	1,111,540
AH - Intermediate	367.00	1,492.00	547,564
AH - First Homes	367.00	1,492.00	547,564
<b>Totals</b>	<b>8,487.00 m<sup>2</sup></b>		<b>12,662,604</b>
Contingency		5.00%	813,506
Site Works & Infrastructure	2.15 ha	500,000.00 /ha	1,075,000
CIL		1.00%	683,700
S106	100.00 un	2,000.00 /un	200,000
Biodiversity Net Gain (BNG) PDL		0.10%	12,663
Open Space Maintenance £			121,437
M4(2)	8,487.00 m <sup>2</sup>	13.95	118,394
M4(3)	8,487.00 m <sup>2</sup>	15.55	131,973
			15,819,277

**Other Construction**

Externals		15.00%	1,899,391
Sustainability - AH		5.00%	110,333
Sustainability - Market		5.00%	522,797
Electric Vehicle Charging	100.00 un	1,249.00 /un	124,900
			2,657,421

**PROFESSIONAL FEES**

Professional Fees		10.00%	1,627,012
			1,627,012

**DISPOSAL FEES**

Marketing & Sales Agent Fees		3.00%	1,017,347
Sales Legal Fee	100.00 un	750.00 /un	75,000
			1,092,347

**MISCELLANEOUS FEES**

AH Profit		6.00%	124,199
Market Profit		17.50%	5,559,166
First Homes Profit		12.00%	133,460
			5,816,825

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)			
Total Finance Cost			933,482

**TOTAL COSTS** **34,948,812**

100 Mixed PDL  
West Berkshire Council

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20% AH @ VL5 £4,750/sq. m.  
£97/sq. m. CIL  
20% Profit GDV / 6% Profit GDV AH

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**100 Mixed PDL  
West Berkshire Council**

**Appraisal Summary for Phase 1 All Phases**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales
Market Housing	80	6,688.00	4,749.80	397,083	31,766,662
AH - Social rent	10	686.00	1,512.04	103,726	1,037,260
AH - Intermediate	5	334.50	3,087.37	206,545	1,032,725
AH - First Homes	5	334.50	3,324.86	222,433	1,112,166
<b>Totals</b>	<b>100</b>	<b>8,043.00</b>			<b>34,948,813</b>

**NET REALISATION** **34,948,813**

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price (2.15 Ha @ 2,745,244.50 /Hect)		5,902,276			5,902,276
Stamp Duty		286,114			
Effective Stamp Duty Rate		4.85%			
Agent Fee		1.50%	88,534		
Legal Fee		0.75%	44,267		
					418,915

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost
Market Housing	7,008.00	1,492.00	10,455,936
AH - Social rent	745.00	1,492.00	1,111,540
AH - Intermediate	367.00	1,492.00	547,564
AH - First Homes	367.00	1,492.00	547,564
<b>Totals</b>	<b>8,487.00 m<sup>2</sup></b>		<b>12,662,604</b>
Contingency		5.00%	813,506
Site Works & Infrastructure	2.15 ha	500,000.00 /ha	1,075,000
CIL		1.00%	683,700
S106	100.00 un	2,000.00 /un	200,000
Biodiversity Net Gain (BNG) PDL		0.10%	12,663
Open Space Maintenance £			121,437
M4(2)	8,487.00 m <sup>2</sup>	13.95	118,394
M4(3)	8,487.00 m <sup>2</sup>	15.55	131,973
			15,819,277

**Other Construction**

Externals		15.00%	1,899,391
Sustainability - AH		5.00%	110,333
Sustainability - Market		5.00%	522,797
Electric Vehicle Charging	100.00 un	1,249.00 /un	124,900
			2,657,421

**PROFESSIONAL FEES**

Professional Fees		10.00%	1,627,012
			1,627,012

**DISPOSAL FEES**

Marketing & Sales Agent Fees		3.00%	1,017,347
Sales Legal Fee	100.00 un	750.00 /un	75,000
			1,092,347

**MISCELLANEOUS FEES**

AH Profit		6.00%	124,199
Market Profit		20.00%	6,353,332
First Homes Profit		12.00%	133,460
			6,610,991

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)			
Total Finance Cost			820,574

**TOTAL COSTS** **34,948,813**

100 Mixed PDL  
West Berkshire Council

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30% AH @ VL5 £4,750/sq. m.  
£97/sq. m. CIL  
17.5% Profit GDV / 6% Profit GDV AH

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**100 Mixed PDL  
West Berkshire Council**

**Appraisal Summary for Phase 1 All Phases**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales	Adjustment	Net Sales
Market Housing	70	5,852.00	4,749.80	397,083	27,795,830	0	27,795,830
AH - Social rent	20	1,372.00	1,512.04	103,726	2,074,520	0	2,074,520
AH - Intermediate	2	133.80	3,087.37	206,545	413,090	0	413,090
AH - First Homes	8	535.20	3,324.86	222,433	1,779,465	0	1,779,465
<b>Totals</b>	<b>100</b>	<b>7,893.00</b>			<b>32,062,905</b>		<b>32,062,905</b>

