

Appendix 1 – Project Specification

Tender Brief for Planning Viability Assessment Services

Background

1. The Epping Forest District Council [Local Plan Submitted Version 2017](#) ('LPSV') was submitted for Independent Examination in September 2018 and hearing sessions were held between February 2019 and June 2019. The Local Plan Submission Version sets out the strategy for meeting the District's needs from 2011 up to 2033. The Local Plan sets out the approach and detailed policies including the future distribution of housing growth and requirements for affordable housing and the future distribution for new employment land. The Local plan provides for 11,400 additional homes and 10,800 jobs in the District, over the plan period 2011-2033. The Inspector appointed to examine the plan is due to provide initial advice shortly. Subject to this advice it is anticipated that the local plan will be adopted by the Council in late 2019/early 2020.
2. The principal outstanding stages of the examination now that the hearings have closed are as follows:
 - a) Preparation of a schedule of potential Main Modifications (MMs) required to make the Plan sound;
 - b) Sustainability Appraisal (SA) and Habitats Regulations Assessment (HRA) of the effects of the MMs if required;
 - c) Consultation upon the MMs and any associated SA and HRA; and
 - d) Inspector to finalise her report for the Council, having regard to the above and all other relevant matters.
3. The LPSV has identified site allocations which should be subject to the Strategic Masterplanning approach (see LPSV para 2.90 and 2.91) and Concept Frameworks (see LPSV paras 2.99 and 2.100) for sites in West Ongar and South Nazeing.
4. Strategic Masterplans and Concept Frameworks provide an overarching framework to ensure that development is brought forward in a coordinated and coherent way in accordance with high quality place making principles. The planning applications which follow must demonstrate general conformity with an endorsed Masterplan or Concept Framework. Such an approach is an important step towards boosting the timely delivery of high quality development and infrastructure within the District.
5. A [Strategic Masterplanning Briefing note](#) covers the Masterplan Areas identified within the Local Plan (including relevant sites within the Harlow and Gilston Garden Town) and will ensure that development proposals are brought forward in accordance with the Council's priorities and policies and facilitate the delivery of necessary infrastructure.
6. A [Concept Framework Briefing note](#) covers the concept frameworks. These are designed to be more 'light-touch' in comparison with Strategic Masterplans but should set out high-level development principles which will ensure that a comprehensive and cohesive approach is taken to the planning and delivery of development and infrastructure in the locality.
7. The places policies of the LPSV set out the vision and policies for settlements, town and small District centres that are suitable for development throughout the District. Appendix

6 of the LPSV sets out the site-specific requirements for each of the proposed allocation sites outside the masterplan areas.

8. In January 2017 the Government announced its support for Harlow and Gilston Garden Town which covers development sites in the Epping Forest, Harlow and East Hertfordshire Districts. This Garden Town status makes clear the aspiration to accelerate delivery of growth within the first five years of Epping Forest District plan period and the delivery of appropriate levels of infrastructure is integral to this aspiration.

Evidence based studies relevant to this brief

9. Alongside the production of the Epping Forest District Local Plan, the Council has produced a number of evidence based reports which support the policy and infrastructure requirements for future development. These include the Epping Forest District Council [Infrastructure Delivery Plan](#) (Arup, 2017) and the Epping Forest District Council Assessment of the Viability of Affordable Housing, Community Infrastructure Levy and Local Plan ([Stage 1](#) and [Stage 2](#)) (Dixon Searle, 2015 and 2017). The 2017 viability study took into account relevant national policy and the draft policies in the LPSV; development cost and revenue assumptions and was used to provide an assessment of the viability of the Draft Local Plan policies.
10. Since the publication of the above documents, the Council has continued to undertake supplementary work to support the delivery and implementation of the sites proposed for allocation in the Local Plan Submission Version 2017. These relate both to Epping Forest District and the Harlow and Gilston Garden Town. In addition, the Government has published the [National Planning Policy Framework](#) 2019 and has provided up to date associated guidance through the [Planning Practice Guidance](#) in relation to the role and scope of viability assessment in both plan-making and decision-taking.
11. On 15 October 2018 the Council published an Infrastructure Delivery Plan [Topic Paper](#) for the District. The IDP Topic Paper provides a high-level framework for apportionment and pooling arrangements to be taken forward for key infrastructure. This paper provides more information on those external funding sources outlined in the IDP, including the work currently ongoing to progress/secure funding, and any risks of funding not being in place and contingency measures for this. It also considered the potential role of the Community Infrastructure Levy in the future, should the Council decide to pursue its introduction. The Council has not yet made a decision on whether to introduce CIL and will need to consider this in the light of the introduction of regulations in September 2019 which will lift the pooling restrictions on S106.
12. On 18 April 2019, the Council published the following supplementary documentation in relation to the Harlow and Gilston Garden Town:
 - Harlow and Gilston Garden Town [Guidance Note](#);
 - Harlow and Gilston Garden Town [Infrastructure Delivery Plan](#) and [Appendix A](#); and
 - Harlow and Gilston Garden Town [Strategic Viability Assessment](#) and [Appendices](#)
13. In Spring 2019, the Council also published supplementary up to date evidence in relation to infrastructure delivery requirements across the remainder of the District (outside of the Garden Town) in the form of the IDP Topic Paper [Addendum on Education and Highways](#). Further work is also ongoing to provide further detailed requirements for other forms of infrastructure, including the provision of sports facilities (currently out to consultation) and health facilities (to be drafted).
14. At the examination session on the 23 May 2019 (Matter 14, Infrastructure and Delivery) the Inspector suggested that a consolidated Infrastructure Delivery Plan be

prepared to bring together the evidence published by the Council and to undertake viability work to reflect the new NPPF and latest PPG, whilst taking into account, the latest infrastructure requirements.

15. As part of this work the Council is now seeking to appoint a suitably qualified consultant to update the 2017 Viability study similar to the work recently undertaken for the Garden Town (see paragraph 14 above). This would cover the housing and employment allocations in the LPSV for Epping Forest District (outside of the Garden Town) and include the further detailed infrastructure requirements established by the Council, since the publication of the Infrastructure Delivery Plan 2017 and that reflects the latest National Planning Policy Framework and National Planning Practice Guidance. The Council and Land Promoters have a responsibility, through the planning process, to manage the impact of the growth and ensure that any harm caused, that results from development, is mitigated and necessary infrastructure is provided. The Council therefore expects new development to contribute to site related and other infrastructure needs.
16. Once finalised, the Council will use this Viability Assessment as the starting point for development management purposes for development in Epping Forest District (outside of the Garden Town) in accordance with paragraph 57 of the National Planning Policy Framework 2019. With the addition of the latest available infrastructure and viability evidence in relation to the Harlow and Gilston Garden Town, the Council will use the Harlow and Gilston Garden Town Strategic Viability Assessment as the starting point for development management purposes for locations within the Garden Town and applications should be determined with significant weight in accordance with paragraph 57 of the National Planning Policy Framework 2019.
17. The up to date viability assessment will also provide a robust basis for future Local Plan review in accordance with paragraph 33 of the NPPF 2019 and allow further consideration of the scope to introduce CIL (although the Council has no current plans to do this at the time of this tender).

Viability and Decision-Making

18. In accordance with the transitional arrangements set out within paragraph 214 of the NPPF (2019) the LPSV is subject to independent examination under the NPPF (2012). However, the Council is and will be determining planning applications with reference to the 'Decision-Making' guidance included with section 4 of the NPPF (2019).
19. In the future, planning applications will be determined with reference to the policies in the LPSV and paragraph 57 of the NPPF, which states:
"Where up-to-date policies have set out the contributions expected from development, planning applications that comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. The weight to be given to a viability assessment is a matter for the decision maker, having regard to all the circumstances in the case, including whether the plan and the viability evidence underpinning it is up to date, and any change in site circumstances since the plan was brought into force. All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available."
20. The viability assessment will need to factor in further details that are being identified through the Strategic Masterplanning and planning applications. The

Strategic Masterplans and Concept Frameworks are firmly linked to the timely delivery of high quality development and infrastructure, a key requirement of central government policy and the Local Plan. Applicants, agents and developers are encouraged to seek pre-application advice prior to the formal submission of major development proposals within the district. The pre-application process offers the opportunity for the applicant and Council officers to discuss, without prejudice, the acceptability of the proposed scheme. This will enable informed and detailed discussions on the types of obligations to be entered, and further discussions can be undertaken relating to 'in kind' either on or off site, or if a financial contribution is needed.

21. The Council has produced guidance on the approach to seeking developer contributions. At the Cabinet meeting on 11 July 2019 the [Delivering infrastructure in the District: Developer Contributions Strategy](#) was adopted. The strategy has been put in place to ensure consistent delivery of infrastructure in the District and sets out the approach and the arrangements required to ensure the sustainability and long-term stewardship of the development. It provides a framework for the consideration of proposals to ensure that the appropriate infrastructure is realised in accordance with the policies in the Local Plan.
22. The Councils approach to viability for contributions in accordance with national policy is included at Appendix D of the Strategy. The need to deliver strategic infrastructure items across the District and Garden Town through coordinated contributions of land and/or infrastructure costs, mean that it is important to adopt a consistent and transparent approach to viability assessment. The Strategy confirms that where applicants seek to flex full compliance with policy requirements through reasons of viability they will be required to provide detailed information (in line with paragraphs 10-007 and 10-008 of the PPG) in order that the Council can assess the case. The applicant will also be required to commit to re-appraisal and agree a clear process and terms of engagement for how and when viability will be reassessed over the lifetime of the development. This largely mirrors the approach set out within the Garden Town guidance: The Harlow and Gilston Garden Town 'How To' Guide for Planning Obligations, Land Value Capture and Development Viability (ED33). <http://www.efdclocalplan.org/wp-content/uploads/2019/04/ED33-and-EB1416-Harlow-and-Gilston-Garden-Town-Guidance-Note-Weightmans-LLP-HDH-Planning-Development-Ltd-BPS-Chartered-Surveyors-and-East-Herts-April-2019.pdf>
23. For sites within the Harlow and Gilston Garden Town the Garden Town IDP and Viability Study provide up to date details of specific developer contributions required and associated viability for the Garden Town Communities across East Herts, Harlow and Epping Forest Districts. Both reports were prepared to comply with the updated National Planning Policy Framework (2019) and Planning Practice Guidance.
24. Section 2 of the Garden Town Viability Study sets out the policy context for the production of the Study. It confirms how the Study has been prepared to accord with the NPPF (2019) and PPG:

"the assessment takes a proportionate approach, building on the Councils' existing evidence, and considers all the local and national policies that will apply to new development" (paragraph 2.12).

"Consultation forms an important part of this assessment. A series of meetings were held with the site promoters in August and September 2018 and a further round of meetings was held in mid-February 2019" (paragraph 2.13).

25. Ongoing engagement and consultation with the Epping Forest District Developer Forum and specific site promoters has been central to informing the production of both the Infrastructure Delivery Plan and Viability Study. It is important that consultation and engagement (in accordance with the PPG) is similarly carried out to inform this study and that site promoters are given every possible opportunity to engage with and inform the process. The PPG states:
- “It is the responsibility of site promoters to engage in plan making, take into account any costs including their own profit expectations and risks, and ensure that proposals for development are policy compliant. It is important for developers and other parties buying (or interested in buying) land to have regard to the total cumulative cost of all relevant policies when agreeing a price for the land. Under no circumstances will the price paid for land be a relevant justification for failing to accord with relevant policies in the plan”*
(Paragraph: 006 Reference ID: 10-006-20180724).
26. This work must give the Council the strongest possible starting point in terms of viability, and therefore whilst the viability assessment cannot and should not be at a detailed level, it needs to incorporate the latest assumptions and information available (at a point in time), recognising that things will continue to evolve.
27. The work will update the Viability Study Stage 2 published in November 2017 (which updated the Stage 1 Assessment of viability published in 2015) to reflect the new NPPF and latest PPG, whilst taking into account the latest details available in relation to infrastructure requirements.
28. The Viability Assessment must provide a robust starting point for decision-making in line with NPPF para 57 and best practice. In doing so, it should sit alongside the HGGT Strategic Viability Assessment (which the Council considers to be an up to date assessment and comprehensive study).
29. The Viability Assessment should be provided in a form to enable Council Officers to make adjustments at the decision-making stage without having to commission further work. For instance, if the level of developer contributions ends up being 10% higher than anticipated by the Viability Assessment, EFDC officers should be able to gauge the impact on affordable housing provision. The HGGT to a large extent already does this by incorporating sliding scales, ideally this further work should adopt a similar approach.
30. As part of the commission, consultants are asked to include as a separate item the production of guidance for Council officers in order for them to undertake assessments on proposals and planning applications and to provide training to enable them to do so.

Scope and objectives of the work

31. The objectives for the work are set out below:
- i) To provide an up to date District wide viability assessment to determine the maximum level of developer contributions to be sought to ensure the required infrastructure is provided, allowing delivery of the sites to remain viable taking account of the latest IDP work undertaken by the District as set out above.
 - ii) The viability assessment must take into consideration the ability to provide policy compliant levels of affordable housing and other policy requirements as set out in the Local Plan. The assessment must also take into account the importance of land value capture for the benefit of the community.
 - iii) If the individual site is not viable, the consultant should make recommendations on how the site could be made viable, for example looking at the trigger payments of

infrastructure (including affordable housing), reviewing the housing mix along with other measures. If the site still remains unviable the consultant should review what percentage of affordable housing is achievable on the site (however the reduction in affordable housing should be a last resort).

- iv) Appraisals should be tailored for appropriate deferred contributions should a scheme's viability increase.
- v) Guidance on the application of the viability work and appropriate training for members and officers on the guidance.
- vi) Ensuring an appropriate engagement strategy in accordance with national guidance., to support the production of the viability assessment.

Outputs

32. The outputs required are:

- i) A viability appraisal for all proposed allocations in the LPSV (outside the Garden Town) for residential and employment sites, taking into consideration Local Plan policies and affordable housing needs. Viability appraisals must be robust and stand up to scrutiny from third party consultants. The Council will use the documents as part of the negotiation of S106 agreements and viability discussions held with individual developers/applicants.
- ii) The individual appraisals should make recommendations on the level of contributions the site can make towards infrastructure items. It must take into consideration Policies P 1- P 15 set out in the LPSV 2017, Epping Forest District IDP and associated Topic Papers and addendum, the on-site infrastructure items required to bring the sites forward as identified in Appendix 6 of the LPSV and the wider strategic infrastructure priorities set out for the Local Plan.
- iii) The individual appraisals must make recommendations on the level of affordable housing provision and housing mix the site can provide
- iv) Recommendations on how land value capture mechanisms and uplift in land value impact on the site's ability to provide infrastructure and affordable housing.
- v) Recommendations on how to treat windfall sites to seek developer contributions in accordance with policies in the plan.
- vi) Production of guidance for use by the Council in the application of the viability assessment and appropriate training for officers. The Bidder is asked to separately cost for the provision of training on the work undertaken and its application for members and officers.

33. All documents and outputs must provide the Council with clear conclusions and recommendations to enable the authorities to engage meaningfully with developers during the negotiation phases.

Approach to commission and engagement/consultation

34. This commission will involve the appointed consultancy working collaboratively alongside the lead officers and officers of the Council which will form a Steering Group for the project. Bidders will be required to demonstrate experience of effective facilitation, brokerage and collaborative working and will also need to be able to interpret, analyse, assess and present complex information in a clear and concise manner and

which is fit for purpose. Engagement with the community and with the site promoters of the key strategic sites will also be required at all stages of the project.

Bidder must also:

35. Declare that there is no conflict of interest with any of its current or likely future clients that could impair its ability to provide the services provided;
36. Confirm their attendance at an inception meeting (programmed for 17 September 2019 PM) up to four engagement events that include:
 - Developers/site promoters
 - The County Council;
 - Other consultants working on behalf of the Council, as appropriate

In addition bidders should also allow for appropriate steering group meetings to discuss draft outputs.

37. Bidders will be required to demonstrate:
 - o Experience of effective facilitation and collaborative working
 - o Excellent negotiation skills
 - o Excellent knowledge and understanding of current legislation and emerging best practise in relation to infrastructure, delivery, developer contributions and viability
 - o Excellent knowledge and understanding of development viability testing and in preparing viability reports and statements for local authorities/public sector – with 80-100% of the company's work to be for the public sector.
 - o Detailed experience of working with a range of development appraisal models and a sound and up to date understanding of development finance
 - o An ability to obtain, analyse, interpret and disseminate complex information
 - o An understanding of complex large scale residential led growth projects and the various positions/drivers of stakeholders involved

Appendix 2 – Consultees

Appendix 3 – Consultation Presentation

The pages in this appendix are not numbered.



Consolidated and Updated Viability Evidence **Consultation** - Methodology, Assumptions

26th November 2019



1

Agenda

2019 NPPF, PPG and Guidance

Methodology

- Harman Guidance / RICS Guidance / PPG

Main Assumptions

- Prices
- Costs
- Commercial prices
- Modelling

The Viability Test

Moving Forward



2

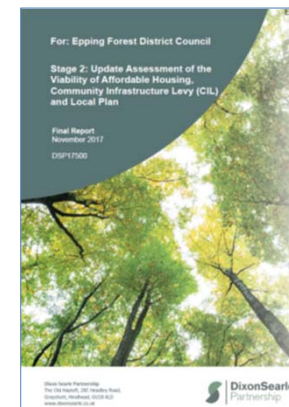
Key issue

- Reduced scope for viability testing at Development Management.
- Based on 'changes since the plan was brought into force' and 'should be based upon and refer back to the viability assessment that informed the plan'
- But there are 2 viability assessments?



3

2017 v 2019



4

So...

- Consolidate the two reports
- Update to current costs and values
- (Subject to independent examination)
- Reference point for Development Management



5

Framework

- 2019 NPPF
- PPG (as updated)
- RICS Guidance



6

2019 NPPF

57. Where up-to-date policies have set out the contributions expected from development, planning applications that comply with them should be assumed to be viable. It is up to the applicant to demonstrate whether particular circumstances justify the need for a viability assessment at the application stage. The weight to be given to a viability assessment is a matter for the decision maker, having regard to all the circumstances in the case, including whether the plan and the viability evidence underpinning it is up to date, and any change in site circumstances since the plan was brought into force. All viability assessments, including any undertaken at the plan-making stage, should reflect the recommended approach in national planning guidance, including standardised inputs, and should be made publicly available.



7

The big change...

2012 NPPF

173

... To ensure viability, the costs of any requirements likely to be applied to development, such as requirements for affordable housing, standards, infrastructure contributions or other requirements should, when taking account of the normal cost of development and mitigation, provide competitive returns to a willing land owner and willing developer to enable the development to be deliverable.

174

the cumulative impact of these standards and policies should not put implementation of the plan at serious risk, and should facilitate development throughout the economic cycle

PPG 2018 / 2019

10-009-20190509

... ensure policy compliance and optimal public benefits through economic cycles...

10-010-20180724

and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission.

8

2014 PPG 10-001

... plans should be deliverable and that the sites and scale of development identified in the plan should not be subject to such a scale of obligations and policy burdens that their ability to be developed viably is threatened....

2019 PPG 10-001

...policy requirements should be informed by evidence of infrastructure and affordable housing need, and a proportionate assessment of viability that takes into account all relevant policies, and local and national standards, including the cost implications of the Community Infrastructure Levy (CIL) and section 106...

2019 PPG 10-002

It is the responsibility of plan makers in collaboration with the local community, developers and other stakeholders, to create realistic, deliverable policies. Drafting of plan policies should be iterative and informed by engagement with developers, landowners, and infrastructure and affordable housing providers.

9

PPG Viability in plan making

- 10-003 – based on ‘Typologies’
- 10-004 – use average costs and values
- 10-005 – strategic sites individually
- 10-006 – consultation

10

PPG Standardised inputs

- 10-010
 - *viability helps to strike a balance between the aspirations of developers and landowners, in terms of returns against risk, and the aims of the planning system to secure maximum benefits in the public interest through the granting of planning permission*
- 10-011 – GDV
 - *average figures can be used, with adjustment to take into account land use, form, scale, location, rents and yields, disregarding outliers in the data*

11

PPG costs

- 10-012 – ‘should be based on evidence which is reflective of local market conditions’
 - Build costs – from BCIS
 - Abnormals – in benchmark land value
 - Infrastructure – in benchmark land value
 - Total policy costs – all including CIL
 - Finance
 - Fees
 - Contingency – relative to risk and developer’s return

12

PPG Land Value 10-013

Benchmark Land Value (BLV)

=

Existing Use Value (EUV) 'plus a premium
for the landowner'



13

PPG BLV – 10-014

- Based on EUV
- Allow for a premium to the landowner
- Reflect abnormal costs, site specific infrastructure and fees
- Be informed by market evidence from policy compliant schemes
 - *In plan making, the landowner premium should be tested and balanced against emerging policies.*



14

PPG Landowners' Premium (1)

10-016

- The premium should provide a reasonable incentive for a land owner to bring forward land for development while allowing a sufficient contribution to comply with policy requirements.



15

PPG Landowners' Premium (2)

- a reasonable premium to the landowner
- an iterative process informed by professional judgement
- best available evidence informed by cross sector collaboration



16

PPG Developer's Return

- 10-018
 - *For the purpose of plan making an assumption of 15-20% of gross development value (GDV) may be considered a suitable return to developers in order to establish the viability of plan policies. ... A lower figure may be more appropriate in consideration of delivery of affordable housing ...*



17

Abnormal and IDP Costs

- Normal abnormalities v abnormal abnormalities
- Site Infrastructure Costs

'These costs should be taken into account when defining benchmark land value'.

Are reflected in a lower land price! But when is it too low?



18

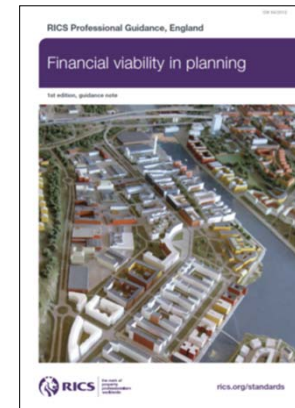
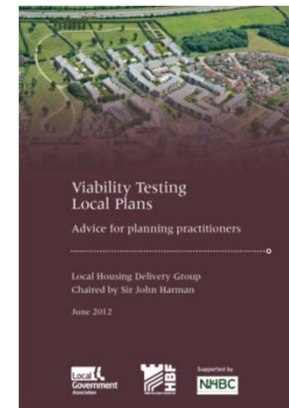
'New' / Current issues – for this project

- Cumulative impact of policy
- Greater emphasis on plan making stage – only include deliverable sites
- Reduced scope for viability at application stage
- Consider scope for CIL (but not CIL Viability Assessment)
- Greater transparency



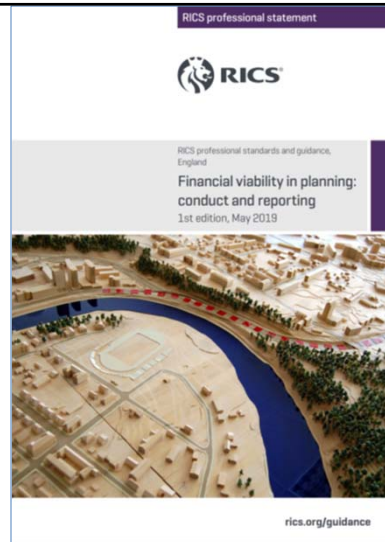
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Harman / RICS



20

New Mandatory RICS Guidance



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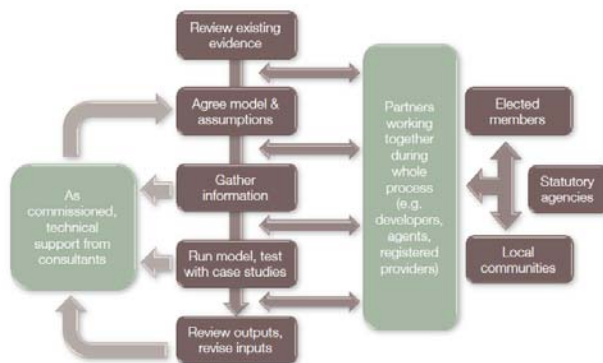
RICS Guidance – so what?

- mandatory for Chartered Surveyors
- with objectivity, impartially and without interference and with reference to all appropriate available sources of information
- include instructions
- no performance-related or contingent fees
- presumption is that a viability assessment should be published in full
- a non-technical summary
- includes appropriate sensitivity testing
- responsible for sub-contractors / specialists
- (value engineering)



22

Engagement Phases



23

Methodology

- Modelling
 - Typologies
 - Residential, employment, retail
- Appraisals
 - Residual Value v EUV Plus
 - Additional profit

24



24

Standard Viability Test - Residual Value

STEP 1

Gross Development Value

(The combined value of the complete development)

LESS

Cost of creating the asset, including PROFIT

(Construction + fees + finance charges)

=

RESIDUAL VALUE

STEP 2

Residual Value v Existing / Alternative Use Value

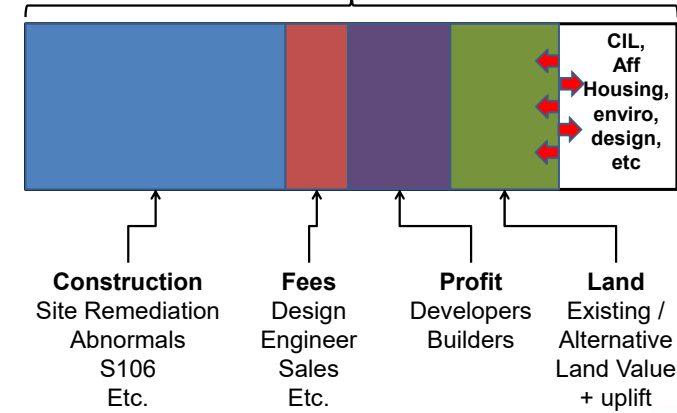
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25

Gross Development Value

All income from a Scheme



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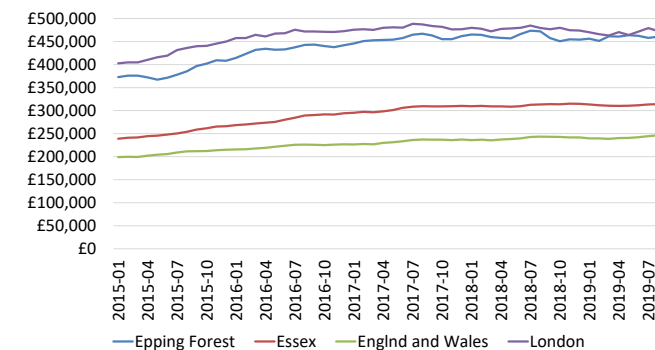
Key Assumptions

27



27

Average House

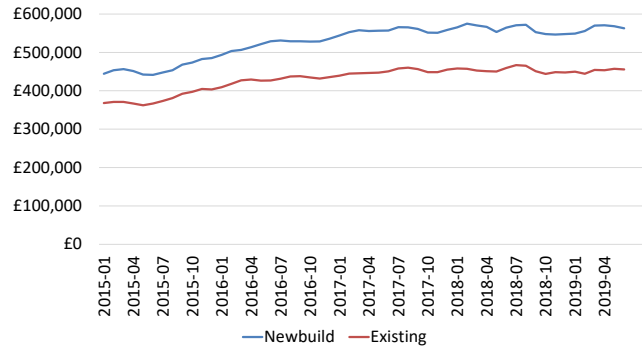


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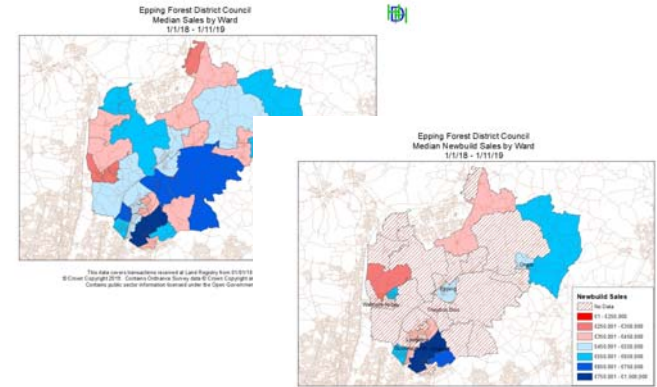
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But newbuild are higher than existing



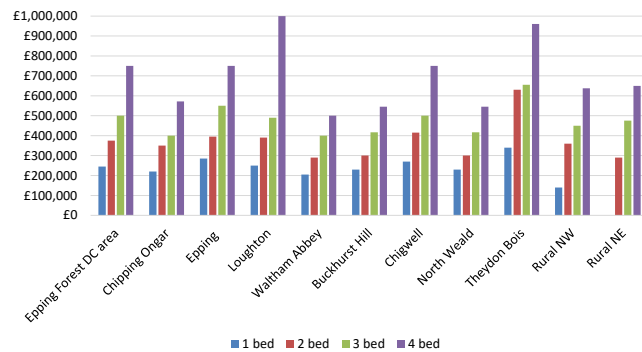
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Average House Prices



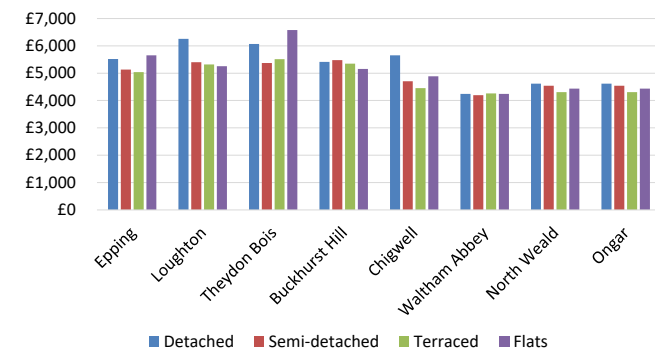
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Median Asking Prices



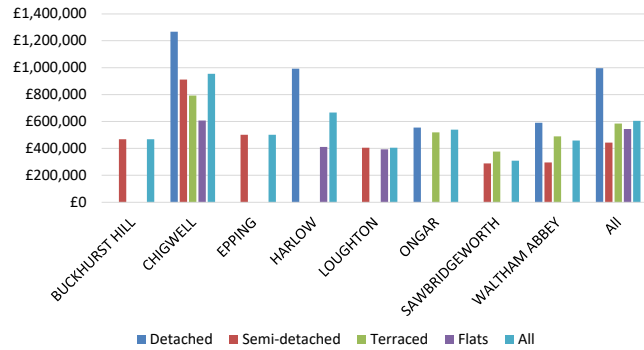
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Average Values £/m²



32

Newbuild Price Paid from 2017



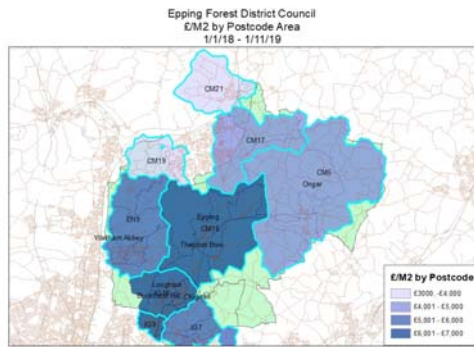
33

PPD + EPC from 2017 (£/m²)



34

By postcode



35

Table 4.5 Summary of Newbuild Asking Prices £/m²

	Detached	Flat	Semi-detached	Terraced
Brentwood		£4,942		
Buckhurst Hill		£8,997		
Chigwell	£6,416	£7,038	£5,076	£6,433
Chipping Ongar	£5,610		£5,449	
Epping	£6,261	£6,700	£4,695	
Harlow	£3,650			
Harlow Common	£4,403			£4,098
High Beech	£6,324			
Loughton	£5,563			
Nazeing	£5,224			
North Weald	£4,709			
Stapleford Abbots	£5,319			
Theydon Bois	£7,726	£6,640		
Thornwood	£5,221			
Thornwood Common				£4,724
Waltham Abbey		£7,386	£3,625	
All	£5,586	£7,091	£4,494	£4,815

36

Price Assumptions (£/m²) Typologies

Table 4.8 Pre-consultation Residential Price Assumptions (£/m²)

Typologies				
	South West EFDC	Epping / Waltham Abbey and Adjacent	Adjacent to Harlow	Rural EFDC
Large Greenfield	£6,000	£5,500	£4,000	£5,000
Medium Greenfield	£6,000	£5,500	£4,000	£5,000
Small Greenfield	£6,250	£5,750	£4,500	£5,500
Large Brownfield	£6,150	£5,750		£5,000
Medium Brownfield	£6,000	£5,750		£5,000
Urban Flatted	£6,100	£6,000		



37

Price Assumptions (£/m²) Strategic Sites

Table 4.9 Pre-consultation Residential Price Assumptions (£/m²)

Strategic Sites		
	Houses	Flats
East of Harlow (North)	£3,800	£4,000
Latton Priory	£4,000	£3,700
Water Lane Area (Sumners)	£3,900	£3,900
Water Lane Area (Katherine's)	£3,900	£3,900
South Epping MPA	£6,000	£6,000
North Weald Bassett MPA	£5,400	£5,400
Waltham Abbey North MPA	£5,400	£5,400



38

Build to Rent

Table 4.10 Capitalisation of Private Rents

	1 bed	2 bed	3 bed	4 bed
Gross Rent (£/month)	£950	£1,275	£1,600	£2,000
Gross Rent (£/annum)	£11,400	£15,300	£19,200	£24,000
Value	£228,000	£306,000	£384,000	£480,000
m ²	50	70	84	97
£/m ²	£4,560	£4,371	£4,571	£4,948



39

Social Rent

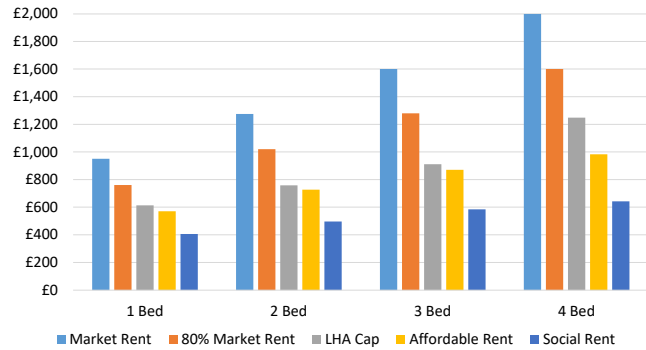
Table 4.12 Capitalisation of Social Rents

	1 Bedroom	2 Bedrooms	3 Bedrooms	4 Bedrooms
Gross Rent (£/week)	£93.51	£114.51	£134.73	£148.21
Gross Rent (£/annum)	£4,863	£5,955	£7,006	£7,707
Net Rent	£3,890	£4,764	£5,605	£6,166
Value	£86,445	£105,858	£124,550	£137,012
m ²	50	70	84	97
£/m ²	£1,729	£1,512	£1,483	£1,412



40

Affordable Rent



41

Affordable Rent

Table 4.15 Capitalisation of Affordable Rents

	1 Bed	2 Bed	3 Bed	4 Bed
Gross Rent (£/week)	£130.44	£163.82	£199.17	£277.08
Gross Rent (£/annum)	£6,783	£8,519	£10,357	£14,408
Net Rent	£5,426	£6,815	£8,285	£11,527
Value	£120,585	£151,442	£184,122	£256,145
m ²	50	70	84	97
£/m ²	£2,412	£2,163	£2,192	£2,641

42

Affordable Housing

- Affordable Rent**

LHA CAP; Management 10%; Voids & bad debts 4%; Repairs 6%; Yield 4.5%

= £1,500/m²

- Social Rent**

Management 10%; Voids & bad debts 4%; Repairs 6%; Yield 4.5%

= £2,352/m²

- Intermediate**

50% Share; Rent 2.75%

= 70% OMV

43

Older Peoples Housing

Table 4.21 Worth of Sheltered and Extracare

	Area (m ²)	£	£/m ²
Epping			
3 bed semi-detached		550,000	
1 bed Sheltered	50	412,500	8,250
2 bed Sheltered	75	550,000	7,333
1 bed Extracare	65	515,625	7,933
2 bed Extracare	80	687,500	8,594
Harlow			
3 bed semi-detached		435,000	
1 bed Sheltered	50	326,250	6,525
2 bed Sheltered	75	435,000	5,800
1 bed Extracare	65	407,813	6,274
2 bed Extracare	80	543,750	6,797
Ongar			
3 bed semi-detached		470,000	
1 bed Sheltered	50	352,500	7,050
2 bed Sheltered	75	470,000	6,267
1 bed Extracare	65	440,625	6,779
2 bed Extracare	80	587,500	7,344
Waltham Abbey			
3 bed semi-detached		390,000	
1 bed Sheltered	50	292,500	5,850
2 bed Sheltered	75	390,000	5,200
1 bed Extracare	65	365,625	5,625
2 bed Extracare	80	487,500	6,094

44

Offices



45

Industrial



46

Non-Residential

- Office Development
– £3,000/m²
- Industrial
– £2,000/m²

47

Land Registry Prices Paid

- Recently consented sites

48

	Site address	Site Area (ha)	Units	Affordable Target (%)	Aff units	Price Paid /ha	Price Paid / Unit
EPF/1232/16	Chimes Garden Centre, Nazeing. EN10 6RJ	1.0	17	40%	0	£700,000	£41,176
EPF/2523/16	Brent House Farm, Harlow Common, North Weald. CM17 9JD	1.34	19	40%	2	£1,619,403	£85,232
EPF/3034/16	Norton Heath Riding Centre, Fingrith Hall Lane, High Ongar. CM4 0JP	2.2	30	40%	15	£1,681,818	£56,061
EPF/2163/15	Allotments rear of 8 To 22 Institute Road, Coopersale, Epping. CM16 7QY	0.56	18	40%	6	£4,598,214	£255,456
EPF/0259/16	Stoneshot Farm, Hoe Lane, Nazeing. EN9 2RW	1.3	17	40%	10	£380,769	£22,398
EPF/0853/14	Tottenham Hotspur Training Ground, Luxborough Lane, Chigwell.	10.0	60	40%	0	£490,000	£8,167
EPF/1162/15	Knollys Nursery, Pick Hill, Waltham Abbey. EN9 3LF	3.58	79	40%	63	Built out	
EPF/1849/17	Chigwell County Primary School, High Road, Chigwell. IG7 6DW	4.76	59	40%	0	£25,210	£427
EPF/1862/15	Chigwell Grange, High Road, Chigwell. IG7 6DP	2.98	43	40%	0	£6,302,013	£146,558
EPF/2370/14	Netherhouse Farm, Sewardstone Road, Waltham Abbey. E4 7RJ	1.1	16	40%	8	£4,545,455	£284,091
EPF/2535/14	Land at Barnfield, Epping Road, Roydon. CM19 5DP	4.05	23	40%	11	£802,469	£34,890
EPF/3006/14	Fyfield Business and Research Park, Chipping Ongar. CM5 0GN	9.25	105	40%	44	£992,973	£9,457
EPF/1399/09	212 Manor Road, Chigwell. IG7 4JX	1.3	68	40%	52	Built out	
EPF/2254/15	Pyrles Lane Nursery, Pyrles Lane, Loughton. IG10 2NL	0.98	36	40%	15	No PPD	
EPF/0339/13	1-28 King Harold Lodge (formerly The Green Man Public House), Broomstick Hall Road, Waltham Abbey. EN9 1NH	0.22	28 (C2)	40%	0	Built out	
EPF/1103/15	Former tennis courts site, Junction of Alderton Hill and Roding Road. Loughton.	0.44	38 (C2)	40%	0	Built out	
EPF/2473/16	Woodview, Lambourne Road, Chigwell. IG7 6HX	1.34	72 bed care, 25 C2 flats	40%	0	£2,970,149	
EPF/0739/10	Threshers, Hastingwood Road, Hastingwood, North Weald. CM17 9JS	0.3	14	40%	0	No PPD	

49

Existing Use Value £/ha

Table 6.4 Existing Use Value Land Prices £/ha	
Industrial Land	£1,000,000
Agricultural	£25,000
Paddock	£50,000

50



50

Development Costs 1

- Construction BCIS
Median £1,326/m²
- Site Costs 5% to 15%
Garden Town Principles
- Brownfield +5%
- Fees 8%+1%=9%
- Contingencies 2.5% / 5%

51



51

Development Costs 2

- S106 £31,000/unit
Strategic Sites
- Interest 6% plus fees
- Developer's Return 20% Market Housing
6% Affordable
15% Non Res
- Sales 2.5%

52



Cumulative Impact of Policy

Local Plan Submission Version 2017

- Affordable Housing – 40% (82:18)
- Developer Contributions – s106
- NDSS
- Accessible and Adaptable (100% Cat 2)
- Mix – SHMA
- Open space
- SUDS
- Climate Change / Zero Carbon
- Biodiversity 'net gain'?

53



53

Modelling

- Strategic Sites
- Typologies
 - Unconsented Allocations



54

Modelling 1

Table 9.1 Strategic Sites

	Units	Site Area (ha)
East of Harlow (North)	750	128.24
Latton Priory	1,050	102.37
Water Lane Area (Sumners)	2,100	117.04
Water Lane Area (Katherine's)		
South Epping MPA	950	43.55
North Weald Bassett MPA	1,050	45.98
Waltham Abbey North MPA	740	32.28
	6,640	469.46



55

Distribution of Allocations

		Count	Capacity	Total Area	Average	
	Sites		Units	ha	Units	Ha
Buckhurst Hill	3	3.95%	87	2.98%	1.57	2.15%
Chigwell	9	11.84%	265	9.07%	8.45	11.55%
Chigwell Row	1	1.32%	11	0.38%	0.21	0.29%
Coopersale	1	1.32%	6	0.21%	0.16	0.22%
Epping	9	11.84%	355	12.15%	5.74	7.85%
Fyfield	1	1.32%	14	0.48%	0.81	1.11%
Harlow	1	1.32%	11	0.38%	0.38	0.52%
High Ongar	2	2.63%	40	1.37%	2.27	3.10%
Loughton	17	22.37%	867	29.67%	12.75	17.43%
Lower Nazeing	4	5.26%	122	4.18%	4.14	5.66%
Lower Sheering	1	1.32%	14	0.48%	0.63	0.86%
Ongar	8	10.53%	590	20.19%	17.11	23.40%
Roydon	4	5.26%	62	2.12%	3.29	4.50%
Sheering	3	3.95%	84	2.87%	3.85	5.28%
Stapleford Abbots	3	3.95%	47	1.61%	2.68	3.66%
Theydon Bois	3	3.95%	57	1.95%	1.39	1.90%
Thornwood	2	2.63%	172	5.89%	5.70	7.79%
Waltham Abbey	4	5.26%	118	4.04%	2.00	2.73%
All	76	100.00%	2,922	100.00%	73.13	100.00%



56

Average Density of Allocations by Land Use

	Brownfield	Greenfield	Mixed	N/A	All
Buckhurst Hill	113.50	38.00			88.33
Chigwell	82.00	50.00	20.00	#DIV/0!	66.33
Chigwell Row	62.00				62.00
Coopersale	83.00				83.00
Epping	92.33				92.33
Fyfield		17.00			17.00
Harlow		32.00			32.00
High Ongar		31.00		#DIV/0!	31.00
Loughton	81.50	101.00		#DIV/0!	82.80
Lower Nazeing	35.00	35.00			35.00
Lower Sheering		23.00			23.00
Ongar		39.00			39.00
Roydon		23.75			23.75
Sheering		28.33			28.33
Stapleford Abbots	8.00	17.00		#DIV/0!	12.50
Theydon Bois	49.50	44.00			47.67
Thornwood		35.00			35.00
Waltham Abbey	80.67			#DIV/0!	80.67
All	80.42	35.04	20.00	#DIV/0!	60.55



57

				Existing Use	Units	Area Ha		Density Units/ha		Density m2/ha
						Gross	Net	Gross	Net	
1	Flats 100 HD	##	Brown	Industrial	100	1.14	0.91	88.00	110.00	7,029
2	Flats 100 PRS	##	Brown	Industrial	100	1.14	0.91	88.00	110.00	7,183
3	Flats 40 HD	##	Brown	Industrial	40	0.50	0.40	80.00	100.00	6,420
4	Flats 40 PRS	##	Brown	Industrial	40	0.50	0.40	80.00	100.00	6,420
5	Urban 60 HD	##	Brown	Industrial	60	1.50	1.20	40.00	50.00	4,479
6	Urban 60	##	Brown	Industrial	60	2.29	1.71	26.25	35.00	3,196
7	Urban 30	##	Brown	Industrial	30	1.07	0.86	28.00	35.00	3,233
8	Urban 15 HD	##	Brown	Industrial	15	0.30	0.30	50.00	50.00	3,927
9	Urban 15	##	Brown	Industrial	15	0.43	0.43	35.00	35.00	3,586
10	Large Greenfield 200	##	Green	Agricultural	200	7.14	5.71	28.00	35.00	3,221
11	Large Greenfield 100 HD	##	Green	Agricultural	100	2.61	2.22	38.25	45.00	4,118
12	Large Greenfield 100	##	Green	Agricultural	100	3.57	2.86	28.00	35.00	3,234
13	Greenfield 60	##	Green	Agricultural	60	2.02	1.71	29.75	35.00	3,200
14	Greenfield 60 LD	##	Green	Agricultural	60	3.20	2.40	18.75	25.00	2,535
15	Greenfield 20 HD	##	Green	Paddock	20	0.44	0.44	45.00	45.00	3,899
16	Greenfield 20	##	Green	Agricultural	20	0.71	0.57	28.00	35.00	3,295
17	Greenfield 20 LD	##	Green	Agricultural	20	1.07	0.80	18.75	25.00	2,520
18	Greenfield 15	##	Green	Paddock	15	0.43	0.43	35.00	35.00	3,346
19	East of Harlow (North)	Harlow	Green	Agricultural	750	35.71	21.43	21.00	35.00	3,204
20	Luton Priory	Harlow	Green	Agricultural	1,050	50.00	30.00	21.00	35.00	3,204
21	Water Lane (Summers)	Harlow	Green	Agricultural	807	36.04	23.06	22.39	35.00	3,203
22	Water Lane (Katherines)	Harlow	Green	Ag / glass	1,331	63.38	38.03	21.00	35.00	3,205
23	South Epping MPA	Epping	Green	Agricultural	950	43.55	27.14	21.81	35.00	3,203
24	North Weald Bassett MPA	North Weald	Green	Agricultural	1,050	45.98	30.00	22.84	35.00	3,203
25	Waltham Abbey North MPA	Waltham Abbey	Green	Agricultural	740	32.28	21.14	22.92	35.00	3,206



58

A Pragmatic Viability Test

We are NOT trying to replicate a particular business model
Test should be broadly representative

'Existing use value plus'

– reality checked against market value

- Will EUV Plus provide landowner's premiums?
- Land owner's have expectations (*life changing?*)
- Will land come forward?