**NET REALISATION 32,062,905**

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price (2.15 Ha @ 2,339,624.48 /Hect)		5,030,193					
Stamp Duty		242,510					
Effective Stamp Duty Rate		4.82%					
Agent Fee		1.50%	75,453				
Legal Fee		0.75%	37,726				
							355,689

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost
Market Housing	6,132.00	1,492.00	9,148,944
AH - Social rent	1,490.00	1,492.00	2,223,080
AH - Intermediate	146.80	1,492.00	219,026
AH - First Homes	587.20	1,492.00	876,102
<b>Totals</b>	<b>8,356.00 m<sup>2</sup></b>		<b>12,467,152</b>
Contingency		5.00%	801,779
Site Works & Infrastructure	2.15 ha	500,000.00 /ha	1,075,000
CIL		1.00%	598,238
S106	100.00 un	2,000.00 /un	200,000
Biodiversity Net Gain (BNG) PDL		0.10%	12,467
Open Space Maintenance £			121,437
M4(2)	8,356.00 m <sup>2</sup>	13.95	116,566
M4(3)	8,356.00 m <sup>2</sup>	15.55	129,936
			15,522,575

**Other Construction**

Externals		15.00%	1,870,073
Sustainability - AH		5.00%	165,910
Sustainability - Market		5.00%	457,447
Electric Vehicle Charging	100.00 un	1,249.00 /un	124,900
			2,618,330

**PROFESSIONAL FEES**

Professional Fees		10.00%	1,603,558
			1,603,558

**DISPOSAL FEES**

Marketing & Sales Agent Fees		3.00%	899,652
Sales Legal Fee	100.00 un	750.00 /un	75,000
			974,652

**MISCELLANEOUS FEES**

AH Profit		6.00%	149,257
Market Profit		17.50%	4,864,270
First Homes Profit		12.00%	213,536
			5,227,063

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)			
Total Finance Cost			730,844

**TOTAL COSTS 32,062,904**

100 Mixed PDL  
West Berkshire Council

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30% AH @ VL5 £4,750/sq. m.  
£97/sq. m. CIL  
20% Profit GDV / 6% Profit GDV AH

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**100 Mixed PDL  
West Berkshire Council**

**Appraisal Summary for Phase 1 All Phases**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales	Adjustment	Net Sales
Market Housing	70	5,852.00	4,749.80	397,083	27,795,830	0	27,795,830
AH - Social rent	20	1,372.00	1,512.04	103,726	2,074,520	0	2,074,520
AH - Intermediate	2	133.80	3,087.37	206,545	413,090	0	413,090
AH - First Homes	8	535.20	3,324.86	222,433	1,779,465	0	1,779,465
<b>Totals</b>	<b>100</b>	<b>7,893.00</b>			<b>32,062,905</b>		<b>32,062,905</b>

**NET REALISATION 32,062,905**

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price (2.15 Ha @ 2,081,092.45 /Hect)		4,474,349					
Stamp Duty			214,717				
Effective Stamp Duty Rate		4.80%					
Agent Fee		1.50%	67,115				
Legal Fee		0.75%	33,558				
							315,390

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost
Market Housing	6,132.00	1,492.00	9,148,944
AH - Social rent	1,490.00	1,492.00	2,223,080
AH - Intermediate	146.80	1,492.00	219,026
AH - First Homes	587.20	1,492.00	876,102
<b>Totals</b>	<b>8,356.00 m<sup>2</sup></b>		<b>12,467,152</b>
Contingency		5.00%	801,779
Site Works & Infrastructure	2.15 ha	500,000.00 /ha	1,075,000
CIL		1.00%	598,238
S106	100.00 un	2,000.00 /un	200,000
Biodiversity Net Gain (BNG) PDL		0.10%	12,467
Open Space Maintenance £			121,437
M4(2)	8,356.00 m <sup>2</sup>	13.95	116,566
M4(3)	8,356.00 m <sup>2</sup>	15.55	129,936
			15,522,575

**Other Construction**

Externals		15.00%	1,870,073
Sustainability - AH		5.00%	165,910
Sustainability - Market		5.00%	457,447
Electric Vehicle Charging	100.00 un	1,249.00 /un	124,900
			2,618,330

**PROFESSIONAL FEES**

Professional Fees		10.00%	1,603,558
			1,603,558

**DISPOSAL FEES**

Marketing & Sales Agent Fees		3.00%	899,652
Sales Legal Fee	100.00 un	750.00 /un	75,000
			974,652

**MISCELLANEOUS FEES**

AH Profit		6.00%	149,257
Market Profit		20.00%	5,559,166
First Homes Profit		12.00%	213,536
			5,921,958

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)			
Total Finance Cost			632,092

**TOTAL COSTS 32,062,904**

100 Mixed Greenfield  
West Berkshire Council

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VL5 £4,750/sq. m. @ 40% AH  
£97/sq. m. CIL  
17.5% Profit GDV / 6% Profit GDV AH

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**100 Mixed Greenfield  
West Berkshire Council**

**Appraisal Summary for Phase 1 All Phases**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales	Adjustment	Net Sales
Market Housing	60	5,232.00	4,749.80	414,183	24,850,954	0	24,850,954
AH - Social rent	28	2,021.60	1,436.65	103,726	2,904,328	0	2,904,328
AH - Intermediate	2	151.20	3,087.37	233,405	466,810	0	466,810
AH - First Homes	10	756.00	3,324.86	251,359	2,513,594	0	2,513,594
<b>Totals</b>	<b>100</b>	<b>8,160.80</b>			<b>30,735,686</b>		<b>30,735,686</b>

**NET REALISATION 30,735,686**

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price (4.16 Ha @ 764,304.51 /Hect)		3,179,507					
Stamp Duty		149,975					
Effective Stamp Duty Rate		4.72%					
Agent Fee		1.50%	47,693				
Legal Fee		0.75%	23,846				
							221,514

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost
Market Housing	5,364.00	1,492.00	8,003,088
AH - Social rent	2,136.40	1,492.00	3,187,509
AH - Intermediate	151.20	1,492.00	225,590
AH - First Homes	756.00	1,492.00	1,127,952
<b>Totals</b>	<b>8,407.60 m<sup>2</sup></b>		<b>12,544,139</b>
Contingency		5.00%	856,648
Site Works & Infrastructure	4.16 ha	500,000.00 /ha	2,080,000
CIL		1.00%	523,312
S106	100.00 un	2,000.00 /un	200,000
Biodiversity Net Gain (BNG) PDL		0.70%	87,809
Open Space Maintenance £			121,437
M4(2)	8,407.60 m <sup>2</sup>	13.95	117,286
M4(3)	8,407.60 m <sup>2</sup>	15.55	130,738
			16,661,370

**Other Construction**

Externals		15.00%	1,881,621
Sustainability - AH		5.00%	227,053
Sustainability - Market		5.00%	400,154
Electric Vehicle Charging	100.00 un	1,249.00 /un	124,900
			2,633,728

**PROFESSIONAL FEES**

Professional Fees		10.00%	1,713,297
			1,713,297

**DISPOSAL FEES**

Marketing & Sales Agent Fees		3.00%	834,941
Sales Legal Fee	100.00 un	750.00 /un	75,000
			909,941

**MISCELLANEOUS FEES**

AH Profit		6.00%	202,268
Market Profit		17.50%	4,348,917
First Homes Profit		12.00%	301,631
			4,852,816

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)			
Total Finance Cost			563,514

**TOTAL COSTS 30,735,686**

100 Mixed Greenfield  
West Berkshire Council

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VL5 £4,750/sq. m. @ 40% AH  
£97/sq. m. CIL  
20% Profit GDV / 6% Profit GDV AH

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**100 Mixed Greenfield  
West Berkshire Council**

**Appraisal Summary for Phase 1 All Phases**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales	Adjustment	Net Sales
Market Housing	60	5,232.00	4,749.80	414,183	24,850,954	0	24,850,954
AH - Social rent	28	2,021.60	1,436.65	103,726	2,904,328	0	2,904,328
AH - Intermediate	2	151.20	3,087.37	233,405	466,810	0	466,810
AH - First Homes	10	756.00	3,324.86	251,359	2,513,594	0	2,513,594
<b>Totals</b>	<b>100</b>	<b>8,160.80</b>			<b>30,735,686</b>		<b>30,735,686</b>

**NET REALISATION 30,735,686**

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price (4.16 Ha @ 644,809.24 /Hect)		2,682,406			2,682,406		
Stamp Duty			125,120				
Effective Stamp Duty Rate		4.66%					
Agent Fee		1.50%	40,236				
Legal Fee		0.75%	20,118				
							185,474

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost
Market Housing	5,364.00	1,492.00	8,003,088
AH - Social rent	2,136.40	1,492.00	3,187,509
AH - Intermediate	151.20	1,492.00	225,590
AH - First Homes	756.00	1,492.00	1,127,952
<b>Totals</b>	<b>8,407.60 m<sup>2</sup></b>		<b>12,544,139</b>
Contingency		5.00%	856,648
Site Works & Infrastructure	4.16 ha	500,000.00 /ha	2,080,000
CIL		1.00%	523,312
S106	100.00 un	2,000.00 /un	200,000
Biodiversity Net Gain (BNG) PDL		0.70%	87,809
Open Space Maintenance £			121,437
M4(2)	8,407.60 m <sup>2</sup>	13.95	117,286
M4(3)	8,407.60 m <sup>2</sup>	15.55	130,738
			16,661,370

**Other Construction**

Externals		15.00%	1,881,621
Sustainability - AH		5.00%	227,053
Sustainability - Market		5.00%	400,154
Electric Vehicle Charging	100.00 un	1,249.00 /un	124,900
			2,633,728

**PROFESSIONAL FEES**

Professional Fees		10.00%	1,713,297
			1,713,297

**DISPOSAL FEES**

Marketing & Sales Agent Fees		3.00%	834,941
Sales Legal Fee	100.00 un	750.00 /un	75,000
			909,941

**MISCELLANEOUS FEES**

AH Profit		6.00%	202,268
Market Profit		20.00%	4,970,191
First Homes Profit		12.00%	301,631
			5,474,090

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)			
Total Finance Cost			475,380