59

Benchmark Land Value?

- **Brownfield Site**
 - EUV Plus 20%
- **Greenfield Sites**
 - Strategic Sites
 - EUV + £300,000/ha
 - Large and medium Greenfield
 - EUV + £300,000/ha
 - Small Sites
 - £800,000/ha



60

Early Results

- Subject to change as a result of this consultation
- Should be given little weight
- For illustrative purposes



61

					Area (ha)		Units	Residual Value (£)		
					Gross	Net		Gross ha	Net ha	Site
Site 1	Flats 100 HD	##	Brown	Industrial	1.14	0.91	100	4,724,055	5,905,069	5,368,244
Site 2	Flats 100 PRS	##	Brown	Industrial	1.14	0.91	100	1,180,559	1,475,699	1,341,544
Site 3	Flats 40 HD	##	Brown	Industrial	0.50	0.40	40	4,337,364	5,421,705	2,168,682
Site 4	Flats 40 PRS	##	Brown	Industrial	0.50	0.40	40	1,057,945	1,322,432	528,973
Site 5	Urban 60 HD	##	Brown	Industrial	1.50	1.20	60	4,078,674	5,098,343	6,118,011
Site 6	Urban 60	##	Brown	Industrial	2.29	1.71	60	2,644,663	3,526,217	6,044,944
Site 7	Urban 30	##	Brown	Industrial	1.07	0.86	30	2,887,295	3,609,118	3,093,530
Site 8	Urban 15 HD	##	Brown	Industrial	0.30	0.30	15	4,481,733	4,481,733	1,344,520
Site 9	Urban 15	##	Brown	Industrial	0.43	0.43	15	4,347,441	4,347,441	1,863,189
Site 10	Large Greenfield 200	##	Green	Agricultural	7.14	5.71	200	2,557,531	3,196,914	18,268,082
Site 11	Large Greenfield 100 HD	##	Green	Agricultural	2.61	2.22	100	3,577,589	4,208,928	9,353,174
Site 12	Large Greenfield 100	##	Green	Agricultural	3.57	2.86	100	2,667,722	3,334,653	9,527,580
Site 13	Greenfield 60	##	Green	Agricultural	2.02	1.71	60	2,802,226	3,296,736	5,651,548
Site 14	Greenfield 60 LD	##	Green	Agricultural	3.20	2.40	60	2,089,283	2,785,711	6,685,707
Site 15	Greenfield 20 HD	##	Green	Paddock	0.44	0.44	20	4,031,169	4,031,169	1,791,631
Site 16	Greenfield 20	##	Green	Agricultural	0.71	0.57	20	2,876,764	3,595,955	2,054,832
Site 17	Greenfield 20 LD	##	Green	Agricultural	1.07	0.80	20	2,098,684	2,798,245	2,238,596
Site 18	Greenfield 15	##	Green	Paddock	0.43	0.43	15	4,320,475	4,320,475	1,851,632
Site 19	East of Harlow (North)	Harlow	Green	Agricultural	35.71	21.43	750	152,493	254,154	5,446,165
Site 20	Latton Priory	Harlow	Green	Agricultural	50.00	30.00	1050	328,961	548,269	16,448,068
Site 21	Water Lane (Summers)	Harlow	Green	Agricultural	36.04	23.06	807	251,044	392,399	9,047,609
Site 22	Water Lane (Katherines)	Harlow	Green	Ag / glass	63.38	38.03	1331	-9,364,663	-15,607,772	-593,541,267
Site 23	South Epping MPA	Epping	Green	Agricultural	43.55	27.14	950	2,067,731	3,317,620	90,049,682
Site 24	North Weald Bassett MPA	North Weald	Green	Agricultural	45.98	30.00	1050	1,738,569	2,664,647	79,939,408
Site 25	Waltham Abbey North MPA	Waltham Abbey	Green	Agricultural	32.28	21.14	740	1,941,327	2,963,935	62,666,049



62

			EUV	BLV	Residual Value
Site 1	Flats 100 HD	##	1,000,000	1,200,000	4,724,055
Site 2	Flats 100 PRS	##	1,000,000	1,200,000	1,180,559
Site 3	Flats 40 HD	##	1,000,000	1,200,000	4,337,364
Site 4	Flats 40 PRS	##	1,000,000	1,200,000	1,057,945
Site 5	Urban 60 HD	##	1,000,000	1,200,000	4,078,674
Site 6	Urban 60	##	1,000,000	1,200,000	2,644,663
Site 7	Urban 30	##	1,000,000	1,200,000	2,887,295
Site 8	Urban 15 HD	##	1,000,000	1,200,000	4,481,733
Site 9	Urban 15	##	1,000,000	1,200,000	4,347,441
Site 10	Large Greenfield 200	##	22,500	322,500	2,557,531
Site 11	Large Greenfield 100 HD	##	22,500	322,500	3,577,589
Site 12	Large Greenfield 100	##	22,500	322,500	2,667,722
Site 13	Greenfield 60	##	22,500	322,500	2,802,226
Site 14	Greenfield 60 LD	##	22,500	322,500	2,089,283
Site 15	Greenfield 20 HD	##	5,000	305,000	4,031,169
Site 16	Greenfield 20	##	22,500	322,500	2,876,764
Site 17	Greenfield 20 LD	##	22,500	322,500	2,098,684
Site 18	Greenfield 15	##	50,000	350,000	4,320,475
Site 19	East of Harlow (North)	Harlow	22,500	322,500	152,493
Site 20	Latton Priory	Harlow	22,500	322,500	328,961
Site 21	Water Lane (Summers)	Harlow	22,500	322,500	251,044
Site 22	Water Lane (Katherines)	Harlow	315,530	585,553	-9,364,663
Site 23	South Epping MPA	Epping	22,500	322,500	2,067,731
Site 24	North Weald Bassett MPA	North Weald	22,500	322,500	1,738,569
Site 25	Waltham Abbey North MPA	Waltham Abbey	22,500	322,500	1,941,327



63

Non-residential



64

Moving Forward

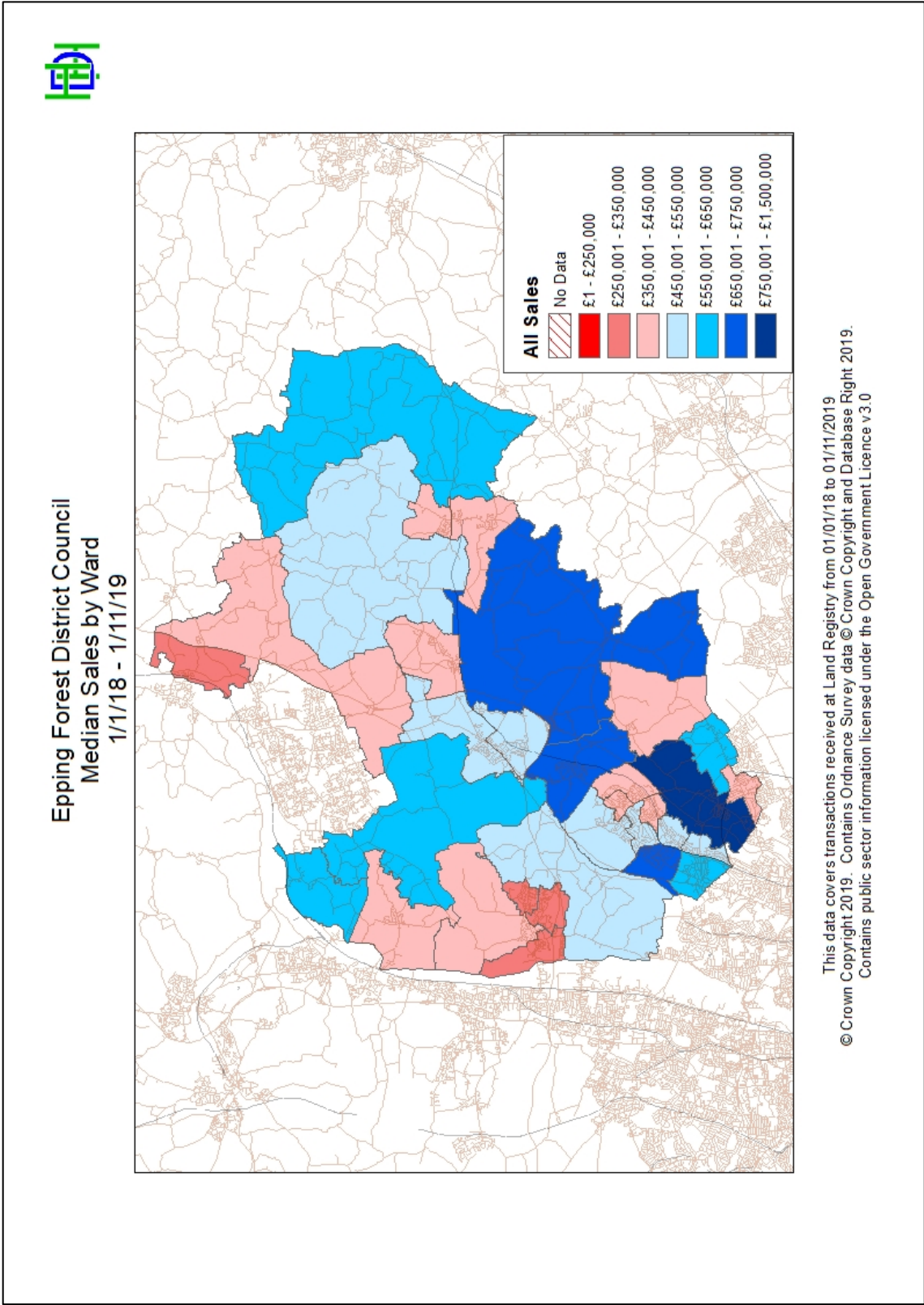
- Circulate presentation
- Rough and ready first draft of report –
- Comments by Friday 6th December
- To
implementationteam@eppingforestdc.gov.uk



Appendix 4 – Consultation Notes

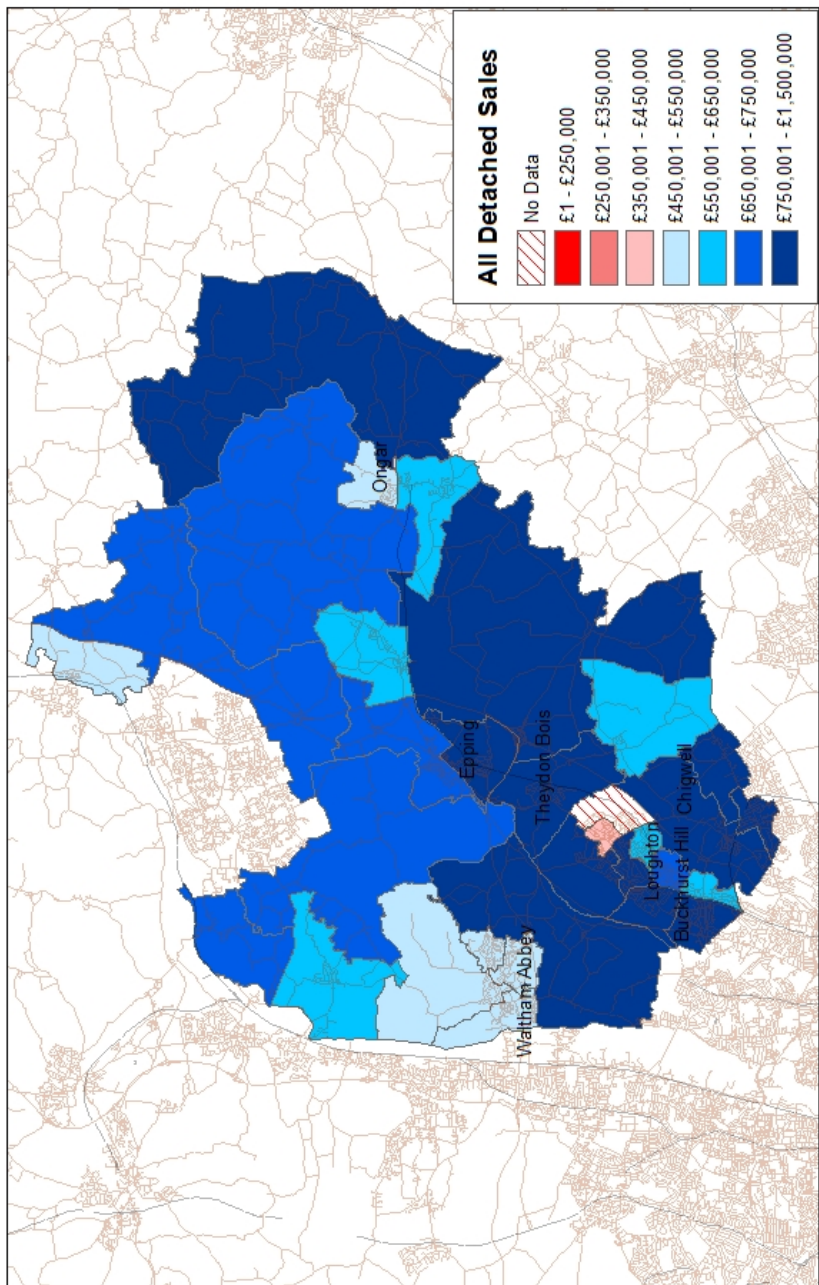
To be added following consultation.

Appendix 5 – Price Maps





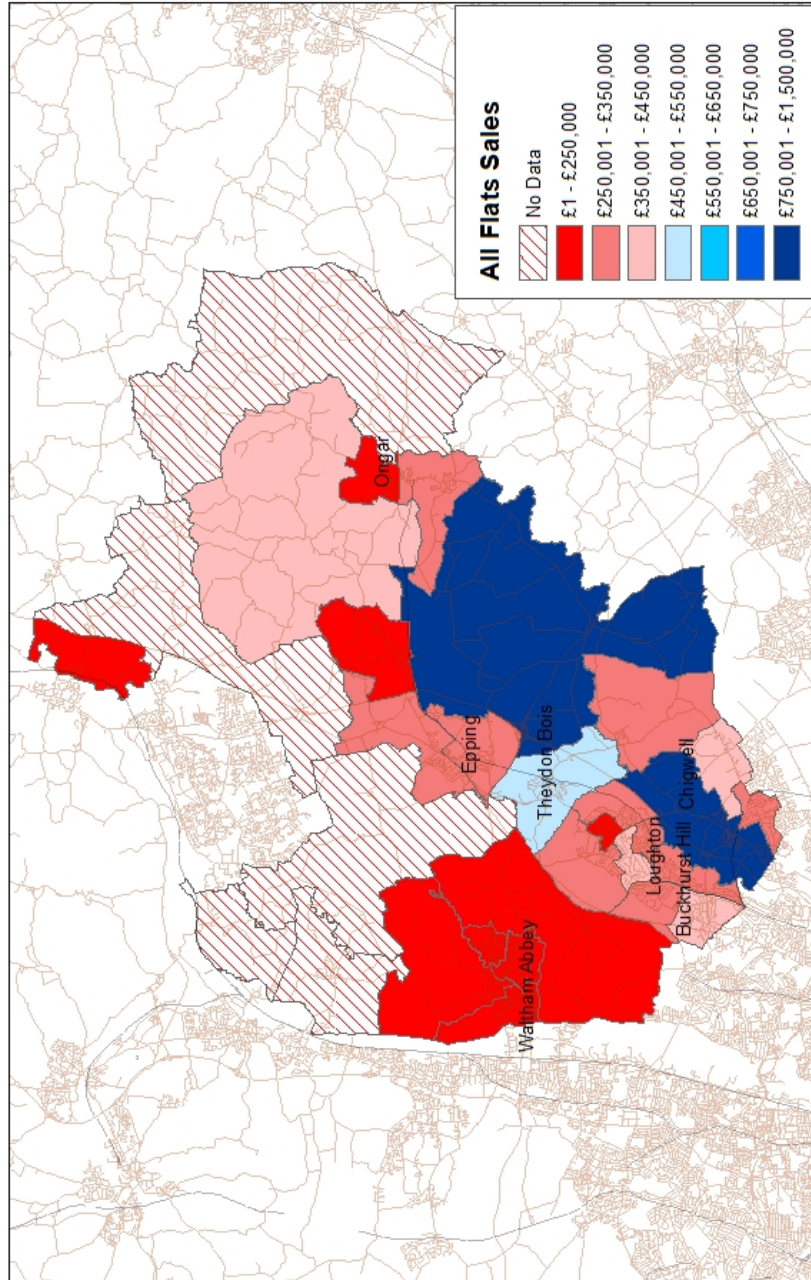
Epping Forest District Council
Median All Detached Sales by Ward
1/1/18 - 1/11/19



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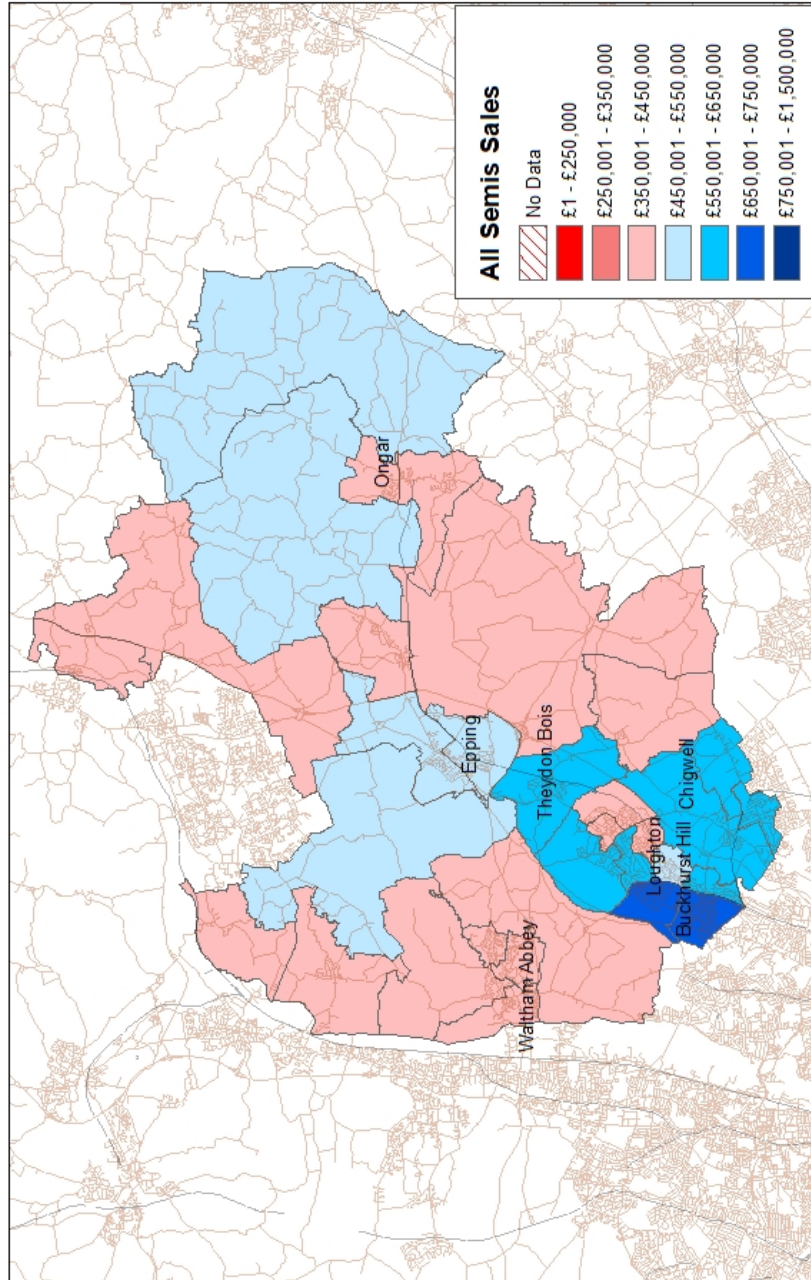
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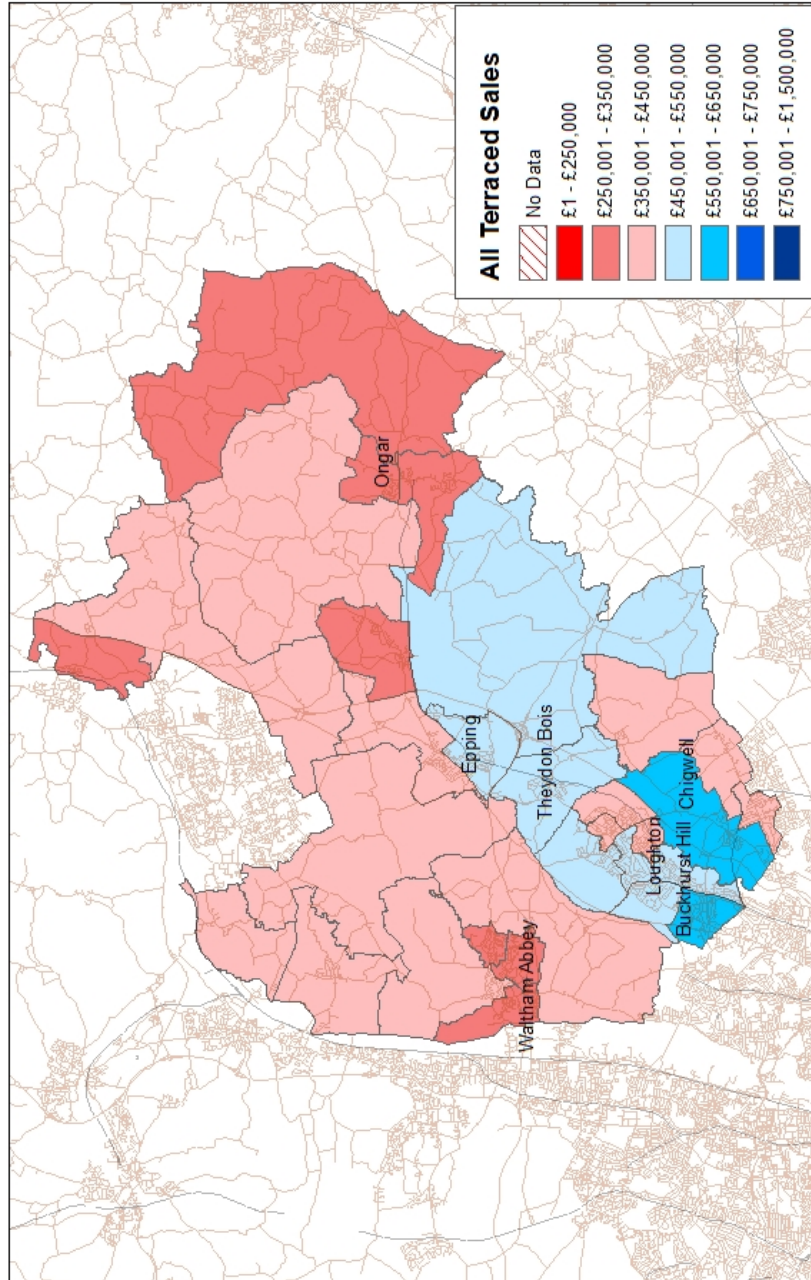
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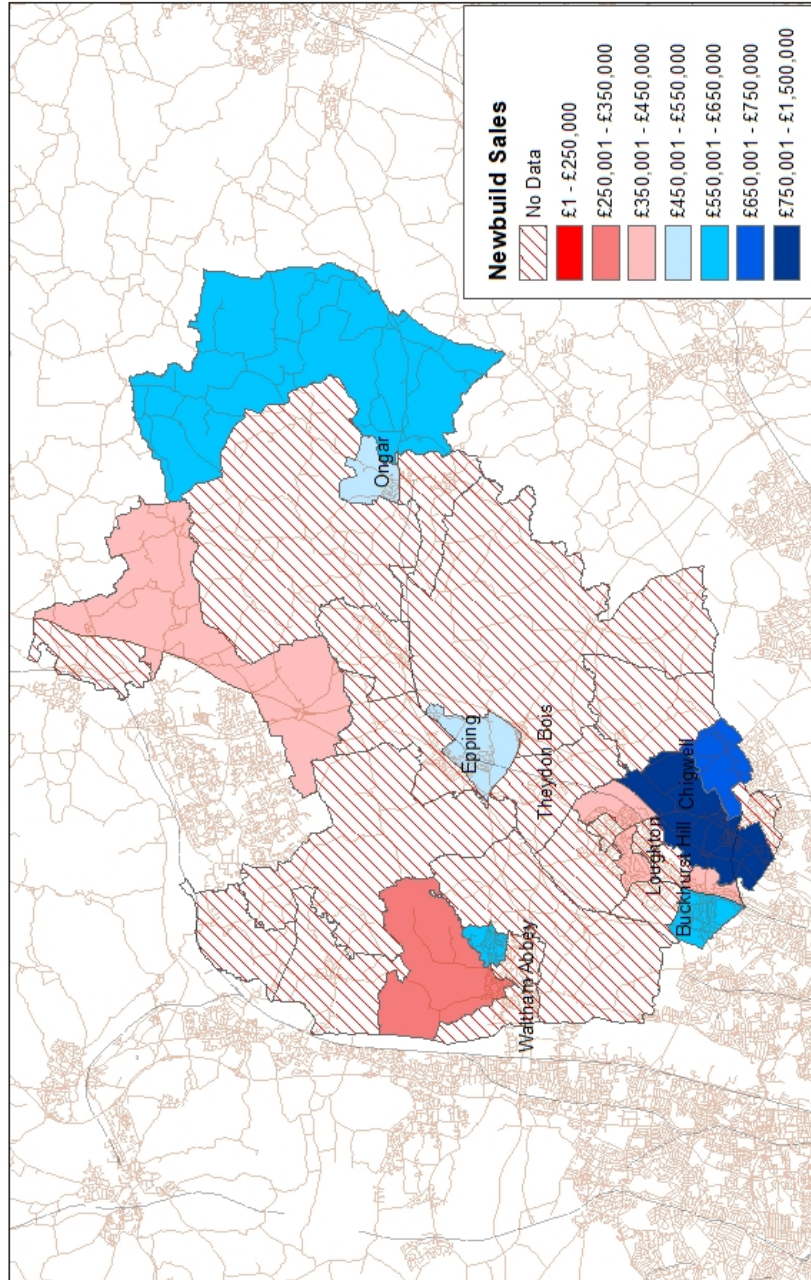
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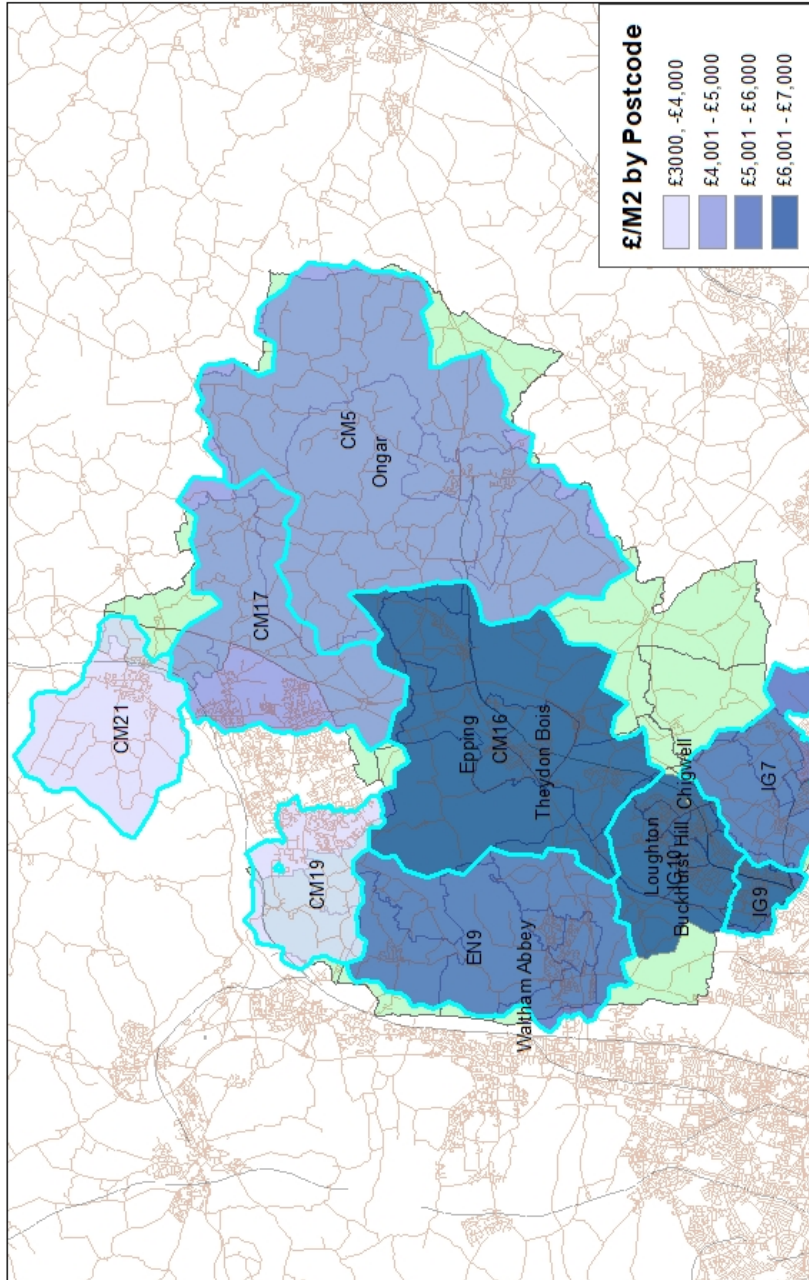
Epping Forest District Council
Median Newbuild Sales by Ward
1/1/18 - 1/11/19



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Epping Forest District Council
£/M2 by Postcode Area
1/1/18 - 1/11/19



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Appendix 6 – Land Registry PPD and EPC Data

Date	Price Paid	Type	saon	paon	street	locality	town	postcode	m2	£/m2
17/10/2018	£460,000	F		1	THE OLD COURT HOUSE	STAR LANE	EPPING	CM16 4FA	77	£5,974
14/02/2018	£475,000	F		2	THE OLD COURT HOUSE	STAR LANE	EPPING	CM16 4FA	81	£5,864
13/07/2018	£528,000	F		4	THE OLD COURT HOUSE	STAR LANE	EPPING	CM16 4FA	94	£5,617
25/07/2018	£555,000	F		5	THE OLD COURT HOUSE	STAR LANE	EPPING	CM16 4FA	83	£6,687
01/08/2018	£500,000	F		6	THE OLD COURT HOUSE	STAR LANE	EPPING	CM16 4FA	79	£6,329
22/02/2018	£695,000	F		8	THE OLD COURT HOUSE	STAR LANE	EPPING	CM16 4FA	101	£6,881
21/12/2017	£395,000	F	APARTMENT 13	LINDEN HOUSE, 54	CENTRE DRIVE		EPPING	CM16 4JE	69	£5,725
07/06/2018	£405,000	F	APARTMENT 14	LINDEN HOUSE, 54	CENTRE DRIVE		EPPING	CM16 4JE	69	£5,870
10/11/2017	£405,000	T		1	HAZELWOOD PARK	HASTINGWOOD ROAD	HASTINGWOOD	CM17 9SS	93	£4,355
14/11/2017	£422,500	T		12	HAZELWOOD PARK	HASTINGWOOD ROAD	HASTINGWOOD	CM17 9SS	96	£4,401
31/10/2017	£430,000	T		14	HAZELWOOD PARK	HASTINGWOOD ROAD	HASTINGWOOD	CM17 9SS	94	£4,574
06/11/2017	£390,000	T			2	HAZELWOOD PARK	HASTINGWOOD	CM17 9SS	93	£4,194
03/11/2017	£390,000	T			3	HAZELWOOD PARK	HASTINGWOOD	CM17 9SS	93	£4,194
15/03/2018	£415,000	T			4	HAZELWOOD PARK	HASTINGWOOD	CM17 9SS	96	£4,323
09/03/2018	£430,000	T			5	HAZELWOOD PARK	HASTINGWOOD	CM17 9SS	94	£4,574
21/09/2018	£386,000	T			6	HAZELWOOD PARK	HASTINGWOOD	CM17 9SS	91	£4,242
21/06/2018	£400,000	T			7	HAZELWOOD PARK	HASTINGWOOD	CM17 9SS	93	£4,301
13/07/2018	£409,000	T			8	HAZELWOOD PARK	HASTINGWOOD	CM17 9SS	96	£4,260
29/03/2019	£385,000	T			9	HAZELWOOD PARK	HASTINGWOOD	CM17 9SS	93	£4,140
24/08/2018	£420,000	T			10	HAZELWOOD PARK	HASTINGWOOD	CM17 9SS	93	£4,516
19/06/2018	£452,500	T			11	HAZELWOOD PARK	HASTINGWOOD	CM17 9SS	87	£5,201
21/02/2018	£410,000	T			13	HAZELWOOD PARK	HASTINGWOOD	CM17 9SS	93	£4,409
31/03/2017	£900,000	D			2	LANGLAND PLACE	ROYDON	CM19 5FS	207	£4,348
28/04/2017	£1,090,000	D			3	LANGLAND PLACE	ROYDON	CM19 5FS	371	£2,938
04/09/2017	£930,000	D			4	LANGLAND PLACE	ROYDON	CM19 5FS	207	£4,493
29/06/2017	£1,150,000	D			5	LANGLAND PLACE	ROYDON	CM19 5FS	371	£3,100
30/11/2017	£835,000	D			6	LANGLAND PLACE	ROYDON	CM19 5FS	197	£4,239
30/06/2017	£930,000	D			7	LANGLAND PLACE	ROYDON	CM19 5FS	197	£4,721
21/06/2017	£995,000	D			19	LANGLAND PLACE	ROYDON	CM19 5FS	207	£4,807
24/08/2017	£1,206,000	D			20	LANGLAND PLACE	ROYDON	CM19 5FS	371	£3,251
15/12/2017	£1,099,995	D			21	LANGLAND PLACE	ROYDON	CM19 5FS	371	£2,965
31/05/2017	£895,000	D			22	LANGLAND PLACE	ROYDON	CM19 5FS	197	£4,543
21/12/2017	£891,000	D			23	LANGLAND PLACE	ROYDON	CM19 5FS	207	£4,304
17/08/2017	£415,000	S		1	ROSINA COURT	HATFIELD HEATH ROAD	SAWBRIDGEWORTH	CM21 9LD	103	£4,029
22/09/2017	£265,000	F		10	ROSINA COURT	HATFIELD HEATH ROAD	SAWBRIDGEWORTH	CM21 9LD	76	£3,487

13/11/2017	£315,000	F	11	ROSINA COURT	HATFIELD HEATH ROAD	SAWBRIDGEWORTH	CM21 9LD	111	£2,838	
08/09/2017	£327,000	F	12	ROSINA COURT	HATFIELD HEATH ROAD	SAWBRIDGEWORTH	CM21 9LD	111	£2,946	
04/09/2017	£300,000	F	14	ROSINA COURT	HATFIELD HEATH ROAD	SAWBRIDGEWORTH	CM21 9LD	103	£2,913	
17/08/2017	£420,000	S	2	ROSINA COURT	HATFIELD HEATH ROAD	SAWBRIDGEWORTH	CM21 9LD	119	£3,529	
21/08/2017	£295,000	F	3	ROSINA COURT	HATFIELD HEATH ROAD	SAWBRIDGEWORTH	CM21 9LD	98	£3,010	
21/08/2017	£295,000	F	4	ROSINA COURT	HATFIELD HEATH ROAD	SAWBRIDGEWORTH	CM21 9LD	89	£3,315	
21/08/2017	£290,000	F	5	ROSINA COURT	HATFIELD HEATH ROAD	SAWBRIDGEWORTH	CM21 9LD	98	£2,959	
21/08/2017	£295,000	S	6	ROSINA COURT	HATFIELD HEATH ROAD	SAWBRIDGEWORTH	CM21 9LD	91	£3,242	
07/09/2017	£275,000	F	7	ROSINA COURT	HATFIELD HEATH ROAD	SAWBRIDGEWORTH	CM21 9LD	76	£3,618	
04/09/2017	£250,000	F	8	ROSINA COURT	HATFIELD HEATH ROAD	SAWBRIDGEWORTH	CM21 9LD	76	£3,289	
04/09/2017	£275,000	F	9	ROSINA COURT	HATFIELD HEATH ROAD	SAWBRIDGEWORTH	CM21 9LD	76	£3,618	
16/11/2017	£689,200	S			1 CORN BARN CLOSE	BEAUCHAMP RODING	ONGAR	CM5 OFP	168	£4,102
29/03/2018	£650,000	S			2 CORN BARN CLOSE	BEAUCHAMP RODING	ONGAR	CM5 OFP	168	£3,869
04/05/2018	£642,000	S			3 CORN BARN CLOSE	BEAUCHAMP RODING	ONGAR	CM5 OFP	168	£3,821
14/09/2018	£652,500	S			4 CORN BARN CLOSE	BEAUCHAMP RODING	ONGAR	CM5 OFP	168	£3,884
26/01/2018	£670,000	S			5 CORN BARN CLOSE	BEAUCHAMP RODING	ONGAR	CM5 OFP	168	£3,988
12/01/2018	£640,000	S			6 CORN BARN CLOSE	BEAUCHAMP RODING	ONGAR	CM5 OFP	168	£3,810
17/05/2019	£600,000	D			10 ELSTAR ROAD		ONGAR	CM5 OFQ	124	£4,839
21/12/2018	£395,000	S			12 ELSTAR ROAD		ONGAR	CM5 OFQ	79	£5,000
21/12/2018	£425,000	S			14 ELSTAR ROAD		ONGAR	CM5 OFQ	79	£5,380
21/12/2018	£510,000	D			16 ELSTAR ROAD		ONGAR	CM5 OFQ	91	£5,604
28/06/2019	£503,000	D			1 ELSTAR ROAD		ONGAR	CM5 OFR	91	£5,527
29/03/2019	£600,000	D			4 ELSTAR ROAD		ONGAR	CM5 OFR		#DIV/0!
28/06/2019	£529,995	D			5 ELSTAR ROAD		ONGAR	CM5 OFR	91	£5,824
28/06/2019	£590,000	D			9 ELSTAR ROAD		ONGAR	CM5 OFR	111	£5,315
27/06/2019	£534,995	D			19 ELSTAR ROAD		ONGAR	CM5 OFR	91	£5,879
31/05/2019	£590,000	D			1 PIPPIN ROAD		ONGAR	CM5 OFS	111	£5,315
21/12/2018	£600,000	D			2 PIPPIN ROAD		ONGAR	CM5 OFS	111	£5,405
28/02/2019	£399,995	S			3 PIPPIN ROAD		ONGAR	CM5 OFS	79	£5,063
21/12/2018	£440,995	S			4 PIPPIN ROAD		ONGAR	CM5 OFS	79	£5,582
11/01/2019	£460,000	D			5 PIPPIN ROAD		ONGAR	CM5 OFS	91	£5,055
19/12/2018	£520,000	D			6 PIPPIN ROAD		ONGAR	CM5 OFS	91	£5,714
10/12/2018	£430,000	S			7 PIPPIN ROAD		ONGAR	CM5 OFS	79	£5,443
12/12/2018	£430,000	S			8 PIPPIN ROAD		ONGAR	CM5 OFS	79	£5,443
30/11/2018	£524,950	D			9 PIPPIN ROAD		ONGAR	CM5 OFS	91	£5,769
20/12/2018	£600,000	D			10 PIPPIN ROAD		ONGAR	CM5 OFS	111	£5,405
12/04/2019	£590,000	D			11 PIPPIN ROAD		ONGAR	CM5 OFS	111	£5,315
28/06/2019	£815,000	D			13 PIPPIN ROAD		ONGAR	CM5 OFS	222	£3,671
21/12/2018	£477,900	D			14 PIPPIN ROAD		ONGAR	CM5 OFS	111	£4,305
21/12/2018	£403,983	D			15 PIPPIN ROAD		ONGAR	CM5 OFS	91	£4,439

10/04/2019	£500,000	D		27	PIPPIN ROAD	ONGAR	CM5 0FS	91	£5,495
21/12/2018	£380,600	S		28	PIPPIN ROAD	ONGAR	CM5 0FS	79	£4,818
20/12/2018	£430,000	S		29	PIPPIN ROAD	ONGAR	CM5 0FS	79	£5,443
06/06/2019	£589,995	D		33	PIPPIN ROAD	ONGAR	CM5 0FS	111	£5,315
30/06/2017	£303,950	F	1	KING HAROLD LODGE	BROOMSTICK HALL ROAD	WALTHAM ABBEY	EN9 1LN	49	£6,203
28/09/2018	£353,450	F	14	KING HAROLD LODGE	BROOMSTICK HALL ROAD	WALTHAM ABBEY	EN9 1LN	85	£4,158
03/02/2017	£292,950	F	2	KING HAROLD LODGE	BROOMSTICK HALL ROAD	WALTHAM ABBEY	EN9 1LN	45	£6,510
29/03/2017	£279,450	F	23	KING HAROLD LODGE	BROOMSTICK HALL ROAD	WALTHAM ABBEY	EN9 1LN	62	£4,507
15/06/2018	£257,950	F	24	KING HAROLD LODGE	BROOMSTICK HALL ROAD	WALTHAM ABBEY	EN9 1LN	54	£4,777
25/08/2017	£306,950	F	26	KING HAROLD LODGE	BROOMSTICK HALL ROAD	WALTHAM ABBEY	EN9 1LN	53	£5,792
26/05/2017	£282,950	F	6	KING HAROLD LODGE	BROOMSTICK HALL ROAD	WALTHAM ABBEY	EN9 1LN	51	£5,548
02/06/2017	£289,950	F	8	KING HAROLD LODGE	BROOMSTICK HALL ROAD	WALTHAM ABBEY	EN9 1LN	48	£6,041
15/12/2017	£620,000	D		2	NURSERY RISE	WALTHAM ABBEY	EN9 3FB	123	£5,041
20/10/2017	£545,000	S		4	NURSERY RISE	WALTHAM ABBEY	EN9 3FB	106	£5,142
29/09/2017	£510,000	S		6	NURSERY RISE	WALTHAM ABBEY	EN9 3FB	107	£4,766
29/09/2017	£504,250	S		8	NURSERY RISE	WALTHAM ABBEY	EN9 3FB	106	£4,757
06/10/2017	£520,000	S		10	NURSERY RISE	WALTHAM ABBEY	EN9 3FB	107	£4,860
27/10/2017	£580,000	D		12	NURSERY RISE	WALTHAM ABBEY	EN9 3FB	122	£4,754
02/11/2017	£460,000	S		14	NURSERY RISE	WALTHAM ABBEY	EN9 3FB	94	£4,894
06/11/2017	£450,000	S		16	NURSERY RISE	WALTHAM ABBEY	EN9 3FB	91	£4,945
08/12/2017	£450,000	S		18	NURSERY RISE	WALTHAM ABBEY	EN9 3FB	93	£4,839
15/12/2017	£565,000	D		19	NURSERY RISE	WALTHAM ABBEY	EN9 3FB	91	£6,209
29/11/2017	£473,000	S		20	NURSERY RISE	WALTHAM ABBEY	EN9 3FB	91	£5,198
27/10/2017	£545,000	D		21	NURSERY RISE	WALTHAM ABBEY	EN9 3FB	92	£5,924
29/11/2017	£599,995	D		23	NURSERY RISE	WALTHAM ABBEY	EN9 3FB	121	£4,959
15/12/2017	£599,995	D		25	NURSERY RISE	WALTHAM ABBEY	EN9 3FB	121	£4,959
30/01/2018	£619,000	D		27	NURSERY RISE	WALTHAM ABBEY	EN9 3FB	122	£5,074
24/11/2017	£595,000	D		29	NURSERY RISE	WALTHAM ABBEY	EN9 3FB	92	£6,467
26/10/2018	£340,000	F	1	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	58	£5,862
30/10/2018	£425,000	F	10	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	66	£6,439
18/02/2019	£408,000	F	11	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	68	£6,000
30/10/2018	£450,000	F	12	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	68	£6,618
25/01/2019	£416,500	F	13	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	60	£6,942
30/04/2019	£415,000	F	15	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	70	£5,929
26/10/2018	£430,000	F	16	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	69	£6,232
30/10/2018	£432,000	F	17	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	68	£6,353
29/10/2018	£445,000	F	18	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	68	£6,544
31/10/2018	£499,000	F	19	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	76	£6,566
30/10/2018	£501,500	F	20	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	88	£5,699
31/01/2019	£431,600	F	21	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	68	£6,347