**TOTAL COSTS 30,735,686**

100 Mixed Greenfield  
West Berkshire Council

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VL5 £4,750/sq. m. @ 40% AH  
£162/sq. m. CIL  
17.5% Profit GDV / 6% Profit GDV AH

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**100 Mixed Greenfield  
West Berkshire Council**

**Appraisal Summary for Phase 1 All Phases**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales	Adjustment	Net Sales
Market Housing	60	5,232.00	4,749.80	414,183	24,850,954	0	24,850,954
AH - Social rent	28	2,021.60	1,436.65	103,726	2,904,328	0	2,904,328
AH - Intermediate	2	151.20	3,087.37	233,405	466,810	0	466,810
AH - First Homes	10	756.00	3,324.86	251,359	2,513,594	0	2,513,594
<b>Totals</b>	<b>100</b>	<b>8,160.80</b>			<b>30,735,686</b>		<b>30,735,686</b>

**NET REALISATION 30,735,686**

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price (4.16 Ha @ 690,883.83 /Hect)		2,874,077					
Stamp Duty			134,704				
Effective Stamp Duty Rate		4.69%					
Agent Fee		1.50%	43,111				
Legal Fee		0.75%	21,556				
							199,371

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost
Market Housing	5,364.00	1,492.00	8,003,088
AH - Social rent	2,136.40	1,492.00	3,187,509
AH - Intermediate	151.20	1,492.00	225,590
AH - First Homes	756.00	1,492.00	1,127,952
<b>Totals</b>	<b>8,407.60 m<sup>2</sup></b>		<b>12,544,139</b>
Contingency		5.00%	856,648
Site Works & Infrastructure	4.16 ha	500,000.00 /ha	2,080,000
CIL		1.00%	868,968
S106	100.00 un	2,000.00 /un	200,000
Biodiversity Net Gain (BNG) PDL		0.70%	87,809
Open Space Maintenance £			121,437
M4(2)	8,407.60 m <sup>2</sup>	13.95	117,286
M4(3)	8,407.60 m <sup>2</sup>	15.55	130,738
			17,007,026

**Other Construction**

Externals		15.00%	1,881,621
Sustainability - AH		5.00%	227,053
Sustainability - Market		5.00%	400,154
Electric Vehicle Charging	100.00 un	1,249.00 /un	124,900
			2,633,728

**PROFESSIONAL FEES**

Professional Fees		10.00%	1,713,297
			1,713,297

**DISPOSAL FEES**

Marketing & Sales Agent Fees		3.00%	834,941
Sales Legal Fee	100.00 un	750.00 /un	75,000
			909,941

**MISCELLANEOUS FEES**

AH Profit		6.00%	202,268
Market Profit		17.50%	4,348,917
First Homes Profit		12.00%	301,631
			4,852,816

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)			
Total Finance Cost			545,431

**TOTAL COSTS 30,735,686**

100 Mixed Greenfield  
West Berkshire Council

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VL5 £4,750/sq. m. @ 40% AH  
£162/sq. m. CIL  
20% Profit GDV / 6% Profit GDV AH

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**100 Mixed Greenfield  
West Berkshire Council**

**Appraisal Summary for Phase 1 All Phases**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales	Adjustment	Net Sales
Market Housing	60	5,232.00	4,749.80	414,183	24,850,954	0	24,850,954
AH - Social rent	28	2,021.60	1,436.65	103,726	2,904,328	0	2,904,328
AH - Intermediate	2	151.20	3,087.37	233,405	466,810	0	466,810
AH - First Homes	10	756.00	3,324.86	251,359	2,513,594	0	2,513,594
<b>Totals</b>	<b>100</b>	<b>8,160.80</b>			<b>30,735,686</b>		<b>30,735,686</b>

**NET REALISATION 30,735,686**

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price (4.16 Ha @ 571,388.54 /Hect)		2,376,976					
Stamp Duty			109,849				
Effective Stamp Duty Rate		4.62%					
Agent Fee		1.50%	35,655				
Legal Fee		0.75%	17,827				
							163,331

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost
Market Housing	5,364.00	1,492.00	8,003,088
AH - Social rent	2,136.40	1,492.00	3,187,509
AH - Intermediate	151.20	1,492.00	225,590
AH - First Homes	756.00	1,492.00	1,127,952
<b>Totals</b>	<b>8,407.60 m<sup>2</sup></b>		<b>12,544,139</b>
Contingency		5.00%	856,648
Site Works & Infrastructure	4.16 ha	500,000.00 /ha	2,080,000
CIL		1.00%	868,968
S106	100.00 un	2,000.00 /un	200,000
Biodiversity Net Gain (BNG) PDL		0.70%	87,809
Open Space Maintenance £			121,437
M4(2)	8,407.60 m <sup>2</sup>	13.95	117,286
M4(3)	8,407.60 m <sup>2</sup>	15.55	130,738
			17,007,026

**Other Construction**

Externals		15.00%	1,881,621
Sustainability - AH		5.00%	227,053
Sustainability - Market		5.00%	400,154
Electric Vehicle Charging	100.00 un	1,249.00 /un	124,900
			2,633,728