30/10/2018	£485,000	F	22	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	68	£7,132
30/10/2018	£485,000	F	23	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	75	£6,467
31/10/2018	£420,000	F	3	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	69	£6,087
29/03/2019	£395,000	F	4	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	68	£5,809
29/10/2018	£440,000	F	5	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	68	£6,471
24/05/2019	£400,000	F	6	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	60	£6,667
31/10/2018	£406,000	F	7	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	63	£6,444
31/10/2018	£445,000	F	9	LUNA COURT	NEWMANS LANE	LOUGHTON	IG10 1ES	70	£6,357
10/03/2017	£300,000	F	2	COBALT PLACE, 121	CHURCH HILL	LOUGHTON	IG10 1QR	49	£6,122
29/03/2018	£385,000	F	1	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	55	£7,000
18/12/2017	£432,500	F	10	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	80	£5,406
09/08/2017	£392,500	F	11	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	64	£6,133
21/07/2017	£375,000	F	12	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	61	£6,148
24/11/2017	£393,000	F	13	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	65	£6,046
30/01/2018	£370,000	F	14	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	60	£6,167
06/04/2018	£395,000	F	15	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	55	£7,182
23/02/2018	£397,500	F	16	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	55	£7,227
24/08/2017	£305,000	F	17	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	34	£8,971
29/03/2018	£375,000	F	18	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	57	£6,579
26/01/2018	£400,000	F	19	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	68	£5,882
30/11/2017	£370,000	F	2	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	55	£6,727
10/01/2018	£430,000	F	20	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	71	£6,056
15/12/2017	£425,000	F	21	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	71	£5,986
28/07/2017	£432,500	F	22	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	71	£6,092
27/07/2017	£442,500	F	23	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	78	£5,673
21/07/2017	£457,500	F	24	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	80	£5,719
27/07/2017	£400,000	F	25	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	64	£6,250
01/12/2017	£395,000	F	26	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	61	£6,475
25/08/2017	£390,000	F	27	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	65	£6,000
21/07/2017	£380,000	F	28	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	60	£6,333
28/07/2017	£407,500	F	29	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	55	£7,409
18/09/2017	£305,000	F	3	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	34	£8,971
15/11/2017	£405,000	F	30	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	55	£7,364
28/07/2017	£407,500	F	31	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	62	£6,573
28/07/2017	£437,500	F	32	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	71	£6,162
28/07/2017	£437,500	F	33	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	71	£6,162
28/07/2017	£437,500	F	34	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	71	£6,162
21/07/2017	£462,500	F	35	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	78	£5,929
21/07/2017	£417,500	F	36	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	80	£5,219
30/11/2017	£400,000	F	37	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	64	£6,250

21/07/2017	£385,000	F	38	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	61	£6,311
21/07/2017	£385,000	F	39	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	65	£5,923
21/07/2017	£410,000	F	40	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	60	£6,833
16/02/2018	£396,000	F	41	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	55	£7,200
06/04/2018	£397,500	F	42	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	55	£7,227
28/07/2017	£442,500	F	43	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	70	£6,321
28/07/2017	£442,500	F	44	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	69	£6,413
21/07/2017	£452,500	F	45	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	76	£5,954
14/07/2017	£440,000	F	46	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	78	£5,641
21/07/2017	£427,500	F	47	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	62	£6,895
31/07/2017	£405,000	F	48	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	61	£6,639
01/11/2017	£420,000	F	49	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	65	£6,462
29/03/2018	£397,500	F	5	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	68	£5,846
14/07/2017	£385,000	F	50	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	60	£6,417
02/03/2018	£397,500	F	51	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	55	£7,227
04/12/2017	£392,500	F	52	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	55	£7,136
21/07/2017	£437,500	F	53	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	61	£7,172
19/02/2018	£410,000	F	54	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	61	£6,721
05/10/2017	£415,000	F	55	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	65	£6,385
21/07/2017	£472,500	F	56	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	88	£5,369
21/07/2017	£350,000	F	57	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	43	£8,140
14/07/2017	£422,500	F	58	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	64	£6,602
06/12/2017	£415,000	F	59	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	55	£7,545
08/11/2017	£380,000	F	6	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	71	£5,352
21/07/2017	£422,500	F	60	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	55	£7,682
12/10/2017	£424,500	F	61	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	68	£6,243
29/03/2018	£410,000	F	62	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	52	£7,885
21/07/2017	£452,500	F	63	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	70	£6,464
14/07/2017	£468,000	F	64	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	70	£6,686
17/11/2017	£400,000	F	7	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	71	£5,634
25/09/2017	£410,000	F	8	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	71	£5,775
06/09/2017	£442,500	F	9	LANDMARK HOUSE, 1	THE BROADWAY	LOUGHTON	IG10 2FA	78	£5,673
31/08/2017	£320,490	F	1	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	59	£5,432
31/08/2017	£305,059	F	10	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	55	£5,547
31/08/2017	£594,950	F	11	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	83	£7,168
31/08/2017	£385,644	F	12	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	79	£4,882
31/08/2017	£589,950	F	13	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	81	£7,283
31/08/2017	£411,397	F	14	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	79	£5,208
31/08/2017	£403,052	F	15	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	83	£4,856
31/08/2017	£306,773	F	16	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	55	£5,578

31/08/2017	£306,773	F	17	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	55	£5,578
31/08/2017	£389,296	F	18	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	81	£4,806
31/08/2017	£372,956	F	19	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	73	£5,109
31/08/2017	£464,950	F	2	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	56	£8,303
31/08/2017	£411,363	F	20	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	86	£4,783
31/08/2017	£407,934	F	21	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	81	£5,036
13/08/2017	£583,950	F	22	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	78	£7,487
31/08/2017	£306,019	F	23	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	58	£5,276
31/08/2017	£268,927	F	24	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	53	£5,074
31/08/2017	£289,627	F	25	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	53	£5,465
31/08/2017	£407,934	F	26	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	88	£4,636
31/08/2017	£308,488	F	27	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	56	£5,509
31/08/2017	£392,735	F	28	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	75	£5,236
31/08/2017	£403,052	F	29	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	79	£5,102
31/08/2017	£469,950	F	3	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	57	£8,245
31/08/2017	£411,363	F	30	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	83	£4,956
31/08/2017	£305,059	F	31	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	81	£3,766
31/08/2017	£305,059	F	32	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	55	£5,547
31/08/2017	£403,476	F	33	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS		#DIV/0!
31/08/2017	£368,661	F	34	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	75	£4,915
31/08/2017	£409,648	F	35	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	83	£4,936
31/08/2017	£329,131	F	36	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	80	£4,114
31/08/2017	£406,219	F	37	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	75	£5,416
31/08/2017	£389,382	F	38	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	81	£4,807
31/08/2017	£312,568	F	4	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	58	£5,389
31/08/2017	£394,107	F	5	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	81	£4,866
31/08/2017	£411,363	F	6	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	86	£4,783
31/08/2017	£368,661	F	7	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	73	£5,050
31/08/2017	£392,735	T	8	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	81	£4,849
31/08/2017	£305,059	F	9	POETS PLACE, 11	ALDERTON HILL	LOUGHTON	IG10 3FS	55	£5,547
10/07/2018	£795,000	F	1	KEY WEST COURT, 120	HIGH ROAD	CHIGWELL	IG7 5AR	103	£7,718
31/07/2018	£1,450,000	F	10	KEY WEST COURT, 120	HIGH ROAD	CHIGWELL	IG7 5AR	192	£7,552
28/06/2018	£1,550,000	F	12	KEY WEST COURT, 120	HIGH ROAD	CHIGWELL	IG7 5AR	202	£7,673
20/06/2018	£910,000	F	2	KEY WEST COURT, 120	HIGH ROAD	CHIGWELL	IG7 5AR	122	£7,459
19/06/2018	£925,000	F	3	KEY WEST COURT, 120	HIGH ROAD	CHIGWELL	IG7 5AR	123	£7,520
22/06/2018	£775,000	F	4	KEY WEST COURT, 120	HIGH ROAD	CHIGWELL	IG7 5AR	117	£6,624
19/07/2018	£790,000	F	5	KEY WEST COURT, 120	HIGH ROAD	CHIGWELL	IG7 5AR	103	£7,670
27/06/2018	£875,000	F	6	KEY WEST COURT, 120	HIGH ROAD	CHIGWELL	IG7 5AR	122	£7,172
27/06/2018	£875,000	F	7	KEY WEST COURT, 120	HIGH ROAD	CHIGWELL	IG7 5AR	137	£6,387
22/06/2018	£820,000	F	8	KEY WEST COURT, 120	HIGH ROAD	CHIGWELL	IG7 5AR	110	£7,455

09/11/2018	£1,385,000	F	9	KEY WEST COURT, 120	HIGH ROAD	CHIGWELL	IG7 5AR	184	£7,527
23/06/2017	£590,000	T		2	PARK VIEW	CHIGWELL	IG7 5DF	101	£5,842
07/03/2019	£579,995	T		4	PARK VIEW	CHIGWELL	IG7 5DF	100	£5,800
03/11/2017	£595,000	T		6	PARK VIEW	CHIGWELL	IG7 5DF	100	£5,950
04/12/2017	£630,000	T		8	PARK VIEW	CHIGWELL	IG7 5DF	111	£5,676
09/03/2018	£635,000	D		10	PARK VIEW	CHIGWELL	IG7 5DF	111	£5,721
27/04/2018	£585,000	T		12	PARK VIEW	CHIGWELL	IG7 5DF	100	£5,850
28/02/2019	£600,000	T		14	PARK VIEW	CHIGWELL	IG7 5DF	101	£5,941
10/08/2018	£800,000	D		16	PARK VIEW	CHIGWELL	IG7 5DF	159	£5,031
14/07/2017	£637,000	T		18	PARK VIEW	CHIGWELL	IG7 5DF	111	£5,739
25/07/2017	£575,000	T		20	PARK VIEW	CHIGWELL	IG7 5DF	100	£5,750
10/10/2018	£595,000	T		22	PARK VIEW	CHIGWELL	IG7 5DF	100	£5,950
25/05/2018	£590,000	T		24	PARK VIEW	CHIGWELL	IG7 5DF	101	£5,842
16/06/2017	£655,000	T		26	PARK VIEW	CHIGWELL	IG7 5DF	111	£5,901
22/05/2019	£800,000	D		30	PARK VIEW	CHIGWELL	IG7 5DF	159	£5,031
16/11/2017	£670,000	S		32	PARK VIEW	CHIGWELL	IG7 5DF	111	£6,036
21/06/2018	£620,000	S		34	PARK VIEW	CHIGWELL	IG7 5DF	100	£6,200
16/02/2018	£625,000	S		36	PARK VIEW	CHIGWELL	IG7 5DF	101	£6,188
12/01/2018	£665,000	S		38	PARK VIEW	CHIGWELL	IG7 5DF	111	£5,991
19/03/2019	£820,000	D		40	PARK VIEW	CHIGWELL	IG7 5DF	159	£5,157
31/01/2019	£1,270,000	D		42	PARK VIEW	CHIGWELL	IG7 5DF	217	£5,853
05/11/2018	£1,300,000	D		48	PARK VIEW	CHIGWELL	IG7 5DF	217	£5,991
14/12/2018	£840,000	D		60	PARK VIEW	CHIGWELL	IG7 5DF	133	£6,316
24/05/2019	£1,280,000	D		62	PARK VIEW	CHIGWELL	IG7 5DF	159	£8,050
29/03/2019	£840,000	D		64	PARK VIEW	CHIGWELL	IG7 5DF	159	£5,283
12/07/2018	£1,368,000	D		66	PARK VIEW	CHIGWELL	IG7 5DF	133	£10,286
25/05/2018	£665,000	S		1	PARK VIEW	CHIGWELL	IG7 5EF	111	£5,991
19/12/2018	£560,000	S		3	PARK VIEW	CHIGWELL	IG7 5EF	101	£5,545
12/06/2018	£800,000	D		5	PARK VIEW	CHIGWELL	IG7 5EF	133	£6,015
23/03/2018	£640,000	T		7	PARK VIEW	CHIGWELL	IG7 5EF	111	£5,766
14/11/2017	£612,000	T		9	PARK VIEW	CHIGWELL	IG7 5EF	111	£5,514
30/06/2017	£635,000	T		11	PARK VIEW	CHIGWELL	IG7 5EF	111	£5,721
16/11/2018	£775,000	D		13	PARK VIEW	CHIGWELL	IG7 5EF	133	£5,827
02/02/2018	£685,000	D		15	PARK VIEW	CHIGWELL	IG7 5EF	111	£6,171
21/08/2017	£900,000	D		17	PARK VIEW	CHIGWELL	IG7 5EF	133	£6,767
17/04/2019	£775,000	D		19	PARK VIEW	CHIGWELL	IG7 5EF	159	£4,874
05/01/2018	£630,000	T		21	PARK VIEW	CHIGWELL	IG7 5EF	111	£5,676
11/07/2018	£595,000	T		23	PARK VIEW	CHIGWELL	IG7 5EF	101	£5,891
22/06/2018	£595,000	T		25	PARK VIEW	CHIGWELL	IG7 5EF	100	£5,950
04/09/2017	£650,000	T		27	PARK VIEW	CHIGWELL	IG7 5EF	111	£5,856

22/09/2017	£640,000	T		29	PARK VIEW	CHIGWELL	IG7 5EF	111	£5,766
27/07/2018	£595,000	T		31	PARK VIEW	CHIGWELL	IG7 5EF	101	£5,891
28/11/2017	£595,000	T		33	PARK VIEW	CHIGWELL	IG7 5EF	100	£5,950
29/09/2017	£640,000	T		35	PARK VIEW	CHIGWELL	IG7 5EF	111	£5,766
01/02/2018	£655,000	T		39	PARK VIEW	CHIGWELL	IG7 5EF	111	£5,901
20/10/2017	£595,000	T		41	PARK VIEW	CHIGWELL	IG7 5EF	101	£5,891
04/10/2018	£590,000	T		43	PARK VIEW	CHIGWELL	IG7 5EF	100	£5,900
20/09/2017	£640,000	T		45	PARK VIEW	CHIGWELL	IG7 5EF	111	£5,766
30/11/2017	£540,000	T		47	PARK VIEW	CHIGWELL	IG7 5EF	111	£4,865
13/10/2017	£590,000	T		49	PARK VIEW	CHIGWELL	IG7 5EF	101	£5,842
09/03/2018	£595,000	T		51	PARK VIEW	CHIGWELL	IG7 5EF	100	£5,950
15/12/2017	£655,000	T		53	PARK VIEW	CHIGWELL	IG7 5EF	111	£5,901
14/02/2018	£530,000	T		55	PARK VIEW	CHIGWELL	IG7 5EF	111	£4,775
20/12/2017	£595,000	T		57	PARK VIEW	CHIGWELL	IG7 5EF	100	£5,950
23/05/2018	£600,000	S		59	PARK VIEW	CHIGWELL	IG7 5EF	159	£3,774
19/10/2018	£880,000	D		61	PARK VIEW	CHIGWELL	IG7 5EF	159	£5,535
23/02/2018	£1,300,000	D		63	PARK VIEW	CHIGWELL	IG7 5EF	217	£5,991
29/03/2019	£1,525,000	D	12	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	269	£5,669
14/02/2019	£1,133,500	D	14	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	198	£5,725
17/10/2018	£1,185,000	D	16	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	203	£5,837
14/05/2019	£1,750,000	D	18	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	294	£5,952
30/06/2017	£1,679,000	D	19	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	294	£5,711
31/03/2017	£1,610,000	D	2	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	300	£5,367
15/12/2017	£1,550,000	D	20	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	294	£5,272
17/09/2018	£1,400,000	D	21	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	258	£5,426
17/01/2019	£1,600,000	D	22	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	266	£6,015
29/03/2019	£1,525,000	D	24	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	269	£5,669
29/03/2019	£1,525,000	D	25	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	269	£5,669
15/02/2019	£1,395,000	D	26	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	258	£5,407
23/01/2019	£1,480,000	D	27	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	261	£5,670
28/09/2018	£1,675,000	D	28	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	294	£5,697
28/09/2018	£1,350,000	D	29	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	256	£5,273
14/06/2017	£1,750,000	D	3	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	266	£6,579
28/03/2018	£1,095,000	S	31	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	205	£5,341
29/03/2018	£1,068,500	S	32	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	205	£5,212
27/03/2018	£1,750,000	D	33	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	266	£6,579
19/09/2018	£1,225,000	D	35	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	203	£6,034
19/12/2018	£1,133,500	D	36	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	198	£5,725
12/06/2019	£1,110,000	D	37	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	198	£5,606
24/11/2017	£1,075,000	S	39	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	205	£5,244

30/06/2017	£1,450,000	D		4	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	258	£5,620
24/11/2017	£1,075,000	S		40	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	205	£5,244
25/07/2018	£1,645,000	D		41	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	266	£6,184
05/09/2017	£1,675,000	D		42	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	300	£5,583
30/08/2017	£1,720,000	D		43	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	294	£5,850
30/03/2017	£1,385,000	D		5	CHIGWELL GRANGE	HIGH ROAD	CHIGWELL	IG7 6BF	256	£5,410
13/07/2018	£1,220,000	D			CHIGWELL GRANGE, 38	HIGH ROAD	CHIGWELL	IG7 6BF	203	£6,010
04/04/2017	£515,000	F		13	WOOLSTON MANOR	ABRIDGE ROAD	CHIGWELL	IG7 6BX	129	£3,992
15/03/2017	£560,000	F		14	WOOLSTON MANOR	ABRIDGE ROAD	CHIGWELL	IG7 6BX	120	£4,667
28/04/2017	£535,000	F		26	WOOLSTON MANOR	ABRIDGE ROAD	CHIGWELL	IG7 6BX	115	£4,652
02/10/2017	£500,000	F			1 RODING HEIGHTS, 5	STATION WAY	BUCKHURST HILL	IG9 6FA	80	£6,250
15/09/2017	£395,000	F		13	RODING HEIGHTS 5	STATION WAY	BUCKHURST HILL	IG9 6FA	77	£5,130
06/02/2019	£425,000	F		4	RODING HEIGHTS 5	STATION WAY	BUCKHURST HILL	IG9 6FA	80	£5,313
04/12/2017	£465,000	F		7	RODING HEIGHTS 5	STATION WAY	BUCKHURST HILL	IG9 6FA	80	£5,813
20/10/2017	£465,000	F		10	RODING HEIGHTS, 5	STATION WAY	BUCKHURST HILL	IG9 6FA	84	£5,536
28/07/2017	£525,000	F		11	RODING HEIGHTS, 5	STATION WAY	BUCKHURST HILL	IG9 6FA	80	£6,563
13/07/2017	£385,000	F		14	RODING HEIGHTS, 5	STATION WAY	BUCKHURST HILL	IG9 6FA	84	£4,583
04/08/2017	£450,000	F		8	RODING HEIGHTS, 5	STATION WAY	BUCKHURST HILL	IG9 6FA	80	£5,625
22/06/2017	£520,000	F		9	RODING HEIGHTS, 5	STATION WAY	BUCKHURST HILL	IG9 6FA	77	£6,753
30/06/2017	£450,000	F	FLAT 12		RODING HEIGHTS, 5	STATION WAY	BUCKHURST HILL	IG9 6FA	60	£7,500
01/06/2017	£485,000	F	FLAT 2		RODING HEIGHTS, 5	STATION WAY	BUCKHURST HILL	IG9 6FA	59	£8,220
28/04/2017	£525,000	F	FLAT 3		RODING HEIGHTS, 5	STATION WAY	BUCKHURST HILL	IG9 6FA	76	£6,908
11/07/2017	£450,000	F	FLAT 5		RODING HEIGHTS, 5	STATION WAY	BUCKHURST HILL	IG9 6FA	60	£7,500
11/07/2017	£520,000	F	FLAT 6		RODING HEIGHTS, 5	STATION WAY	BUCKHURST HILL	IG9 6FA	77	£6,753

Appendix 7 – Residential Newbuild Asking Prices (March 2019)

Developer / Agent	Scheme	Address	Address	Postcode	Beds	Type	Flat m2	Flat £	Flat £/m2	House m2	House £	House £/m2
Rainbow Estate Agents		Church Street	Waltham Abbey	EN9 1DX	2	f		£280,000				
Rainbow Estate Agents		Church Street	Waltham Abbey	EN9 1DX	3	f		£315,000				
Rainbow Estate Agents		Church Street	Waltham Abbey	EN9 1DX	2	f	44	£325,000	£7,386			
William H Brown	Station Place	Kings Road	Brentwood	CM5 9LA	2	f	71	£365,000	£5,141			
William H Brown	Station Place	Kings Road	Brentwood	CM5 9LA	2	f	78	£370,000	£4,744			
Bovis Homes	Livingstone Gardens		Chipping Ongar	CM5 0GS	5	d				173	£819,995	£4,740
Bovis Homes	Livingstone Gardens		Chipping Ongar	CM5 0GS	4	d				119	£649,995	£5,462
Bovis Homes	Livingstone Gardens		Chipping Ongar	CM5 0GS	4	d				105	£574,995	£5,476
Bovis Homes	Livingstone Gardens		Chipping Ongar	CM5 0GS	3	d				88	£529,995	£6,023
Bovis Homes	Livingstone Gardens		Chipping Ongar	CM5 0GS	3	d				83	£526,995	£6,349
Bovis Homes	Livingstone Gardens		Chipping Ongar	CM5 0GS	3	sd				78	£424,995	£5,449
Bovis Homes	Livingstone Gardens		Chipping Ongar	CM5 0GS	4	d				106		
Higgins Homes	Quercus	Langstone Road	Loughton	IG10 3SD								
Lawlors		Palmerston Road	Buckhurst Hill	IG9 5LW	1	f	47	£425,000	£9,131			
Lawlors		Palmerston Road	Buckhurst Hill	IG9 5LW	2	f	54	£495,000	£9,250			
Lawlors		Palmerston Road	Buckhurst Hill	IG9 5LW	2	f	62	£525,000	£8,434			
Lawlors		Palmerston Road	Buckhurst Hill	IG9 5LW	1	f	57	£525,000	£9,174			
Lawlors	The Cube	High Road	Chigwell	IG7 5JE	1	f	73	£595,000	£8,107			
Lawlors	The Cube	High Road	Chigwell	IG7 5JE	1	f	87	£675,000	£7,729			
Lawlors	The Cube	High Road	Chigwell	IG7 5JE	3	f	155	£1,450,000	£9,346			
Lawlors		Connaught Avenue	Loughton	IG10 4DP	2	f		£624,000				
Lawlors		Connaught Avenue	Loughton	IG10 4DP	2	f		£650,000				
Lawlors		Connaught Avenue	Loughton	IG10 4DP	2	f		£674,000				
Lawlors		Connaught Avenue	Loughton	IG10 4DP	2	f		£685,000				
Lawlors	Eden Lodges	Eden Avenue	Chigwell	IG7 5JE	2	f	114	£575,000	£5,044			
Lawlors	Eden Lodges	Eden Avenue	Chigwell	IG7 5JE	3	f	146	£725,000	£4,966			
Lawlors	Eden Lodges	Eden Avenue	Chigwell	IG7 5JE	4	f		£775,000				
Greystone King Developments	Mallards Place	Hastingwood	Epping	CM17 9JX	4	d					£595,000	
Greystone King Developments	Mallards Place	Hastingwood	Epping	CM17 9JX	4	d					£495,000	
Greystone King Developments	Mallards Place	Hastingwood	Epping	CM17 9JX	4	d					£595,000	
Savills	Hastingwood Park		Harlow Common	CM17 9JD	3	t				124	£525,000	£4,249
Savills	Hastingwood Park		Harlow Common	CM17 9JD	4	t				125	£495,000	£3,947
Savills	Hastingwood Park		Harlow Common	CM17 9JD	4	d				143	£595,000	£4,159
Savills	Hastingwood Park		Harlow Common	CM17 9JD	4	d				150	£695,000	£4,647
Troy Homes	Chestnut Mews	Coppice Row	Theydon Bois	CM16 7DS	2	f	112	£715,000	£6,376			
Troy Homes	Chestnut Mews	Coppice Row	Theydon Bois	CM16 7DS	2	f	108	£695,000	£6,432			
Troy Homes	Chestnut Mews	Coppice Row	Theydon Bois	CM16 7DS	2	f	75	£525,000	£7,029			
Troy Homes	Chestnut Mews	Coppice Row	Theydon Bois	CM16 7DS	2	d	0			96	£740,000	£7,726
Troy Homes	Chestnut Mews	Coppice Row	Theydon Bois	CM16 7DS	2	f	98	£660,000	£6,721			
Lyttons	The Carpenters	High Road	Thornwood Common	CM16	3	t				116	£555,000	£4,783
Lyttons	The Carpenters	High Road	Thornwood Common	CM17	3	t				123	£575,000	£4,664

Epping Forest District Council
Consolidated and Updated Viability Evidence – November 2019

Lyttons	The Carpenters	High Road	Thornwood Common	CM18	3	t				125		
Lanes	Greenview Grove	Holyfield Road	Waltham Abbey	EN9 2EW	3	d					£600,000	
Lawlors	Marydel Copthall Green	Upshire	Epping	EN9 2EW	3	sd				128	£600,000	£4,695
Lawlors	Marydel Copthall Green	Upshire	Epping	EN9 2EW	3	d				152	£700,000	£4,605
Intercounty	Queens Head Yard	Sheering	Bishop's Stortford	CM22 7LN	4	d					£650,000	
Savills	Groombridge	Kendal Avenue	Epping	CM16 4PN	2	f	88	£665,000	£7,551			
Savills	Groombridge	Kendal Avenue	Epping	CM16 4PN	2	f	91	£685,000	£7,555			
Savills	Groombridge	Kendal Avenue	Epping	CM16 4PN	2	f	155	£850,000	£5,488			
Savills	Groombridge	Kendal Avenue	Epping	CM16 4PN	3	f	177	£1,100,000	£6,206			
London Square	Chigwell Village	High Road	Chigwell	IG7 6BF	4	d					£1,220,000	
London Square	Chigwell Village	High Road	Chigwell	IG7 6BF	5	d					£1,700,000	
London Square	Chigwell Village	High Road	Chigwell	IG7 6BF	5	d					£1,225,000	
London Square	Chigwell Grove	Luxborough Lane	Chigwell	IG7 6BF	5	d				226	£1,300,000	£5,742
London Square	Chigwell Grove	Luxborough Lane	Chigwell	IG7 6BF	5	d				305	£1,700,000	£5,577
Fine & Country	Chigwell Stables	Grove Lane	Chigwell	IG7 6JQ	4	sd				131	£665,000	£5,076
Fine & Country		Hainault Road	Chigwell	IG7 6QU	4	t				194	£1,250,000	£6,433
Fine & Country		Hainault Road	Chigwell	IG7 6QU	5	d				252	£2,250,000	£8,929
Mullucks		High Road	North Weald	CM16	4	d				149	£700,000	£4,709
Mullucks	Herb Farm Granaries	London Road	Thornwood	CM17 9LH	4	d				187	£975,000	£5,221
William H Brown	Buxton Grange	Galley Hill	Waltham Abbey	EN9 2AD	4	sd				200	£700,000	£3,500
William H Brown	Buxton Grange	Galley Hill	Waltham Abbey	EN9 2AD	4	sd				200	£750,000	£3,750
William H Brown	Buxton Grange	Galley Hill	Waltham Abbey	EN9 2AD	4	d					£1,250,000	
Madison Fox	Abbotts Way	Oak Hill Road	Stapleford Abbots	RM4 1JL	5	d				141	£750,000	£5,319
Kurtis	The Gables	Matching Green	Harlow	CM17 0PZ	5	d				226	£825,000	£3,650
Elliott James	Montgomerie Lodge	High Road	Chigwell	IG7 5BQ	2	f	127				£875,000	
Elliott James	Oak Tree Close	Bumbles Green	Nazeing	EN9 2LN	4	d				172	£995,000	£5,789
Elliott James	Oak Tree Close	Bumbles Green	Nazeing	EN9 2LN	4	d				171	£995,000	£5,833
Elliott James	Oak Tree Close	Bumbles Green	Nazeing	EN9 2LN	4	d				171	£995,000	£5,833
Davis Homes	Forest Drive	Wellington Hill	High Beech	IG10 4AG	4	d				186	£1,175,000	£6,324
Westwood Leber		Hoe Lane	Nazeing	EN9 2RJ	6	d				279	£1,250,000	£4,485
Westwood Leber		Hoe Lane	Nazeing	EN9 2RJ	6	d				299	£1,250,000	£4,181
Savills		Stanmore Way	Loughton	IG10 2SA	5	d				231	£1,295,000	£5,605
Savills		Stanmore Way	Loughton	IG10 2SA	7	d				325	£1,795,000	£5,520
John Thoma		High Road	Chigwell	IG7 5BQ	4	d				240	£1,299,995	£5,417
Savills	Lake View	Coopersale Street	Epping	CM16 7FE	4	d				600	£4,750,000	£7,917

Appendix 8 - CoStar Non-Residential Data

The pages in this appendix are not numbered.

Lease Comps Summary

Lease Comps Report

Deals

99

Asking Rent Per SF

£13.95

Achieved Rent Per SF

£17.16

Avg. Months On Market

12

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	71	£5.00	£13.95	£17.59	£45.14
Achieved Rent Per SF	45	£5.68	£17.16	£15.40	£52.08
Net Effective Rent Per SF	39	£5.40	£17.98	£16.56	£52.08
Asking Rent Discount	30	-40.2%	3.0%	4.6%	25.9%
TI Allowance	-	-	-	-	-
Rent Free Months	32	0	6	3	36

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	79	1	12	6	128
Deal Size	99	139	3,819	1,230	39,410
Lease Deal in Months	62	12.0	79.0	60.0	300.0
Floor Number	97	GRND	GRND	1	7

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 Innova House Kinetic Cres	★★★★★	15,227	GRND	04/10/2019	New	£15.00/fri	Asking
2 York House Langston Rd	★★★★★	1,713	GRND	15/09/2019	New	£12.21/fri	Effective
3 The Cart Barn Church Ln	★★★★★	687	GRND	13/09/2019	New	£16.01/fri	Asking
4 207 High St	★★★★★	1,486	GRND,1-2	19/08/2019	New	£13.46/fri	Achieved
5 Crown House 155A High Rd	★★★★★	966	GRND	12/08/2019	New	£29.50/fri	Asking
6 Church Ln	★★★★★	809	GRND	06/08/2019	New	£15.45/fri	Asking
7 Chigwell Ln	★★★★★	949	GRND	12/06/2019	New	£18.44/fri	Effective
8 199 High Rd	★★★★★	1,914	GRND	15/05/2019	New	£31.34	Asking
9 102-104 Queens Rd	★★★★★	1,491	1st	01/05/2019	New	£22.23/fri	Effective
10 Roding House 2 Victoria Rd	★★★★★	718	1st	26/04/2019	New	£22.28/fri	Effective
11 Royal Gunpower Mills Beaulieu Dr	★★★★★	3,000	GRND	04/03/2019	New	£18.83/fri	Effective
12 43 Bell St	★★★★★	254	GRND	17/01/2019	New	£17.32/fri	Effective
13 320 New North Rd	★★★★★	3,780	GRND	30/11/2018	New	£11.50/fri	Asking
13 320 New North Rd	★★★★★	4,136	1st	30/11/2018	New	£11.50/fri	Asking
14 178 Queens Rd	★★★★★	710	GRND	15/11/2018	New	-	-
15 Cedar House 56-58 Peregrine House	★★★★★	3,450	GRND,1	09/11/2018	New	£15.13/fri	Effective
16 113 High Rd	★★★★★	858	GRND,1	10/10/2018	New	-	-
17 Prestige House 84 Queens Rd	★★★★★	160	1st	10/10/2018	New	-	-
18 Ashton Rd	★★★★★	5,208	Unkwn	08/10/2018	New	-	-
19 1a Grange Cres	★★★★★	752	GRND,1	17/09/2018	New	£27.09/fri	Asking
20 105 High St	★★★★★	179	2nd	01/09/2018	New	£25.70/fri	Asking

Lease Comps Summary

Lease Comps Report

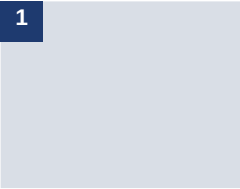
Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
21 Greenway	★★★★★	878	GRND	01/08/2018	New	£17.08	Asking
22 228a High	★★★★★	330	GRND	25/07/2018	New	£43.64/fri	Asking
23 Goodman House Station Approach	★★★★★	6,642	2nd	22/06/2018	New	£12.50/fri	Asking
24 Vision 25 Electric Ave	★★★★★	10,189	GRND,1	18/06/2018	New	£17.00/fri	Asking
25 Buckingham Court Rectory Ln	★★★★★	1,800	GRND,1	15/06/2018	New	£19.44/fri	Asking
26 Sandringham House Sandringham Ave	★★★★★	24,986	GRND,1-2	25/05/2018	New	£24.95/fri	Effective
27 Studio House Delamare	★★★★★	139	1st	10/05/2018	New	£38.85	Asking
28 Merlin House West Rd	★★★★★	300	1st	10/05/2018	New	£15.00/fri	Asking
29 Premier House 137-141 High St	★★★★★	2,214	1st	09/05/2018	New	£14.45/iri	Asking
1 Innova House Kinetic Cres	★★★★★	3,810	1st	04/05/2018	New	£14.47/fri	Effective
1 Innova House Solar Way	★★★★★	7,618	GRND	04/05/2018	New	£18.00/fri	Asking
30 11-17 Fowler Rd	★★★★★	533	GRND,1	02/05/2018	New	£28.00	Asking
31 Hunsdon Rd	★★★★★	1,803	GRND	15/04/2018	New	£8.87	Effective
32 2 Weald Rd	★★★★★	720	2nd	11/04/2018	New	£18.05	Achieved
33 31A High St	★★★★★	1,182	1st	25/03/2018	New	£22.00/fri	Effective
22 228a High	★★★★★	330	GRND	01/03/2018	New	£36.36/fri	Asking
34 3 Duckling Ln	★★★★★	336	GRND	01/02/2018	New	£17.14/fri	Effective
35 110 High Rd	★★★★★	500	1st	25/01/2018	New	£33.00/fri	Effective
36 76 High St	★★★★★	1,003	1st	19/01/2018	New	£11.83/fri	Effective
37 Enterprise House 10 Church HI	★★★★★	431	2nd	18/01/2018	New	£18.09/fri	Effective
38 Edinburgh Way	★★★★★	6,676	GRND	05/01/2018	New	£9.50/fri	Achieved

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
39 Stone Cross Chatham Way	★★★★★	39,410	GRND,1-3	04/01/2018	New	£24.19/fri	Effective
40 40-42B Chigwell Ln	★★★★★	1,478	GRND	03/01/2018	New	£16.23/fri	Achieved
41 Westgate House The High	★★★★★	25,905	5-7	01/01/2018	New	£6.50	Asking
5 Crown House 151-159 High Rd	★★★★★	1,230	3rd	22/12/2017	New	£16.56/fri	Effective
42 Ashton Rd	★★★★★	6,151	GRND	18/12/2017	New	£20.00/fri	Asking
43 28-30 Church HI	★★★★★	237	GRND	10/12/2017	New	-	-
44 77 Queens Rd	★★★★★	484	1st	30/11/2017	New	£24.70/fri	Achieved
41 Westgate House The High	★★★★★	5,409	3rd	21/11/2017	New	£8.48/fri	Effective

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
1		Innova House Kinetic Cres Enfield, EN3 7XH <i>Enfield Submarket</i>	Freshnet Limited Pearl & Coutts Ltd	15,227 New Direct	Oct 2019 8 Years		Oct 2024
2		York House Langston Rd Loughton, IG10 3TQ <i>Epping Forest Submarket</i>	Yorklem Properties Ltd	1,713 New Direct	Oct 2019 6 Years £12.84/SF £12.21/SF	3 Mos at Start £5.39/SF	Sep 2021 Sep 2021
3		The Cart Barn Church Ln Bishop's Stortford, CM23 4BE <i>East Hertfordshire Submarket</i>	J Tinny and Company Limited	687 New Direct	Oct 2019 5 Years	£7.50/SF	
4		207 High St Waltham Cross, EN8 7AY <i>Broxbourne Submarket</i>	RDK Drylining Limited McMullen & Sons Ltd	1,486 New Direct	Aug 2019 5 Years £13.46/SF		
5		Crown House 151-159 High Rd Loughton, IG10 4LF <i>Epping Forest Submarket</i>	Galliard (Group) Ltd	966 New Direct	Sep 2019		
6		Church Ln Bishop's Stortford, CM23 4BE <i>East Hertfordshire Submarket</i>		809 New Direct	Sep 2019 3 Years	£6.07/SF	

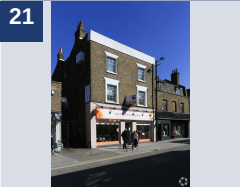
Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
7	 Chigwell Ln Loughton, IG10 3RW <i>Epping Forest Submarket</i>		949 New Direct	Jul 2019 4 Years	£18.44/SF £18.44/SF		
8	 199 High Rd Loughton, IG10 4LF <i>Epping Forest Submarket</i>		1,914 New Assignment	Jun 2019			
9	 102-104 Queens Rd Buckhurst Hill, IG9 5BS <i>Epping Forest Submarket</i>	Orthodontist Mountcharm Group	1,491 New Direct	May 2019 15 Years	£22.80/SF £22.23/SF	3 Mos at Start	May 2024 May 2024...
10	 Roding House 2 Victoria Rd Buckhurst Hill, IG9 5ES <i>Epping Forest Submarket</i>		718 New Assignment	May 2019 6 Years	£22.28/SF £22.28/SF	£8.19/SF	
11	 Royal Gunpower Mills Beaulieu Dr Waltham Abbey, EN9 1JY <i>Epping Forest Submarket</i>	Three Butterflies Nursery	3,000 New Direct	Mar 2019 2 Years	£18.83/SF £18.83/SF		
12	 43 Bell St Sawbridgeworth, CM21 9AR <i>East Hertfordshire Submarket</i>	Forebury Estates Ltd	254 New Direct	Feb 2019 3 Years	£17.32/SF £17.32/SF	£5.19/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
13	 320 New North Rd Ilford, IG6 3BU <i>Redbridge Submarket</i>	Drawmark (Bvi) Limited	3,780 New Direct	Dec 2018			
14	 320 New North Rd Ilford, IG6 3BU <i>Redbridge Submarket</i>	Drawmark (Bvi) Limited	4,136 New Direct	Dec 2018			
15	 178 Queens Rd Buckhurst Hill, IG9 5BD <i>Epping Forest Ret Submarket</i>	Chappell Estates Limited	710 New Direct	Nov 2018 12 Years		£11.14/SF	Nov 2022...
16	 Cedar House 56-58 Peregrine House Ilford, IG6 3SZ <i>Redbridge Submarket</i>	Icon Office Dentons Pensions Management Ltd	3,450 New Direct	Nov 2018 25 Years	£13.04/SF £15.13/SF	0 Mos £10.37/SF	
17	 113 High Rd Loughton, IG10 4JA <i>Epping Forest Submarket</i>	R K Property Investments Ltd	858 New Sublease	Nov 2018 1 Year			
18	 Prestige House 84-84A Queens Rd Buckhurst Hill, IG9 5BS <i>Epping Forest Ret Submarket</i>	Regal International Investment Pro...	160 New Sublease	Nov 2018 1 Year		£9.00/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	 Ashton Rd Romford, RM3 8UR <i>Havering Submarket</i>	Laser Essex Ltd	5,208 New Direct	Nov 2018			
20	 1a Grange Cres Chigwell, IG7 5JB <i>Epping Forest Submarket</i>	KANBI PROPERTIES LIMITED	752 New Direct	Oct 2018			
21	 105 High St Brentwood, CM14 4RR <i>Brentwood Ret Submarket</i>	Westbury Investment Company	179 New Direct	Oct 2018			
22	 Greenway Harlow, CM19 5QB <i>Harlow Submarket</i>	Mansons Property Solutions Limited	878 New Direct	Sep 2018		£5.29/SF	
23	 228 High Rd Loughton, IG10 1EY <i>Epping Forest Submarket</i>	Eldar Properties Limited	330 New Direct	Aug 2018			
24	 Goodman House Station Approach Harlow, CM20 2EW <i>Harlow Submarket</i>	Essex County Council	6,642 New Direct	Aug 2018 5 Years			

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
25	 Vision 25 Electric Ave Enfield, EN3 7XU <i>Enfield Submarket</i>	Regus AEW UK REIT Plc	10,189 New	Sep 2018 10 Years			
26	 Buckingham Court Rectory Ln Loughton, IG10 2QZ <i>Epping Forest Submarket</i>	Loughton Town Council	1,800 New Direct	Jul 2018		£7.58/SF	
27	 Sandringham House Sandringham Ave Harlow, CM19 5QA <i>Harlow Submarket</i>	Exela Technologies Ltd Permitobtain Ltd	24,986 New Direct	Jun 2018 5 Years	£14.22/SF £24.95/SF	Spread Over	
28	 Studio House Delamare Waltham Cross, EN8 9SH <i>Broxbourne Ind Submarket</i>		139 New Direct	May 2018			
29	 Merlin House West Rd Harlow, CM20 2GB <i>Harlow Ind Submarket</i>		300 New Direct	May 2018			
30	 Premier House 137-141 High St Epping, CM16 4BD <i>Epping Forest Submarket</i>		2,214 New Direct	Jun 2018		£5.08/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
31	 Innova House Kinetic Cres Enfield, EN3 7XH <i>Enfield Submarket</i>	Pearl & Coutts Ltd.	7,618 New Direct	May 2018		£6.65/SF	
32	 Innova House Kinetic Cres Enfield, EN3 7XH <i>Enfield Submarket</i>	Pearl & Coutts Ltd.	3,810 New Direct	May 2018 10 Years	£14.96/SF £14.47/SF	3 Mos at Start	
33	 11-17 Fowler Rd Ilford, IG6 3UJ <i>Redbridge Ind Submarket</i>	Dmb Investments Limited	533 New Sublease	May 2018			
34	 Hunsdon Rd Ware, SG12 8LA <i>East Hertfordshire Submarket</i>	Home Farm Developments Limited	1,803 New Direct	May 2018 3 Years	£8.87/SF £8.87/SF		
35	 2 Weald Rd Brentwood, CM14 4SX <i>Brentwood Submarket</i>	Mckenzie Jarvis Search & Select L...	720 New Direct	Apr 2018 3 Years	£18.05/SF	3 Mos at Start	
36	 27-31 High St Brentwood, CM14 4RG <i>Brentwood Ret Submarket</i>	Hashtag United Prudential plc	1,182 New Direct	Apr 2018 4 Years	£22.00/SF £22.00/SF		

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
37	 228 High Rd Loughton, IG10 1EY <i>Epping Forest Submarket</i>	Eldar Properties Limited	330 New Direct	Mar 2018			
38	 3 Duckling Ln Sawbridgeworth, CM21 9QA <i>East Hertfordshire Ret Submarket</i>		336 New Direct	Feb 2018 2 Years	£17.14/SF £17.14/SF	£4.72/SF	
39	 110 High Rd Chigwell, IG7 6NT <i>Epping Forest Submarket</i>	Michael Hartvell Stephen Hopps	500 New Direct	Jan 2018 5 Years	£33.00/SF £33.00/SF	0 Mos	Jun 2021
40	 76 High St Brentwood, CM14 4AN <i>Brentwood Ret Submarket</i>	IBSECAD Ltd	1,003 New Direct	Jan 2018 3 Years	£14.95/SF £11.83/SF	7 Mos at Start £5.81/SF	
41	 Enterprise House 10 Church HI Loughton, IG10 1LA <i>Epping Forest Submarket</i>	Wellington Business & Property C...	431 New Direct	Jan 2018 5 Years	£18.09/SF £18.09/SF	0 Mos £7.03/SF	Jan 2020
42	 Edinburgh Way Harlow, CM20 2HW <i>Harlow Ind Submarket</i>	Kitchen Fittings Misc. CIP SLI UKPF Nominee No 1 Ltd	6,676 New Direct	Jan 2018 10 Years	£9.50/SF		

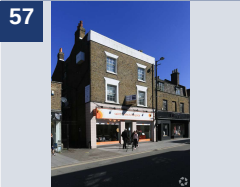
Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
43	 Stone Cross Chatham Way Brentwood, CM14 4DZ <i>Brentwood Submarket</i>	Sky CP Ltd Boulton Brooks Real Estate Ltd	39,410 New Direct	Jun 2018 15 Years	£28.25/SF £24.19/SF	18 Mos at Start	Jun 2028 Jun 2018...
44	 40-42B Chigwell Ln Loughton, IG10 3NY <i>Epping Forest Ind Submarket</i>	M K Associates Ltd	1,478 New Direct	Aug 2018 4 Years	£16.23/SF	1 Mo at Start £5.68/SF	
45	 Westgate House The High Harlow, CM20 1YS <i>Harlow Submarket</i>	Kenmore Group	25,905 New Direct	Jan 2018			
46	 Crown House 151-159 High Rd Loughton, IG10 4LF <i>Epping Forest Submarket</i>	Graphic Evidence Galliard (Group) Ltd	1,230 New Direct	Dec 2017 10 Years	£15.40/SF £16.56/SF	0 Mos	Dec 2019 Dec 2018...
47	 Ashton Rd Romford, RM3 8QQ <i>Havering Submarket</i>	Columbia Threadneedle Investmen...	6,151 New Direct	Mar 2018			
48	 28-30 Church HI Loughton, IG10 1LA <i>Epping Forest Submarket</i>		237 New Direct	Dec 2017			

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
49	 77 Queens Rd Buckhurst Hill, IG9 5BW <i>Epping Forest Ret Submarket</i>		484 New Direct	Nov 2017	£24.70/SF	£9.92/SF	
50	 Westgate House The High Harlow, CM20 1YS <i>Harlow Submarket</i>	WBOC Ltd Kenmore Group	5,409 New Direct	Nov 2017 10 Years	£7.86/SF £8.48/SF	3 Mos at Start	Nov 2022 Nov 2018...
51	 Premier House 137-141 High St Epping, CM16 4BD <i>Epping Forest Submarket</i>	Smiths Metals	702 New Direct	Nov 2017 5 Years	£14.25/SF £13.44/SF	Spread Over £5.87/SF	
52	 Sterling House 214-215 Langston Rd Loughton, IG10 3TS <i>Epping Forest Ind Submarket</i>	Access International Security (AIS)... Workout Ltd	2,500 Renewal	Nov 2017 1 Year			
53	 320 New North Rd Ilford, IG6 3BU <i>Redbridge Submarket</i>	De Vere Care Drawmark (Bvi) Limited	500	Oct 2017			
54	 Kao Two London Rd Harlow, CM17 9NA <i>Harlow Submarket</i>	Virgin Care Harlow Investments Ltd	3,641 New Direct	Oct 2017 9 Years 6 Months	£19.00/SF £19.00/SF		Oct 2022... Oct 2022

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
55	 Kao Two London Rd Harlow, CM17 9NA <i>Harlow Submarket</i>	Bellis Homes Ltd Harlow Investments Ltd	4,600 New Direct	Oct 2017 10 Years		Spread Over —	Oct 2022 Oct 2022
56	 Turnford Place Great Cambridge Rd Broxbourne, EN10 6NH <i>Broxbourne Submarket</i>	Countryside Properties plc Northwood Investors LLC	11,966 New Direct	Oct 2017 9 Years 11 Months	£21.76/SF £19.54/SF	Spread Over £6.22/SF	Sep 2022 Sep 2022
57	 105 High St Brentwood, CM14 4RR <i>Brentwood Ret Submarket</i>	Westbury Investment Company	200 New Direct	Sep 2017			
58	 111 London Rd Sawbridgeworth, CM21 9JJ <i>East Hertfordshire Submarket</i>		3,167 New Direct	Sep 2017 6 Years	£5.68/SF £5.40/SF	3 Mos at Start £2.50/SF	Sep 2020 Sep 2020
59	 Field House Station Approach Harlow, CM20 2FB <i>Harlow Submarket</i>	Diamond Biopharm Limited TR Property Investment Trust plc	10,021 New Sublease	Sep 2017 5 Years 1 Month	£12.50/SF £7.45/SF	24 Mos at Start	Jun 2018
60	 28 Queens Rd Buckhurst Hill, IG9 5BY <i>Epping Forest Submarket</i>		421 New Direct	Oct 2017			

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
61	 The Pixel Building 110 Brooker Rd Waltham Abbey, EN9 1JH <i>Epping Forest Submarket</i>	Montemtronic Ltd	7,380 New Direct	Oct 2017	£5.93/SF		
62	 Hunsdon Rd Ware, SG12 8LA <i>East Hertfordshire Submarket</i>	Home Farm Developments Limited	693 New Direct	Aug 2017			
63	 Vision 25 Electric Ave Enfield, EN3 7XU <i>Enfield Submarket</i>	AEW UK REIT Plc	5,108 New Direct	Oct 2017 5 Years			
64	 Field House Station Approach Harlow, CM20 2FB <i>Harlow Submarket</i>	Derrick Wade Waters LTD TR Property Investment Trust plc	3,770 New Sublease	Aug 2017 5 Years 3 Months	£12.50/SF £12.42/SF	2 Mos at Start	Jun 2018
65	 319A High St Epping, CM16 4DA <i>Epping Forest Submarket</i>		661 New Direct	Aug 2017 3 Years		£7.25/SF	
66	 Ashton Rd Romford, RM3 8QQ <i>Havering Submarket</i>	Globelink Fallow Limited Columbia Threadneedle Investmen...	6,133 New	Sep 2017 15 Years	£17.47/SF £25.95/SF	19 Mos at Start	Sep 2022...