**PROFESSIONAL FEES**

Professional Fees		10.00%	1,713,297
			1,713,297

**DISPOSAL FEES**

Marketing & Sales Agent Fees		3.00%	834,941
Sales Legal Fee	100.00 un	750.00 /un	75,000
			909,941

**MISCELLANEOUS FEES**

AH Profit		6.00%	202,268
Market Profit		20.00%	4,970,191
First Homes Profit		12.00%	301,631
			5,474,090

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)			
Total Finance Cost			457,298

**TOTAL COSTS 30,735,686**

30 Flats Sheltered PDL  
West Berkshire Council

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VL9 £5,750/sq. m. @ 0% AH  
£97/sq. m. CIL  
17.5% Profit GDV / 6% Profit GDV AH

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**30 Flats Sheltered PDL  
West Berkshire Council**

**Appraisal Summary for Phase 1 All Phases**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales
Market Housing	30	1,890.00	5,706.25	359,494	10,784,813

**NET REALISATION 10,784,813**

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price (0.54 Ha @ 2,742,465.67 /Hect)			1,480,931		
Stamp Duty			64,047		1,480,931
Effective Stamp Duty Rate		4.32%			
Agent Fee		1.50%	22,214		
Legal Fee		0.75%	11,107		
					97,367

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost	
Market Housing	2,364.00	1,774.00	4,193,736	
Contingency		5.00%	249,398	
Site Works & Infrastructure	0.54 ha	500,000.00 /ha	270,000	
CIL		1.00%	229,308	
S106	30.00 un	2,000.00 /un	60,000	
Biodiversity Net Gain (BNG) PDL		0.10%	4,194	
Open Space Maintenance £			36,431	
Empty Property Costs	30.00 un	2,000.00 /un	60,000	
				5,103,066
<b>Other Construction</b>				
Externals		7.50%	314,530	
Sustainability - Market		5.00%	209,687	
Electric Vehicle Charging	30.00 un	1,249.00 /un	37,470	
				561,687

**PROFESSIONAL FEES**

Professional Fees		10.00%	498,795	
				498,795

**DISPOSAL FEES**

Marketing & Sales Agent Fees		3.00%	323,544	
Sales Legal Fee	30.00 un	750.00 /un	22,500	
				346,044

**MISCELLANEOUS FEES**

Market Profit		17.50%	1,887,342	
				1,887,342

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)				
Total Finance Cost				809,578

**TOTAL COSTS 10,784,812**

30 Flats Sheltered PDL  
West Berkshire Council

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VL9 £5,750/sq. m. @ 0% AH  
£97/sq. m. CIL  
20% Profit GDV / 6% Profit GDV AH

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**30 Flats Sheltered PDL  
West Berkshire Council**

**Appraisal Summary for Phase 1 All Phases**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales
Market Housing	30	1,890.00	5,706.25	359,494	10,784,813

**NET REALISATION 10,784,813**

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price (0.54 Ha @ 2,360,876.29 /Hect)			1,274,873		
Stamp Duty			53,744		1,274,873
Effective Stamp Duty Rate		4.22%			
Agent Fee		1.50%	19,123		
Legal Fee		0.75%	9,562		
					82,428

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost	
Market Housing	2,364.00	1,774.00	4,193,736	
Contingency		5.00%	249,398	
Site Works & Infrastructure	0.54 ha	500,000.00 /ha	270,000	
CIL		1.00%	229,308	
S106	30.00 un	2,000.00 /un	60,000	
Biodiversity Net Gain (BNG) PDL		0.10%	4,194	
Open Space Maintenance £			36,431	
Empty Property Costs	30.00 un	2,000.00 /un	60,000	
				5,103,066
<b>Other Construction</b>				
Externals		7.50%	314,530	
Sustainability - Market		5.00%	209,687	
Electric Vehicle Charging	30.00 un	1,249.00 /un	37,470	
				561,687

**PROFESSIONAL FEES**

Professional Fees		10.00%	498,795		498,795
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**DISPOSAL FEES**

Marketing & Sales Agent Fees		3.00%	323,544		
Sales Legal Fee	30.00 un	750.00 /un	22,500		
					346,044

**MISCELLANEOUS FEES**

Market Profit		20.00%	2,156,963		2,156,963
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**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)					
Total Finance Cost					760,955

**TOTAL COSTS 10,784,813**

30 Flats Sheltered PDL  
West Berkshire Council

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VL9 £5,750/sq. m. @ 20% AH  
£97/sq. m. CIL  
17.5% Profit GDV / 6% Profit GDV AH

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**30 Flats Sheltered PDL  
West Berkshire Council**

**Appraisal Summary for Phase 1 All Phases**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales
Market Housing	24	1,512.00	5,706.25	359,494	8,627,850
AH - Social rent	4	268.00	1,424.55	95,445	381,780
AH - Intermediate	2	134.00	3,709.52	248,538	497,076
<b>Totals</b>	<b>30</b>	<b>1,914.00</b>			<b>9,506,706</b>

**NET REALISATION**

**9,506,706**

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price (0.54 Ha @ 1,413,061.53 /Hect)	763,053	763,053
Stamp Duty	28,153	
Effective Stamp Duty Rate	3.69%	
Agent Fee	11,446	
Legal Fee	5,723	
	45,321	

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost
Market Housing	1,891.20	1,774.00	3,354,989
AH - Social rent	335.20	1,774.00	594,645
AH - Intermediate	167.60	1,774.00	297,322
<b>Totals</b>	<b>2,394.00 m<sup>2</sup></b>		<b>4,246,956</b>
Contingency		5.00%	252,391
Site Works & Infrastructure	0.54 ha	500,000.00 /ha	270,000
CIL		1.00%	183,446
S106	30.00 un	2,000.00 /un	60,000
Biodiversity Net Gain (BNG) PDL		0.10%	4,247
Open Space Maintenance £			36,431
Empty Property Costs	30.00 un	2,000.00 /un	60,000
			5,113,472
<b>Other Construction</b>			
Externals		7.50%	318,522
Sustainability - AH		5.00%	44,598
Sustainability - Market		5.00%	167,749
Electric Vehicle Charging	30.00 un	1,249.00 /un	37,470
			568,339

**PROFESSIONAL FEES**

Professional Fees	10.00%	504,783	504,783
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**DISPOSAL FEES**

Marketing & Sales Agent Fees	3.00%	285,201	
Sales Legal Fee	30.00 un	750.00 /un	22,500
			307,701

**MISCELLANEOUS FEES**

AH Profit	6.00%	52,731	
Market Profit	17.50%	1,509,874	
			1,562,605

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)			
Total Finance Cost			641,431

**TOTAL COSTS**

**9,506,706**

30 Flats Sheltered PDL  
West Berkshire Council

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VL9 £5,750/sq. m. @ 20% AH  
£97/sq. m. CIL  
20% Profit GDV / 6% Profit GDV AH

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**30 Flats Sheltered PDL  
West Berkshire Council**

**Appraisal Summary for Phase 1 All Phases**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales
Market Housing	24	1,512.00	5,706.25	359,494	8,627,850
AH - Social rent	4	268.00	1,424.55	95,445	381,780
AH - Intermediate	2	134.00	3,709.52	248,538	497,076
<b>Totals</b>	<b>30</b>	<b>1,914.00</b>			<b>9,506,706</b>

**NET REALISATION**

**9,506,706**

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price (0.54 Ha @ 1,107,790.02 /Hect)		598,207			598,207
Stamp Duty		19,910			
Effective Stamp Duty Rate	3.33%				
Agent Fee	1.50%	8,973			
Legal Fee	0.75%	4,487			
					33,370

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost
Market Housing	1,891.20	1,774.00	3,354,989
AH - Social rent	335.20	1,774.00	594,645
AH - Intermediate	167.60	1,774.00	297,322
<b>Totals</b>	<b>2,394.00 m<sup>2</sup></b>		<b>4,246,956</b>
Contingency		5.00%	252,391
Site Works & Infrastructure	0.54 ha	500,000.00 /ha	270,000
CIL		1.00%	183,446
S106	30.00 un	2,000.00 /un	60,000
Biodiversity Net Gain (BNG) PDL		0.10%	4,247
Open Space Maintenance £			36,431
Empty Property Costs	30.00 un	2,000.00 /un	60,000
			5,113,472
<b>Other Construction</b>			
Externals		7.50%	318,522
Sustainability - AH		5.00%	44,598
Sustainability - Market		5.00%	167,749
Electric Vehicle Charging	30.00 un	1,249.00 /un	37,470
			568,339

**PROFESSIONAL FEES**

Professional Fees		10.00%	504,783		504,783
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**DISPOSAL FEES**

Marketing & Sales Agent Fees		3.00%	285,201		
Sales Legal Fee	30.00 un	750.00 /un	22,500		
					307,701

**MISCELLANEOUS FEES**

AH Profit		6.00%	52,731		
Market Profit		20.00%	1,725,570		
					1,778,301

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)					
Total Finance Cost					602,533

**TOTAL COSTS**

**9,506,706**

Land NE Thatchm  
West Berkshire Council

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Land NE Thatcham  
1,500 dwellings 30% AH  
Base VL £4,750/sq. m.  
£97/sq. m. CIL  
17.5% Profit GDV / 6% Profit GDV AH

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**Land NE Thatchm  
West Berkshire Council**

**Appraisal Summary for Phase 1 All Phases**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales
Market Housing	1,050	91,560.00	4,750.00	414,200	434,910,000
AH - Social rent	300	21,660.00	1,436.65	103,726	31,117,800
AH - Intermediate	37	2,797.20	3,087.50	233,415	8,636,355
First Homes	113	8,542.80	3,325.00	251,370	28,404,810
<b>Totals</b>	<b>1,500</b>	<b>124,560.00</b>			<b>503,068,965</b>

**NET REALISATION** **503,068,965**

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price (72.54 Ha @ 954,866.65 /Hect)		69,266,027			69,266,027
Stamp Duty			3,454,301		
Effective Stamp Duty Rate		4.99%			
Agent Fee		1.50%	1,038,990		
Legal Fee		0.75%	519,495		
					5,012,787