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
67	 Westgate House The High Harlow, CM20 1YS <i>Harlow Submarket</i>	Fairplane Kenmore Group	5,409 New Direct	Jul 2017 10 Years	£7.86/SF £8.49/SF	3 Mos at Start	Jul 2020... Jul 2018...
68	 2 Weald Rd Brentwood, CM14 4SX <i>Brentwood Submarket</i>		720 New Direct	Jul 2017		£5.05/SF	
69	 309-309A High Rd Loughton, IG10 1AH <i>Epping Forest Ret Submarket</i>	Threadneedle Property	870 New Direct	Jul 2017 5 Years	£16.66/SF £16.66/SF	0 Mos	
70	 40-42B Chigwell Ln Loughton, IG10 3NY <i>Epping Forest Ind Submarket</i>	M K Associates Ltd	1,656 New Direct	Jun 2017 5 Years	£12.68/SF £12.68/SF	0 Mos £2.67/SF	Jun 2020
71	 5 Hunsdon Rd Ware, SG12 8LA <i>East Hertfordshire Submarket</i>	CTLR Ltd	638 New Direct	Jun 2017 7 Years		0 Mos	Jun 2020
72	 Chalk Ln Harlow, CM17 0PF <i>Harlow Submarket</i>		710 New Direct	Jun 2017			

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
73	 Westgate House The High Harlow, CM20 1YS <i>Harlow Submarket</i>	NHS Kenmore Group	8,635 New Direct	Jul 2017 5 Years			
74	 Westgate House The High Harlow, CM20 1YS <i>Harlow Submarket</i>	NHS Kenmore Group	8,635 New Direct	Jul 2017 7 Years			
75	 Westgate House The High Harlow, CM20 1YS <i>Harlow Submarket</i>	Kenmore Group	8,635 New Direct	Jul 2017 7 Years			
76	 Ashton Rd Romford, RM3 8UF <i>Havering Submarket</i>		2,428 New Direct	May 2017		£5.22/SF	
77	 Heldrew House Delamare Rd Waltham Cross, EN8 9SL <i>Broxbourne Submarket</i>	Kelly Communications Inland Homes plc	3,850 New Direct	May 2017 2 Years	£11.28/SF £11.28/SF		Apr 2018
78	 Auction House Market Pl Romford, RM4 1UA <i>Epping Forest Submarket</i>	Suffolk Life Group Ltd	670 New Direct	Apr 2017 1 Year	£22.81/SF £22.81/SF	£4.98/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
79	 40-42B Chigwell Ln Loughton, IG10 3NY <i>Epping Forest Ind Submarket</i>	M K Associates Ltd	824 New Direct	Apr 2017 5 Years	£12.13/SF £14.48/SF	0 Mos £6.03/SF	Apr 2019
80	 Killarney Court Lodge Cres Waltham Cross, EN8 8EW <i>Broxbourne Submarket</i>	Montway Property Developments L...	830 New Direct	Apr 2017		£6.44/SF	
81	 28-30 Church HI Loughton, IG10 1LA <i>Epping Forest Submarket</i>		237 New Direct	Mar 2017			
82	 9-11 High Beech Rd Loughton, IG10 4BN <i>Epping Forest Submarket</i>	Littlecroft Properties Limited	287 New Direct	Mar 2017			
83	 13-17 High Beech Rd Loughton, IG10 4BN <i>Epping Forest Submarket</i>	London & City Property	535 New Direct	Mar 2017			
84	 Greenway Harlow, CM19 5QE <i>Harlow Ind Submarket</i>	Capital Enterprise Centres (Jersey)...	387 New Direct	Mar 2017			

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
85	 Greenway Harlow, CM19 5QE <i>Harlow Ind Submarket</i>	Capital Enterprise Centres (Jersey)...	547 New Direct	Mar 2017			
86	 Academy Place 1-9 Brook St Brentwood, CM14 5NQ <i>Brentwood Submarket</i>	Bibby Financial Services Ltd Northwood Investors LLC	2,200 New Direct	Mar 2017 10 Years	£31.41/SF £31.56/SF		Mar 2022 Mar 2022...
87	 28 Queens Rd Buckhurst Hill, IG9 5BY <i>Epping Forest Submarket</i>		530 New Sublease	Feb 2017			
88	 47 High St Ongar, CM5 9DT <i>Epping Forest Submarket</i>		494 New Direct	Feb 2017 5 Years		0 Mos	
89	 Broxbourne Business Centre Fairways Waltham Cross, EN8 0NP <i>Broxbourne Ind Submarket</i>	Paula Gardner Broxbourne Borough Council	428 New Direct	Jan 2017 4 Years	£7.01/SF £6.85/SF	1 Mo at Start	
90	 Astra Centre Edinburgh Way Harlow, CM20 2BN <i>Harlow Submarket</i>	Bunzl Lockhart Catering Design Telereal Trillium	5,592 New Direct	Jan 2017 5 Years	£6.08/SF £6.11/SF		

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
91	 Studio House Delamare Waltham Cross, EN8 9SH <i>Broxbourne Ind Submarket</i>		2,848 New Direct	Feb 2017 5 Years	£10.00/SF £10.00/SF	0 Mos	
92	 Lawlors 116 High Rd Chigwell, IG7 5BJ <i>Epping Forest Ret Submarket</i>	Lawlors	288 New Direct	Jan 2017 3 Years	£52.08/SF £52.08/SF		Jan 2019
93	 Hanover House Britannia Rd Waltham Cross, EN8 7NX <i>Broxbourne Submarket</i>	Columbia Threadneedle Investmen...	9,321 New Direct	Mar 2017		£7.29/SF	
94	 Kao Two London Rd Harlow, CM17 9NA <i>Harlow Submarket</i>	Pearson Education Harlow Investments Ltd	28,233 New Direct	Jul 2017 15 Years	£17.97/SF £15.29/SF	Spread Over	Jul 2027 Jul 2022...
95	 New Frontiers Science Park Coldharbour Rd Harlow, CM19 5AW <i>Harlow Submarket</i>	GlaxoSmithKline	10,715 New Direct	Dec 2016 2 Years			
96	 New Frontiers Science Park Coldharbour Rd Harlow, CM19 5AW <i>Harlow Submarket</i>	GlaxoSmithKline	4,285 New Direct	Dec 2016 10 Years			Dec 2021

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
97	 Turnford Place Great Cambridge Rd Broxbourne, EN10 6NH <i>Broxbourne Submarket</i>	SMITH HOMES CONSTRUCTION... Northwood Investors LLC	785 New Direct	Dec 2016 10 Years	£20.06/SF £20.41/SF		Dec 2021 Dec 2021
98	 144-146D High St Epping, CM16 4AS <i>Epping Forest Ret Submarket</i>	Fairmead	2,732 New Direct	Dec 2016 12 Years	£10.25/SF £9.96/SF	3 Mos at Start	Dec 2020... Dec 2020...
99	 Bank Chambers 188 Queens Rd Buckhurst Hill, IG9 5BD <i>Epping Forest Ret Submarket</i>	Buckhurst Tandoori	554 New Direct	Feb 2017		£7.45/SF	

Asking Rent Per SF

£13.95

Achieved Rent Per SF

£17.16

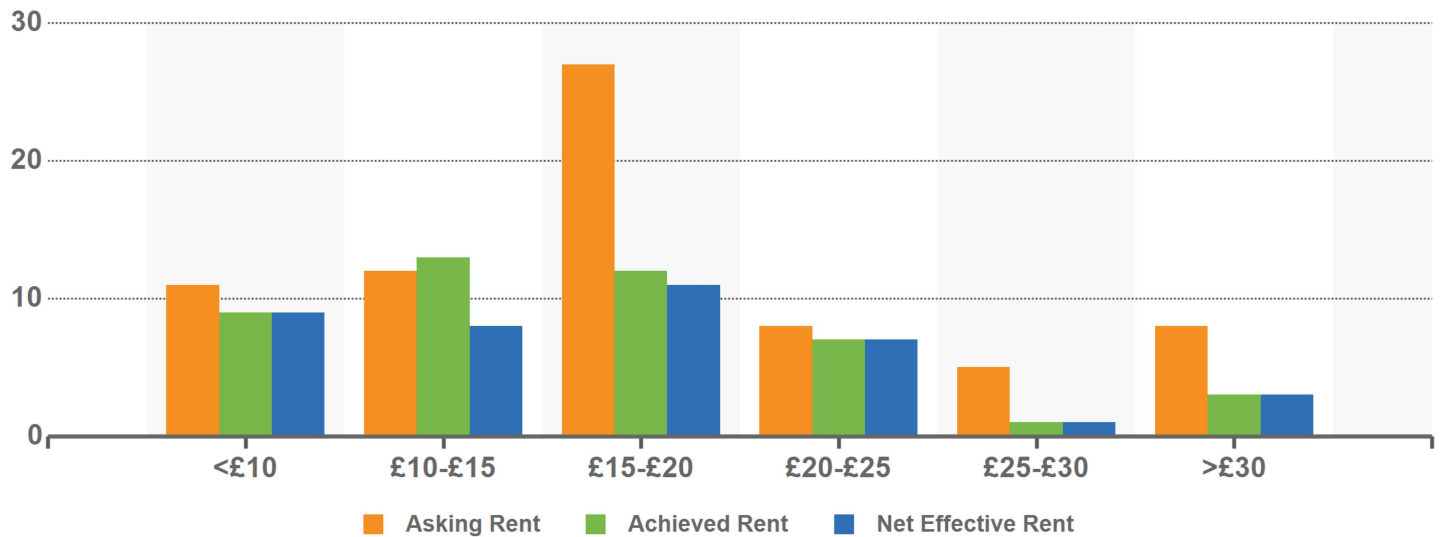
Net Effective Rent Per SF

£17.98

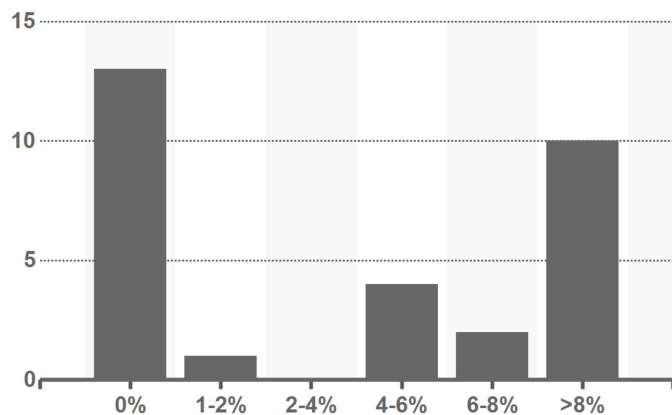
Avg. Rent Free Months

5.6

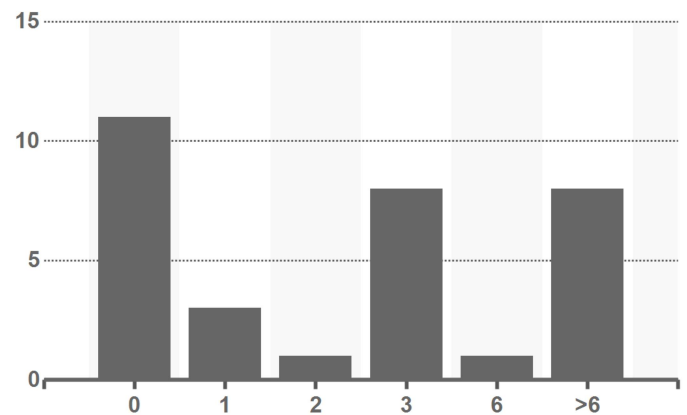
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS



Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
Office					
Sale Price	£240,000	£5,436,171	£2,512,116	£40,100,000	31
NIA	1,400 SF	30,244 SF	15,312 SF	139,714 SF	38
Price per SF	£40.13	£181.03	£162.50	£642.86	31
Net Initial Yield	5.11%	6.36%	5.65%	8.76%	8
Days on Market	14	135	102	449	17
Sale Price to Asking Price Ratio	77.49%	100.38%	100.00%	127.00%	12
Light Industrial					
Sale Price	£875,000	£875,000	£875,000	£875,000	1
NIA	3,314 SF	3,314 SF	3,314 SF	3,314 SF	1
Price per SF	£264.03	£264.03	£264.03	£264.03	1
Net Initial Yield	-	-	-	-	-
Days on Market	231	231	231	231	1
Sale Price to Asking Price Ratio	89.74%	89.74%	89.74%	89.74%	1
Industrial					
Sale Price	£550,000	£550,000	£550,000	£550,000	1
NIA	3,408 SF	3,408 SF	3,408 SF	3,408 SF	1
Price per SF	£161.38	£161.38	£161.38	£161.38	1
Net Initial Yield	-	-	-	-	-
Days on Market	126	126	126	126	1
Sale Price to Asking Price Ratio	100.00%	100.00%	100.00%	100.00%	1
General Retail					
Sale Price	-	-	-	-	-
Centre Size	6,673 SF	6,673 SF	6,673 SF	6,673 SF	1
Price per SF	-	-	-	-	-
Net Initial Yield	-	-	-	-	-
Days on Market	549	549	549	549	1
Sale Price to Asking Price Ratio	-	-	-	-	-
Totals					
Sold Transactions Total Sales Volume: £169,946,303 Total Sales Transactions: 41					
Survey Criteria					
basic criteria: Type of Property - Office; Sale Date - from 20/11/2015; Sale Status - Sold; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes					
geography criteria: Radius - 9.00 mile(s) radius from Lat : 0.146165750746377, Long : 51.7226965952935					

Sale Distribution by Price

4Q16: 01/10/2016-31/12/2016

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	2	100.0%	£6,625,000	100.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	2	100.0%	£6,625,000	100.0%

1Q17: 01/01/2017-31/03/2017

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	2	100.0%	£1,899,188	100.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	2	100.0%	£1,899,188	100.0%

2Q17: 01/04/2017-30/06/2017

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	33.3%	£1,346,088	3.0%
£1.5M - £4.9M	1	33.3%	£4,153,911	9.1%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	1	33.3%	£40,100,000	87.9%
Totals	3	100.0%	£45,599,999	100.0%

3Q17: 01/07/2017-30/09/2017

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	1	100.0%	£28,390,000	100.0%
Totals	1	100.0%	£28,390,000	100.0%

4Q17: 01/10/2017-31/12/2017

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	3	60.0%	£2,700,000	37.7%
£1.5M - £4.9M	2	40.0%	£4,470,000	62.3%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	5	100.0%	£7,170,000	100.0%

Sale Distribution by Price

1Q18: 01/01/2018-31/03/2018

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	2	100.0%	£5,225,000	100.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	2	100.0%	£5,225,000	100.0%

2Q18: 01/04/2018-30/06/2018

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	1	100.0%	£4,600,000	100.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£4,600,000	100.0%

3Q18: 01/07/2018-30/09/2018

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	1	100.0%	£17,250,000	100.0%
Totals	1	100.0%	£17,250,000	100.0%

4Q18: 01/10/2018-31/12/2018

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	1	100.0%	£2,512,116	100.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£2,512,116	100.0%

1Q19: 01/01/2019-31/03/2019

No Data

Sale Distribution by Price

2Q19: 01/04/2019-30/06/2019

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	100.0%	£1,350,000	100.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£1,350,000	100.0%

3Q19: 01/07/2019-30/09/2019

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	50.0%	£875,000	7.7%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	1	50.0%	£10,500,000	92.3%
Totals	2	100.0%	£11,375,000	100.0%

Total

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	8	38.1%	£8,170,276	6.2%
£1.5M - £4.9M	9	42.9%	£27,586,027	20.9%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	4	19.0%	£96,240,000	72.9%
Totals	21	100.0%	£131,996,303	100.0%

Survey Criteria

basic criteria: Type of Property - Office; Sale Date - from 20/11/2015; Sale Status - Sold; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes
geography criteria: Radius - 9.00 mile(s) radius from Lat : 0.146165750746377, Long : 51.7226965952935

1	Kestrel House - Bakers Ln (Part of Portfolio)	SOLD
Epping, CM16 5LL Essex County Sale Date: 01/12/2015 Bldg Type: Office Sale Price: £2,651,928 - Allocated Year Built/Age: Built 1985 Age: 30 Price/SF: £197.01 NIA: 13,461 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3508526 Sale Conditions: Bulk/Portfolio Sale Research Status: Allocated		
		
2	Merlin House - Bakers Ln (Part of Portfolio)	SOLD
Epping, CM16 5DQ Essex County Sale Date: 01/12/2015 Bldg Type: Office Sale Price: £2,247,678 - Allocated Year Built/Age: Built 1988 Age: 27 Price/SF: £197.08 NIA: 11,405 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3508526 Sale Conditions: Bulk/Portfolio Sale Research Status: Allocated		
		
3	Peregrine House - Bakers Ln (Part of Portfolio)	SOLD
Epping, CM16 5LL Essex County Sale Date: 01/12/2015 Bldg Type: Office Sale Price: £2,200,394 - Allocated Year Built/Age: Built 1985 Age: 30 Price/SF: £270.65 NIA: 8,130 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3508526 Sale Conditions: Bulk/Portfolio Sale Research Status: Allocated		
		
4	M25 Business Centre - 121 Brooker Rd	SOLD
Waltham Abbey, EN9 1JH Essex County Sale Date: 01/06/2018 Bldg Type: Office Sale Price: - Year Built/Age: Built 1991 Renov 2019 Age: 27 Price/SF: - NIA: 55,000 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4281220 Sale Conditions: - Research Status: Research Complete		
		
5	The Pavilion, Unit 1-5 - Burford St (Part of Multi-Unit)	SOLD
Hoddesdon, EN11 8UB Hertfordshire County Sale Date: 01/12/2016 (549 days on mkt) Unit Type: 6,673 SF Retail Unit Sale Price: - Year Built/Age: Built 1963 Renov 2015 Age: 53 Price/SF: - NIA: 6,673 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3851136 Sale Conditions: - Research Status: Research Complete		
		
6	Conquest house - 6 Church St	SOLD
Waltham Abbey, EN9 1DX Essex County Sale Date: 05/12/2017 Bldg Type: Office Sale Price: £2,870,000 - Confirmed Year Built/Age: - Price/SF: £169.19 NIA: 16,963 SF Reversionary Yield: - Net Initial Yield: 5.11% Comp ID: 4667771 Sale Conditions: Auction Sale, Redevelopment Project Research Status: Confirmed		
		

7	Limes Court - Conduit Ln	SOLD
Hoddesdon, EN11 8EP Hertfordshire County Sale Date: 01/12/2016 (115 days on mkt) Bldg Type: Office Sale Price: £3,450,000 - Confirmed Year Built/Age: Built 1999 Age: 17 Price/SF: £139.70 NIA: 24,696 SF Reversionary Yield: - Net Initial Yield: 7.26% Comp ID: 3797121 Sale Conditions: - Research Status: Confirmed		
		
8	Equinox House - Delamare Rd (Part of Multi-Property)	SOLD
Waltham Cross, EN8 9SL Hertfordshire County Sale Date: 24/08/2016 Bldg Type: Office Sale Price: - Year Built/Age: Built 1973 Age: 43 Price/SF: - NIA: 134,532 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3686742 Sale Conditions: Condo Conversion, Redevelopment Project Research Status: Research Complete		
		
9	Heldrew House - Delamare Rd (Part of Multi-Property)	SOLD
Waltham Cross, EN8 9SL Hertfordshire County Sale Date: 24/08/2016 Bldg Type: Office Sale Price: - Year Built/Age: Built 2000 Age: 16 Price/SF: - NIA: 15,438 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3686742 Sale Conditions: Condo Conversion, Redevelopment Project Research Status: Research Complete		
		
10	Edinburgh Gate - Edinburgh Way	SOLD
Harlow, CM20 2JE Essex County Sale Date: 01/05/2017 Bldg Type: Office Sale Price: £40,100,000 - Confirmed Year Built/Age: Built 1995 Age: 22 Price/SF: £287.01 NIA: 139,714 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3895969 Sale Conditions: Condo Conversion Research Status: Confirmed		
		
11	Unit 5-9 - Astra Centre - Edinburgh Way	SOLD
Harlow, CM20 2BN Essex County Sale Date: 21/12/2017 Bldg Type: Office Sale Price: £1,600,000 - Full Value Year Built/Age: Built 1989 Age: 28 Price/SF: £42.55 NIA: 37,599 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4664008 Sale Conditions: - Research Status: Full Value		
		
12	Vision 25 - Electric Ave (Part of Portfolio)	SOLD
Enfield, EN3 7XU Middlesex County Sale Date: 01/10/2018 Bldg Type: Office Sale Price: £2,512,116 - Allocated Year Built/Age: Built 2007 Age: 11 Price/SF: £164.06 NIA: 15,312 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4556564 Sale Conditions: Bulk/Portfolio Sale Research Status: Allocated		
		

13	Vision 25 - Electric Ave	SOLD
Enfield, EN3 7XU Middlesex County Sale Date: 30/11/2015 Bldg Type: Office Sale Price: £2,100,000 - Confirmed Year Built/Age: Built 2007 Age: 8 Price/SF: £137.15 NIA: 15,312 SF Reversionary Yield: - Net Initial Yield: 8.76% Comp ID: 3513963 Research Status: Confirmed Sale Conditions: -		
		
14	Shield House - Elizabeth Way	SOLD
Harlow, CM19 5AR Essex County Sale Date: 03/03/2017 Bldg Type: Office Sale Price: £1,299,188 - Confirmed Year Built/Age: Built 1978 Age: 38 Price/SF: £93.66 NIA: 13,872 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3992446 Research Status: Confirmed Sale Conditions: Condo Conversion, High Vacancy Property ...		
		
15	Feathers HI	SOLD
Bishop's Stortford, CM22 7HD Hertfordshire County Sale Date: 28/02/2016 Bldg Type: Office Sale Price: - Year Built/Age: Built 1790 Age: 226 Price/SF: - NIA: 4,662 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3566164 Research Status: Confirmed Sale Conditions: -		
		
16	Units 1-8 - Industrial Unit, Unit 2 - 7 Fleming Rd	SOLD
Waltham Abbey, EN9 3BZ Essex County Sale Date: 16/10/2017 (126 days on mkt) Unit Type: 3,408 SF Industrial Unit Sale Price: £550,000 - Confirmed Year Built/Age: Built 2007 Age: 10 Price/SF: £161.38 NIA: 3,408 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4110208 Research Status: Confirmed Sale Conditions: High Vacancy Property		
		
17	Turnford Place - Great Cambridge Rd	SOLD
Broxbourne, EN10 6NH Hertfordshire County Sale Date: 10/09/2018 Bldg Type: Office Sale Price: £17,250,000 - Confirmed Year Built/Age: Built 1989 Age: 29 Price/SF: £291.50 NIA: 59,176 SF Reversionary Yield: - Net Initial Yield: 5.80% Comp ID: 4506151 Research Status: Confirmed Sale Conditions: -		
		
18	Turnford Place - Great Cambridge Rd (Part of Portfolio)	SOLD
Broxbourne, EN10 6NH Hertfordshire County Sale Date: 30/01/2018 Bldg Type: Office Sale Price: £2,375,000 - Allocated Year Built/Age: Built 1989 Age: 29 Price/SF: £40.13 NIA: 59,176 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4122633 Research Status: Allocated Sale Conditions: Bulk/Portfolio Sale		
		

19	Greenway House - Greenway	SOLD
Harlow, CM19 5QJ Essex County Sale Date: 01/08/2016 Bldg Type: Office Sale Price: £3,600,000 - Confirmed Year Built/Age: Built 1992 Age: 23 Price/SF: £102.70 NIA: 35,052 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3992124 Sale Conditions: Condo Conversion, High Vacancy Property ... Research Status: Confirmed		
		
20	Units 1-5 - Office Unit, Unit 3 - Greenway	SOLD
Harlow, CM19 5QB Essex County Sale Date: 01/01/2016 (449 days on mkt) Unit Type: 1,814 SF Office Unit Sale Price: £240,000 - Confirmed Year Built/Age: Built 2006 Age: 9 Price/SF: £132.30 NIA: 1,814 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3526273 Sale Conditions: - Research Status: Confirmed		
		
21	Units 1-5 - Office Unit, Unit 4 - Greenway	SOLD
Harlow, CM19 5QB Essex County Sale Date: 27/09/2016 (159 days on mkt) Unit Type: 1,794 SF Office Unit Sale Price: - Year Built/Age: Built 2006 Age: 10 Price/SF: - NIA: 1,794 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3738835 Sale Conditions: - Research Status:		
		
22	Units 1-5 - Office Unit, Unit 5 - Greenway	SOLD
Harlow, CM19 5QB Essex County Sale Date: 27/09/2016 (159 days on mkt) Unit Type: 1,756 SF Office Unit Sale Price: - Year Built/Age: Built 2006 Age: 10 Price/SF: - NIA: 1,756 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3738836 Sale Conditions: - Research Status:		
		
23	Office Unit - 55-59 High Rd	SOLD
Broxbourne, EN10 7HX Hertfordshire County Sale Date: 07/12/2017 (14 days on mkt) Unit Type: 4,768 SF Office Unit Sale Price: £1,250,000 - Confirmed Year Built/Age: Built 1982 Renov 2015 Age: 35 Price/SF: £262.16 NIA: 4,768 SF Reversionary Yield: - Net Initial Yield: 5.28% Comp ID: 4078412 Sale Conditions: Auction Sale Research Status: Confirmed		
		
24	Former Royal Mail Delivery Office - 256 High Rd	SOLD
Loughton, IG10 1RG Essex County Sale Date: 15/03/2018 Bldg Type: Office Sale Price: £2,850,000 - Confirmed Year Built/Age: - Price/SF: £512.77 NIA: 5,558 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4201749 Sale Conditions: Redevelopment Project Research Status: Confirmed		
		

25	78A-80 High St	SOLD
Epping, CM16 4AE Essex County Sale Date: 01/02/2017 (83 days on mkt) Bldg Type: Office Sale Price: £600,000 - Confirmed Year Built/Age: - Price/SF: £272.73 NIA: 2,200 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3837710 Sale Conditions: - Research Status: Confirmed		
		
26	The Spinney - Hoddesdon Rd	SOLD
Ware, SG12 8EJ Hertfordshire County Sale Date: 04/06/2019 Bldg Type: Office Sale Price: £1,350,000 - Full Value Year Built/Age: - Price/SF: £134.25 NIA: 10,056 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4870634 Sale Conditions: Redevelopment Project Research Status: Full Value		
		
27	Innova House - Kinetic Cres	SOLD
Enfield, EN3 7XH Middlesex County Sale Date: 10/05/2018 Bldg Type: Office Sale Price: £4,600,000 - Full Value Year Built/Age: Built 2000 Age: 18 Price/SF: £110.02 NIA: 41,810 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4564220 Sale Conditions: - Research Status: Full Value		
		
28	1-4 - Mitre Buildings - Kitson Way (Part of Multi-Property)	SOLD
Harlow, CM20 1DR Essex County Sale Date: 27/06/2017 (53 days on mkt) Bldg Type: Office Sale Price: £4,153,911 - Research Comp Year Built/Age: Built 1990 Age: 27 Price/SF: £143.76 NIA: 28,894 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3958180 Sale Conditions: - Research Status: Research Complete		
		
29	5-6 - Mitre Buildings - Kitson Way (Part of Multi-Property)	SOLD
Harlow, CM20 1DR Essex County Sale Date: 27/06/2017 (53 days on mkt) Bldg Type: Office Sale Price: £1,346,088 - Research Comp Year Built/Age: Built 1989 Age: 27 Price/SF: £165.08 NIA: 8,154 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3958180 Sale Conditions: - Research Status: Research Complete		
		
30	York House - Langston Rd	SOLD
Loughton, IG10 3TQ Essex County Sale Date: 15/01/2016 (182 days on mkt) Unit Type: 1,870 SF Office Unit Sale Price: £385,000 - Confirmed Year Built/Age: Built 1986 Age: 30 Price/SF: £205.88 NIA: 1,870 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3489365 Sale Conditions: - Research Status: Confirmed		
		

31	2 Langston Rd	SOLD
Loughton, IG10 3SD Essex County Sale Date: 01/06/2016 (61 days on mkt) Bldg Type: Office Sale Price: £6,500,000 - Confirmed Year Built/Age: Built 2001 Age: 15 Price/SF: £392.75 NIA: 16,550 SF Reversionary Yield: - Net Initial Yield: 5.44% Comp ID: 3654789 Research Status: Confirmed Sale Conditions: -		
		
32	Kao One - London Rd	SOLD
Harlow, CM17 9NA Essex County Sale Date: 01/07/2017 Bldg Type: Office Sale Price: £28,390,000 - Confirmed Year Built/Age: Built 2016 Age: 1 Price/SF: £256.57 NIA: 110,652 SF Reversionary Yield: - Net Initial Yield: 5.50% Comp ID: 3970120 Research Status: Confirmed Sale Conditions: -		
		
33	Market House - Market Sq	SOLD
Harlow, CM20 1BL Essex County Sale Date: 05/12/2016 (84 days on mkt) Bldg Type: Office Sale Price: £3,175,000 - Confirmed Year Built/Age: Built 1959 Age: 57 Price/SF: £147.13 NIA: 21,580 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3867188 Research Status: Confirmed Sale Conditions: Condo Conversion, High Vacancy Property ...		
		
34	Cavendish House - Parkway	SOLD
Harlow, CM19 5QF Essex County Sale Date: 19/01/2016 Bldg Type: Office Sale Price: £1,625,000 - Confirmed Year Built/Age: - Price/SF: £162.50 NIA: 10,000 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4350866 Research Status: Confirmed Sale Conditions: -		
		
35	Templefields House - Demo'd - River Way	SOLD
Harlow, CM20 2EA Essex County Sale Date: 02/03/2016 (271 days on mkt) Bldg Type: Office Sale Price: £6,100,000 - Confirmed Year Built/Age: Built 1992 Age: 24 Price/SF: £116.24 NIA: 52,478 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3559864 Research Status: Confirmed Sale Conditions: High Vacancy Property, Redevelopment Project		
		
36	Meeting Hall - Salisbury Rd	SOLD
Hoddesdon, EN11 0HY Hertfordshire County Sale Date: 03/11/2017 (71 days on mkt) Bldg Type: Office Sale Price: £900,000 - Approximate Year Built/Age: Built 1990 Age: 27 Price/SF: £642.86 NIA: 1,400 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4060579 Research Status: Approximate Sale Conditions: Condo Conversion, High Vacancy Property ...		
		

37	Riverside House - Station Rd	SOLD
Sawbridgeworth, CM21 9JX Hertfordshire County Sale Date: 01/11/2018 (232 days on mkt) Bldg Type: Office Sale Price: - Year Built/Age: Built 1920 Age: 98 Price/SF: - NIA: 5,208 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4612957 Sale Conditions: - Research Status: Research Complete		
		
38	Field House - Station Approach	SOLD
Harlow, CM20 2FB Essex County Sale Date: 14/09/2019 (102 days on mkt) Unit Type: 65,762 SF Office Unit Sale Price: £10,500,000 - Confirmed Year Built/Age: Built 1987 Age: 32 Price/SF: £159.67 NIA: 65,762 SF Reversionary Yield: - Net Initial Yield: 7.69% Comp ID: 4910853 Sale Conditions: - Research Status: Confirmed		
		
39	Units 1-3 - Office Unit, Unit 2-3 - Stockingswater Ln	SOLD
Enfield, EN3 7JX Middlesex County Sale Date: 21/10/2016 (165 days on mkt) Unit Type: 8,854 SF Office Unit Sale Price: £1,300,000 - Confirmed Year Built/Age: Built 1989 Age: 27 Price/SF: £146.83 NIA: 8,854 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3747026 Sale Conditions: - Research Status: Confirmed		
		
40	Units 4-5 - Light Industrial Unit, Unit 4 - Stockingswater Ln	SOLD
Enfield, EN3 7JX Middlesex County Sale Date: 05/07/2019 (231 days on mkt) Unit Type: 3,314 SF Light Industrial Unit Sale Price: £875,000 - Confirmed Year Built/Age: Built 1989 Age: 29 Price/SF: £264.03 NIA: 3,314 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4807137 Sale Conditions: - Research Status: Confirmed		
		
41	Terminus House - Terminus St	SOLD
Harlow, CM20 1XA Essex County Sale Date: 01/06/2016 (50 days on mkt) Bldg Type: Office Sale Price: £9,000,000 - Confirmed Year Built/Age: Built 1976 Age: 40 Price/SF: £101.55 NIA: 88,624 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3664722 Sale Conditions: Redevelopment Project Research Status: Confirmed		
		

Lease Comps Summary

Lease Comps Report

Deals

78

Asking Rent Per SF

£11.51

Achieved Rent Per SF

£8.36

Avg. Months On Market

10

TOP 50 LEASE COMPARABLES



SUMMARY STATISTICS

Rent	Deals	Low	Average	Median	High
Asking Rent Per SF	50	£5.00	£11.51	£10.98	£87.84
Achieved Rent Per SF	41	£3.30	£8.36	£9.30	£26.24
Net Effective Rent Per SF	33	£4.06	£8.63	£8.82	£25.00
Asking Rent Discount	27	0.0%	25.4%	0.0%	91.7%
TI Allowance	-	-	-	-	-
Rent Free Months	13	0	6	3	24

Lease Attributes	Deals	Low	Average	Median	High
Months on Market	64	1	10	9	28
Deal Size	78	495	14,691	3,750	263,855
Lease Deal in Months	45	24.0	83.0	60.0	180.0
Floor Number	78	GRND	GRND	GRND	MEZZ

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
1 Barrows Rd	★★★★★	2,141	GRND	01/11/2019	New	£10.51	Effective
2 Kenrich House Elizabeth Way	★★★★★	1,450	GRND	20/09/2019	New	£14.07/fri	Asking
3 Ozdil House River Way	★★★★★	7,500	GRND	12/09/2019	New	£7.20/fri	Asking
4 Ingersoll House Delamare Rd	★★★★★	19,665	1st	01/09/2019	New	£3.30/fri	Achieved
3 Ozdil House River Way	★★★★★	1,900	GRND	28/08/2019	New	£11.31/fri	Achieved
5 East Rd	★★★★★	5,812	GRND,1	10/07/2019	New	£12.75/fri	Effective
6 East Rd	★★★★★	10,188	GRND,1	03/07/2019	New	£9.00/fri	Effective
6 East Rd	★★★★★	10,189	GRND,1	02/07/2019	New	-	-
7 Travis Perkins East Rd	★★★★★	10,000	GRND	02/07/2019	New	-	-
8 Spilsby Rd	★★★★★	57,739	GRND,1	21/06/2019	New	-	-
9 Asquith Nurseries Barley Barn	★★★★★	3,428	GRND	17/06/2019	New	£6.56	Asking
10 Plumpton Rd	★★★★★	4,550	GRND	03/06/2019	New	£10.00	Asking
11 Knight House Lenthall Rd	★★★★★	2,248	GRND,...	16/05/2019	New	£9.78/fri	Effective
12 1 Mollison Ave	★★★★★	144,748	GRND,1...	18/04/2019	New	£10.00/fri	Effective
13 Workshop Stubins Hall Ln	★★★★★	5,000	GRND	01/04/2019	New	£25.00	Effective
14 Bower HI	★★★★★	1,612	GRND	04/03/2019	New	£11.17/fri	Achieved
15 Mead Way	★★★★★	8,503	GRND	03/01/2019	New	£7.78	Effective
16 11 Fieldings Rd	★★★★★	2,078	GRND	20/12/2018	New	£7.22	Asking
5 East Rd	★★★★★	5,005	GRND,1	19/12/2018	New	-	-
17 East Rd	★★★★★	10,559	GRND,1	19/12/2018	New	-	-
18 Haslemere Industrial Est... Pig Ln	★★★★★	3,365	GRND,1	20/11/2018	New	£8.73/fri	Effective

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
19 Forest Rd	★★★★★	1,857	GRND	07/11/2018	New	£7.50/fri	Asking
20 Roebuck Rd	★★★★★	1,100	GRND	07/11/2018	New	£10.00/fri	Asking
21 Ashton Rd	★★★★★	4,168	GRND,1	06/11/2018	New	£13.46/fri	Achieved
22 DELAMARE Rd	★★★★★	1,930	GRND	30/10/2018	New	£15.00/fri	Asking
23 Pindar Rd	★★★★★	3,321	GRND,...	19/10/2018	New	£7.28/iri	Asking
24 Nazeing Rd	★★★★★	1,488	GRND	12/10/2018	New	£8.78/fri	Effective
25 2-8 Roebuck Rd	★★★★★	6,322	GRND,1	03/10/2018	New	£7.72/fri	Effective
26 River Way	★★★★★	36,931	GRND,1-2	01/10/2018	New	£4.06	Effective
27 The Old Coachworks High Rd	★★★★★	6,753	GRND,1	20/09/2018	New	-	-
28 The Old Coachworks High Rd	★★★★★	612	GRND	20/09/2018	New	£15.00	Asking
29 Pindar Rd	★★★★★	10,000	GRND	01/09/2018	New	-	-
30 Icon Harlow Third Ave	★★★★★	110,700	GRND,1	01/09/2018	New	-	-
31 ICON Harlow Third Ave	★★★★★	64,000	GRND	14/08/2018	New	£8.25	Asking
32 Bates Rd	★★★★★	3,352	GRND	08/08/2018	New	£8.53	Asking
33 Splash Leisure Centre Horsecroft Rd	★★★★★	16,629	GRND,...	26/07/2018	New	£5.35/fri	Asking
34 Cambridge	★★★★★	2,315	GRND,1	19/07/2018	New	£26.24/fri	Achieved
35 Langston Rd	★★★★★	1,900	GRND	02/07/2018	New	£22.50/fri	Effective
36 Mollison Ave	★★★★★	17,703	GRND,1	02/07/2018	New	£11.50/fri	Asking
37 Pindar Rd	★★★★★	26,250	GRND,1	01/07/2018	New	£6.32/fri	Effective
38 Nazeing Rd	★★★★★	1,526	GRND	22/06/2018	New	-	-
39 Hainault Rd	★★★★★	18,494	GRND	20/06/2018	New	-	-