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost
Market Housing	93,870.00	1,370.00	128,601,900
AH - Social rent	22,890.00	1,370.00	31,359,300
AH - Intermediate	2,797.20	1,370.00	3,832,164
First Homes	8,542.80	1,370.00	11,703,636
<b>Totals</b>	<b>128,100.00 m<sup>2</sup></b>		<b>175,497,000</b>
Contingency		5.00%	10,466,077
Site Prep Contingency	1,500.00 un	5,000.00 /un	7,500,000
CIL		1.00%	9,105,390
Biodiversity Net Gain (BNG)		0.70%	1,228,479
			203,796,946

**Other Construction**

External & Site Works		10.00%	17,549,700
Sustainability - AH		5.00%	2,344,755
Sustainability - Market		5.00%	6,430,095
Electric Vehicle Charging	1,500.00 un	500.00 /un	750,000
Site & Inf Pro Rata frm 2,500 Schme	1,500.00 un	9,046.00 /un	13,569,000
			40,643,550

**Section 106 Costs**

EY & Primary 1 x 2.5FE			12,469,212
2nd'y School (Unknown Cost - Est)			15,840,000
			28,309,212

**PROFESSIONAL FEES**

Professional Fees		8.00%	16,745,724
			16,745,724

**DISPOSAL FEES**

Marketing & Sales Agent Fees		3.00%	13,899,444
Sales Legal Fee	1,500.00 un	750.00 /un	1,125,000
			15,024,444

**MISCELLANEOUS FEES**

AH Profit		6.00%	2,385,249
Market Profit		17.50%	76,109,250
First Homes Profit		12.00%	3,408,577
			81,903,077

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)			
Total Finance Cost			42,367,193

**TOTAL COSTS** **503,068,960**

Land NE Thatchm  
West Berkshire Council

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Land NE Thatcham  
1,500 dwellings 30% AH  
Base VL £4,750/sq. m.  
£97/sq. m. CIL  
20% Profit GDV / 6% Profit GDV AH

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**Land NE Thatchm  
West Berkshire Council**

**Appraisal Summary for Phase 1 All Phases**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales
Market Housing	1,050	91,560.00	4,750.00	414,200	434,910,000
AH - Social rent	300	21,660.00	1,436.65	103,726	31,117,800
AH - Intermediate	37	2,797.20	3,087.50	233,415	8,636,355
First Homes	113	8,542.80	3,325.00	251,370	28,404,810
<b>Totals</b>	<b>1,500</b>	<b>124,560.00</b>			<b>503,068,965</b>

**NET REALISATION** **503,068,965**

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price (72.54 Ha @ 880,198.87 /Hect)		63,849,626			63,849,626
Stamp Duty			3,183,481		
Effective Stamp Duty Rate		4.99%			
Agent Fee		1.50%	957,744		
Legal Fee		0.75%	478,872		
					4,620,098

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost
Market Housing	93,870.00	1,370.00	128,601,900
AH - Social rent	22,890.00	1,370.00	31,359,300
AH - Intermediate	2,797.20	1,370.00	3,832,164
First Homes	8,542.80	1,370.00	11,703,636
<b>Totals</b>	<b>128,100.00 m<sup>2</sup></b>		<b>175,497,000</b>
Contingency		5.00%	10,466,077
Site Prep Contingency	1,500.00 un	5,000.00 /un	7,500,000
CIL		1.00%	9,105,390
Biodiversity Net Gain (BNG)		0.70%	1,228,479
			203,796,946

**Other Construction**

External & Site Works		10.00%	17,549,700
Sustainability - AH		5.00%	2,344,755
Sustainability - Market		5.00%	6,430,095
Electric Vehicle Charging	1,500.00 un	500.00 /un	750,000
Site & Inf Pro Rata frm 2,500 Schme	1,500.00 un	9,046.00 /un	13,569,000
			40,643,550

**Section 106 Costs**

EY & Primary 1 x 2.5FE			12,469,212
2nd'y School (Unknown Cost - Est)			15,840,000
			28,309,212

**PROFESSIONAL FEES**

Professional Fees		8.00%	16,745,724
			16,745,724

**DISPOSAL FEES**

Marketing & Sales Agent Fees		3.00%	13,899,444
Sales Legal Fee	1,500.00 un	750.00 /un	1,125,000
			15,024,444

**MISCELLANEOUS FEES**

AH Profit		6.00%	2,385,249
Market Profit		20.00%	86,982,000
First Homes Profit		12.00%	3,408,577
			92,775,827

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)			
Total Finance Cost			37,303,532

**TOTAL COSTS** **503,068,959**

Land NE Thatchm  
West Berkshire Council

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Land NE Thatcham  
1,500 dwellings 40% AH  
Base VL £4,750/sq. m.  
£97/sq. m. CIL  
17.5% Profit GDV / 6% Profit GDV AH

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**Land NE Thatchm  
West Berkshire Council**

**Appraisal Summary for Phase 1 All Phases**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales
Market Housing	900	78,480.00	4,750.00	414,200	372,780,000
AH - Social rent	420	30,324.00	1,436.65	103,726	43,564,920
AH - Intermediate	30	2,268.00	3,087.50	233,415	7,002,450
First Homes	150	11,340.00	3,325.00	251,370	37,705,500
<b>Totals</b>	<b>1,500</b>	<b>122,412.00</b>			<b>461,052,870</b>

**NET REALISATION** **461,052,870**

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price (72.54 Ha @ 723,058.56 /Hect)		52,450,668			52,450,668
Stamp Duty			2,613,533		
Effective Stamp Duty Rate		4.98%			
Agent Fee		1.50%	786,760		
Legal Fee		0.75%	393,380		
					3,793,673

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost
Market Housing	80,460.00	1,370.00	110,230,200
AH - Social rent	32,046.00	1,370.00	43,903,020
AH - Intermediate	2,268.00	1,370.00	3,107,160
First Homes	11,340.00	1,370.00	15,535,800
<b>Totals</b>	<b>126,114.00 m<sup>2</sup></b>		<b>172,776,180</b>
Contingency		5.00%	10,309,630
Site Prep Contingency	1,500.00 un	5,000.00 /un	7,500,000
CIL		1.00%	7,804,620
Biodiversity Net Gain (BNG)		0.70%	1,209,433
			199,599,864

**Other Construction**

External & Site Works		10.00%	17,277,618
Sustainability - AH		5.00%	3,127,299
Sustainability - Market		5.00%	5,511,510
Electric Vehicle Charging	1,500.00 un	500.00 /un	750,000
Site & Inf Pro Rata frm 2,500 Schme	1,500.00 un	9,046.00 /un	13,569,000
			40,235,427

**Section 106 Costs**

EY & Primary 1 x 2.5FE			12,469,212
2nd'y School (Unknown Cost - Est)			15,840,000
			28,309,212

**PROFESSIONAL FEES**

Professional Fees		8.00%	16,495,409
			16,495,409

**DISPOSAL FEES**

Marketing & Sales Agent Fees		3.00%	12,314,565
Sales Legal Fee	1,500.00 un	750.00 /un	1,125,000
			13,439,565

**MISCELLANEOUS FEES**

AH Profit		6.00%	3,034,042
Market Profit		17.50%	65,236,500
First Homes Profit		12.00%	4,524,660
			72,795,202

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)			
Total Finance Cost			33,933,934

**TOTAL COSTS** **461,052,953**

Land NE Thatchm  
West Berkshire Council

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Land NE Thatcham  
1,500 dwellings 40% AH  
Base VL £4,750/sq. m.  
£97/sq. m. CIL  
20% Profit GDV / 6% Profit GDV AH

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**Land NE Thatchm  
West Berkshire Council**

**Appraisal Summary for Phase 1 All Phases**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales
Market Housing	900	78,480.00	4,750.00	414,200	372,780,000
AH - Social rent	420	30,324.00	1,436.65	103,726	43,564,920
AH - Intermediate	30	2,268.00	3,087.50	233,415	7,002,450
First Homes	150	11,340.00	3,325.00	251,370	37,705,500
<b>Totals</b>	<b>1,500</b>	<b>122,412.00</b>			<b>461,052,870</b>

**NET REALISATION** **461,052,870**

**OUTLAY**

**ACQUISITION COSTS**

Residualised Price (72.54 Ha @ 659,286.57 /Hect)		47,824,648			47,824,648
Stamp Duty		2,382,232			
Effective Stamp Duty Rate		4.98%			
Agent Fee		1.50%	717,370		
Legal Fee		0.75%	358,685		
					3,458,287

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost
Market Housing	80,460.00	1,370.00	110,230,200
AH - Social rent	32,046.00	1,370.00	43,903,020
AH - Intermediate	2,268.00	1,370.00	3,107,160
First Homes	11,340.00	1,370.00	15,535,800
<b>Totals</b>	<b>126,114.00 m<sup>2</sup></b>		<b>172,776,180</b>
Contingency		5.00%	10,309,630
Site Prep Contingency	1,500.00 un	5,000.00 /un	7,500,000
CIL		1.00%	7,804,620
Biodiversity Net Gain (BNG)		0.70%	1,209,433
			199,599,864

**Other Construction**

External & Site Works		10.00%	17,277,618
Sustainability - AH		5.00%	3,127,299
Sustainability - Market		5.00%	5,511,510
Electric Vehicle Charging	1,500.00 un	500.00 /un	750,000
Site & Inf Pro Rata frm 2,500 Schme	1,500.00 un	9,046.00 /un	13,569,000
			40,235,427

**Section 106 Costs**

EY & Primary 1 x 2.5FE			12,469,212
2nd'y School (Unknown Cost - Est)			15,840,000
			28,309,212

**PROFESSIONAL FEES**

Professional Fees		8.00%	16,495,409
			16,495,409

**DISPOSAL FEES**

Marketing & Sales Agent Fees		3.00%	12,314,565
Sales Legal Fee	1,500.00 un	750.00 /un	1,125,000
			13,439,565

**MISCELLANEOUS FEES**

AH Profit		6.00%	3,034,042
Market Profit		20.00%	74,556,000
First Homes Profit		12.00%	4,524,660
			82,114,702

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)			
Total Finance Cost			29,575,952

**TOTAL COSTS** **461,053,065**