Lease Comps Summary

Lease Comps Report

Property Name - Address	Rating	Lease				Rents	
		SF Leased	Floor	Sign Date	Type	Rent	Rent Type
40 Hainault Rd	★★★★★	10,138	GRND	20/06/2018	New	-	-
41 Plumpton House Plumpton Rd	★★★★★	1,023	GRND	14/06/2018	New	-	-
42 Advance House Central Rd	★★★★★	3,750	GRND	18/05/2018	New	£15.00	Asking
42 Advance House Central Rd	★★★★★	3,750	GRND	18/05/2018	New	£15.00	Asking
42 Advance House Central Rd	★★★★★	3,750	GRND	18/05/2018	New	£15.00	Asking
42 Advance House Central Rd	★★★★★	645	GRND	18/05/2018	New	£15.00	Asking
43 Wincanton 158 Brancroft Way	★★★★★	263,855	GRND,1	19/04/2018	New	£8.92/fri	Effective
44 7 Fleming Rd	★★★★★	3,100	GRND	18/04/2018	New	£12.00	Asking

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
	Barrows Rd Harlow, CM19 5FN Harlow Ind Submarket	One Plus Limited Faircroft Properties Ltd	2,141 New Direct	Nov 2019 3 Years	£10.51/SF £10.51/SF		
	Kenrich House Elizabeth Way Harlow, CM19 5TL Harlow Ind Submarket	Saxton Consulting Inc	1,450 New Direct	Sep 2019			
	Ozdil House River Way Harlow, CM20 2DR Harlow Ind Submarket	Ozdil UK Ltd	7,500 New Direct	Nov 2019			
	Ingersoll House Delamare Rd Waltham Cross, EN8 9SH Broxbourne Ind Submarket	Ripmax Limited	19,665 New Direct	Sep 2019	£3.30/SF		
	Ozdil House River Way Harlow, CM20 2DR Harlow Ind Submarket	Ozdil UK Ltd	1,900 New Direct	Nov 2019 2 Years	£11.31/SF		
	East Rd Harlow, CM20 2TG Harlow Ind Submarket	Williams & Co Chancerygate Developments Ltd	5,812 New Direct	Jul 2019 10 Years	£12.75/SF £12.75/SF		

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
 	East Rd Harlow, CM20 2TG Harlow Ind Submarket	Wellocks Chancerygate Developments Ltd	10,188 New Direct	Jul 2019 10 Years	£9.00/SF £9.00/SF		Jul 2024
 	East Rd Harlow, CM20 2TG Harlow Ind Submarket	Macfarlane Packaging Chancerygate Developments Ltd	10,189 New Direct	Jul 2019			
 	Travis Perkins East Rd Harlow, CM20 2TG Harlow Ind Submarket	Travis Perkins Chancerygate Developments Ltd	10,000 New Direct	Jul 2019			
 	3 Spilsby Rd Romford, RM3 8SB Havering Ind Submarket	Ethypharm Columbia Threadneedle Investmen...	57,739 New Direct	Sep 2019			
 	Asquith Nurseries Barley Barn Epping, CM16 6AR Epping Forest Ind Submarket	White Dott Llp	3,428 New Direct	Jul 2019			
 	Plumpton Rd Hoddesdon, EN11 0EE Broxbourne Ind Submarket	Kechto Holdings Ltd	4,550 New Direct	Jul 2019			

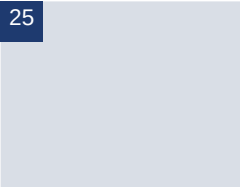
Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
13	 Knight House Lenthall Rd Loughton, IG10 3UD Epping Forest Ind Submarket		2,248 New Direct	Jun 2019 10 Years	£9.78/SF £9.78/SF	£6.62/SF	
14	 1 Mollison Ave Enfield, EN3 7XQ Enfield Ind Submarket	Iceland Royal London Asset Management ...	144,748 New Direct	Apr 2019	£10.00/SF £10.00/SF	£3.89/SF	Apr 2023... Apr 2024
15	 Workshop Stubins Hall Ln Waltham Abbey, EN9 2EF Epping Forest Ind Submarket	Stort Mill Garage Limited	5,000 New Direct	Apr 2019 5 Years	£25.00/SF £25.00/SF		
16	 Bower HI Epping, CM16 7BN Epping Forest Ind Submarket	Alliance Trust plc	1,612 New Direct	May 2019	£11.17/SF		
17	 Mead Way Harlow, CM20 2SE Harlow Ind Submarket	AMS M&G Real Estate Ltd	8,503 New Direct	Jan 2019 10 Years	£8.23/SF £7.78/SF	Spread Over —	Jan 2024 Jan 2024
18	 11 Fieldings Rd Waltham Cross, EN8 9TL Broxbourne Ind Submarket	Strongway Nominees Limited	2,078 New Direct	Feb 2019		£2.24/SF	

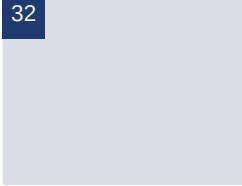
Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
19	 East Rd Harlow, CM20 2TG Harlow Ind Submarket	Dulux	5,005 New Direct	Jul 2019			
20	 East Rd Harlow, CM20 2TG Harlow Ind Submarket	Howdens	10,559 New Direct	Jul 2019			
21	 Haslemere Industrial Estate Pig Ln Bishop's Stortford, CM23 3HG East Hertfordshire Ind Submarket	Auto Finesse Barings Investment Services Ltd	3,365 New Direct	Nov 2018 5 Years	£9.26/SF £8.73/SF	Spread Over	
22	 Forest Rd Ilford, IG6 3HL Redbridge Ind Submarket	Abstract Office Interiors Ltd	1,857 New Direct	Dec 2018			
23	 15-17 Roebuck Rd Ilford, IG6 3TU Redbridge Ind Submarket	Pendragon plc	1,100 New Direct	Dec 2018			
24	 Ashton Rd Romford, RM3 8UB Havering Ind Submarket	Meadow Laboratories Limited	4,168 New Direct	Nov 2018	£13.46/SF	£6.55/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
25		Delmare Rd Waltham Cross, EN8 9SH Broxbourne Ind Submarket	1,930 New Direct	Nov 2018		£4.78/SF	
26		Pindar Rd Hoddesdon, EN11 0FF Broxbourne Ind Submarket	Crown Performance Limited Broxbourne Borough Council 3,321 New Direct	Oct 2018 3 Years			
27		Nazeing Rd Waltham Abbey, EN9 2HB Epping Forest Ind Submarket	Kerrydean Fresco Fisheries (UK) Ltd 1,488 New Direct	Oct 2018 15 Years	£8.78/SF £8.78/SF		Oct 2021...
28		2-8 Roebuck Rd Ilford, IG6 3UE Redbridge Ind Submarket	LYNX DRY CLEANING SUPPLIES... Essex County Council 6,322 New Direct	Oct 2018 10 Years	£7.59/SF £7.72/SF		Oct 2023 Oct 2023
29		River Way Chelmsford, CM20 2DN Harlow Ind Submarket	Riverway Foods Riverway Holdings Limited 36,931 New Direct	Oct 2018 10 Years	£4.06/SF £4.06/SF		Oct 2021... Oct 2023
30		The Old Coachworks High Rd Epping, CM16 6LP Epping Forest Ind Submarket	6,753 New Direct	Nov 2018			

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
31	 The Old Coachworks High Rd Epping, CM16 6LP Epping Forest Ind Submarket		612 New Direct	Oct 2018			
32	 Pindar Rd Hoddesdon, EN11 0DE Broxbourne Ind Submarket	The Council Of The Borough Of Br...	10,000 New Direct	Nov 2018			
33	 Icon Harlow Third Ave Harlow, CM19 5AW Harlow Ind Submarket	SOP International	110,700 New Direct	Jan 2020			
34	 ICON Harlow Third Ave Harlow, CM19 5AW Harlow Ind Submarket		64,000 New Direct	Jan 2019			
35	 Bates Rd Romford, RM3 0JH Havering Ind Submarket		3,352 New Sublease	Sep 2018			
36	 Splash Leisure Centre Horsecroft Rd Harlow, CM19 5BZ Harlow Ind Submarket	BNP Paribas Corporate &	16,629 New Direct	Oct 2018		£2.78/SF	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
37	 Cambridge Rd Harlow, CM20 2EU Harlow Ind Submarket	Pesca Engineering Ltd	2,315 New Direct	Jul 2018 5 Years	£26.24/SF	£9.31/SF	
38	 Langston Rd Loughton, IG10 3FL Epping Forest Ind Submarket	Site Sales Marketing Limited	1,900 New Direct	Jul 2018 6 Years	£22.50/SF £22.50/SF		
39	 Mollison Ave Enfield, EN3 7NL Enfield Ind Submarket	Exterion Media (UK) Ltd M&G Real Estate Ltd	17,703 New Direct	Dec 2018			
40	 Pindar Rd Hoddesdon, EN11 0SF Broxbourne Ind Submarket	Crystal Press Coal Pension Properties Ltd	26,250 New Direct	Jul 2018 10 Years	£7.25/SF £6.32/SF	12 Mos at Start	Jul 2023 Jul 2023
41	 Nazeing Rd Waltham Abbey, EN9 2HB Epping Forest Ind Submarket	Morgan Fire Protection Twofour Group	1,526 New Direct	Jun 2018 10 Years			Jun 2023
42	 Hainault Rd Romford, RM6 5SS Redbridge Ind Submarket	Snowbird Property Limited	18,494 New Direct	Sep 2018			

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
43	 Hainault Rd Romford, RM6 5NF Redbridge Ind Submarket	Snowbird Property Limited	10,138 New Direct	Sep 2018			
44	 Plumpton House Plumpton Rd Hoddesdon, EN11 0LB Broxbourne Ind Submarket	Plumpton House Limited	1,023 New Direct	Jul 2018			
45	 Advance House Central Rd Harlow, CM20 2ST Harlow Ind Submarket	MANESTREAM HOLDINGS LIMIT...	3,750 New Direct	Jun 2018 5 Years			
46	 Advance House Central Rd Harlow, CM20 2ST Harlow Ind Submarket	MANESTREAM HOLDINGS LIMIT...	3,750 New Direct	Jun 2018 5 Years			
47	 Advance House Central Rd Harlow, CM20 2ST Harlow Ind Submarket	MANESTREAM HOLDINGS LIMIT...	3,750 New Direct	Jun 2018 5 Years			
48	 Advance House Central Rd Harlow, CM20 2ST Harlow Ind Submarket	MANESTREAM HOLDINGS LIMIT...	645 New Direct	May 2018 5 Years			

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
49	 Wincanton 158 Brancroft Way Enfield, EN3 7QP Enfield Ind Submarket	Marks & Spencer Marks & Spencer	263,855 New Direct	Apr 2018 13 Years 10 Mon...	£8.07/SF £8.92/SF	Spread Over —	Mar 2020...
50	 7 Fleming Rd Waltham Abbey, EN9 3BZ Epping Forest Ind Submarket		3,100 New Direct	May 2018			
51	 Plot 26 Pindar Rd Hoddesdon, EN11 0DE Broxbourne Ind Submarket		1,113 New Direct	May 2018 5 Years	£10.78/SF £10.78/SF		
52	 Tilegate Farm Tilegate Rd Ongar, CM5 0EA Epping Forest Ind Submarket		7,434 New Direct	Apr 2018 3 Years			Apr 2019...
53	 Collier Row Rd Romford, RM5 2BG Barking & Dagenham Ind Submarket	Paul James Emmerson	1,208 New Direct	Apr 2018 10 Years	£6.90/SF £6.90/SF		
54	 Business Centre Faringdon Ave Romford, RM3 8EN Havering Ind Submarket	Redwood (Light Industrial) Propco ...	1,908 New Direct	May 2018 5 Years	£12.05/SF £11.36/SF	3 Mos at Start	

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
55	 Hainault Rd Romford, RM6 5SS Redbridge Ind Submarket	Euroglobe Distributors Ltd Snowbird Property Limited	9,247 New Direct	May 2018			
56	 The Grid Lockfield Ave Enfield, EN3 7PX Enfield Ind Submarket	Royal London Asset Management ...	39,558 New Direct	Apr 2018 15 Years			Apr 2028 Apr 2028
57	 Flex Meadow Harlow, CM19 5JT Harlow Ind Submarket	LWC Engineering P & O Pension Scheme (The)	6,189 New Direct	Mar 2018 10 Years	£5.17/SF £4.84/SF	Spread Over £2.41/SF	Mar 2023 Mar 2023
58	 Pegram Rd Harlow, CM18 7QR Harlow Ind Submarket	UFit Sash Windows Jerram Falkus Limited	1,005 New Direct	Apr 2018 3 Years	£10.95/SF £10.95/SF	£3.72/SF	
59	 Pindar Rd Hoddesdon, EN11 0FF Broxbourne Ind Submarket	Broxbourne Borough Council	2,317 New Direct	Apr 2018 3 Years	£9.30/SF £9.02/SF	1 Mo at Start £3.62/SF	
60	 Hubert Rd Brentwood, CM14 4JE Brentwood Ind Submarket	Bakers Ltd Hermes Real Estate Investment M...	10,309 New Direct	Mar 2018 10 Years	£7.32/SF £7.00/SF	4 Mos at Start	Feb 2023

Lease Comparables

	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
61	 Pegrams Rd Harlow, CM18 7QR Harlow Ind Submarket	Medical Gas Services Jerram Falkus Limited	1,025 New Direct	Apr 2018 5 Years	£11.00/SF £11.00/SF	£3.77/SF	
62	 River Way Harlow, CM20 2FD Harlow Ind Submarket		3,089 New Direct	Feb 2018 10 Years	£8.75/SF £8.75/SF		
63	 Langston Rd Loughton, IG10 3TQ Epping Forest Ind Submarket	Hey Like Wow All Seasons Climate Control Ltd	4,000 New Direct	Mar 2018 5 Years	£12.50/SF £12.50/SF	0 Mos £3.29/SF	Mar 2021
64	 Grangewood House 43 Oakwood HI Loughton, IG10 3TZ Epping Forest Ind Submarket	Epping Forest District Council	2,300 New Direct	Feb 2018			
65	 St George's Works Delamare Rd Waltham Cross, EN8 9AP Broxbourne Ind Submarket	R Vale Roofing Mr Robert Morgan	495 New Direct	Feb 2018 2 Years	£24.24/SF £24.24/SF		
66	 2-5 The Fairway Harlow, CM18 6LY Harlow Ind Submarket	Luminescence International	32,174 New Direct	Jan 2018 5 Years	£5.13/SF £5.42/SF		

Lease Comparables

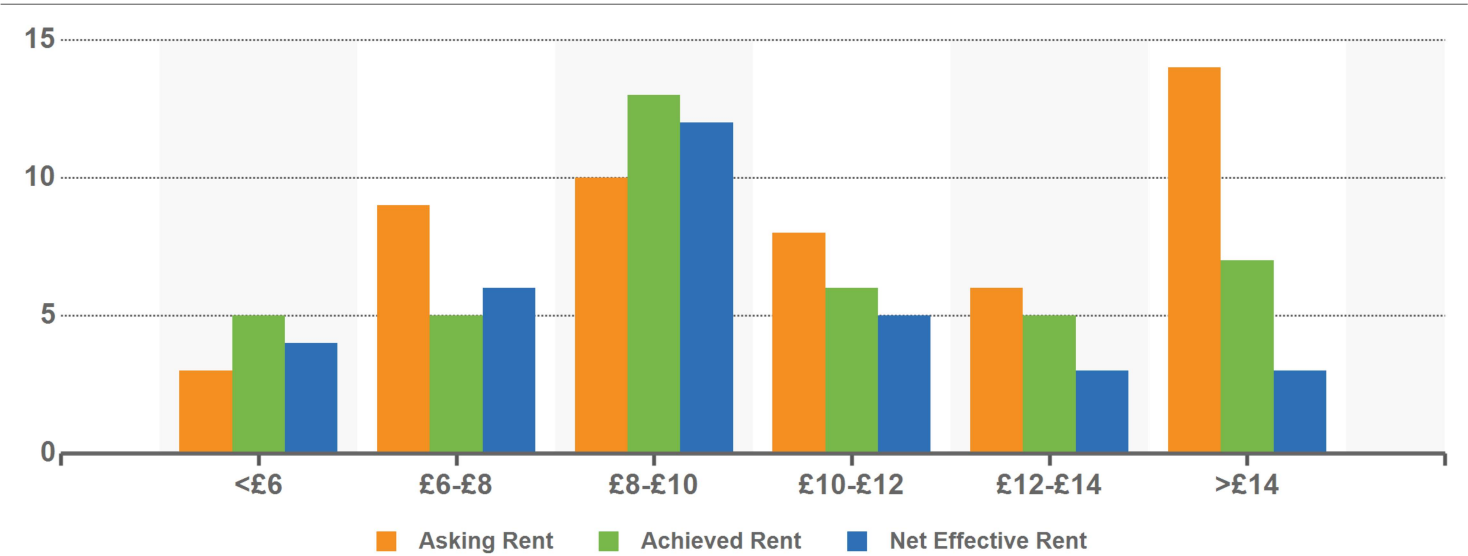
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
67	 The Acorn Centre 29 Roebuck Rd Ilford, IG6 3TU Redbridge Ind Submarket	LIBERTY TRUSTEES LIMITED	1,700 New Direct	Feb 2018 5 Years	£8.82/SF £8.82/SF	£5.29/SF	
68	 The Acorn Centre 29 Roebuck Rd Ilford, IG6 3TU Redbridge Ind Submarket	LIBERTY TRUSTEES LIMITED	1,700 New Direct	Feb 2018 5 Years	£8.82/SF £8.82/SF	£5.29/SF	
69	 Advance House Central Rd Harlow, CM20 2ST Harlow Ind Submarket	MANESTREAM HOLDINGS LIMIT...	580 New Direct	Jan 2018 5 Years	£15.00/SF		
70	 Advance House Central Rd Harlow, CM20 2ST Harlow Ind Submarket	MANESTREAM HOLDINGS LIMIT...	860 New Direct	Jan 2018 5 Years	£15.00/SF		
71	 Nazeing Rd Waltham Abbey, EN9 2HB Epping Forest Ind Submarket	Morgan Fire Protection Twofour Group	2,540 New Direct	Jan 2018 10 Years	£5.03/SF £5.03/SF		Jan 2023
72	 Business Centre Faringdon Ave Romford, RM3 8EN Havering Ind Submarket		1,908 New Direct	Feb 2018 5 Years	£12.05/SF £12.05/SF		

Lease Comparables

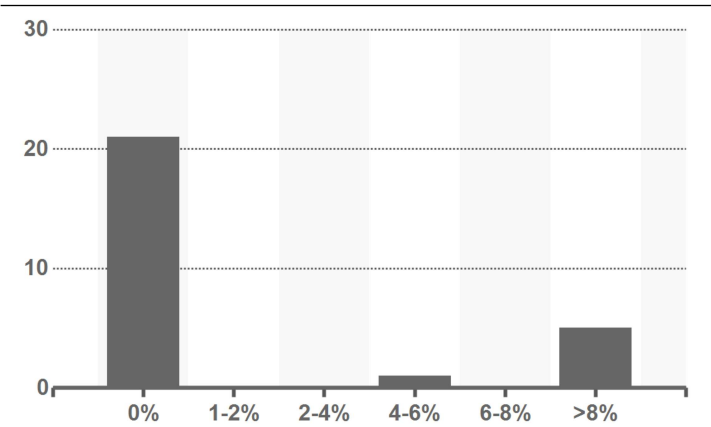
	Address	Tenant Landlord	SF Leased Type	StartDate Term	Starting Rent Effective Rent	Free Rent Rates	Breaks Reviews
73 	Hainault Rd Romford, RM6 5SS Redbridge Ind Submarket	Screwfix Snowbird Property Limited	6,006 New Direct	Jan 2018			
74 	Bingley Rd Hoddesdon, EN11 0DR Broxbourne Ind Submarket	Carisbrooke Investments Ltd	4,254 New Sublease	Jan 2018		£3.69/SF	
75 	Mead Way Harlow, CM20 2SE Harlow Ind Submarket	3C M&G Real Estate Ltd	7,330 New Direct	Dec 2017 10 Years	£8.59/SF £8.45/SF	Spread Over	Dec 2022 Dec 2022
76 	Geddings Rd Hoddesdon, EN11 0NZ Broxbourne Ind Submarket	ACE Transportation Bnp Paribas Securities Services Tr...	48,410 New Direct	Dec 2017 10 Years	£7.95/SF £7.35/SF	Spread Over £4.53/SF	Dec 2022
77 	Advance House Central Rd Harlow, CM20 2ST Harlow Ind Submarket	MANESTREAM HOLDINGS LIMIT...	1,150 New Direct	Jan 2018 5 Years	£15.00/SF		
78 	Pegram's Rd Harlow, CM18 7QR Harlow Ind Submarket	Micro Prestige Jerram Falkus Limited	1,118 New Direct	Nov 2017 3 Years	£8.51/SF £8.51/SF	£2.61/SF	

Asking Rent Per SF	Achieved Rent Per SF	Net Effective Rent Per SF	Avg. Rent Free Months
£11.51	£8.36	£8.63	6.1

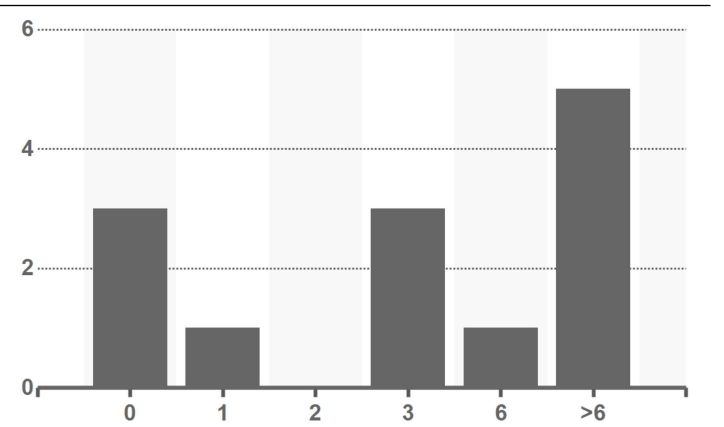
DEALS BY ASKING, ACHIEVED, AND NET EFFECTIVE RENT



DEALS BY ASKING RENT DISCOUNT



DEALS BY RENT FREE MONTHS



Quick Stats Report

Comps Statistics					
	Low	Average	Median	High	Count
Office					
Sale Price	-	-	-	-	-
NIA	1,756 SF	1,775 SF	1,775 SF	1,794 SF	2
Price per SF	-		-	-	
Net Initial Yield	-	-	-	-	-
Days on Market	159	159	159	159	2
Sale Price to Asking Price Ratio	-	-	-	-	-
Light Industrial					
Sale Price	£875,000	£3,847,351	£2,375,000	£11,874,695	6
NIA	3,314 SF	48,056 SF	33,317 SF	171,500 SF	7
Price per SF	£24.65	£69.39	£95.97	£264.03	6
Net Initial Yield	-	-	-	-	-
Days on Market	150	242	242	336	4
Sale Price to Asking Price Ratio	89.74%	100.71%	100.71%	111.67%	2
Industrial					
Sale Price	£300,000	£6,890,914	£2,500,000	£44,400,000	63
NIA	420 SF	44,496 SF	16,022 SF	473,000 SF	90
Price per SF	£25.64	£121.42	£127.38	£646.73	63
Net Initial Yield	3.05%	4.84%	4.83%	7.17%	11
Days on Market	6	180	154	989	39
Sale Price to Asking Price Ratio	76.47%	102.51%	100.00%	160.00%	25
Totals					
Sold Transactions	Total Sales Volume:	£457,211,688	Total Sales Transactions:	99	
Survey Criteria					
basic criteria: Type of Property - Industrial, Light Industrial; Sale Date - from 20/11/2015; Sale Status - Sold; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes					
geography criteria: Radius - 9.00 mile(s) radius from Lat : 0.146165750746377, Long : 51.7226965952935					

Sale Distribution by Price

4Q16: 01/10/2016-31/12/2016

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	7.7%	£1,250,000	1.5%
£1.5M - £4.9M	3	23.1%	£9,200,303	11.1%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	3	23.1%	£72,144,695	87.3%
Totals	13	100.0%	£82,594,998	100.0%

1Q17: 01/01/2017-31/03/2017

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	25.0%	£420,000	1.5%
£500k - £1.49M	1	25.0%	£1,350,000	4.8%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	1	25.0%	£5,245,000	18.7%
£10M and above	1	25.0%	£21,000,000	75.0%
Totals	4	100.0%	£28,015,000	100.0%

2Q17: 01/04/2017-30/06/2017

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	1	50.0%	£2,450,000	100.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	2	100.0%	£2,450,000	100.0%

3Q17: 01/07/2017-30/09/2017

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	2	28.6%	£1,020,000	3.8%
£1.5M - £4.9M	1	14.3%	£1,675,000	6.3%
£5M - £9.9M	3	42.9%	£23,869,999	89.9%
£10M and above	0	0.0%	£0	0.0%
Totals	7	100.0%	£26,564,999	100.0%

4Q17: 01/10/2017-31/12/2017

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	20.0%	£550,000	1.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	1	20.0%	£7,750,000	14.7%
£10M and above	1	20.0%	£44,400,000	84.3%
Totals	5	100.0%	£52,700,000	100.0%

Sale Distribution by Price

1Q18: 01/01/2018-31/03/2018

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	4	80.0%	£4,164,999	72.2%
£1.5M - £4.9M	1	20.0%	£1,600,000	27.8%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	5	100.0%	£5,764,999	100.0%

2Q18: 01/04/2018-30/06/2018

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	25.0%	£1,190,000	11.5%
£1.5M - £4.9M	3	75.0%	£9,150,000	88.5%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	4	100.0%	£10,340,000	100.0%

3Q18: 01/07/2018-30/09/2018

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	2	66.7%	£5,600,000	33.1%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	1	33.3%	£11,300,000	66.9%
Totals	3	100.0%	£16,900,000	100.0%

4Q18: 01/10/2018-31/12/2018

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	50.0%	£1,000,000	13.6%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	1	50.0%	£6,350,000	86.4%
£10M and above	0	0.0%	£0	0.0%
Totals	2	100.0%	£7,350,000	100.0%

1Q19: 01/01/2019-31/03/2019

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	4	26.7%	£3,340,003	2.2%
£1.5M - £4.9M	3	20.0%	£8,355,206	5.5%
£5M - £9.9M	4	26.7%	£27,024,167	17.7%
£10M and above	4	26.7%	£114,260,624	74.7%
Totals	15	100.0%	£152,980,000	100.0%

Sale Distribution by Price

2Q19: 01/04/2019-30/06/2019

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	2	22.2%	£2,550,000	10.3%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	1	11.1%	£22,100,000	89.7%
Totals	9	100.0%	£24,650,000	100.0%

3Q19: 01/07/2019-30/09/2019

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	33.3%	£875,000	7.2%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	2	66.7%	£11,200,000	92.8%
£10M and above	0	0.0%	£0	0.0%
Totals	3	100.0%	£12,075,000	100.0%

4Q19: 01/10/2019-31/12/2019

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	1	100.0%	£5,150,000	100.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£5,150,000	100.0%

Total

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	1.4%	£420,000	0.1%
£500k - £1.49M	18	24.7%	£17,290,002	4.0%
£1.5M - £4.9M	14	19.2%	£38,030,509	8.9%
£5M - £9.9M	13	17.8%	£86,589,166	20.3%
£10M and above	11	15.1%	£285,205,319	66.7%
Totals	73	100.0%	£427,534,996	100.0%

Survey Criteria

basic criteria: Type of Property - Industrial, Light Industrial; Sale Date - from 20/11/2015; Sale Status - Sold; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes
geography criteria: Radius - 9.00 mile(s) radius from Lat : 0.146165750746377, Long : 51.7226965952935

1	Raytheon Systems - Barrows Rd	SOLD
Harlow, CM19 5BB Essex County Sale Date: 17/02/2017 Bldg Type: IndustrialManufacturing Sale Price: £5,245,000 - Full Value Year Built/Age: Built 1975 Age: 42 Price/SF: £34.59 NIA: 151,624 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4756121 Sale Conditions: - Research Status: Full Value		
		
2	Cabot Works - 84 Bilton Way	SOLD
Enfield, EN3 7NH Middlesex County Sale Date: 17/07/2018 (42 days on mkt) Bldg Type: IndustrialService Sale Price: - Year Built/Age: Built 1968 Age: 49 Price/SF: - NIA: 6,142 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4506626 Sale Conditions: - Research Status: Research Complete		
		
3	Grange House - Bingley Rd	SOLD
Hoddesdon, EN11 0NX Hertfordshire County Sale Date: 20/12/2016 Bldg Type: Light IndustrialLight Manufacturing Sale Price: £3,075,000 - Confirmed Year Built/Age: Built 1970 Age: 46 Price/SF: £63.49 NIA: 48,432 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3834209 Sale Conditions: High Vacancy Property Research Status: Confirmed		
		
4	Units 1-3 - Abbey Mead Industrial Estate - Brooker Rd (Part of Multi-Property)	SOLD
Waltham Abbey, EN9 1HU Essex County Sale Date: 30/11/2016 Bldg Type: IndustrialWarehouse Sale Price: - Year Built/Age: Built 1982 Age: 34 Price/SF: - NIA: 12,735 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3831620 Sale Conditions: - Research Status: Research Complete		
		
5	Unit 4-12 - Industrial Unit, Unit 9 - Brooker Rd (Part of Multi-Property)	SOLD
Waltham Abbey, EN9 1HU Essex County Sale Date: 30/11/2016 Unit Type: 5,206 SF Industrial Unit Sale Price: - Year Built/Age: Built 1986 Age: 30 Price/SF: - NIA: 5,206 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3831620 Sale Conditions: - Research Status: Research Complete		
		
6	Unit 4-12 - Industrial Unit, Unit 7 - Brooker Rd (Part of Multi-Property)	SOLD
Waltham Abbey, EN9 1HU Essex County Sale Date: 30/11/2016 Unit Type: 5,229 SF Industrial Unit Sale Price: - Year Built/Age: Built 1986 Age: 30 Price/SF: - NIA: 5,229 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3831620 Sale Conditions: - Research Status: Research Complete		
		

7	Unit 4-12 - Industrial Unit, Unit 6 - Brooker Rd (Part of Multi-Property)	SOLD
Waltham Abbey, EN9 1HU Essex County Sale Date: 30/11/2016 Unit Type: 4,051 SF Industrial Unit Sale Price: - Year Built/Age: Built 1986 Age: 30 Price/SF: - NIA: 4,051 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3831620 Sale Conditions: - Research Status: Research Complete		
		
8	Unit 4-12 - Industrial Unit, Unit 5 - Brooker Rd (Part of Multi-Property)	SOLD
Waltham Abbey, EN9 1HU Essex County Sale Date: 30/11/2016 Unit Type: 4,106 SF Industrial Unit Sale Price: - Year Built/Age: Built 1986 Age: 30 Price/SF: - NIA: 4,106 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3831620 Sale Conditions: - Research Status: Research Complete		
		
9	Unit 4-12 - Industrial Unit, Unit 4 - Brooker Rd (Part of Multi-Property)	SOLD
Waltham Abbey, EN9 1HU Essex County Sale Date: 30/11/2016 Unit Type: 4,037 SF Industrial Unit Sale Price: - Year Built/Age: Built 1986 Age: 30 Price/SF: - NIA: 4,037 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3831620 Sale Conditions: - Research Status: Research Complete		
		
10	125 Brooker Rd	SOLD
Waltham Abbey, EN9 1JU Essex County Sale Date: 19/08/2016 (102 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £800,000 Year Built/Age: Built 1960 Age: 56 Price/SF: £61.60 NIA: 12,987 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3693468 Sale Conditions: - Research Status:		
		
11	140 Cadmore Ln	SOLD
Waltham Cross, EN8 9SQ Hertfordshire County Sale Date: 17/01/2019 Bldg Type: IndustrialWarehouse Sale Price: £1,980,000 - Full Value Year Built/Age: Built 1970 Age: 49 Price/SF: £198.18 NIA: 9,991 SF Reversionary Yield: 4.50% Net Initial Yield: - Comp ID: 4736605 Sale Conditions: - Research Status: Full Value		
		
12	7-9 Cartersfield Rd (Part of Portfolio)	SOLD
Waltham Abbey, EN9 1JD Essex County Sale Date: 10/08/2017 Bldg Type: IndustrialWarehouse Sale Price: - Year Built/Age: Built 1991 Age: 26 Price/SF: - NIA: 60,000 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3981306 Sale Conditions: Bulk/Portfolio Sale, Business Value Included Research Status: Research Complete		
		

13	Calder House - Central Rd	SOLD
Harlow, CM20 2ST Essex County Sale Date: 01/08/2017 (61 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £6,300,000 - Confirmed Year Built/Age: Built 2001 Age: 16 Price/SF: £103.96 NIA: 60,599 SF Reversionary Yield: - Net Initial Yield: 5.95% Comp ID: 4031915 Sale Conditions: - Research Status: Confirmed		
		
14	Advance House - Central Rd	SOLD
Harlow, CM20 2ST Essex County Sale Date: 15/12/2016 (588 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £1,250,000 - Confirmed Year Built/Age: Built 1970 Age: 46 Price/SF: £47.71 NIA: 26,202 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3814849 Sale Conditions: Distress Sale, High Vacancy Property ... Research Status: Confirmed		
		
15	1-15 - Industrial Unit, Unit 3 & part 5 - Collier Row Rd	SOLD
Romford, RM5 2BG London County Sale Date: 15/01/2018 (193 days on mkt) Unit Type: 9,126 SF Industrial Unit Sale Price: £1,600,000 - Confirmed Year Built/Age: Built 1980 Age: 38 Price/SF: £175.32 NIA: 9,126 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4130294 Sale Conditions: - Research Status: Confirmed		
		
16	Studio House - Delamare Rd	SOLD
Waltham Cross, EN8 9SH Hertfordshire County Sale Date: 01/04/2016 Bldg Type: IndustrialWarehouse Sale Price: £2,510,000 - Confirmed Year Built/Age: Built 1970 Age: 46 Price/SF: £114.09 NIA: 22,000 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3637008 Sale Conditions: High Vacancy Property Research Status: Confirmed		
		
17	2 Edinburgh Pl	SOLD
Harlow, CM20 2DJ Essex County Sale Date: 01/12/2015 (250 days on mkt) Bldg Type: IndustrialService Sale Price: £600,000 - Confirmed Year Built/Age: Built 1960 Age: 55 Price/SF: £63.16 NIA: 9,499 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3526268 Sale Conditions: - Research Status: Confirmed		
		
18	DC380 & RDC240 - Edinburgh Way	SOLD
Harlow, CM20 2GF Essex County Sale Date: 17/11/2017 Bldg Type: IndustrialDistribution Sale Price: £44,400,000 - Confirmed Year Built/Age: Built 2008 Age: 9 Price/SF: £113.82 NIA: 390,092 SF Reversionary Yield: - Net Initial Yield: 5.90% Comp ID: 4060668 Sale Conditions: - Research Status: Confirmed		
		

19	DC380 & RDC240 - Edinburgh Way	SOLD
Harlow, CM20 2GF Essex County Sale Date: 01/12/2016 (989 days on mkt) Bldg Type: IndustrialDistribution Sale Price: £36,000,000 - Confirmed Year Built/Age: Built 2008 Age: 8 Price/SF: £92.29 NIA: 390,092 SF Reversionary Yield: - Net Initial Yield: 7.17% Comp ID: 3796600 Research Status: Confirmed Sale Conditions: High Vacancy Property		
		
20	Cartel Business Estate - Edinburgh Way (Part of Portfolio)	SOLD
Harlow, CM20 2TT Essex County Sale Date: 01/06/2016 Bldg Type: IndustrialWarehouse Sale Price: £7,732,725 - Year Built/Age: - Price/SF: £76.72 NIA: 100,785 SF Reversionary Yield: - Net Initial Yield: 5.70% Comp ID: 3667804 Research Status: Sale Conditions: Bulk/Portfolio Sale		
		
21	Units 2-3 - Pasadena Trading Estate - Edinburgh Way (Part of Multi-Property)	SOLD
Harlow, CM20 2SL Essex County Sale Date: 01/02/2018 (99 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £1,120,880 - Research Comp Year Built/Age: Built 1988 Age: 29 Price/SF: £89.64 NIA: 12,504 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4157968 Research Status: Research Complete Sale Conditions: -		
		
22	Unit 5 - Pasadena Trading Estate - Edinburgh Way	SOLD
Harlow, CM20 2SL Essex County Sale Date: 11/11/2016 (11 days on mkt) Bldg Type: IndustrialService Sale Price: £995,000 - Confirmed Year Built/Age: - Price/SF: £113.84 NIA: 8,740 SF Reversionary Yield: - Net Initial Yield: 5.70% Comp ID: 3827881 Research Status: Confirmed Sale Conditions: -		
		
23	Unit 4 - Pasadena Trading Estate - Edinburgh Way (Part of Multi-Property)	SOLD
Harlow, CM20 2SL Essex County Sale Date: 01/02/2018 (99 days on mkt) Bldg Type: IndustrialService Sale Price: £704,119 - Research Comple Year Built/Age: Built 1988 Age: 29 Price/SF: £138.82 NIA: 5,072 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4157968 Research Status: Research Complete Sale Conditions: -		
		
24	Herbert House - Elizabeth Way	SOLD
Chelmsford, CM19 5FE Essex County Sale Date: 01/07/2017 (150 days on mkt) Bldg Type: Light IndustrialLight Manufacturing Sale Price: £1,675,000 - Confirmed Year Built/Age: Built 1975 Age: 42 Price/SF: £24.65 NIA: 67,950 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3975495 Research Status: Confirmed Sale Conditions: -		
		

25	Richard House - Enstone Rd	SOLD
Enfield, EN3 7TB Middlesex County Sale Date: 02/08/2019 Bldg Type: IndustrialWarehouse Sale Price: £6,000,000 - Full Value Year Built/Age: - Price/SF: £52.63 NIA: 114,000 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4947691 Sale Conditions: - Research Status: Full Value		
		
26	A1-A2 - RD Park - Essex Rd (Part of Portfolio)	SOLD
Hoddesdon, EN11 0DN Hertfordshire County Sale Date: 20/02/2019 Bldg Type: IndustrialDistribution Sale Price: £43,537,955 - Allocated Year Built/Age: Built 2008 Age: 10 Price/SF: £199.87 NIA: 217,833 SF Reversionary Yield: - Net Initial Yield: 4.10% Comp ID: 4688519 Sale Conditions: Bulk/Portfolio Sale Research Status: Allocated		
		
27	Units N1-N7 - RD Park - Essex Rd (Part of Portfolio)	SOLD
Hoddesdon, EN11 0BW Hertfordshire County Sale Date: 20/02/2019 Bldg Type: IndustrialWarehouse Sale Price: £7,728,315 - Allocated Year Built/Age: Built 2007 Age: 11 Price/SF: £199.87 NIA: 38,667 SF Reversionary Yield: - Net Initial Yield: 4.10% Comp ID: 4688519 Sale Conditions: Bulk/Portfolio Sale Research Status: Allocated		
		
28	Scorpion - Essex Rd	SOLD
Hoddesdon, EN11 0EY Hertfordshire County Sale Date: 15/07/2019 (269 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £5,200,000 - Confirmed Year Built/Age: Built 1988 Age: 30 Price/SF: £77.93 NIA: 66,728 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4894142 Sale Conditions: - Research Status: Confirmed		
		
29	E1-E6 - RD Park - Essex Rd (Part of Portfolio)	SOLD
Hoddesdon, EN11 0DN Hertfordshire County Sale Date: 20/02/2019 Bldg Type: IndustrialWarehouse Sale Price: £4,796,844 - Allocated Year Built/Age: Built 2007 Age: 12 Price/SF: £199.87 NIA: 24,000 SF Reversionary Yield: - Net Initial Yield: 4.10% Comp ID: 4688519 Sale Conditions: Bulk/Portfolio Sale Research Status: Allocated		
		
30	Unit K2.6 - RD Park - Essex Rd (Part of Portfolio)	SOLD
Hoddesdon, EN11 0DN Hertfordshire County Sale Date: 20/02/2019 Bldg Type: IndustrialService Sale Price: £976,757 - Allocated Year Built/Age: Built 1957 Age: 61 Price/SF: £199.87 NIA: 4,887 SF Reversionary Yield: - Net Initial Yield: 4.10% Comp ID: 4688519 Sale Conditions: Bulk/Portfolio Sale Research Status: Allocated		
		

31	Unit K2.5 - RD Park - Essex Rd (Part of Portfolio)	SOLD
Hoddesdon, EN11 0DN Hertfordshire County Sale Date: 20/02/2019 Bldg Type: IndustrialService Sale Price: £799,474 - Allocated Year Built/Age: Built 2003 Age: 15 Price/SF: £199.87 NIA: 4,000 SF Reversionary Yield: - Net Initial Yield: 4.10% Comp ID: 4688519 Research Status: Allocated Sale Conditions: Bulk/Portfolio Sale		
		
32	Unit K2.1 - RD Park - Essex Rd (Part of Portfolio)	SOLD
Hoddesdon, EN11 0BW Hertfordshire County Sale Date: 20/02/2019 Bldg Type: IndustrialService Sale Price: £651,172 - Allocated Year Built/Age: Built 2001 Age: 17 Price/SF: £199.87 NIA: 3,258 SF Reversionary Yield: - Net Initial Yield: 4.10% Comp ID: 4688519 Research Status: Allocated Sale Conditions: Bulk/Portfolio Sale		
		
33	Units 1-8 - Industrial Unit, Unit 2 - 7 Fleming Rd	SOLD
Waltham Abbey, EN9 3BZ Essex County Sale Date: 16/10/2017 (126 days on mkt) Unit Type: 3,408 SF Industrial Unit Sale Price: £550,000 - Confirmed Year Built/Age: Built 2007 Age: 10 Price/SF: £161.38 NIA: 3,408 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4110208 Research Status: Confirmed Sale Conditions: High Vacancy Property		
		
34	Clipper Logistics plc - Flex Mdw @ Pinnacles West	SOLD
Harlow, CM19 5DT Essex County Sale Date: 01/07/2018 (61 days on mkt) Bldg Type: IndustrialDistribution Sale Price: £11,300,000 - Confirmed Year Built/Age: Built 1990 Age: 28 Price/SF: £148.15 NIA: 76,272 SF Reversionary Yield: - Net Initial Yield: 4.30% Comp ID: 4552544 Research Status: Confirmed Sale Conditions: -		
		
35	5-11 - Industrial Unit, Unit 11 - Flex Meadow	SOLD
Harlow, CM19 5TJ Essex County Sale Date: 04/03/2019 (194 days on mkt) Unit Type: 4,262 SF Industrial Unit Sale Price: - Year Built/Age: Built 1990 Age: 28 Price/SF: - NIA: 4,262 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4735920 Research Status: Research Complete Sale Conditions: -		
		
36	Units 1-4 - Industrial Unit, Unit 3 - Flex Meadow (Part of Multi-Unit)	SOLD
Harlow, CM19 5TJ Essex County Sale Date: 24/11/2016 (197 days on mkt) Unit Type: 2,981 SF Industrial Unit Sale Price: - Year Built/Age: Built 1992 Age: 24 Price/SF: - NIA: 2,981 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3779392 Research Status: Sale Conditions: -		
		

37	Units 1-4 - Industrial Unit, Unit 3 - Flex Meadow (Part of Multi-Unit)	SOLD
Harlow, CM19 5TJ Essex County Sale Date: 24/11/2016 (197 days on mkt) Unit Type: 420 SF Industrial Unit Sale Price: - Year Built/Age: Built 1992 Age: 24 Price/SF: - NIA: 420 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3779392 Sale Conditions: - Research Status:		
		
38	Hainault Industrial Estate - 23-25 Fowler Rd	SOLD
Ilford, IG6 3UT London County Sale Date: 06/01/2017 (50 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £1,350,000 - Confirmed Year Built/Age: Built 1960 Age: 57 Price/SF: £58.10 NIA: 23,235 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3774511 Sale Conditions: - Research Status: Confirmed		
		
39	40-46 Fowler Rd	SOLD
Ilford, IG6 3UT London County Sale Date: 06/04/2018 (219 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £2,800,000 - Confirmed Year Built/Age: Built 1963 Age: 55 Price/SF: £106.78 NIA: 26,222 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4202375 Sale Conditions: - Research Status: Confirmed		
		
40	43-49 Fowler Rd	SOLD
Ilford, IG6 3UL London County Sale Date: 04/05/2018 Bldg Type: IndustrialWarehouse Sale Price: £3,850,000 - Confirmed Year Built/Age: Built 1930 Age: 88 Price/SF: £88.36 NIA: 43,574 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4545775 Sale Conditions: - Research Status: Confirmed		
		
41	The Old Auction House - Geddings Rd	SOLD
Hoddesdon, EN11 0NT Hertfordshire County Sale Date: 14/02/2018 (154 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £1,180,000 Year Built/Age: - Price/SF: £79.35 NIA: 14,870 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4208001 Sale Conditions: - Research Status: Research Complete		
		
42	Harlow Business Park - Greenway (Part of Portfolio)	SOLD
Chelmsford, CM19 5QB Essex County Sale Date: 29/07/2016 (179 days on mkt) Bldg Type: IndustrialDistribution Sale Price: £6,868,554 - Allocated Year Built/Age: Built 2005 Age: 11 Price/SF: £95.64 NIA: 71,820 SF Reversionary Yield: - Net Initial Yield: 6.48% Comp ID: 3738391 Sale Conditions: Bulk/Portfolio Sale Research Status: Allocated		
		

43	Units 1-5 - Office Unit, Unit 4 - Greenway	SOLD
Harlow, CM19 5QB Essex County Sale Date: 27/09/2016 (159 days on mkt) Unit Type: 1,794 SF Office Unit Sale Price: - Year Built/Age: Built 2006 Age: 10 Price/SF: - NIA: 1,794 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3738835 Sale Conditions: - Research Status:		
		
44	Units 1-5 - Office Unit, Unit 5 - Greenway	SOLD
Harlow, CM19 5QB Essex County Sale Date: 27/09/2016 (159 days on mkt) Unit Type: 1,756 SF Office Unit Sale Price: - Year Built/Age: Built 2006 Age: 10 Price/SF: - NIA: 1,756 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3738836 Sale Conditions: - Research Status:		
		
45	Gospel Hall - Halfhide Ln	SOLD
Waltham Cross, EN8 0FH Hertfordshire County Sale Date: 04/07/2018 Bldg Type: IndustrialService Sale Price: £4,000,000 Year Built/Age: - Price/SF: £646.73 NIA: 6,185 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4565311 Sale Conditions: - Research Status: Research Complete		
		
46	Merck Sharp & Dohme Ltd - Hertford Rd	SOLD
Hoddesdon, EN11 9BU Hertfordshire County Sale Date: 31/01/2017 Bldg Type: IndustrialManufacturing Sale Price: £21,000,000 - Full Value Year Built/Age: Built 1990 Age: 27 Price/SF: £44.40 NIA: 473,000 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4678674 Sale Conditions: - Research Status: Full Value		
		
47	206-212 High St	SOLD
Waltham Cross, EN8 7DP Hertfordshire County Sale Date: 14/05/2018 Bldg Type: IndustrialService Sale Price: £1,190,000 - Full Value Year Built/Age: Built 1979 Age: 39 Price/SF: £245.36 NIA: 4,850 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4650979 Sale Conditions: - Research Status: Full Value		
		
48	Unit 8 - Millbrook Business Park - Hoe Ln	SOLD
Waltham Abbey, EN9 2RJ Essex County Sale Date: 15/10/2017 (102 days on mkt) Bldg Type: IndustrialService Sale Price: - Year Built/Age: Built 1987 Age: 29 Price/SF: - NIA: 4,078 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4043256 Sale Conditions: - Research Status: Research Complete		
		

49	25-25b Horsecroft Rd	SOLD
Harlow, CM19 5BA Essex County Sale Date: 01/05/2019 (116 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £1,250,000 - Full Value Year Built/Age: Built 1987 Age: 32 Price/SF: £123.54 NIA: 10,118 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4846682 Sale Conditions: - Research Status: Full Value		
		
50	John Lewis - 1 Innova Way	SOLD
Enfield, EN3 7XY Middlesex County Sale Date: 13/05/2019 Bldg Type: IndustrialWarehouse Sale Price: £22,100,000 - Confirmed Year Built/Age: Built 2010 Age: 8 Price/SF: £261.04 NIA: 84,660 SF Reversionary Yield: - Net Initial Yield: 3.05% Comp ID: 4781535 Sale Conditions: - Research Status: Confirmed		
		
51	Ryder Truck Rental Ltd - Jeffreys Rd	SOLD
Enfield, EN3 7UA Middlesex County Sale Date: 31/08/2018 (414 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £1,600,000 - Confirmed Year Built/Age: Built 1969 Age: 49 Price/SF: £129.61 NIA: 12,345 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4545802 Sale Conditions: - Research Status: Confirmed		
		
52	Wickes - Langston Rd	SOLD
Loughton, IG10 3TQ Essex County Sale Date: 15/11/2018 Bldg Type: IndustrialWarehouse Sale Price: £6,350,000 - Confirmed Year Built/Age: Built 1985 Age: 33 Price/SF: £182.53 NIA: 34,789 SF Reversionary Yield: - Net Initial Yield: 4.91% Comp ID: 4593493 Sale Conditions: - Research Status: Confirmed		
		
53	Jewsons - Lea Rd	SOLD
Waltham Abbey, EN9 1AZ Essex County Sale Date: 01/06/2016 Bldg Type: IndustrialWarehouse Sale Price: £1,850,000 - Confirmed Year Built/Age: Built 1985 Age: 31 Price/SF: £93.68 NIA: 19,749 SF Reversionary Yield: - Net Initial Yield: 3.20% Comp ID: 3665252 Sale Conditions: - Research Status: Confirmed		
		
54	Unit 13-18 - Industrial Unit, Unit 16 - Lea Rd	SOLD
Waltham Abbey, EN9 1AS Essex County Sale Date: 07/09/2016 (181 days on mkt) Unit Type: 5,260 SF Industrial Unit Sale Price: £670,000 - Confirmed Year Built/Age: Built 1982 Age: 34 Price/SF: £127.38 NIA: 5,260 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3803545 Sale Conditions: - Research Status: Confirmed		
		

55	Units A1-A4 - Industrial Unit, Unit A2A - Lea Rd	SOLD
Waltham Abbey, EN9 1AS Hertfordshire County Sale Date: 24/09/2017 (137 days on mkt) Unit Type: 4,498 SF Industrial Unit Sale Price: £520,000 Year Built/Age: Built 1958 Age: 59 Price/SF: £115.61 NIA: 4,498 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4478206 Sale Conditions: - Research Status: Research Complete		
56	Units A1-A4 - Lea Road Trading Estate - Lea Rd	SOLD
Waltham Abbey, EN9 1AS Hertfordshire County Sale Date: 12/07/2016 Bldg Type: Industrial/Warehouse Sale Price: £415,000 - Confirmed Year Built/Age: Built 1958 Age: 57 Price/SF: £25.64 NIA: 16,187 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3733208 Sale Conditions: - Research Status: Confirmed		
57	Units A1-A4 - Industrial Unit, Unit A1C - Lea Rd	SOLD
Waltham Abbey, EN9 1AS Hertfordshire County Sale Date: 04/12/2017 (208 days on mkt) Unit Type: 1,828 SF Industrial Unit Sale Price: - Year Built/Age: Built 1958 Age: 59 Price/SF: - NIA: 1,828 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4070757 Sale Conditions: - Research Status: Public Record		
58	Units A1-A4 - Industrial Unit, Unit A1A - Lea Rd	SOLD
Waltham Abbey, EN9 1AS Hertfordshire County Sale Date: 15/06/2017 (36 days on mkt) Unit Type: 1,907 SF Industrial Unit Sale Price: - Year Built/Age: Built 1958 Age: 58 Price/SF: - NIA: 1,907 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4007238 Sale Conditions: - Research Status: Public Record		
59	Unit F & G - Lea Road Trading Estate - Lea Rd (Part of Portfolio)	SOLD
Waltham Abbey, EN9 1AE Hertfordshire County Sale Date: 18/12/2017 Bldg Type: Industrial/Service Sale Price: - Year Built/Age: Built 1962 Age: 55 Price/SF: - NIA: 8,532 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4085030 Sale Conditions: Bulk/Portfolio Sale Research Status: Research Complete		
60	33 Lea Rd (Part of Portfolio)	SOLD
Waltham Abbey, EN9 1ES Hertfordshire County Sale Date: 18/12/2017 Bldg Type: Industrial/Service Sale Price: - Year Built/Age: Built 1955 Age: 62 Price/SF: - NIA: 6,472 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4085030 Sale Conditions: Bulk/Portfolio Sale Research Status: Research Complete		

61	Lea Road Trading Estate - Unit D Lea Rd	SOLD
Waltham Abbey, EN9 1AE Essex County Sale Date: 12/09/2017 (209 days on mkt) Bldg Type: IndustrialService Sale Price: £500,000 - Confirmed Year Built/Age: Built 1980 Age: 37 Price/SF: £95.46 NIA: 5,238 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4062192 Sale Conditions: - Research Status: Confirmed		
62	Lea Road Trading Estate - Unit D Lea Rd	SOLD
Waltham Abbey, EN9 1AE Essex County Sale Date: 01/12/2017 Bldg Type: IndustrialService Sale Price: - Year Built/Age: Built 1980 Age: 37 Price/SF: - NIA: 5,238 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4506628 Sale Conditions: - Research Status: Research Complete		
63	Units 90-102 - The Grid - Lockfield Ave (Part of Multi-Property)	SOLD
Enfield, EN3 7PX Middlesex County Sale Date: 01/08/2017 Bldg Type: IndustrialWarehouse Sale Price: £9,381,182 - Research Comp Year Built/Age: Built 2018 Price/SF: £207.01 NIA: 45,318 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4034749 Sale Conditions: - Research Status: Research Complete		
64	Units 1 & 104 - The Grid - Lockfield Ave (Part of Multi-Property)	SOLD
Enfield, EN3 7PX Middlesex County Sale Date: 01/08/2017 Bldg Type: IndustrialWarehouse Sale Price: £8,188,817 - Research Comp Year Built/Age: Built 2018 Price/SF: £207.01 NIA: 39,558 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4034749 Sale Conditions: - Research Status: Research Complete		
65	16 Lockfield Ave	SOLD
Enfield, EN3 7PX Middlesex County Sale Date: 29/03/2019 Bldg Type: IndustrialWarehouse Sale Price: £6,000,000 - Confirmed Year Built/Age: Built 1967 Age: 51 Price/SF: £166.50 NIA: 36,037 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4857673 Sale Conditions: - Research Status: Confirmed		
66	Units 3-6 - Industrial Unit, Unit 5 - Millmarsh Ln	SOLD
Enfield, EN3 7QG Middlesex County Sale Date: 04/10/2016 (165 days on mkt) Unit Type: 2,819 SF Industrial Unit Sale Price: - Year Built/Age: Built 1998 Age: 18 Price/SF: - NIA: 2,819 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3732712 Sale Conditions: - Research Status:		

67	1 Mollison Ave	SOLD
Enfield, EN3 7XQ Middlesex County Sale Date: 15/12/2016 (36 days on mkt) Bldg Type: IndustrialDistribution Sale Price: £24,270,000 - Confirmed Year Built/Age: Built 1990 Age: 26 Price/SF: £167.67 NIA: 144,748 SF Reversionary Yield: - Net Initial Yield: 4.70% Comp ID: 3806848 Research Status: Confirmed Sale Conditions: -		
		
68	25 Mollison Ave	SOLD
Enfield, EN3 7NT Middlesex County Sale Date: 26/04/2017 Bldg Type: IndustrialWarehouse Sale Price: £2,450,000 - Confirmed Year Built/Age: Built 1966 Age: 51 Price/SF: £127.07 NIA: 19,281 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3889809 Research Status: Confirmed Sale Conditions: -		
		
69	3-7 Orchard Ln	SOLD
Brentwood, CM14 5PN Essex County Sale Date: 01/05/2018 (77 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £2,500,000 - Approximate Year Built/Age: Built 1999 Age: 19 Price/SF: £246.91 NIA: 10,125 SF Reversionary Yield: - Net Initial Yield: 3.58% Comp ID: 4457536 Research Status: Approximate Sale Conditions: -		
		
70	Calibration House - Perry Rd	SOLD
Harlow, CM18 7NR Essex County Sale Date: 07/05/2019 (334 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £1,300,000 - Confirmed Year Built/Age: - Price/SF: £76.67 NIA: 16,956 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4765449 Research Status: Confirmed Sale Conditions: -		
		
71	2 - New England Industrial Estate - Pindar Rd (Part of Portfolio)	SOLD
Hoddesdon, EN11 0BZ Hertfordshire County Sale Date: 05/02/2018 Bldg Type: IndustrialWarehouse Sale Price: £1,160,000 - Allocated Year Built/Age: Built 1969 Age: 48 Price/SF: £56.59 NIA: 20,500 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4211414 Research Status: Allocated Sale Conditions: Bulk/Portfolio Sale		
		
72	Units 3-4 - Trident Industrial Estate - Pindar Rd (Part of Portfolio)	SOLD
Hoddesdon, EN11 0DE Hertfordshire County Sale Date: 01/06/2019 Bldg Type: IndustrialWarehouse Sale Price: - Year Built/Age: Built 1997 Age: 22 Price/SF: - NIA: 15,615 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4812199 Research Status: Research Complete Sale Conditions: Bulk/Portfolio Sale		
		

73	1-2 - Trident Industrial Estate - Pindar Rd (Part of Portfolio)	SOLD
Hoddesdon, EN11 0SF Hertfordshire County Sale Date: 01/06/2019 Sale Price: - Price/SF: - Bldg Type: IndustrialWarehouse Year Built/Age: Built 1989 Age: 30 NIA: 15,856 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4812199 Research Status: Research Complete Sale Conditions: Bulk/Portfolio Sale		
		
74	5-7 - Trident Point - Pindar Rd (Part of Portfolio)	SOLD
Hoddesdon, EN11 0SF Hertfordshire County Sale Date: 01/06/2019 Sale Price: - Price/SF: - Bldg Type: IndustrialWarehouse Year Built/Age: Built 1983 Age: 35 NIA: 30,000 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4812199 Research Status: Research Complete Sale Conditions: Bulk/Portfolio Sale		
		
75	8-10 - Trident Point - Pindar Rd (Part of Portfolio)	SOLD
Hoddesdon, EN11 0SF Hertfordshire County Sale Date: 01/06/2019 Sale Price: - Price/SF: - Bldg Type: IndustrialWarehouse Year Built/Age: - NIA: 34,040 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4812199 Research Status: Research Complete Sale Conditions: Bulk/Portfolio Sale		
		
76	Unit 14 - Trident Point - Pindar Rd (Part of Portfolio)	SOLD
Hoddesdon, EN11 0SF Hertfordshire County Sale Date: 01/06/2019 Sale Price: - Price/SF: - Bldg Type: IndustrialWarehouse Year Built/Age: Built 2007 Age: 12 NIA: 26,260 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4812199 Research Status: Research Complete Sale Conditions: Bulk/Portfolio Sale		
		
77	Units 11-13 - Pindar Rd (Part of Portfolio)	SOLD
Hoddesdon, EN11 0WZ Hertfordshire County Sale Date: 01/06/2019 Sale Price: - Price/SF: - Bldg Type: IndustrialWarehouse Year Built/Age: - NIA: 31,237 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4812199 Research Status: Research Complete Sale Conditions: Bulk/Portfolio Sale		
		
78	2 - New England Industrial Estate - Pindar Rd (Part of Portfolio)	SOLD
Hoddesdon, EN11 0BZ Hertfordshire County Sale Date: 25/04/2017 Sale Price: - Price/SF: - Bldg Type: IndustrialWarehouse Year Built/Age: Built 1969 Age: 47 NIA: 20,500 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4269848 Research Status: Research Complete Sale Conditions: Bulk/Portfolio Sale		
		

79	Unit C - Cortland Fibron D X Ltd - Rattys Ln (Part of Portfolio)	SOLD
Hoddesdon, EN11 0RF Hertfordshire County Sale Date: 20/02/2019 Bldg Type: Industrial Warehouse Sale Price: £17,856,851 - Allocated Year Built/Age: Built 2008 Age: 11 Price/SF: £199.87 NIA: 89,343 SF Reversionary Yield: - Net Initial Yield: 4.10% Comp ID: 4688519 Research Status: Allocated Sale Conditions: Bulk/Portfolio Sale		
		
80	Units 32-33 - Industrial Unit, Unit 33 - Riverwalk Rd	SOLD
Enfield, EN3 7QN Middlesex County Sale Date: 04/10/2019 (170 days on mkt) Unit Type: 21,500 SF Industrial Unit Sale Price: £5,150,000 - Confirmed Year Built/Age: Built 2007 Age: 12 Price/SF: £239.53 NIA: 21,500 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4910846 Research Status: Confirmed Sale Conditions: -		
		
81	Units 24-31 - Industrial Unit, Unit 27-28 - Riverwalk Rd	SOLD
Enfield, EN3 7QN Middlesex County Sale Date: 01/11/2016 (111 days on mkt) Unit Type: 12,700 SF Industrial Unit Sale Price: £2,351,000 - Confirmed Year Built/Age: Built 2007 Age: 9 Price/SF: £185.12 NIA: 12,700 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3809401 Research Status: Confirmed Sale Conditions: -		
		
82	Units 11-17 - Industrial Unit, Unit 17 - Riverwalk Rd	SOLD
Enfield, EN3 7QN Middlesex County Sale Date: 01/02/2017 (44 days on mkt) Unit Type: 2,560 SF Industrial Unit Sale Price: £420,000 - Confirmed Year Built/Age: Built 2007 Age: 10 Price/SF: £164.06 NIA: 2,560 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3867687 Research Status: Confirmed Sale Conditions: High Vacancy Property		
		
83	Cromwell Centre, Hainault Business Park, Unit 7 - Roebuck Rd	SOLD
Ilford, IG6 3UG London County Sale Date: 13/11/2018 Unit Type: 8,150 SF Light Industrial Unit Sale Price: £1,000,000 - Confirmed Year Built/Age: - Price/SF: £122.70 NIA: 8,150 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4684010 Research Status: Confirmed Sale Conditions: -		
		
84	2 Netherhouse Farm - Sewardstone Rd	SOLD
London, E4 7RJ London County Sale Date: 21/03/2016 (6 days on mkt) Bldg Type: Industrial Service Sale Price: £300,000 - Confirmed Year Built/Age: Built 1860 Age: 156 Price/SF: £89.79 NIA: 3,341 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3566783 Research Status: Confirmed Sale Conditions: Auction Sale		
		

85	Plot D Netherhouse Barns - Sewardstone Rd	SOLD
London, E4 7RJ London County Sale Date: 01/11/2017 (76 days on mkt) Bldg Type: IndustrialService Sale Price: - Year Built/Age: Built 1980 Age: 37 Price/SF: - NIA: 5,000 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4506627 Sale Conditions: - Research Status: Research Complete		
		
86	Cert Octavian House - St Martins Rd (Part of Portfolio)	SOLD
Hoddesdon, EN11 0BT Hertfordshire County Sale Date: 20/02/2019 Bldg Type: IndustrialDistribution Sale Price: £42,086,910 - Allocated Year Built/Age: Built 2007 Age: 11 Price/SF: £199.87 NIA: 210,573 SF Reversionary Yield: - Net Initial Yield: 4.10% Comp ID: 4688519 Sale Conditions: Bulk/Portfolio Sale Research Status: Allocated		
		
87	Norbert Dentressangle UK - St Martins Rd (Part of Portfolio)	SOLD
Hoddesdon, EN11 0BT Hertfordshire County Sale Date: 20/02/2019 Bldg Type: IndustrialWarehouse Sale Price: £7,748,102 - Allocated Year Built/Age: Built 2012 Age: 7 Price/SF: £199.87 NIA: 38,766 SF Reversionary Yield: - Net Initial Yield: 4.10% Comp ID: 4688519 Sale Conditions: Bulk/Portfolio Sale Research Status: Allocated		
		
88	Unit D - Arnaouti Pitta Ltd - Stephenson Clos (Part of Portfolio)	SOLD
Hoddesdon, EN11 0BW Hertfordshire County Sale Date: 20/02/2019 Bldg Type: IndustrialWarehouse Sale Price: £10,778,908 - Allocated Year Built/Age: Built 2008 Age: 11 Price/SF: £199.87 NIA: 53,930 SF Reversionary Yield: - Net Initial Yield: 4.10% Comp ID: 4688519 Sale Conditions: Bulk/Portfolio Sale Research Status: Allocated		
		
89	Units F4-F8 - RD Park - Stephenson Clos (Part of Portfolio)	SOLD
Hoddesdon, EN11 0BW Hertfordshire County Sale Date: 20/02/2019 Bldg Type: IndustrialService Sale Price: £1,578,362 - Allocated Year Built/Age: Built 2006 Age: 12 Price/SF: £199.87 NIA: 7,897 SF Reversionary Yield: - Net Initial Yield: 4.10% Comp ID: 4688519 Sale Conditions: Bulk/Portfolio Sale Research Status: Allocated		
		
90	Units G1-G6 - RD Park - Stephensons Clos (Part of Portfolio)	SOLD
Hoddesdon, EN11 0BW Hertfordshire County Sale Date: 20/02/2019 Bldg Type: IndustrialWarehouse Sale Price: £5,547,750 - Allocated Year Built/Age: Built 2007 Age: 11 Price/SF: £199.87 NIA: 27,757 SF Reversionary Yield: - Net Initial Yield: 4.10% Comp ID: 4688519 Sale Conditions: Bulk/Portfolio Sale Research Status: Allocated		
		

91	Units F1-F3 - RD Park - Stephensons Clos (Part of Portfolio)	SOLD
Hoddesdon, EN11 0BW Hertfordshire County Sale Date: 20/02/2019 Bldg Type: IndustrialService Sale Price: £912,600 - Allocated Year Built/Age: Built 2006 Age: 12 Price/SF: £199.87 NIA: 4,566 SF Reversionary Yield: - Net Initial Yield: 4.10% Comp ID: 4688519 Research Status: Allocated Sale Conditions: Bulk/Portfolio Sale		
		
92	Units 4-5 - Light Industrial Unit, Unit 4 - Stockingswater Ln	SOLD
Enfield, EN3 7JX Middlesex County Sale Date: 05/07/2019 (231 days on mkt) Unit Type: 3,314 SF Light Industrial Unit Sale Price: £875,000 - Confirmed Year Built/Age: Built 1989 Age: 29 Price/SF: £264.03 NIA: 3,314 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4807137 Research Status: Confirmed Sale Conditions: -		
		
93	Former Training Centre - The Fairway	SOLD
Harlow, CM18 6NZ Essex County Sale Date: 06/03/2019 (336 days on mkt) Bldg Type: Light Industrial Sale Price: - Year Built/Age: Built 1965 Age: 53 Price/SF: - NIA: 3,732 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4694913 Research Status: Research Complete Sale Conditions: -		
		
94	Glaxo Smith Kline - Third Ave (Part of Multi-Property)	SOLD
Harlow, CM19 5AW Essex County Sale Date: 22/12/2016 (252 days on mkt) Bldg Type: Light IndustrialR&D Sale Price: £11,874,695 - Research Com Year Built/Age: Built 1998 Age: 18 Price/SF: £69.24 NIA: 171,500 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3846451 Research Status: Research Complete Sale Conditions: High Vacancy Property, Redevelopment Project ...		
		
95	GSK - Third Ave	SOLD
Harlow, CM19 5AW Essex County Sale Date: 31/10/2017 Bldg Type: IndustrialWarehouse Sale Price: £7,750,000 - Confirmed Year Built/Age: Built 2010 Age: 7 Price/SF: £124.00 NIA: 62,500 SF Reversionary Yield: - Net Initial Yield: 4.83% Comp ID: 4062112 Research Status: Confirmed Sale Conditions: -		
		
96	GSK - Third Ave (Part of Multi-Property)	SOLD
Harlow, CM19 5AW Essex County Sale Date: 22/12/2016 (252 days on mkt) Bldg Type: IndustrialWarehouse Sale Price: £4,563,373 - Research Comp Year Built/Age: Built 2010 Age: 6 Price/SF: £73.01 NIA: 62,500 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 3846451 Research Status: Research Complete Sale Conditions: High Vacancy Property, Redevelopment Project ...		
		

97	Energy Centre - Third Ave (Part of Multi-Property)	SOLD
Harlow, CM19 5AW Essex County Sale Date: 22/12/2016 (252 days on mkt) Sale Price: £1,561,930 - Research Comp Price/SF: £60.07 Bldg Type: IndustrialWarehouse Year Built/Age: - NIA: 26,000 SF Image Coming Soon Reversionary Yield: - Net Initial Yield: - Comp ID: 3846451 Research Status: Research Complete Sale Conditions: High Vacancy Property, Redevelopment Project ...		
98	Unit A - Icon Harlow - Third Ave	SOLD
Harlow, CM19 5AW Essex County Sale Date: 26/09/2019 Sale Price: - Price/SF: - Bldg Type: IndustrialWarehouse Year Built/Age: Built 2019 NIA: 110,700 SF  Reversionary Yield: - Net Initial Yield: - Comp ID: 4933611 Research Status: In Progress Sale Conditions: -		
99	Units 1-4 - Eleanor Estate - Trust Rd (Part of Portfolio)	SOLD
Waltham Cross, EN8 7HF Hertfordshire County Sale Date: 18/01/2016 Sale Price: £4,584,413 - Allocated Price/SF: £137.60 Bldg Type: Light Industrial Year Built/Age: Built 1983 Age: 32 NIA: 33,317 SF  Reversionary Yield: - Net Initial Yield: 6.10% Comp ID: 3526351 Research Status: Allocated Sale Conditions: Bulk/Portfolio Sale		

Appendix 9 – Land Registry Development Land Data

Planning reference number	Site address	Site Area (ha)	Units	Non-res development	Affordable Target (%)	Aff units		TOTAL s106 ex aff housing	s106/unit	Total Price Paid	Price Paid /ha	Price Paid / Unit	LR Title number	Date
EPF/1232/16	Chimes Garden Centre, Nazeing. EN10 6RJ	1.0	17	N/A	40%	0	0%	£108,216	£6,366	£700,000	£700,000	£41,176	EX538957	26.11.2012
EPF/2523/16	Brent House Farm, Harlow Common, North Weald. CM17 9JD	1.34	19	N/A	40%	2	11%	£50,000	£2,632	£2,170,000	£1,619,403	£85,232	EX720998	11.08.2014
EPF/3034/16	Norton Heath Riding Centre, Fingrith Hall Lane, High Ongar. CM4 0JP	2.2	30	N/A	40%	15	50%		£0	£3,700,000	£1,681,818	£56,061	EX960953	05.09.2017
EPF/2163/15	Allotments rear of 8 To 22 Institute Road, Coopersale, Epping. CM16 7QY	0.56	18	N/A	40%	6	33%		£0	£2,575,000	£4,598,214	£255,456	EX955474	10.01.2017
EPF/0259/16	Stoneshot Farm, Hoe Lane, Nazeing. EN9 2RW	1.3	17	N/A	40%	10	59%		£0	£495,000	£380,769	£22,398	EX697804	01.11.2002
EPF/0853/14	Tottenham Hotspur Training Ground, Luxborough Lane, Chigwell.	10.0	60	3800 sq metre school, a mixed use games area, playing fields and 100 parking spaces	40%	0	0%	£361,919	£6,032	£4,900,000	£490,000	£8,167	EX521814 EX540119	20.10.2015
EPF/1162/15	Knollys Nursery, Pick Hill, Waltham Abbey. EN9 3LF	3.58	79	N/A	40%	63	80%		£0	Built out			built out multiple owners	
EPF/1849/17	Chigwell County Primary School, High Road, Chigwell. IG7 6DW	4.76	59	N/A	40%	0	0%	£800,000	£13,559	£120,000	£25,210	£427	ex246022 (field)/ ex927032 (school)	07.09.2015

EPF/1862/15	Chigwell Grange, High Road, Chigwell. IG7 6DP	2.98	43	N/A	40%	0	0%	£2,292,495	£53,314	£18,780,000	£6,302,013	£146,558	ex818137	20.01.2015
EPF/2370/14	Netherhouse Farm, Sewardstone Road, Waltham Abbey. E4 7RJ	1.1	16	N/A	40%	8	50%		£0	£5,000,000	£4,545,455	£284,091	EX493334	24.08.2007
EPF/2535/14	Land at Barnfield, Epping Road, Roydon. CM19 5DP	4.05	23	N/A	40%	11	48%		£0	£3,250,000	£802,469	£34,890	EX935961	18.03.2016
EPF/3006/14	Fyfield Business and Research Park, Chipping Ongar. CM5 0GN	9.25	105	N/A	40%	44	42%		£0	£9,185,000	£992,973	£9,457	EX424319 and EX939517	23.06.2016 and 31.05.2016
EPF/1399/09	212 Manor Road, Chigwell. IG7 4JX	1.3	68	N/A	40%	52	76%		£0	Built out	#VALUE!	#VALUE!		built out multiple owners
EPF/2254/15	Pyrles Lane Nursery, Pyrles Lane, Loughton. IG10 2NL	0.98	36	N/A	40%	15	42%		£0	No PPD	#VALUE!	#VALUE!	EX755530	Owned by Council
EPF/0339/13	1-28 King Harold Lodge (formerly The Green Man Public House), Broomstick Hall Road, Waltham Abbey. EN9 1NH	0.22	28 (C2)	N/A	40%	0			#VALUE!	Built out	#VALUE!	#VALUE!	built out multiple owners	
EPF/1103/15	Former tennis courts site, Junction of Alderton Hill and Roding Road. Loughton.	0.44	38 (C2)	N/A	40%	0			#VALUE!	Built out	#VALUE!	#VALUE!	built out multiple owners	
EPF/2473/16	Woodview, Lambourne Road, Chigwell. IG7 6HX	1.34	72 bed care home, 25 C2 flats	N/A	40%	0		£55,720	#VALUE!	£3,980,000	£2,970,149	#VALUE!	EX951212 plus EX556992 and EX907440	24.02.17
EPF/0739/10	Threshers, Hastingwood Road, Hastingwood,	0.3	14		40%	0	0%		£0	No PPD	#VALUE!	#VALUE!	ex547500 plus built out	

	North Weald. CM17 9JS													
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Appendix 10 – CoStar Industrial Land

The pages in this appendix are not numbered.

Quick Stats Report

Comps Statistics					
Low		Average	Median	High	Count
Office					
Price					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£900,000	£900,000	£900,000	£900,000	1
NIA					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	1,400 SF	1,400 SF	1,400 SF	1,400 SF	1
Price per SF					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£642.86	£642.86	£642.86	£642.86	1
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	71	71	71	71	1
Sale Price to Asking Price Ratio					
Sold Transactions	90.45%	90.45%	90.45%	90.45%	1
Industrial					
Price					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£10,000,000	£10,000,000	£10,000,000	£10,000,000	1
NIA					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	98,429 SF	98,429 SF	98,429 SF	98,429 SF	1
Price per SF					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£101.60	£101.60	£101.60	£101.60	1
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Sale Price to Asking Price Ratio					
Sold Transactions	-	-	-	-	-

Quick Stats Report

	Low	Average	Median	High	Count
Land					
Price					
For Sale & UC/Pending	£150,000	£325,000	£325,000	£500,000	2
Sold Transactions	£50	£3,301,669	£1,030,905	£35,000,000	21
Parcel Size					
For Sale & UC/Pending	0.11 AC	15.06 AC	15.06 AC	30 AC	2
Sold Transactions	0.01 AC	4.65 AC	1.25 AC	45 AC	34
Price per Acre					
For Sale & UC/Pending	£16,667	£21,585	£672,050	£1,327,434	2
Sold Transactions	£5,628	£768,596	£1,079,220	£9,872,028	21
Days on Market					
For Sale & UC/Pending	139	464	464	790	2
Sold Transactions	3	527	310	1,758	21
Sale Price to Asking Price Ratio					
Sold Transactions	77.14%	100.58%	100.00%	123.08%	9
Health Care					
Price					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£1,215,000	£1,395,000	£1,395,000	£1,575,000	2
Building Size					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	3,703 SF	11,852 SF	11,852 SF	20,000 SF	2
Price per SF					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	£78.75	£117.71	£203.43	£328.11	2
Net Initial Yield					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	-	-	-	-	-
Days on Market					
For Sale & UC/Pending	-	-	-	-	-
Sold Transactions	260	262	262	263	2
Sale Price to Asking Price Ratio					
Sold Transactions	-	-	-	-	-
Totals					
For Sale & UC/Pending	Asking Price Total:	£650,000	Total For Sale Transactions:	2	
Sold Transactions	Total Sales Volume:	£83,025,048	Total Sales Transactions:	38	
	Total Included in Analysis:	£83,675,048	Total Included in Analysis:	40	
Survey Criteria					

Quick Stats Report

Low	Average	Median	High	Count
basic criteria: Type of Property - Land; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes geography criteria: Radius - 9.00 mile(s) radius from Lat : 0.147060333460786, Long : 51.7132159962293				

Sale Distribution by Price

4Q16: 01/10/2016-31/12/2016

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	3	75.0%	£2,917,983	44.9%
£1.5M - £4.9M	1	25.0%	£3,582,015	55.1%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	4	100.0%	£6,499,998	100.0%

1Q17: 01/01/2017-31/03/2017

No Data				
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2Q17: 01/04/2017-30/06/2017

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	1	100.0%	£4,554,000	100.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£4,554,000	100.0%

3Q17: 01/07/2017-30/09/2017

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	100.0%	£500,000	100.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£500,000	100.0%

4Q17: 01/10/2017-31/12/2017

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	100.0%	£900,000	100.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£900,000	100.0%

Sale Distribution by Price

1Q18: 01/01/2018-31/03/2018

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	50.0%	£46,000	0.1%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	1	50.0%	£35,000,000	99.9%
Totals	2	100.0%	£35,046,000	100.0%

2Q18: 01/04/2018-30/06/2018

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	100.0%	£1,450,000	100.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£1,450,000	100.0%

3Q18: 01/07/2018-30/09/2018

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	100.0%	£400,000	100.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£400,000	100.0%

4Q18: 01/10/2018-31/12/2018

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	1	100.0%	£3,850,000	100.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£3,850,000	100.0%

1Q19: 01/01/2019-31/03/2019

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	1	100.0%	£1,575,000	100.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£1,575,000	100.0%

Sale Distribution by Price

2Q19: 01/04/2019-30/06/2019

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	0	0.0%	£0	0.0%
£500k - £1.49M	1	100.0%	£1,215,000	100.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£1,215,000	100.0%

3Q19: 01/07/2019-30/09/2019

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	1	100.0%	£150,000	100.0%
£500k - £1.49M	0	0.0%	£0	0.0%
£1.5M - £4.9M	0	0.0%	£0	0.0%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	0	0.0%	£0	0.0%
Totals	1	100.0%	£150,000	100.0%

Total

	# of Records	% of Records	GBP Volume	% of GBP Volume
Less than £500k	3	20.0%	£596,000	1.1%
£500k - £1.49M	7	46.7%	£6,982,983	12.4%
£1.5M - £4.9M	4	26.7%	£13,561,015	24.2%
£5M - £9.9M	0	0.0%	£0	0.0%
£10M and above	1	6.7%	£35,000,000	62.3%
Totals	15	100.0%	£56,139,998	100.0%

Survey Criteria

basic criteria: Type of Property - Land; Sale Status - Sold, Under Offer; Return and Search on Portfolio Sales as Individual Properties - Yes; Exclude Non-Arms Length Comps - Yes
 geography criteria: Radius - 9.00 mile(s) radius from Lat : 0.147060333460786, Long : 51.7132159962293

1	Portfolio	PENDING
3 land properties in Epping, ESS, having total area of 0.11 AC. Asking Price: £150,000 Sale Type: Investment Price/AC: £1,327,433.63 # Properties: 3 Days on Market: 139 Total Size: 0 SF Sale Status: Pending Total Land Area: 0.11 AC Net Initial Yield: 12.73% Sale Conditions: -		
2	Land At - Abridge Rd	SOLD
Epping, CM16 7NN Essex County Sale Date: 01/06/2011 Land Area: 8 AC (348,480 SF) Sale Price: £140,000 - Confirmed Lot Dimensions: - £/AC Land Gross: £17,500.00 (£0.40/SF) Proposed Use: - Parcel No: Comp ID: 2445414 Sale Conditions: - Research Status: Confirmed		
3	Yard - Birds Green	SOLD
Ongar, CM5 0PN Essex County Sale Date: 01/11/2012 (238 days on mkt) Land Area: 1.32 AC (57,499 SF) Sale Price: £140,000 - Confirmed Lot Dimensions: - £/AC Land Gross: £106,060.98 (£2.43/SF) Proposed Use: - Parcel No: Comp ID: 2609419 Sale Conditions: - Research Status: Confirmed		
4	Former Bpi Packaging Services Site - Brook Rd	SOLD
Buckhurst Hill, IG9 5TU Essex County Sale Date: 04/01/2011 Land Area: 1.12 AC (48,787 SF) Sale Price: £2,500,000 - Confirmed Lot Dimensions: - £/AC Land Gross: £2,231,969.08 (£51.24/SF) Proposed Use: - Parcel No: Comp ID: 2447092 Sale Conditions: - Research Status: Confirmed		
5	Former Britannia Nurseries Site - Bryanstone Rd	SOLD
Waltham Cross, EN8 7NS Hertfordshire County Sale Date: 01/08/2016 (94 days on mkt) Land Area: 11 AC (479,160 SF) Sale Price: £10,000,000 - Approximate Lot Dimensions: - £/AC Land Gross: £909,090.91 (£20.87/SF) Proposed Use: MultiFamily Parcel No: Comp ID: 3744098 Sale Conditions: - Research Status: Approximate		
6	Vacant Land At - Bullsmoor Ln	SOLD
Enfield, EN1 4SF Middlesex County Sale Date: 15/06/2017 Land Area: 1.64 AC (71,438 SF) Sale Price: £4,554,000 - Confirmed Lot Dimensions: - £/AC Land Gross: £2,783,156.20 (£63.89/SF) Proposed Use: Flat Units - Condo [Partial List] Parcel No: Comp ID: 3979212 Sale Conditions: Redevelopment Project Research Status: Confirmed		

7	Development Site - Coldharbour Rd	SOLD
Harlow, CM19 5AD Essex County Sale Date: 18/09/2013 (37 days on mkt) Sale Price: - £/AC Land Gross: - Land Area: 5.87 AC (255,697 SF) Lot Dimensions: - Proposed Use: - Parcel No: Comp ID: 2889880 Research Status: Unconfirmed Sale Conditions: - 		
8	Collier Row Rd	SOLD
Romford, RM5 2BH London County Sale Date: 30/08/2018 (377 days on mkt) Sale Price: £400,000 £/AC Land Gross: £3,336,016.05 (£76.58/SF) Land Area: 0.12 AC (5,227 SF) Lot Dimensions: - Proposed Use: - Parcel No: Comp ID: 4548950 Research Status: Research Complete Sale Conditions: - 		
9	Dagwood Ln	SOLD
Brentwood, CM15 0RX Essex County Sale Date: 22/11/2018 (153 days on mkt) Sale Price: - £/AC Land Gross: - Land Area: 8.80 AC (383,328 SF) Lot Dimensions: - Proposed Use: - Parcel No: Comp ID: 4586124 Research Status: Research Complete Sale Conditions: - 		
10	Land At - Dewhurst Rd	SOLD
Cheshunt, EN8 9PG Hertfordshire County Sale Date: 18/07/2013 (3 days on mkt) Sale Price: £50 - Confirmed £/AC Land Gross: £5,627.97 (£0.13/SF) Land Area: 0.01 AC (436 SF) Lot Dimensions: - Proposed Use: - Parcel No: Comp ID: 2801458 Research Status: Confirmed Sale Conditions: - 		
11	Residential Development Site - Edinburgh Way	SOLD
Harlow, CM20 2JE Essex County Sale Date: 06/11/2019 Sale Price: - £/AC Land Gross: - Land Area: 3.83 AC (166,835 SF) Lot Dimensions: Irregular Proposed Use: Flat Units - Condo Parcel No: Comp ID: 4939637 Research Status: Research Complete Sale Conditions: - 		
12	Plot L - Essex Rd	SOLD
Hoddesdon, EN11 0BW Hertfordshire County Sale Date: 16/06/2010 Sale Price: £1,400,000 - Confirmed £/AC Land Gross: £2,000,000.00 (£45.91/SF) Land Area: 0.70 AC (30,492 SF) Lot Dimensions: - Proposed Use: - Parcel No: Comp ID: 2390944 Research Status: Confirmed Sale Conditions: - 		

13	286A Fold Croft	SOLD
Harlow, CM20 1SE Essex County Sale Date: 12/10/2018 (316 days on mkt) Land Area: 0.43 AC (18,731 SF) Sale Price: - Lot Dimensions: - £/AC Land Gross: - Proposed Use: - Parcel No: Comp ID: 4542634 Sale Conditions: - Research Status: Research Complete		
		
14	Glaxosmithkline - Fourth Ave	SOLD
Harlow, CM20 1DW Essex County Sale Date: 16/09/2013 (158 days on mkt) Land Area: 6.92 AC (301,435 SF) Sale Price: - Lot Dimensions: - £/AC Land Gross: - Proposed Use: - Parcel No: Comp ID: 2841744 Sale Conditions: - Research Status: Research Complete		
		
15	Park Plaza - Great Cambridge Rd	SOLD
Waltham Cross, EN8 8DY Hertfordshire County Sale Date: 26/04/2018 (1,758 days on mkt) Land Area: 31.70 AC (1,380,852 SF) Sale Price: - Lot Dimensions: - £/AC Land Gross: - Proposed Use: - Parcel No: Comp ID: 4284501 Sale Conditions: Redevelopment Project Research Status: Research Complete		
		
16	Development Site - Hazlemere Marina	SOLD
Waltham Abbey, EN9 1AZ Essex County Sale Date: 13/01/2016 (944 days on mkt) Land Area: 3.11 AC (135,472 SF) Sale Price: £1,150,000 - Confirmed Lot Dimensions: - £/AC Land Gross: £369,773.84 (£8.49/SF) Proposed Use: - Parcel No: Comp ID: 3489030 Sale Conditions: - Research Status: Confirmed		
		
17	Former Popplewells Coach Works - High Rd (Part of Multi-Property)	SOLD
Epping, CM16 6LP Essex County Sale Date: 01/07/2014 (897 days on mkt) Land Area: 0.65 AC (28,314 SF) Sale Price: - Lot Dimensions: - £/AC Land Gross: - Proposed Use: - Parcel No: Comp ID: 3072193 Sale Conditions: - Research Status: Research Complete		
		
18	Plot D - High St (Part of Multi-Property)	SOLD
Epping, CM16 5DN Essex County Sale Date: 01/12/2016 (1,242 days on mkt) Land Area: 0.54 AC (23,522 SF) Sale Price: £943,539 - Research Complete Lot Dimensions: - £/AC Land Gross: £1,747,324.21 (£40.11/SF) Proposed Use: - Parcel No: Comp ID: 3849099 Sale Conditions: - Research Status: Research Complete		
		

19	Paradise Piggeries - Holy Cross HI	SOLD
Broxbourne, EN10 7FF Hertfordshire County Sale Date: 28/03/2018 (55 days on mkt) Land Area: 2.74 AC (119,354 SF) Sale Price: £46,000 Lot Dimensions: - £/AC Land Gross: £16,788.38 (£0.39/SF) Proposed Use: - Parcel No: Comp ID: 4257122 Sale Conditions: - Research Status: Research Complete		
		
20	Chancerygate - King George Clos	SOLD
Romford, RM7 7PN London County Sale Date: 01/02/2012 Land Area: 3.83 AC (166,835 SF) Sale Price: - Lot Dimensions: - £/AC Land Gross: - Proposed Use: - Parcel No: Comp ID: 2338121 Sale Conditions: - Research Status: Confirmed		
		
21	8 Maderia Grv	SOLD
Woodford Green, IG8 7QH London County Sale Date: 24/05/2019 (263 days on mkt) Bldg Type: Health Care Sale Price: £1,215,000 - Confirmed Year Built/Age: - Price/SF: £328.11 NIA: 3,703 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4769181 Sale Conditions: Redevelopment Project Research Status: Confirmed		
		
22	St Paul's Field - Meadgate Rd	PENDING
Waltham Abbey, EN9 2PB Essex County Asking Price: £500,000 Sale Type: Investment £/AC Land Gross: £16,666.67 (£0.38/SF) Land Area: 30 AC (1,306,800 SF) Days on Market: 790 Lot Dimensions: - Sale Status: Pending Proposed Use: - Parcel No: 0081-2212, 0081-2228 [Partial List] Sales Condition: -		
		
23	Unit 9 - Delta Park Industrial Estate - Millmarsh Ln	SOLD
Enfield, EN3 7QJ Middlesex County Sale Date: 15/03/1999 Land Area: 1.11 AC (48,352 SF) Sale Price: - Lot Dimensions: - £/AC Land Gross: - Proposed Use: Industrial Live/Work Unit Parcel No: Comp ID: 2417154 Sale Conditions: - Research Status: Confirmed		
		
24	Unit 9 - Delta Park Industrial Estate - Millmarsh Ln	SOLD
Enfield, EN3 7QJ Middlesex County Sale Date: 31/12/1988 Land Area: 1.11 AC (48,352 SF) Sale Price: - Lot Dimensions: - £/AC Land Gross: - Proposed Use: Industrial Live/Work Unit Parcel No: Comp ID: 2438305 Sale Conditions: - Research Status: Confirmed		
		

25	Unit 9 - Delta Park Industrial Estate - Millmarsh Ln	SOLD
Enfield, EN3 7QJ Middlesex County Sale Date: 16/01/1988 Sale Price: - £/AC Land Gross: - Land Area: 1.11 AC (48,352 SF) Lot Dimensions: - Proposed Use: Industrial Live/Work Unit Parcel No: Comp ID: 2394904 Research Status: Confirmed Sale Conditions: - 		
26	Unit 9 - Delta Park Industrial Estate - Millmarsh Ln	SOLD
Enfield, EN3 7QJ Middlesex County Sale Date: 31/03/2012 Sale Price: - £/AC Land Gross: - Land Area: 1.11 AC (48,352 SF) Lot Dimensions: - Proposed Use: Industrial Live/Work Unit Parcel No: Comp ID: 2345022 Research Status: Confirmed Sale Conditions: - 		
27	116 Millmarsh Ln	SOLD
Enfield, EN3 7QB Middlesex County Sale Date: 20/02/1999 Sale Price: £10,000,000 - Confirmed Price/SF: £101.60 Bldg Type: Industrial Warehouse Year Built/Age: Built 1967 Age: 31 NIA: 98,429 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 2404862 Research Status: Confirmed Sale Conditions: Redevelopment Project 		
28	Meeting Hall - Salisbury Rd	SOLD
Hoddesdon, EN11 0HY Hertfordshire County Sale Date: 03/11/2017 (71 days on mkt) Sale Price: £900,000 - Approximate Price/SF: £642.86 Bldg Type: Office Year Built/Age: Built 1990 Age: 27 NIA: 1,400 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4060579 Research Status: Approximate Sale Conditions: Condo Conversion, High Vacancy Property ... 		
29	3 Netherhouse Farm - Sewardstone Rd	SOLD
London, E4 7RJ London County Sale Date: 21/03/2016 (5 days on mkt) Sale Price: £400,000 - Confirmed £/AC Land Gross: £1,079,219.57 (£24.78/SF) Land Area: 0.37 AC (16,117 SF) Lot Dimensions: - Proposed Use: MultiFamily Parcel No: Comp ID: 3622272 Research Status: Confirmed Sale Conditions: Distress Sale 		
30	Development Site - 60-74 Sewardstone Rd	SOLD
London, E4 7PR London County Sale Date: 21/12/2018 (94 days on mkt) Sale Price: £3,850,000 - Confirmed £/AC Land Gross: £9,872,027.75 (£226.63/SF) Land Area: 0.39 AC (16,988 SF) Lot Dimensions: - Proposed Use: MultiFamily Parcel No: Comp ID: 4645703 Research Status: Confirmed Sale Conditions: - 		

31	Plot A - St John's Rd (Part of Multi-Property)	SOLD
Epping, CM16 5DN Essex County Sale Date: 01/12/2016 (1,242 days on mkt) Land Area: 2.05 AC (89,298 SF) Sale Price: £3,582,015 - Research Comp Lot Dimensions: - £/AC Land Gross: £1,747,324.39 (£40.11/SF) Proposed Use: - Parcel No: Comp ID: 3849099 Sale Conditions: - Research Status: Research Complete		
		
32	Plot C - St John's Rd (Part of Multi-Property)	SOLD
Epping, CM16 5DN Essex County Sale Date: 01/12/2016 (1,242 days on mkt) Land Area: 0.59 AC (25,700 SF) Sale Price: £1,030,905 - Research Comp Lot Dimensions: - £/AC Land Gross: £1,747,323.86 (£40.11/SF) Proposed Use: - Parcel No: Comp ID: 3849099 Sale Conditions: - Research Status: Research Complete		
		
33	Plot B - St John's Rd (Part of Multi-Property)	SOLD
Epping, CM16 5DN Essex County Sale Date: 01/12/2016 (1,242 days on mkt) Land Area: 0.54 AC (23,522 SF) Sale Price: £943,539 - Research Comp Lot Dimensions: - £/AC Land Gross: £1,747,324.21 (£40.11/SF) Proposed Use: - Parcel No: Comp ID: 3849099 Sale Conditions: - Research Status: Research Complete		
		
34	Development Site - The Borough	SOLD
Ongar, CM5 9HD Essex County Sale Date: 20/12/2013 (149 days on mkt) Land Area: 1.17 AC (50,965 SF) Sale Price: £70,000 - Confirmed Lot Dimensions: - £/AC Land Gross: £59,829.30 (£1.37/SF) Proposed Use: - Parcel No: Comp ID: 2957724 Sale Conditions: - Research Status: Confirmed		
		
35	Connex Park - Third Ave	SOLD
Harlow, CM19 5AW Essex County Sale Date: 07/01/2018 Land Area: 45 AC (1,960,200 SF) Sale Price: £35,000,000 - Confirmed Lot Dimensions: - £/AC Land Gross: £777,777.78 (£17.86/SF) Proposed Use: - Parcel No: Comp ID: 4572140 Sale Conditions: - Research Status: Confirmed		
		
36	Glasshouse Nursery - Vicarage Ln	SOLD
Epping, CM16 6AL Essex County Sale Date: 01/08/2012 (506 days on mkt) Land Area: 7.20 AC (313,632 SF) Sale Price: £385,000 - Confirmed Lot Dimensions: - £/AC Land Gross: £53,472.22 (£1.23/SF) Proposed Use: - Parcel No: Comp ID: 2617171 Sale Conditions: - Research Status: Confirmed		
		

37	305 Ware Rd	SOLD
Hertford, SG13 7PG Hertfordshire County Sale Date: 06/06/2018 (310 days on mkt) Land Area: 1.35 AC (58,806 SF) Sale Price: £1,450,000 - Confirmed Lot Dimensions: - £/AC Land Gross: £1,074,074.07 (£24.66/SF) Proposed Use: - Parcel No: Comp ID: 4395335 Sale Conditions: Redevelopment Project Research Status: Confirmed		
		
38	West Point - West Rd	SOLD
Harlow, CM20 2AL Essex County Sale Date: 01/04/2009 Land Area: 1.25 AC (54,450 SF) Sale Price: £1,350,000 - Confirmed Lot Dimensions: - £/AC Land Gross: £1,080,000.00 (£24.79/SF) Proposed Use: - Parcel No: Comp ID: 2468595 Sale Conditions: - Research Status: Confirmed		
		
39	West Point - West Rd	SOLD
Harlow, CM20 2AL Essex County Sale Date: 29/10/2010 Land Area: 1.25 AC (54,450 SF) Sale Price: - Lot Dimensions: - £/AC Land Gross: - Proposed Use: - Parcel No: Comp ID: 2337662 Sale Conditions: - Research Status: Confirmed		
		
40	Woodredon House & Coach House - Woodredon Farm Ln	SOLD
Waltham Abbey, EN9 3SX Essex County Sale Date: 14/03/2019 (260 days on mkt) Bldg Type: Health CareContinuing Care Retirement Comm Sale Price: £1,575,000 - Confirmed Year Built/Age: - Price/SF: £78.75 NIA: 20,000 SF Reversionary Yield: - Net Initial Yield: - Comp ID: 4736051 Sale Conditions: Redevelopment Project Research Status: Confirmed		
		

Appendix 11 – Appraisals – Residential Development

The pages in this appendix are not numbered.

Base Cover



EFDC Pre-Consultation base



	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		50.00	0.00	10%	1,464	0
	2	0		65.00	0.00	10%	1,464	0
Terrace	2	0		75.00	0.00		1,330	0
	3	0		95.00	0.00		1,330	0
Semi	2	0		85.00	0.00		1,329	0
	3	0		105.00	0.00		1,329	0
Det	3	0		110.00	0.00		1,522	0
	4	0		135.00	0.00		1,522	0
	5	0		145.00	0.00		1,522	0
Flat 1 High*	1	6		50.00	300.00	10%	1,515	499,950
Flat 2 High*	2	18		65.00	1,170.00	10%	1,515	1,949,805
Flat 3 High*	3	36		75.00	2,700.00	10%	1,515	4,499,550
Affordable								
Flat	1	0		50.00	0.00	10%	1,464	0
	2	0		61.00	0.00	10%	1,464	0
Terrace	2	0		70.00	0.00		1,330	0
	3	0		84.00	0.00		1,330	0
Semi	2	0		79.00	0.00		1,329	0
	3	0		93.00	0.00		1,329	0
Det	3	0		93.00	0.00		1,522	0
	4	0		97.00	0.00		1,522	0
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	20		50.00	1,000.00	10%	1,515	1,666,500
Flat 2 High*	2	20		61.00	1,220.00	10%	1,515	2,033,130
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

Area	Gross Net	1.136 0.909
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	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		50.00	0.00	10%	1,464	0
	2	0		65.00	0.00	10%	1,464	0
Terrace	2	0		75.00	0.00		1,330	0
	3	0		95.00	0.00		1,330	0
Semi	2	0		85.00	0.00		1,329	0
	3	0		105.00	0.00		1,329	0
Det	3	0		110.00	0.00		1,522	0
	4	0		135.00	0.00		1,522	0
	5	0		145.00	0.00		1,522	0
Flat 1 High*	1	7		50.00	350.00	10%	1,515	583,275
Flat 2 High*	2	21		65.00	1,365.00	10%	1,515	2,274,773
Flat 3 High*	3	42		75.00	3,150.00	10%	1,515	5,249,475
Affordable								
Flat	1	0		50.00	0.00	10%	1,464	0
	2	0		61.00	0.00	10%	1,464	0
Terrace	2	0		70.00	0.00		1,330	0
	3	0		84.00	0.00		1,330	0
Semi	2	0		79.00	0.00		1,329	0
	3	0		93.00	0.00		1,329	0
Det	3	0		93.00	0.00		1,522	0
	4	0		97.00	0.00		1,522	0
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	15		50.00	750.00	10%	1,515	1,249,875
Flat 2 High*	2	15		61.00	915.00	10%	1,515	1,524,848
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

Area	Gross Net	1.136 0.909
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	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		50.00	0.00	10%	1,464	0
	2	0		65.00	0.00	10%	1,464	0
Terrace	2	0		75.00	0.00		1,330	0
	3	0		95.00	0.00		1,330	0
Semi	2	0		85.00	0.00		1,329	0
	3	0		105.00	0.00		1,329	0
Det	3	0		110.00	0.00		1,522	0
	4	0		135.00	0.00		1,522	0
	5	0		145.00	0.00		1,522	0
Flat 1 High*	6	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	12		65.00	780.00	10%	1,515	1,299,870
Flat 3 High*	3	12		75.00	900.00	10%	1,515	1,499,850
Affordable								
Flat	1	0		50.00	0.00	10%	1,464	0
	2	0		61.00	0.00	10%	1,464	0
Terrace	2	0		70.00	0.00		1,330	0
	3	0		84.00	0.00		1,330	0
Semi	2	0		79.00	0.00		1,329	0
	3	0		93.00	0.00		1,329	0
Det	3	0		93.00	0.00		1,522	0
	4	0		97.00	0.00		1,522	0
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	8		50.00	400.00	10%	1,515	666,600
Flat 2 High*	2	8		61.00	488.00	10%	1,515	813,252
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

Area	Gross Net	0.500 0.400
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Base Site make up							Total Cost	Rate £/m2	Locality
Number	4	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2			
Flats 40 PRS		40	0.40	100.00	64	2,568	6,420	4,279,572	1,666.50

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		50.00	0.00	10%	1,464	0
	2	0		65.00	0.00	10%	1,464	0
Terrace	2	0		75.00	0.00		1,330	0
	3	0		95.00	0.00		1,330	0
Semi	2	0		85.00	0.00		1,329	0
	3	0		105.00	0.00		1,329	0
Det	3	0		110.00	0.00		1,522	0
	4	0		135.00	0.00		1,522	0
	5	0		145.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	12		65.00	780.00	10%	1,515	1,299,870
Flat 3 High*	3	12		75.00	900.00	10%	1,515	1,499,850
Affordable								
Flat	1	0		50.00	0.00	10%	1,464	0
	2	0		61.00	0.00	10%	1,464	0
Terrace	2	0		70.00	0.00		1,330	0
	3	0		84.00	0.00		1,330	0
Semi	2	0		79.00	0.00		1,329	0
	3	0		93.00	0.00		1,329	0
Det	3	0		93.00	0.00		1,522	0
	4	0		97.00	0.00		1,522	0
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	8		50.00	400.00	10%	1,515	666,600
Flat 2 High*	2	8		61.00	488.00	10%	1,515	813,252
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

Base Site make up							Total Cost	Rate £/m2	Locality
Number	5	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2			
Urban 60 HD		60	1.20	50.00	90	5,375	4,479	7,421,735	1,380.79

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	2		50.00	100.00	10%	1,464	161,040
	2	2		65.00	130.00	10%	1,464	209,352
Terrace	2	5		75.00	375.00		1,330	498,750
	3	7		95.00	665.00		1,330	884,450
Semi	2	0		85.00	0.00		1,329	0
	3	11		105.00	1,155.00		1,329	1,534,995
Det	3	0		110.00	0.00		1,522	0
	4	9		135.00	1,215.00		1,330	1,615,950
	5	0		145.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	4		50.00	200.00	10%	1,464	322,080
	2	9		61.00	549.00	10%	1,464	884,110
Terrace	2	0		70.00	0.00		1,330	0
	3	5		84.00	420.00		1,330	558,600
Semi	2	0		79.00	0.00		1,329	0
	3	4		93.00	372.00		1,329	494,388
Det	3	0		93.00	0.00		1,522	0
	4	2		97.00	194.00		1,330	258,020
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

Base Site make up							Total Cost	Rate £/m2	Locality
Number	6	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2			
Urban 60		60	1.71	35.00	91	5,479	3,196	7,731,541	1,411.12

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	2		50.00	100.00	10%	1,464	161,040
	2	2		65.00	130.00	10%	1,464	209,352
Terrace	2	2		75.00	150.00		1,330	199,500
	3	7		95.00	665.00		1,330	884,450
Semi	2	3		85.00	255.00		1,329	338,895
	3	11		105.00	1,155.00		1,329	1,534,995
Det	3	0		110.00	0.00		1,522	0
	4	7		135.00	945.00		1,522	1,438,290
	5	2		145.00	290.00		1,522	441,380
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	4		50.00	200.00	10%	1,464	322,080
	2	3		61.00	183.00	10%	1,464	294,703
Terrace	2	6		70.00	420.00		1,330	558,600
	3	5		84.00	420.00		1,330	558,600
Semi	2	0		79.00	0.00		1,329	0
	3	4		93.00	372.00		1,329	494,388
Det	3	0		93.00	0.00		1,522	0
	4	2		97.00	194.00		1,522	295,268
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

Locality		
Green/Brown	Alternative	Use
##	Brown	Industrial
Area	Gross	0.500
	Net	0.400

Locality		
Green/Brown	Alternative	Use
##	Brown	Industrial
Area	Gross	1.500
	Net	1.200

Locality		
Green/Brown	Alternative	Use
##	Brown	Industrial
Area	Gross	2.286
	Net	1.714



	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	1		50.00	50.00	10%	1,464	80,520
	2	1		65.00	65.00	10%	1,464	104,676
Terrace	2	1		75.00	75.00		1,330	99,750
	3	4		95.00	380.00		1,330	505,400
Semi	2	1		85.00	85.00		1,329	112,965
	3	5		105.00	525.00		1,329	697,725
Det	3	0		110.00	0.00		1,522	0
	4	4		135.00	540.00		1,522	821,880
	5	1		145.00	145.00		1,522	220,690
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	2		50.00	100.00	10%	1,464	161,040
	2	1		61.00	61.00	10%	1,464	98,234
Terrace	2	3		70.00	210.00		1,330	279,300
	3	3		84.00	252.00		1,330	335,160
Semi	2	0		79.00	0.00		1,329	0
	3	2		93.00	186.00		1,329	247,194
Det	3	0		93.00	0.00		1,522	0
	4	1		97.00	97.00		1,522	147,634
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

Area	Gross	1.071
	Net	0.857

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		50.00	0.00	10%	1,464	0
	2	0		65.00	0.00	10%	1,464	0
Terrace	2	2		75.00	150.00		1,330	199,500
	3	4		95.00	380.00		1,330	505,400
Semi	2	0		85.00	0.00		1,329	0
	3	3		105.00	315.00		1,329	418,635
Det	3	0		110.00	0.00		1,522	0
	4	0		135.00	0.00		1,522	0
	5	0		145.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	3		50.00	150.00	10%	1,464	241,560
	2	3		61.00	183.00	10%	1,464	294,703
Terrace	2	0		70.00	0.00		1,330	0
	3	0		84.00	0.00		1,330	0
Semi	2	0		79.00	0.00		1,329	0
	3	0		93.00	0.00		1,329	0
Det	3	0		93.00	0.00		1,522	0
	4	0		97.00	0.00		1,522	0
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

Area	Gross	0.300
	Net	0.300

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		50.00	0.00	10%	1,464	0
	2	0		65.00	0.00	10%	1,464	0
Terrace	2	0		75.00	0.00		1,330	0
	3	0		95.00	0.00		1,330	0
Semi	2	0		85.00	0.00		1,329	0
	3	5		105.00	525.00		1,329	697,725
Det	3	0		110.00	0.00		1,522	0
	4	3		135.00	405.00		1,522	616,410
	5	1		145.00	145.00		1,522	220,690
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	0		50.00	0.00	10%	1,464	0
	2	0		61.00	0.00	10%	1,464	0
Terrace	2	3		70.00	210.00		1,330	279,300
	3	3		84.00	252.00		1,330	335,160
Semi	2	0		79.00	0.00		1,329	0
	3	0		93.00	0.00		1,329	0
Det	3	0		93.00	0.00		1,522	0
	4	0		97.00	0.00		1,522	0
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

Area	Gross	0.429
	Net	0.429

Base Site make up								Total Cost	Rate £/m2	Locality reen/Brown Alternative Use
Number	10	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha			
Large Greenfield	200	200	5.71	35.00	92	18,404	3,221	26,138,129	1,420.24	

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	7		50.00	350.00	10%	1,464	563,640
	2	8		65.00	520.00	10%	1,464	837,408
Terrace	2	6		75.00	450.00		1,330	598,500
	3	24		95.00	2,280.00		1,330	3,032,400
Semi	2	8		85.00	680.00		1,329	903,720
	3	31		105.00	3,255.00		1,329	4,325,895
Det	3	0		110.00	0.00		1,522	0
	4	29		135.00	3,915.00		1,522	5,958,630
	5	7		145.00	1,015.00		1,522	1,544,830
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	15		50.00	750.00	10%	1,464	1,207,800
	2	9		61.00	549.00	10%	1,464	884,110
Terrace	2	15		70.00	1,050.00		1,330	1,396,500
	3	15		84.00	1,260.00		1,330	1,675,800
Semi	2	8		79.00	632.00		1,329	839,928
	3	12		93.00	1,116.00		1,329	1,483,164
Det	3	0		93.00	0.00		1,522	0
	4	6		97.00	582.00		1,522	885,804
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

		
##	Green	Agricultural
Area	Gross	7.143
	Net	5.714

Base Site make up								Total Cost	Rate £/m2	Locality reen/Brown Alternative Use
Number	11	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha			
Large Greenfield	100 HD	100	2.22	45.00	92	9,151	4,118	12,976,249	1,418.01	

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	4		50.00	200.00	10%	1,464	322,080
	2	3		65.00	195.00	10%	1,464	314,028
Terrace	2	6		75.00	450.00		1,330	598,500
	3	18		95.00	1,710.00		1,330	2,274,300
Semi	2	1		85.00	85.00		1,329	112,965
	3	10		105.00	1,050.00		1,329	1,395,450
Det	3	0		110.00	0.00		1,522	0
	4	14		135.00	1,890.00		1,522	2,876,580
	5	4		145.00	580.00		1,522	882,760
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	7		50.00	350.00	10%	1,464	563,640
	2	4		61.00	244.00	10%	1,464	392,938
Terrace	2	8		70.00	560.00		1,330	744,800
	3	8		84.00	672.00		1,330	893,760
Semi	2	4		79.00	316.00		1,329	419,964
	3	6		93.00	558.00		1,329	741,582
Det	3	0		93.00	0.00		1,522	0
	4	3		97.00	291.00		1,522	442,902
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

##	Green	Agricultural
Area	Gross	2.614
	Net	2.222

Base Site make up								Total Cost	Rate £/m2	Locality reen/Brown Alternative Use
Number	12	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha			
Large Greenfield	100	100	2.86	35.00	92	9,241	3,234	13,095,064	1,417.06	

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	4		50.00	200.00	10%	1,464	322,080
	2	3		65.00	195.00	10%	1,464	314,028
Terrace	2	3		75.00	225.00		1,330	299,250
	3	12		95.00	1,140.00		1,330	1,516,200
Semi	2	4		85.00	340.00		1,329	451,860
	3	16		105.00	1,680.00		1,329	2,232,720
Det	3	0		110.00	0.00		1,522	0
	4	14		135.00	1,890.00		1,522	2,876,580
	5	4		145.00	580.00		1,522	882,760
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	7		50.00	350.00	10%	1,464	563,640
	2	4		61.00	244.00	10%	1,464	392,938
Terrace	2	8		70.00	560.00		1,330	744,800
	3	8		84.00	672.00		1,330	893,760
Semi	2	4		79.00	316.00		1,329	419,964
	3	6		93.00	558.00		1,329	741,582
Det	3	0		93.00	0.00		1,522	0
	4	3		97.00	291.00		1,522	442,902
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

##	Green	Agricultural
Area	Gross	3.571
	Net	2.857

Base Site make up								Total Cost	Rate £/m2	Locality reen/Brown Alternative Use
Number	13	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha			
Greenfield 60		60	1.71	35.00	91	5,485	3,200	7,763,530	1,415.41	

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	2		50.00	100.00	10%	1,464	161,040
	2	3		65.00	195.00	10%	1,464	314,028
Terrace	2	2		75.00	150.00		1,330	199,500
	3	7.0		95.00	665.00		1,330	884,450
Semi	2	3		85.00	255.00		1,329	338,895
	3	9		105.00	945.00		1,329	1,255,905
Det	3	0		110.00	0.00		1,522	0
	4	8		135.00	1,080.00		1,522	1,643,760
	5	2		145.00	290.00		1,522	441,380
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	5		50.00	250.00	10%	1,464	402,600
	2	1		61.00	61.00	10%	1,464	98,234
Terrace	2	5.0		70.00	350.00		1,330	465,500
	3	5		84.00	420.00		1,330	558,600
Semi	2	2		79.00	158.00		1,329	209,982
	3	4		93.00	372.00		1,329	494,388
Det	3	0		93.00	0.00		1,522	0
	4	2		97.00	194.00		1,522	295,268
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

		
##	Green	Agricultural
Area	Gross	2.017
	Net	1.714

Base Site make up								Total Cost	Rate £/m2	Locality reen/Brown Alternative Use
Number	14	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha			
Greenfield 60 LD		60	2.40	25.00	101	6,085	2,535	8,589,964	1,411.66	

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		50.00	0.00	10%	1,464	0
	2	0		65.00	0.00	10%	1,464	0
Terrace	2	0		75.00	0.00		1,330	0
	3	0		95.00	0.00		1,330	0
Semi	2	9.0		85.00	765.00		1,329	1,016,685
	3	9.0		105.00	945.00		1,329	1,255,905
Det	3	0		110.00	0.00		1,522	0
	4	11		135.00	1,485.00		1,522	2,260,170
	5	7		145.00	1,015.00		1,522	1,544,830
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	0		50.00	0.00	10%	1,464	0
	2	0		61.00	0.00	10%	1,464	0
Terrace	2	11		70.00	770.00		1,330	1,024,100
	3	12		84.00	1,008.00		1,330	1,340,640
Semi	2	0.0		79.00	0.00		1,329	0
	3	0		93.00	0.00		1,329	0
Det	3	0		93.00	0.00		1,522	0
	4	1		97.00	97.00		1,522	147,634
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

##	Green	Agricultural
Area	Gross	3.200
	Net	2.400

Base Site make up								Total Cost	Rate £/m2	Locality reen/Brown Alternative Use
Number	15	Units	Area ha	Density erage Units/ha	Unit Size m2	Developed m2	Density m2/ha			
Greenfield 20 HD		20	0.44	45.00	87	1,733	3,899	2,459,751	1,419.36	

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	1		50.00	50.00	10%	1,464	80,520
	2	1		65.00	65.00	10%	1,464	104,676
Terrace	2	1		75.00	75.00		1,330	99,750
	3	4		95.00	380.00		1,330	505,400
Semi	2	0		85.00	0.00		1,329	0
	3	2		105.00	210.00		1,329	279,090
Det	3	0		110.00	0.00		1,522	0
	4	3		135.00	405.00		1,522	616,410
	5	0		145.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	2		50.00	100.00	10%	1,464	161,040
	2	1		61.00	61.00	10%	1,464	98,234
Terrace	2	2		70.00	140.00		1,330	186,200
	3	2		84.00	168.00		1,330	223,440
Semi	2	1		79.00	79.00		1,329	104,991
	3	0		93.00	0.00		1,329	0
Det	3	0		93.00	0.00		1,522	0
	4	0		97.00	0.00		1,522	0
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

##	Green	Paddock
Area	Gross	0.444
	Net	0.444

Number	16	Units	Area ha	Density Units/ha	erage Unit Size m2	Base Site make up		Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality
Greenfield 20		20	0.57	35.00	94			1,883	3,295	2,680,634	1,423.60	reen/Brown

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		50.00	0.00	10%	1,464	0
	2	0		65.00	0.00	10%	1,464	0
Terrace	2	3		75.00	225.00		1,330	299,250
	3	0		95.00	0.00		1,330	0
Semi	2	0		85.00	0.00		1,329	0
	3	4		105.00	420.00		1,329	558,180
Det	3	0		110.00	0.00		1,522	0
	4	4		135.00	540.00		1,522	821,880
	5	1		145.00	145.00		1,522	220,690
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	2		50.00	100.00	10%	1,464	161,040
	2	1		61.00	61.00	10%	1,464	98,234
Terrace	2	2		70.00	140.00		1,330	186,200
	3	3		84.00	252.00		1,330	335,160
Semi	2	0		79.00	0.00		1,329	0
	3	0		93.00	0.00		1,329	0
Det	3	0		93.00	0.00		1,522	0
	4	0		97.00	0.00		1,522	0
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

Greenfield 20		
##	Green	Agricultural
Area	Gross	0.714
	Net	0.571

Number	17	Units	NET Area	Density Units/ha	erage Unit Size m2	Base Site make up		Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality
Greenfield 20 LD		20	0.80	25.00	101			2,016	2,520	2,840,070	1,408.76	reen/ Brown

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		50.00	0.00	10%	1,464	0
	2	0		65.00	0.00	10%	1,464	0
Terrace	2	0		75.00	0.00		1,330	0
	3	0		95.00	0.00		1,330	0
Semi	2	3		85.00	255.00		1,329	338,895
	3	3		105.00	315.00		1,329	418,635
Det	3	0		110.00	0.00		1,522	0
	4	4		135.00	540.00		1,522	821,880
	5	2		145.00	290.00		1,522	441,380
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	0		50.00	0.00	10%	1,464	0
	2	0		61.00	0.00	10%	1,464	0
Terrace	2	4		70.00	280.00		1,330	372,400
	3	4		84.00	336.00		1,330	446,880
Semi	2	0		79.00	0.00		1,329	0
	3	0		93.00	0.00		1,329	0
Det	3	0		93.00	0.00		1,522	0
	4	0		97.00	0.00		1,522	0
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

Greenfield 20 LD		
##	Green	Agricultural
Area	Gross	1.067
	Net	0.800

Number	18	Units	Area ha	Density Units/ha	erage Unit Size m2	Base Site make up		Developed m2	Density m2/ha	Total Cost	Rate £/m2	Locality
Greenfield 15		15	0.43	35.00	96			1,434	3,346	2,043,629	1,425.13	reen/Brown

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	0		50.00	0.00	10%	1,464	0
	2	0		65.00	0.00	10%	1,464	0
Terrace	2	2		75.00	150.00		1,330	199,500
	3	0		95.00	0.00		1,330	0
Semi	2	0		85.00	0.00		1,329	0
	3	3		105.00	315.00		1,329	418,635
Det	3	0		110.00	0.00		1,522	0
	4	3		135.00	405.00		1,522	616,410
	5	1		145.00	145.00		1,522	220,690
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	1		50.00	50.00	10%	1,464	80,520
	2	1		61.00	61.00	10%	1,464	98,234
Terrace	2	2		70.00	140.00		1,330	186,200
	3	2		84.00	168.00		1,330	223,440
Semi	2	0		79.00	0.00		1,329	0
	3	0		93.00	0.00		1,329	0
Det	3	0		93.00	0.00		1,522	0
	4	0		97.00	0.00		1,522	0
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

Greenfield 15		
##	Green	Paddock
Area	Gross	0.429
	Net	0.429



	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	22		50.00	1,100.00	10%	1,464	1,771,440
	2	27		65.00	1,755.00	10%	1,464	2,826,252
Terrace	2	27		75.00	2,025.00		1,330	2,693,250
	3	90		95.00	8,550.00		1,330	11,371,500
Semi	2	32		85.00	2,720.00		1,329	3,614,880
	3	135		105.00	14,175.00		1,329	18,838,575
Det	3	0		110.00	0.00		1,522	0
	4	90		135.00	12,150.00		1,522	18,492,300
	5	27		145.00	3,915.00		1,522	5,958,630
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	54		50.00	2,700.00	10%	1,464	4,348,080
	2	42		61.00	2,562.00	10%	1,464	4,125,845
Terrace	2	66		70.00	4,620.00		1,330	6,144,600
	3	63		84.00	5,292.00		1,330	7,038,360
Semi	2	0		79.00	0.00		1,329	0
	3	45		93.00	4,185.00		1,329	5,561,865
Det	3	0		93.00	0.00		1,522	0
	4	30		97.00	2,910.00		1,522	4,429,020
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

Area	Gross	35.714
	Net	21.429

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	31		50.00	1,550.00	10%	1,464	2,496,120
	2	38		65.00	2,470.00	10%	1,464	3,977,688
Terrace	2	38		75.00	2,850.00		1,330	3,790,500
	3	126		95.00	11,970.00		1,330	15,920,100
Semi	2	44		85.00	3,740.00		1,329	4,970,460
	3	189		105.00	19,845.00		1,329	26,374,005
Det	3	0		110.00	0.00		1,522	0
	4	126		135.00	17,010.00		1,522	25,889,220
	5	38		145.00	5,510.00		1,522	8,386,220
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	76		50.00	3,800.00	10%	1,464	6,119,520
	2	59		61.00	3,599.00	10%	1,464	5,795,830
Terrace	2	92		70.00	6,440.00		1,330	8,565,200
	3	88		84.00	7,392.00		1,330	9,831,360
Semi	2	0		79.00	0.00		1,329	0
	3	63		93.00	5,859.00		1,329	7,786,611
Det	3	0		93.00	0.00		1,522	0
	4	42		97.00	4,074.00		1,522	6,200,628
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

Area	Gross	50.000
	Net	30.000

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	24		50.00	1,200.00	10%	1,464	1,932,480
	2	29		65.00	1,885.00	10%	1,464	3,035,604
Terrace	2	29		75.00	2,175.00		1,330	2,892,750
	3	97		95.00	9,215.00		1,330	12,255,950
Semi	2	34		85.00	2,890.00		1,329	3,840,810
	3	145		105.00	15,225.00		1,329	20,234,025
Det	3	0		110.00	0.00		1,522	0
	4	97		135.00	13,095.00		1,522	19,930,590
	5	29		145.00	4,205.00		1,522	6,400,010
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	58		50.00	2,900.00	10%	1,464	4,670,160
	2	45		61.00	2,745.00	10%	1,464	4,420,548
Terrace	2	72		70.00	5,040.00		1,330	6,703,200
	3	68		84.00	5,712.00		1,330	7,596,960
Semi	2	0		79.00	0.00		1,329	0
	3	48		93.00	4,464.00		1,329	5,932,656
Det	3	0		93.00	0.00		1,522	0
	4	32		97.00	3,104.00		1,522	4,724,288
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

Area	Gross	36.040
	Net	23.057

Base Site make up							Total Cost	Rate £/m2	Locality	Green/Brown	Alternative Use
Number	22	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2					
Water Lane (Katherine's)		1,331	38.03	35.00	92	121,883	3,205	172,570,856	1,415.87		

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	39		50.00	1,950.00	10%	1,464	3,140,280
	2	48		65.00	3,120.00	10%	1,464	5,024,448
Terrace	2	48		75.00	3,600.00		1,330	4,788,000
	3	160		95.00	15,200.00		1,330	20,216,000
Semi	2	56		85.00	4,760.00		1,329	6,326,040
	3	240		105.00	25,200.00		1,329	33,490,800
Det	3	0		110.00	0.00		1,522	0
	4	160		135.00	21,600.00		1,522	32,875,200
	5	48		145.00	6,960.00		1,522	10,593,120
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	96		50.00	4,800.00	10%	1,464	7,729,920
	2	74		61.00	4,514.00	10%	1,464	7,269,346
Terrace	2	117		70.00	8,190.00		1,330	10,892,700
	3	112		84.00	9,408.00		1,330	12,512,640
Semi	2	0		79.00	0.00		1,329	0
	3	80		93.00	7,440.00		1,329	9,887,760
Det	3	0		93.00	0.00		1,522	0
	4	53		97.00	5,141.00		1,522	7,824,602
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

Harlow Green Ag / glass		
Area	Gross	63.381
	Net	38.029

Base Site make up							Total Cost	Rate £/m2	Locality	Green/Brown	Alternative Use
Number	23	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2					
South Epping MPA		950	27.14	35.00	92	86,935	3,203	123,092,203	1,415.91		

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	29		50.00	1,450.00	10%	1,464	2,335,080
	2	34		65.00	2,210.00	10%	1,464	3,558,984
Terrace	2	34		75.00	2,550.00		1,330	3,391,500
	3	114		95.00	10,830.00		1,330	14,403,900
Semi	2	40		85.00	3,400.00		1,329	4,518,600
	3	171		105.00	17,955.00		1,329	23,862,195
Det	3	0		110.00	0.00		1,522	0
	4	114		135.00	15,390.00		1,522	23,423,580
	5	34		145.00	4,930.00		1,522	7,503,460
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	68		50.00	3,400.00	10%	1,464	5,475,360
	2	53		61.00	3,233.00	10%	1,464	5,206,423
Terrace	2	84		70.00	5,880.00		1,330	7,820,400
	3	80		84.00	6,720.00		1,330	8,937,600
Semi	2	0		79.00	0.00		1,329	0
	3	57		93.00	5,301.00		1,329	7,045,029
Det	3	0		93.00	0.00		1,522	0
	4	38		97.00	3,686.00		1,522	5,610,092
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

Epping Green Agricultural		
Area	Gross	43.550
	Net	27.143

Base Site make up							Total Cost	Rate £/m2	Locality	Green/Brown	Alternative Use
Number	24	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2					
North Weald Bassett MPA		1,050	30.00	35.00	92	96,094	3,203	136,079,306	1,416.11		

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	32		50.00	1,600.00	10%	1,464	2,576,640
	2	37		65.00	2,405.00	10%	1,464	3,873,012
Terrace	2	38		75.00	2,850.00		1,330	3,790,500
	3	126		95.00	11,970.00		1,330	15,920,100
Semi	2	44		85.00	3,740.00		1,329	4,970,460
	3	189		105.00	19,845.00		1,329	26,374,005
Det	3	0		110.00	0.00		1,522	0
	4	126		135.00	17,010.00		1,522	25,889,220
	5	38		145.00	5,510.00		1,522	8,386,220
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	76		50.00	3,800.00	10%	1,464	6,119,520
	2	59		61.00	3,599.00	10%	1,464	5,795,830
Terrace	2	92		70.00	6,440.00		1,330	8,565,200
	3	88		84.00	7,392.00		1,330	9,831,360
Semi	2	0		79.00	0.00		1,329	0
	3	63		93.00	5,859.00		1,329	7,786,611
Det	3	0		93.00	0.00		1,522	0
	4	42		97.00	4,074.00		1,522	6,200,628
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

North Weald Green Agricultural		
Area	Gross	45.980
	Net	30.000

		Base Site make up							
Number	25	Units	Area ha	Density Units/ha	erage Unit Size m2	Developed m2	Density m2/ha	Total Cost	Rate £/m2
Waltham Abbey	North MPA	740	21.14	35.00	92	67,781	3,206	95,971,974	1,415.91



Locality
reen/Brown Alternative Use

Waltham Al GreenAgricultural

Area	Gross	32.280
	Net	21.143

	Beds	No		m2	Total		BCIS	COST
Market								0
Flat	1	22		50.00	1,100.00	10%	1,464	1,771,440
	2	26		65.00	1,690.00	10%	1,464	2,721,576
Terrace	2	27		75.00	2,025.00		1,330	2,693,250
	3	89		95.00	8,455.00		1,330	11,245,150
Semi	2	31		85.00	2,635.00		1,329	3,501,915
	3	133		105.00	13,965.00		1,329	18,559,485
Det	3	0		110.00	0.00		1,522	0
	4	89		135.00	12,015.00		1,522	18,286,830
	5	27		145.00	3,915.00		1,522	5,958,630
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		65.00	0.00	10%	1,515	0
Flat 3 High*	3	0		75.00	0.00	10%	1,515	0
Affordable								
Flat	1	53		50.00	2,650.00	10%	1,464	4,267,560
	2	41		61.00	2,501.00	10%	1,464	4,027,610
Terrace	2	66		70.00	4,620.00		1,330	6,144,600
	3	62		84.00	5,208.00		1,330	6,926,640
Semi	2	0		79.00	0.00		1,329	0
	3	44		93.00	4,092.00		1,329	5,438,268
Det	3	0		93.00	0.00		1,522	0
	4	30		97.00	2,910.00		1,522	4,429,020
	5	0		110.00	0.00		1,522	0
Flat 1 High*	1	0		50.00	0.00	10%	1,515	0
Flat 2 High*	2	0		61.00	0.00	10%	1,515	0
Flat 3 High*	3	0		74.00	0.00	10%	1,515	0

Base
For Apps



			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25						
			Flats 100 HD	Flats 100 PRS	Flats 40 HD	Flats 40 PRS	Urban 60 HD	Urban 60	Urban 30	Urban 15 HD	Urban 15	Large Greenfield 200	Large Greenfield 100	Large Greenfield 100	Greenfield 60	Greenfield 60 LD	Greenfield 20 HD	Greenfield 20	Greenfield 20 LD	Greenfield 15	East of Harlow (North)	Latton Priory	Water Lane (Sumners)	Water Lane (Katherines)	South Epping MPA	North Weald Bassett MPA	Waltham North MPA						
			Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Brown Industrial	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Agricultural	Green Paddock	Green Agricultural	Green Agricultural	Green Agricultural	Green Paddock	Green Agricultural Harlow	Green Agricultural Harlow	Green Agricultural Harlow	Green Ag / glass Harlow	Green Agricultural Epping	Green Agricultural North Weald	Green Agricultural Waltham Abbey					
Site Area	Gross Net	ha	1.14	1.14	0.50	0.50	1.50	2.29	1.07	0.30	0.43	7.14	2.61	3.57	2.02	3.20	0.44	0.71	1.07	0.43	35.71	50.00	36.04	63.38	43.55	45.98	32.28						
Units		ha	0.91	0.91	0.40	0.40	1.20	1.71	0.86	0.30	0.43	5.71	2.22	2.86	1.71	2.40	0.44	0.57	0.80	0.43	21.43	30.00	23.06	38.03	27.14	30.00	21.14						
			100	100	40	40	60	60	30	15	15	200	100	100	60	60	20	20	20	15	750	1,050	807	1,331	950	1,050	740						
Average Unit Size		m2	63.90	65.30	64.20	64.20	89.58	91.32	92.37	78.53	102.47	92.02	91.51	92.41	91.42	101.42	86.65	94.15	100.80	95.60	91.55	91.53	91.52	91.57	91.51	91.52	91.60						
Mix	Intermediate to Buy		7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%						
	Affordable Rent		32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%						
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%						
Price	Market	£/m2	6,000	4,600	6,000	4,600	5,750	5,750	5,750	5,750	5,750	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,500	5,750	3,812	3,981	3,900	3,900	6,000	5,400	5,400						
	Intermediate to Buy	£/m2	4,200	3,220	4,200	3,220	4,025	4,025	4,025	4,025	4,025	3,850	3,850	3,850	3,850	3,850	3,850	3,850	3,850	4,025	2,669	2,787	2,730	2,730	4,200	3,780	3,780						
	Affordable Rent	£/m2	2,352	2,352	2,352	2,352	2,352	2,352	2,352	2,352	2,352	2,352	2,352	2,352	2,352	2,352	2,352	2,352	2,352	2,352	2,352	2,352	2,352	2,352	2,352	2,352	2,352						
	Social Rent	£/m2	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500	1,500						
Grant and Subsidies	Intermediate to Buy	£/unit																															
	Affordable Rent	£/unit																															
	Social Rent	£/unit																															
Sales per Quarter																																	
Unit Build Time			3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3						
Alternative Use Value	£/ha		1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	22,500	22,500	22,500	22,500	22,500	5,000	22,500	22,500	50,000	22,500	22,500	22,500	315,530	22,500	22,500	22,500						
Up Lift %	%		20%	20%	20%	20%	20%	20%	20%	20%	20%																						
Additional Uplift	£/ha																				300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000
Easements etc	£		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0						
Legals / Acquisition	% land		1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%	1.5%						
Planning Fee	<50	£/unit	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462	462						
	>50	£/unit	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138	138						
Architects	%		4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%	4.00%						
QS / PM	%		0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%						
Planning Consultants	%		1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%	1.00%						
Other Professional	%		3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%	3.50%						
BCIS	£/m2		1,667	1,667	1,667	1,667	1,381	1,411	1,412	1,409	1,398	1,420	1,418	1,417	1,415	1,412	1,419	1,424	1,409	1,425	1,416	1,416	1,416	1,416	1,416	1,416	1,416						
Over Extra	%																																
Energy Design	£/m2																																
Acc & Adpt	£/m2		6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6	6							
Water	£/m2		41.0	41.0	41.0	41.0	41.0	41.0	41.0	41.0	41.0	41.0	41.0	41.0	41.0	41.0	41.0	41.0	41.0	41.0	41.0	41.0	41.0	41.0	41.0	41.0	41.0						
Small Sites	£/m2		1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1						
Site Costs	%		5.0%	5.0%	5.0%	5.0%	10.0%	10.0%	10.0%	10.0%	10.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	10.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%	15.0%						
Pre CIL s106	£/Unit		31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	48,153	48,014	49,434	49,375	41,989	36,311	32,536						
Post CIL s106	£/Unit		31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	31,000	48,153	48,014	49,434	49,375	41,989	36,311	32,536						
	£/m2		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00						
LIT	%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%						
Contingency	%		5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	2.50%	97.50%	2.50%	2.50%	2.50%						
Abnormals	%		5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%	5.00%													190.00%									
	£/site																																
FINANCE																																	
	Fees	£	199,000	152,000	97,000	78,000	147,000	150,000	95,000	41,000	53,000	322,000	199,000	202,000	145,000	164,000	52,000	57,000	61,000	50,000	292,000	461,000	323,000	0	1,243,000	1,143,000	864,000						
	Interest	%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%						
	Legal and Valuation	£																															
SALES																																	
	Agents	%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%	3.00%						
	Legals	%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%	0.50%						
	Misc.	£	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0						
Developers Prof	% Market DV		20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%	20.00%						
	% Affordable DV		6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%	6.00%						

			Site 1	Site 2	Site 3	Site 4	Site 5	Site 6	Site 7	Site 8	Site 9	Site 10	Site 11	Site 12	Site 13	Site 14	Site 15	Site 16	Site 17	Site 18	Site 19	Site 20	Site 21	Site 22	Site 23	Site 24	Site 25
			Flats 100 HD	Flats 100 PRS	Flats 40 HD	Flats 40 PRS	Urban 60 HD	Urban 60	Urban 30	Urban 15 HD	Urban 15	Large Greenfield 200	Large Greenfield 100 HD	Large Greenfield 100	Greenfield 60	Greenfield 60 LD	Greenfield 20 HD	Greenfield 20	Greenfield 20 LD	Greenfield 15	East of Harlow (North)	Luton Priors	Water Lane (Summers)	Water Lane (Katherines)	South Epping MPA	North Weald Bassett MPA	Waltham Abbey North MPA
			Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Brown	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green
			Use	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Industrial	Agricultural	Agricultural	Agricultural	Agricultural	Agricultural	Paddock	Agricultural	Agricultural	Paddock	Agricultural	Agricultural	Agricultural	Ag / glass	Agricultural	Agricultural	Agricultural
Site Area	Gross	ha	1.14	1.14	0.50	0.50	1.50	2.29	1.07	0.30	0.43	7.14	2.61	3.57	2.02	3.20	0.44	0.71	1.07	0.43	35.71	50.00	36.04	63.38	43.55	45.98	32.28
	Net	ha	0.91	0.91	0.40	0.40	1.20	1.71	0.86	0.30	0.43	5.71	2.22	2.86	1.71	2.40	0.44	0.57	0.80	0.43	21.43	30.00	23.06	38.03	27.14	30.00	21.14
Units			100	100	40	40	60	60	30	15	15	200	100	100	60	60	20	20	20	15	750	1050	807	1331	950	1050	740
Mix	Market		60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%	60.00%
	Intermediate to Buy		7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%	7.20%
	Affordable Rent		32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%	32.80%
	Social Rent		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Alternative Land Value		£/ha	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	22,500	22,500	22,500	22,500	22,500	5,000	22,500	22,500	50,000	22,500	22,500	22,500	315,530	22,500	22,500	22,500
		£ site	1,136,364	1,136,364	500,000	500,000	1,500,000	2,285,714	1,071,429	300,000	428,571	160,714	58,824	80,357	45,378	72,000	2,222	16,071	24,000	21,429	803,571	1,125,000	810,900	19,998,592	979,875	1,034,550	726,300
Uplift		£/ha	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	200,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	300,000	270,023	300,000	300,000	300,000
		£ site	227,273	227,273	100,000	100,000	300,000	457,143	214,286	60,000	85,714	2,142,857	784,314	1,071,429	605,042	960,000	133,333	214,286	320,000	128,571	10,714,286	15,000,000	10,812,000	17,114,315	13,065,000	13,794,000	9,684,000
Viability Threshold		£/ha	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	1,200,000	322,500	322,500	322,500	322,500	322,500	305,000	322,500	322,500	350,000	322,500	322,500	322,500	585,553	322,500	322,500	322,500
		£ site	1,363,636	1,363,636	600,000	600,000	1,800,000	2,742,857	1,285,714	360,000	514,286	2,303,571	843,137	1,151,786	650,420	1,032,000	135,556	230,357	344,000	150,000	11,517,857	16,125,000	11,622,900	37,112,907	14,044,875	14,828,550	10,410,300
Residual Gross Net	£/ha		4,724,055	1,180,559	4,337,364	1,057,945	4,078,674	2,644,663	2,887,295	4,481,733	4,347,441	2,557,531	3,577,589	2,667,722	2,802,226	2,089,283	4,031,169	2,876,764	2,098,684	4,320,475	152,493	328,961	251,044	-9,364,663	2,067,731	1,738,569	1,941,327
	£/ha		5,905,069	1,475,699	5,421,705	1,322,432	5,098,343	3,526,217	3,609,118	4,481,733	4,347,441	3,196,914	4,208,928	3,334,653	3,296,736	2,785,711	4,031,169	3,595,955	2,798,245	4,320,475	254,154	548,269	392,399	-15,607,772	3,317,620	2,664,647	2,963,935
	£ site		5,368,244	1,341,544	2,168,682	528,973	6,118,011	6,044,944	3,093,530	1,344,520	1,863,189	18,268,082	9,353,174	9,527,580	5,651,548	6,685,707	1,791,631	2,054,832	2,238,596	1,851,632	5,446,165	16,448,068	9,047,609	-593,541,267	90,049,682	79,939,408	62,666,049

Check on phasing dwgs nos
correct

LIT	% GDV	
	0.00%	0

CASH FLOW FOR CIL ADDITIONAL PROFIT					Year 1				Year 2				Year 3				Year 4				Year 5				Year 6								
INCOME					Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4					
As Above																																	
INCOME					0	0	0	0	0	0	7,744,975	7,744,975	7,744,975	7,744,975	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
EXPENDITURE Land					1,363,636																												
					Stamp Duty				68,182	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
					Easements etc.				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
					Legals Acquisition				20,455	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
					Planning Fee				30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
					Architects				314,738	0	314,738	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
					QS				39,342	0	39,342	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
					Planning Consultants				78,685	0	78,685	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
					Other Professional				275,396	0	275,396	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
					Build Cost - BCIS Base				0	0	957,342	1,914,684	2,872,025	2,872,025	1,914,684	957,342	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL					5,255,176		-432,463	-432,463	775,000	775,000	775,000	775,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0						
Post CIL s106					0	0	47,867	95,734	143,601	143,601	95,734	47,867	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0						
Contingency					0	0	47,867	95,734	143,601	143,601	95,734	47,867	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0						
Abnormals					0	0	47,867	95,734	143,601	143,601	95,734	47,867	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0						
Finance Fees					199,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
Legal and Valuation					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
Agents					0	0	0	0	0	0	232,349	232,349	232,349	232,349	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
Legals					0	0	0	0	0	0	38,725	38,725	38,725	38,725	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
Misc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0						
COSTS BEFORE LAND INT AND PROFIT					7,644,610	0	1,328,774	1,673,689	3,934,228	3,934,228	3,152,226	2,099,150	271,074	271,074	0	0	0	0	0	0	0	0	0	0	0	0	0	0					
For CIL calculation					Interest Profit on cost Profit on GDV				114,669	116,389	138,067	165,243	226,735	289,149	224,595	143,277	33,318	0	0	0	0	0	0	0	0	0	0	0					
					Cash Flow Opening Balance				-7,644,610	-114,669	-1,445,163	-1,811,756	-4,099,471	-4,160,963	4,303,600	5,421,230	7,330,624	7,440,583	0	0	0	0	0	0	0	0	0	0	0	0	-5,219,405		
					Closing Balance				-7,644,610	-7,759,279	-9,204,442	-11,016,198	-15,115,669	-19,276,632	-14,973,032	-9,551,803	-2,221,179	5,219,405	5,219,405	5,219,405	5,219,405	5,219,405	5,219,405	5,219,405	5,219,405	5,219,405	5,219,405	5,219,405	5,219,405	5,219,405	5,219,405	0	

	£/m2	
Additional Profit	-233,093	-56

Post CIL s106	31,000	£/ Unit (all)	3,100,000
CIL	0	£/m2	0
		Total	3,100,000

LIT	% GDV	0.00%	0
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CASH FLOW FOR CIL ADDITIONAL PROFIT					Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
INCOME					Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
INCOME					0	0	0	0	0	0	6,187,573	6,187,573	6,187,573	6,187,573	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																													
Land					1,363,636																								
Stamp Duty					68,182	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Easements etc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Legals Acquisition					20,455	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee					30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Architects					314,738	0	314,738	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
QS					39,342	0	39,342	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Planning Consultants					78,685	0	78,685	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Other Professional					275,396	0	275,396	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Build Cost - BCIS Base					0	0	957,342	1,914,684	2,872,025	2,872,025	1,914,684	957,342	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
POTENTIAL CIL					5,255,176		-2,744,134																						
Post CIL s106									775,000	775,000	775,000	775,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Contingency					0	0	47,867	95,734	143,601	143,601	95,734	47,867	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Abnormals					0	0	47,867	95,734	143,601	143,601	95,734	47,867	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Finance Fees					152,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Legal and Valuation					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Agents					0	0	0	0	0	0	185,627	185,627	185,627	185,627	0	0	0	0	0	0	0	0	0	0	0	0	0		
Legals					0	0	0	0	0	0	30,938	30,938	30,938	30,938	0	0	0	0	0	0	0	0	0	0	0	0	0		
Misc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
COSTS BEFORE LAND INT AND PROFIT					7,597,610	0	-982,897	-637,982	3,934,228	3,934,228	3,097,717	2,044,641	216,565	216,565	0	0	0	0	0	0	0	0	0	0	0	0	0		
For CIL calculation																													
Interest Profit on cost Profit on GDV					113,964		115,674	102,665	94,635	155,068	216,408	173,306	113,762	25,903	0	0	0	0	0	0	0	0	0	0	0	0	0		
Cash Flow					-7,597,610	-113,964	867,224	535,317	-4,028,863	-4,089,296	2,873,448	3,969,626	5,857,246	5,945,105	0	0	0	0	0	0	0	0	0	0	0	0	-4,218,232		
Opening Balance					0																								
Closing Balance					-7,597,610	-7,711,574	-6,844,350	-6,309,033	-10,337,897	-14,427,193	-11,553,745	-7,584,119	-1,726,873	4,218,232	4,218,232	4,218,232	4,218,232	4,218,232	4,218,232	4,218,232	4,218,232	4,218,232	4,218,232	4,218,232	4,218,232	4,218,232	0		

DEVELOPMENT COSTS				
LAND		/unit or m2	Total	
	Land	54.217		2,168,682
	Stamp Duty		97,934	
	Easements etc.		0	
	Legals Acquisition	1.50%	32,530	130,464
PLANNING				
	Planning Fee		18,480	
	Architects	4.00%	252,740	
	QS / PM	0.50%	31,592	
	Planning Consultants	1.00%	63,185	
	Other Professional	3.50%	221,147	587,145
CONSTRUCTION				
	Build Cost - BCIS Based	1.798	4,616,815	
	s106 / CIL		1,240,000	
	Contingency	5.00%	230,841	
	Abnormals		230,841	6,318,496
FINANCE				
	Fees		97,000	
	Interest	6.00%		
	Legal and Valuation		0	97,000
SALES				
	Agents	3.0%	373,919	
	Legals	0.5%	62,320	
	Misc.		0	436,239
				9,738,026

Build Cost	/m2	
BCIS	1.667	
Over Extra	0	0.00%
Energy	0	
Design	6	
Acc & Adpt	41	
Water	1	
Small Sites	0	0%
Site Costs	83	5%
1,798		

Stamp duty calc - Add Profit		
Land payment		600,000
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
	Total	30,000

LIT	% GDV	
	0.00%	0

Post CIL s106	31,000	£/ Unit (all)	1,240,000
CIL	0	£/m2	0
		Total	1,240,000

Check on phasing dwgs nos
correct

		£/m2
Additional Profit	1,637,238	975

CASH FLOW FOR CIL ADDITIONAL PROFIT					Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME					Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
As Above					0	0	0	0	0	0	6,231,980	6,231,980	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME					0	0	0	0	0	0	6,231,980	6,231,980	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																												
Land					600,000																							
Stamp Duty					30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition					9,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee					18,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects					126,370	0	126,370	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS					15,796	0	15,796	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants					31,592	0	31,592	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional					110,574	0	110,574	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base					0	0	769,469	1,538,938	1,538,938	769,469	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL					5,255,176		-3,617,938																					
Post CIL s106									620,000	620,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency					0	0	38,473	76,947	76,947	38,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals					0	0	38,473	76,947	76,947	38,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees					97,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents					0	0	0	0	0	0	186,959	186,959	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals					0	0	0	0	0	0	31,160	31,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT					6,293,988	0	-2,487,189	1,692,832	2,312,832	1,466,416	218,119	218,119	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																												
Interest Profit on cost Profit on GDV					94,410	95,826	59,956		86,247	122,234	146,063	58,046	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow					-6,293,988	-94,410	2,391,363	-1,752,788	-2,399,079	-1,588,650	5,867,798	5,955,815	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance					0																							
Closing Balance					-6,293,988	-6,388,398	-3,997,035	-5,749,822	-8,148,901	-9,737,551	-3,869,753	2,086,061	2,086,061	2,086,061	2,086,061	2,086,061	2,086,061	2,086,061	2,086,061	2,086,061	2,086,061	2,086,061	2,086,061	2,086,061	2,086,061	2,086,061	2,086,061	2,086,061
																											0	



SITE NAME	Site 4	Flats 40 PRS
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INCOME	Av Size m2	%	Number 40	Price £/m2	GDV £	GIA m2
Market Housing	70.0	60%	24	4,600	7,728,000	1,680
Shared Ownership	55.5	7%	3	3,220	514,685	160
Affordable Rent	55.5	33%	13	2,352	1,712,632	728
Social Rent	55.5	0%	0	1,500	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.40 ha		100	/ha	9,955,317	2,568
SITE AREA - Gross	0.50 ha		80	/ha		

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	528,973	1,322,432	1,057,945
Alternative Use Value	500,000		1,000,000
Uplift	20%	100,000	200,000
Plus /ha	0	0	0
Viability Threshold	600,000		1,200,000

Additional Profit	-225,536	-134
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RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+H
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND	Land	/unit or m2	Total
	Stamp Duty	13.224	15,949
	Easements etc.		0
	Legals Acquisition	1.50%	7,935
PLANNING	Planning Fee		18,480
	Architects	4.00%	252,740
	QS / PM	0.50%	31,592
	Planning Consultants	1.00%	63,185
	Other Professional	3.50%	221,147
CONSTRUCTION	Build Cost - BCIS Based	1,798	4,616,815
	s106 / CIL		1,240,000
	Contingency	5.00%	230,841
	Abnormals		6,318,496
FINANCE	Fees		78,000
	Interest	6.00%	
	Legal and Valuation		0
SALES	Agents	3.0%	298,660
	Legals	0.5%	49,777
	Misc.		0

Developers Profit			
% Market DV	20.00%		1,545,600
% Affordable DV	6.00%		133,639

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	40		
No dwgs under	40	462	18,480
No dwgs over 5t	0	138	0
Total			18,480

Stamp duty calc - Residual		
Land payment		528,973
Total		15,949

Stamp duty calc - Add Profit		
Land payment		600,000
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	0%
above	5%	4%
Total		24,000

Pre CIL s106	31,000	£/ Unit (all)	
Total			1,240,000

Post CIL s106	31,000	£/ Unit (all)	1,240,000
CIL	0	£/m2	0
Total			1,240,000

Build Cost	/m2	
BCIS	1,667	
Over Extra	0	0.00%
Energy	0	
Design	6	
Acc & Adpt	41	
Water	1	
Small Sites	0	0%
Site Costs	83	5%
	1,798	

LIT	% GDV	0
	0.00%	0

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started	20				20																			
Market Housing	0				0				0				0				0				0			
Shared Ownership	0				0				0				0				0				0			
Affordable Rent	0				0				0				0				0				0			
Social Rent	0				0				0				0				0				0			
Grant and Subsidy	0				0				0				0				0				0			
INCOME	0	0	0	0	0	0	4,977,659	4,977,659	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	15,949																							
Easements etc.	0																							
Legals Acquisition	7,935																							
Planning Fee	18,480																							
Architects	126,370				126,370																			
QS	15,796				15,796																			
Planning Consultants	31,592				31,592																			
Other Professional	110,574				110,574																			
Build Cost - BCIS Base	0	769,469	1,538,938		1,538,938	769,469	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	206,667	413,333		413,333	206,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	38,473	76,947		76,947	38,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	38,473	76,947		76,947	38,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	78,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	149,330	149,330	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	24,888	24,888	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	404,696	0	1,337,415	2,106,165	2,106,165	1,053,083	174,218	174,218	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	528,973																						
	Interest	14,005	14,215	34,490	66,599	99,191	116,475	46,170	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs																							
	Profit on GDV																							1,545,600
																								133,639
Cash Flow	-933,668	-14,005	-1,351,630	-2,140,655	-2,172,765	-1,152,274	4,686,966	4,757,270	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,679,239
Opening Balance	0																							
Closing Balance	-933,668	-947,673	-2,299,303	-4,439,958	-6,612,723	-7,764,997	-3,078,031	1,679,239	1,679,239	1,679,239	1,679,239	1,679,239	1,679,239	1,679,239	1,679,239	1,679,239	1,679,239	1,679,239	1,679,239	1,679,239	1,679,239	1,679,239	1,679,239	0

CASH FLOW FOR CIL ADDITIONAL PROFIT				Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
				Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME				As Above				0	0	0	0	0	0	4,977,659	4,977,659	0	0	0	0	0	0	0	0	0	0	0	0
INCOME				0	0	0	0	0	0	4,977,659	4,977,659	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																											
Land				600,000																							
Stamp Duty				24,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition				9,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee				18,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects				126,370	0	126,370	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS				15,796	0	15,796	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants				31,592	0	31,592	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional				110,574	0	110,574	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base				0	0	769,469	1,538,938	1,538,938	769,469	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL				5,255,176		-5,489,712																					
Post CIL s106								620,000	620,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency				0	0	38,473	76,947	76,947	38,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals				0	0	38,473	76,947	76,947	38,473	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees				78,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents				0	0	0	0	0	0	149,330	149,330	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals				0	0	0	0	0	0	24,888	24,888	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.				0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT				6,268,988	0	-4,349,964	1,692,832	2,312,832	1,466,416	174,218	174,218	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																											
Interest Profit on cost Profit on GDV				94,035	95,445	31,628		57,494	93,049	116,441	46,136	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow				-6,268,988	-94,035	4,254,518	-1,724,460	-2,370,326	-1,559,465	4,686,999	4,757,304	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance				0																							
Closing Balance				-6,268,988	-6,363,023	-2,108,505	-3,832,964	-6,203,291	-7,762,756	-3,075,757	1,681,547	1,681,547	1,681,547	1,681,547	1,681,547	1,681,547	1,681,547	1,681,547	1,681,547	1,681,547	1,681,547	1,681,547	1,681,547	1,681,547	1,681,547	1,681,547	0

INCOME	Average m2	%	Number 60	Price £/m2	GDV £	GIA m2
Market Housing	101.1	60%	36	5,750	20,930,000	3,640
Shared Ownership	72.3	7%	4	4,025	1,257,008	312
Affordable Rent	72.3	33%	20	2,352	3,346,190	1,423
Social Rent	72.3	0%	0	1,500	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	1.20 ha		50	/ha	25,533,198	5,375
SITE AREA - Gross	1.50 ha		40	/ha		

	£/m2	
Additional Profit	4,773,524	1,311

Post CIL s106	31,000	£/ Unit (all)	1,860,000
CIL	0	£/m2	0
		Total	1,860,000

LIT	% GDV	
	0.00%	0

CASH FLOW FOR CIL ADDITIONAL PROFIT					Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
INCOME					Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
INCOME					0	0	0	0	0	0	2,553,320	5,957,746	5,532,193	5,957,746	5,532,193	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																													
Land					1,800,000																								
Stamp Duty					90,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Easements etc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition					27,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee					24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects					222,482	0	222,482	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS					27,810	0	27,810	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants					55,620	0	55,620	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional					194,672	0	194,672	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base					0	0	280,730	935,768	1,544,016	1,918,324	1,871,535	1,263,286	608,249	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
POTENTIAL CIL					5,255,176		-160,551	-160,551	-160,551	434,000	403,000	403,000	434,000	403,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Post CIL - s106					0	0	14,037	46,788	77,201	95,916	93,577	63,164	30,412	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency					0	0	14,037	46,788	77,201	95,916	93,577	63,164	30,412	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals					0	0	14,037	46,788	77,201	95,916	93,577	63,164	30,412	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees					147,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents					0	0	0	0	0	0	76,600	178,732	165,966	178,732	165,966	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals					0	0	0	0	0	0	12,767	29,789	27,661	29,789	27,661	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROFIT					7,844,240	0	648,837	868,794	1,723,868	2,544,156	2,551,055	2,032,136	1,265,701	208,521	193,627	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																													
Interest Profit on cost Profit on GDV					117,664	119,429	130,953		145,949	173,996	214,768	217,956	162,341	100,779	16,052	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow Opening Balance					-7,844,240	-117,664	-768,266	-999,746	-1,869,816	-2,718,152	-212,503	3,707,654	4,104,151	5,648,446	5,322,514	0	0	0	0	0	0	0	0	0	0	0	0	0	-4,252,379
Closing Balance					-7,844,240	-7,961,904	-8,730,170	-9,729,916	-11,599,732	-14,317,884	-14,530,388	-10,822,733	-6,718,582	-1,070,135	4,252,379	4,252,379	4,252,379	4,252,379	4,252,379	4,252,379	4,252,379	4,252,379	4,252,379	4,252,379	4,252,379	4,252,379	4,252,379	4,252,379	0

LIT	% GDV
	0.00%
	0

CASH FLOW FOR CIL ADDITIONAL PROFIT					Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
INCOME					Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
As Above					0	0	0	0	0	0	2,596,397	6,058,259	5,625,526	6,058,259	5,625,526	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME					0	0	0	0	0	0	2,596,397	6,058,259	5,625,526	6,058,259	5,625,526	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																													
Land					2,742,857																								
Stamp Duty					137,143	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Easements etc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Legals Acquisition					41,143	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee					24,490	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects					230,089	0	230,089	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS					28,761	0	28,761	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Planning Consultants					57,522	0	57,522	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional					201,328	0	201,328	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base					0	0	292,256	974,187	1,607,409	1,997,084	1,948,375	1,315,153	633,222	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
POTENTIAL CIL					5,255,176		-538,567	-538,567	-538,567	-538,567	186,000	434,000	403,000	434,000	403,000	0	0	0	0	0	0	0	0	0	0	0	0	0	
Post CIL s106									186,000	434,000	403,000	434,000	403,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency					0	0	14,613	48,709	80,370	99,854	97,419	65,758	31,661	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals					0	0	14,613	48,709	80,370	99,854	97,419	65,758	31,661	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees					150,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents					0	0	0	0	0	0	77,892	181,748	166,766	181,748	166,766	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals					0	0	0	0	0	0	12,962	30,291	28,128	30,291	28,128	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROFIT					8,868,499	0	300,616	533,040	1,415,584	2,630,793	2,637,086	2,092,707	1,296,437	212,039	196,893	0	0	0	0	0	0	0	0	0	0	0	0	0	
For CIL calculation																													
Interest Profit on cost Profit on GDV					133,027	135,023	141,557		151,676	175,185	217,275	221,144	164,978	102,517	16,361	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cash Flow					-8,868,499	-133,027	-435,639	-674,597	-1,567,260	-2,805,978	-257,965	3,744,407	4,164,110	5,743,703	5,412,272	0	0	0	0	0	0	0	0	0	0	0	0	-4,321,527	
Opening Balance					0				0																				
Closing Balance					-8,868,499	-9,001,527	-9,437,166	-10,111,763	-11,679,023	-14,485,001	-14,742,965	-10,998,558	-6,834,448	-1,090,745	4,321,527	4,321,527	4,321,527	4,321,527	4,321,527	4,321,527	4,321,527	4,321,527	4,321,527	4,321,527	4,321,527	4,321,527	4,321,527	0	

CASH FLOW FOR CIL ADDITIONAL PROFIT					Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME					Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
As Above					0	0	0	0	0	0	4,375,832	4,375,832	4,375,832	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME					0	0	0	0	0	0	4,375,832	4,375,832	4,375,832	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																												
Land					1,285,714																							
Stamp Duty					64,286	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition					19,286	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee					13,860	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects					116,201	0	116,201	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS					14,525	0	14,525	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants					29,050	0	29,050	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional					101,676	0	101,676	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base					0	0	492,933	985,865	1,478,798	985,865	492,933	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
POTENTIAL CIL					5,255,176		-3,331,120																					
Post CIL s106									310,000	310,000	310,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency					0	0	24,647	49,293	73,940	49,293	24,647	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals					0	0	24,647	49,293	73,940	49,293	24,647	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees					95,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents					0	0	0	0	0	0	131,275	131,275	131,275	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals					0	0	0	0	0	0	21,879	21,879	21,879	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT					6,994,773	0	-2,527,443	1,084,452	1,936,678	1,394,452	1,006,380	153,154	153,154	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																												
Interest Profit on cost Profit on GDV					104,922		106,495	70,181	87,501	117,863	140,548	92,100	30,141	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow					-6,994,773	-104,922	2,420,947	-1,154,633	-2,024,178	-1,512,315	3,229,904	4,130,578	4,192,537	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance					0																							
Closing Balance					-6,994,773	-7,099,695	-4,678,747	-5,833,380	-7,857,559	-9,369,874	-6,139,970	-2,009,392	2,183,145	2,183,145	2,183,145	2,183,145	2,183,145	2,183,145	2,183,145	2,183,145	2,183,145	2,183,145	2,183,145	2,183,145	2,183,145	2,183,145	2,183,145	0

LIT	% GDV	
	0.00%	0

CASH FLOW FOR CIL ADDITIONAL PROFIT					Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME					Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
As Above																												
INCOME					0	0	0	0	0	0	1,914,082	1,914,082	1,914,082	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																												
Land					360,000																							
Stamp Duty					18,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition					5,400	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee					6,930	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects					50,711	0	50,711	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS					6,339	0	6,339	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants					12,678	0	12,678	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional					44,372	0	44,372	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base					0	0	209,147	418,294	627,441	418,294	209,147	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
POTENTIAL CIL					5,255,176		-4,253,584		155,000	155,000	155,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Post CIL s106									31,372	20,915	10,457	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency					0	0	10,457	20,915	31,372	20,915	10,457	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals					0	0	10,457	20,915	31,372	20,915	10,457	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees					41,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents					0	0	0	0	0	0	57,422	57,422	57,422	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals					0	0	0	0	0	0	9,570	9,570	9,570	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT					5,800,606	0	-3,909,422	460,123	845,185	615,123	452,054	66,993	66,993	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																												
Interest Profit on cost Profit on GDV						87,009	88,314	30,998	38,364	51,618	61,619	40,613	13,515	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow					-5,800,606	-87,009	3,821,108	-491,121	-883,549	-666,741	1,400,409	1,806,476	1,833,574	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-932,541
Opening Balance					0																							
Closing Balance					-5,800,606	-5,887,615	-2,066,507	-2,557,628	-3,441,177	-4,107,918	-2,707,509	-901,033	932,541	932,541	932,541	932,541	932,541	932,541	932,541	932,541	932,541	932,541	932,541	932,541	932,541	932,541	932,541	0

LIT	% GDV	
	0.00%	0

CASH FLOW FOR CIL ADDITIONAL PROFIT					Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME					Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
As Above					0	0	0	0	0	0	2,469,000	2,469,000	2,469,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME					0	0	0	0	0	0	2,469,000	2,469,000	2,469,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																												
Land					514,286																							
Stamp Duty					25,714	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition					7,714	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee					6,930	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects					62,936	0	62,936	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS					7,867	0	7,867	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants					15,734	0	15,734	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional					55,069	0	55,069	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base					0	0	270,888	541,775	812,663	541,775	270,888	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
POTENTIAL CIL					5,255,176		-3,850,403		155,000	155,000	155,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Post CIL s106									155,000	155,000	155,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency					0	0	13,544	27,089	40,633	27,089	13,544	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals					0	0	13,544	27,089	40,633	27,089	13,544	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees					53,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents					0	0	0	0	0	0	74,070	74,070	74,070	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals					0	0	0	0	0	0	12,345	12,345	12,345	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROFIT					6,004,426	0	-3,410,821	595,953	1,048,929	750,953	539,392	86,415	86,415	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
For CIL calculation																												
Interest Profit on cost Profit on GDV					90,066	91,417	41,626		51,190	67,692	79,971	52,227	17,272	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow					-6,004,426	-90,066	3,319,404	-637,579	-1,100,119	-818,645	1,849,637	2,330,358	2,365,314	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance					0																							
Closing Balance					-6,004,426	-6,094,492	-2,775,088	-3,412,668	-4,512,787	-5,331,432	-3,481,795	-1,151,436	1,213,877	1,213,877	1,213,877	1,213,877	1,213,877	1,213,877	1,213,877	1,213,877	1,213,877	1,213,877	1,213,877	1,213,877	1,213,877	1,213,877	1,213,877	0

INCOME	Average m2	%	Number 200	Price £/m2	GDV £	GIA m2
Market Housing	103.9	60%	120	5,500	68,557,500	12,465
Shared Ownership	74.2	7%	14	3,850	4,115,727	1,069
Affordable Rent	74.2	33%	66	2,352	11,454,193	4,870
Social Rent	74.2	0%	0	1,500	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	5.71 ha		35	/ha	84,127,420	18,404
SITE AREA - Gross	7.14 ha		28	/ha		

	£/m2	
Additional Profit	19,053,027	1,529

Post CIL s106	31,000	£/ Unit (all)	6,200,000
CIL	0	£/m2	0
		Total	6,200,000

LIT	% GDV	
	0.00%	0

[illegible]

DEVELOPMENT COSTS				
LAND		/unit or m2	Total	
	Land	93.532		9,353,174
	Stamp Duty		457,159	
	Easements etc.		0	
	Legals Acquisition	1.50%	140,298	597,456
PLANNING				
	Planning Fee		30,000	
	Architects	4.00%	753,839	
	QS / PM	0.50%	94,230	
	Planning Consultants	1.00%	188,460	
	Other Professional	3.50%	659,609	1,726,138
CONSTRUCTION				
	Build Cost - BCIS Based	1,679	15,361,934	
	s106 / CIL		3,100,000	
	Contingency	2.50%	384,048	
	Abnormals		0	18,845,962
FINANCE				
	Fees		199,000	
	Interest	6.00%		
	Legal and Valuation		0	199,000
SALES				
	Agents	3.0%	1,251,640	
	Legals	0.5%	208,607	
	Misc.		0	1,460,246
				32,181,998
Developers Profit				
	% Market DV	20.00%		6,776,000
	% Affordable DV	6.00%		470,480

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	100		
No dwgs under 50	50	462	23,100
No dwgs over 50	50	138	6,900
		Total	30,000

Build Cost	/m2	
BCIS	1,418	
Over Extra	0	0.00%
Energy	0	
Design	6	
Acc & Adpt	41	
Water	1	
Small Sites	0	0%
Site Costs	213	15%
1,679		

Stamp duty calc - Residual	
Land payment	9,353,174
Total	457,159

Stamp duty calc - Add Profit		
Land payment		843,137
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
	Total	42,157

Pre CIL s106	31,000 £/ Unit (all)	
	Total	3,100,000

LIT	% GDV	0.00%	0
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Post CIL s106	31,000	£/ Unit (all)	3,100,000
CIL	0	£/m2	0
		Total	3,100,000

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	9,353,174	4,208,928	3,577,589
Alternative Use Value	58,824		22,500
Uplift	0%	0	0
Plus /ha	300,000	784,314	300,000
Viability Threshold	843,137		322,500

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

	£/m2	
Additional Profit	9,570,282	1,554

RESIDUAL CASH FLOW FOR INTEREST		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																									
UNITS Started			12		13		12		13		12		13		12		13		12		13		12		13
Market Housing			0		0		0		0		0		0		0		0		0		0		0		0
Shared Ownership			0		0		0		0		0		0		0		0		0		0		0		0
Affordable Rent			0		0		0		0		0		0		0		0		0		0		0		0
Social Rent			0		0		0		0		0		0		0		0		0		0		0		0
Grant and Subsidy			0		0		0		0		0		0		0		0		0		0		0		0
INCOME		0	0	0	0	0	0	5,006,559	5,423,772	5,006,559	5,423,772	5,006,559	5,423,772	5,006,559	5,423,772	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Stamp Duty	457,159																								
Easements etc.	0																								
Legals Acquisition	140,298																								
Planning Fee	30,000																								
Architects	376,920			376,920																					
QS	47,115			47,115																					
Planning Consultants	94,230			94,230																					
Other Professional	329,805			329,805																					
Build Cost - BCIS Base	0	614,477		1,280,161		1,894,639	1,945,845	1,894,639	1,945,845	1,894,639	1,945,845	1,280,161	665,684	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	0	124,000		258,333		382,333	392,667	382,333	392,667	382,333	392,667	258,333	134,333	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	15,362		32,004		47,366	48,646	47,366	48,646	47,366	48,646	32,004	16,642	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0		0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	199,000																								
Legal and Valuation	0																								
Agents	0	0	0	0	0	0	0	150,197	162,713	150,197	162,713	150,197	162,713	150,197	162,713	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	0	25,033	27,119	25,033	27,119	25,033	27,119	25,033	27,119	0	0	0	0	0	0	0	0	0	0
Misc.	0																								
COSTS BEFORE LAND INT AND PROFIT	1,674,526	0	1,601,908	1,570,499	2,324,338	2,387,158	2,499,567	2,576,990	2,499,567	2,576,990	1,745,728	1,006,491	175,230	189,832	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	9,353,174																							
	Interest		165,415	167,897	194,444	220,918	259,097	298,791	265,668	226,951	192,750	152,940	106,321	41,657	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs																								
	Profit on GDV																								6,776,000
																									470,480
	Cash Flow	-11,027,700	-165,415	-1,769,805	-1,764,942	-2,545,256	-2,646,255	2,208,201	2,581,115	2,280,041	2,654,032	3,107,891	4,310,960	4,789,672	5,233,940	0	0	0	0	0	0	0	0	0	-7,246,480
	Opening Balance	0																							
	Closing Balance	-11,027,700	-11,193,115	-12,962,920	-14,727,863	-17,273,119	-19,913,373	-17,711,172	-15,130,057	-12,850,016	-10,195,984	-7,088,093	-2,777,133	2,012,539	7,246,480	7,246,480	7,246,480	7,246,480	7,246,480	7,246,480	7,246,480	7,246,480	7,246,480	7,246,480	0

CASH FLOW FOR CIL ADDITIONAL PROFIT	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
As Above																								
INCOME	0	0	0	0	0	0	5,006,559	5,423,772	5,006,559	5,423,772	5,006,559	5,423,772	5,006,559	5,423,772	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Land	843,137																							
Stamp Duty	42,157	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	12,647	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	30,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	376,920	0	376,920	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	47,115	0	47,115	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	94,230	0	94,230	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	329,805	0	329,805	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	0	614,477	1,280,161	1,894,639	1,945,845	1,894,639	1,945,845	1,894,639	1,945,845	1,280,161	665,684	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	5,255,176		719,184	719,184	719,184	719,184	719,184	719,184	719,184	719,184	719,184	719,184	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106	0	0	403,000	403,000	372,000	403,000	372,000	403,000	372,000	403,000	403,000	403,000	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	0	15,362	32,004	47,366	48,646	47,366	48,646	47,366	48,646	32,004	16,642	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	199,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	0	0	0	0	0	150,197	162,713	150,197	162,713	150,197	162,713	150,197	162,713	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	25,033	27,119	25,033	27,119	25,033	27,119	25,033	27,119	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	7,230,186	0	2,197,093	2,031,350	3,033,189	3,116,675	3,208,418	3,306,507	2,489,234	2,587,323	1,859,395	1,275,158	175,230	189,832	0	0	0	0	0	0	0	0	0	0
For CIL calculation																								
Interest Profit on cost Profit on GDV		108,453	110,080	144,687	177,328	225,485	275,618	252,780	224,813	190,425	150,735	105,788	45,146	0	0	0	0	0	0	0	0	0	0	0
Cash Flow	-7,230,186	-108,453	-2,307,172	-2,176,037	-3,210,517	-3,342,161	-1,522,523	-1,864,485	-2,292,512	-2,646,024	-2,996,430	-4,042,826	-4,786,184	-5,233,940	0	0	0	0	0	0	0	0	0	0
Opening Balance	0																							
Closing Balance	-7,230,186	-7,338,639	-9,645,812	-11,821,848	-15,032,365	-18,374,526	-16,852,003	-14,987,518	-12,695,006	-10,048,982	-7,052,552	-3,009,726	-1,776,457	-7,010,398	-7,010,398	-7,010,398	-7,010,398	-7,010,398	-7,010,398	-7,010,398	-7,010,398	-7,010,398	-7,010,398	0



SITE NAME	Site 12	Large Greenfield 100
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INCOME	Av Size m2	%	Number 100	Price £/m2	GDV £	GIA m2
Market Housing	104.2	60%	60	5,500	34,375,000	6,250
Shared Ownership	74.8	7%	7	3,850	2,072,763	538
Affordable Rent	74.8	33%	33	2,352	5,768,562	2,453
Social Rent	74.8	0%	0	1,500	0	0
Grant and Subsidy	Shared Ownership Affordable Rent Social Rent			0 0 0	0 0 0	
SITE AREA - Net	2.86 ha		35	/ha	42,216,325	9,241
SITE AREA - Gross	3.57 ha		28	/ha		

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	9,527,580	3,334,653	2,667,722
Alternative Use Value	80,357		22,500
Uplift	0%	0	0
Plus /ha	300,000	1,071,429	300,000
Viability Threshold	1,151,786		322,500

	£/m2
Additional Profit	9,438,890 1,510

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+h
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND	Land	/unit or m2	Total
	Stamp Duty	95,276	465,879
	Easements etc.		0
	Legals Acquisition	1.50%	142,914 608,793
PLANNING	Planning Fee		30,000
	Architects	4.00%	759,619
	QS / PM	0.50%	94,952
	Planning Consultants	1.00%	189,905
	Other Professional	3.50%	664,666 1,739,142
CONSTRUCTION	Build Cost - BCIS Based	1,678	15,502,891
	s106 / CIL		3,100,000
	Contingency	2.50%	387,572
	Abnormals		0 18,990,463
FINANCE	Fees		202,000
	Interest	6.00%	
	Legal and Valuation		0 202,000
SALES	Agents	3.0%	1,266,490
	Legals	0.5%	211,082
	Misc.		0 1,477,571 32,545,549
Developers Profit	% Market DV	20.00%	6,875,000
	% Affordable DV	6.00%	470,480

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	100		
No dwgs under	50	462	23,100
No dwgs over 5t	50	138	6,900
Total			30,000

Stamp duty calc - Residual		
Land payment		9,527,580
Total		465,879

Stamp duty calc - Add Profit		
Land payment		1,151,786
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
Total		57,589

Pre CIL s106	31,000	£/ Unit (all)	
Total			3,100,000

Post CIL s106	31,000	£/ Unit (all)	3,100,000
CIL	0	£/m2	0
Total			3,100,000

Build Cost	/m2	
BCIS	1,417	
Over Extra	0	0.00%
Energy	0	
Design	6	
Acc & Adpt	41	
Water	1	
Small Sites	0	0%
Site Costs	213	15%
	1,678	

LIT	% GDV	0
	0.00%	0

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME																								
UNITS Started			12	13			12	13			12	13			12	13			12	13			12	13
Market Housing			0	0	0	0	4,125,000	4,468,750	4,125,000	4,468,750	4,125,000	4,468,750	4,125,000	4,468,750	0	0	0	0	0	0	0	0	0	0
Shared Ownership			0	0	0	0	248,732	269,459	248,732	269,459	248,732	269,459	248,732	269,459	0	0	0	0	0	0	0	0	0	0
Affordable Rent			0	0	0	0	692,227	749,913	692,227	749,913	692,227	749,913	692,227	749,913	0	0	0	0	0	0	0	0	0	0
Social Rent			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy			0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	0	0	0	0	0	5,065,959	5,488,122	5,065,959	5,488,122	5,065,959	5,488,122	5,065,959	5,488,122	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	465,879																							
Easements etc.	0																							
Legals Acquisition	142,914																							
Planning Fee	30,000																							
Architects	379,809			379,809																				
QS	47,476			47,476																				
Planning Consultants	94,952			94,952																				
Other Professional	332,333			332,333																				
Build Cost - BCIS Base		0	620,116	1,291,908	1,912,023	1,963,700	1,912,023	1,963,700	1,912,023	1,963,700	1,291,908	671,792	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	124,000	258,333	382,333	392,667	382,333	392,667	382,333	392,667	258,333	134,333	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	15,503	32,298	47,801	49,092	47,801	49,092	47,801	49,092	32,298	16,795	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	202,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	151,979	164,644	151,979	164,644	151,979	164,644	151,979	164,644	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	25,330	27,441	25,330	27,441	25,330	27,441	25,330	27,441	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	1,695,364	0	1,614,189	1,582,539	2,342,157	2,405,459	2,519,466	2,597,543	2,519,466	2,597,543	1,759,847	1,015,004	177,309	192,084	0	0	0	0	0	0	0	0	0	0
For Residual Valuation																								
Land	9,527,580																							
Interest		168,344	170,869	197,645	224,348	262,846	302,870	269,216	229,895	195,146	154,715	107,444	41,959	0	0	0	0	0	0	0	0	0	0	0
Profit on Costs																								
Profit on GDV																								
Cash Flow	-11,222,943	-168,344	-1,785,059	-1,780,184	-2,566,505	-2,668,304	2,243,623	2,621,364	2,316,598	2,695,433	3,151,397	4,365,674	4,846,692	5,296,038	0	0	0	0	0	0	0	0	0	-7,345,480
Opening Balance	0																							
Closing Balance	-11,222,943	-11,391,287	-13,176,346	-14,966,530	-17,523,035	-20,191,339	-17,947,716	-15,326,352	-13,009,754	-10,314,321	-7,162,924	-2,797,250	2,049,442	7,345,480	7,345,480	7,345,480	7,345,480	7,345,480	7,345,480	7,345,480	7,345,480	7,345,480	7,345,480	0

CASH FLOW FOR CIL ADDITIONAL PROFIT				Year 1				Year 2				Year 3				Year 4				Year 5				Year 6																											
				Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4																								
INCOME				As Above				0	0	0	0	0	0	5,065,959	5,488,122	5,065,959	5,488,122	5,065,959	5,488,122	5,065,959	5,488,122	0	0	0	0	0	0	0	0																						
EXPENDITURE																																																			
Land				1,151,786																																															
Stamp Duty				57,589				0				0				0				0				0				0				0																			
Easements etc.				0				0				0				0				0				0				0				0																			
Legals Acquisition				17,277				0				0				0				0				0				0				0																			
Planning Fee				30,000				0				0				0				0				0				0				0																			
Architects				379,809				0				379,809				0				0				0				0				0																			
QS				47,476				0				47,476				0				0				0				0				0																			
Planning Consultants				94,952				0				94,952				0				0				0				0				0																			
Other Professional				332,333				0				332,333				0				0				0				0				0																			
Build Cost - BCIS Base				0				0				620,116				1,291,908				1,912,023				1,963,700				1,912,023				1,963,700																			
POTENTIAL CIL				5,255,176								697,286				697,286				372,000				403,000				372,000				403,000																			
Contingency				0				0				15,503				32,298				47,801				49,092				47,801				49,092																			
Abnormals				0				0				0				0				0				0				0				0																			
Finance Fees				202,000				0				0				0				0				0				0				0																			
Legal and Valuation				0				0				0				0				0				0				0				0																			
Agents				0				0				0				0				151,979				164,644				151,979				164,644																			
Legals				0				0				0				0				25,330				27,441				25,330				27,441																			
Misc.				0				0				0				0				0				0				0				0																			
COSTS BEFORE LAND INT AND PROFIT				7,568,399				0				2,187,475				2,021,491				3,029,110				3,113,078				3,206,418				3,305,162																			
For CIL calculation																																																			
Interest Profit on cost Profit on GDV				113,526				115,229				149,769				182,338				230,510				280,664				256,981				228,091				193,160				152,854				107,260							
Cash Flow Opening Balance				-7,568,399				-113,526				-2,302,704				-2,171,260				-3,211,448				-3,343,588				1,578,877				1,925,980				2,328,736				2,687,086				3,039,591				4,097,191			
Closing Balance				-7,568,399				-7,681,925				-9,984,629				-12,155,889				-15,367,337				-18,710,925				-17,132,047				-15,206,068				-12,877,332				-10,190,246				-7,150,655				-3,053,463			

DEVELOPMENT COSTS				
LAND		/unit or m2	Total	
	Land	94.192		5,651,548
	Stamp Duty		272,077	
	Easements etc.		0	
	Legals Acquisition	1.50%	84,773	356,851
PLANNING				
	Planning Fee		24,480	
	Architects	4.00%	451,245	
	QS / PM	0.50%	56,406	
	Planning Consultants	1.00%	112,811	
	Other Professional	3.50%	394,839	1,039,781
CONSTRUCTION				
	Build Cost - BCIS Based	1.67%	9,191,340	
	s106 / CIL		1,860,000	
	Contingency	2.50%	229,783	
	Abnormals		0	11,281,123
FINANCE				
	Fees		145,000	
	Interest	6.00%		
	Legal and Valuation		0	145,000
SALES				
	Agents	3.0%	749,162	
	Legals	0.5%	124,860	
	Misc.		0	874,022
				19,348,326
Developers Profit				
	% Market DV	20.00%		4,048,000
	% Affordable DV	6.00%		283,924

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under 50	50	462	23,100
No dwgs over 50	10	138	1,380
		Total	24,480

Build Cost	/m2	
BCIS	1,415	
Over Extra	0	0.00%
Energy	0	
Design	6	
Acc & Adpt	41	
Water	1	
Small Sites	0	0%
Site Costs	212	15%
1,676		

Stamp duty calc - Residual	
Land payment	5,651,548
Total	272,077

Stamp duty calc - Add Profit		
Land payment		650,420
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
	Total	32,521

Pre CIL s106	31,000 £/ Unit (all)	
	Total	1,860,000

LIT	% GDV	
	0.00%	0

Post CIL s106	31,000	£/ Unit (all)	1,860,000
CIL	0	£/m2	0
		Total	1,860,000

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	5,651,548	3,296,736	2,802,226
Alternative Use Value	45,378		22,500
Uplift	0%	0	0
Plus /ha	300,000	605,042	300,000
Viability Threshold	650,420		322,500

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+I

Check on phasing dwgs nos
correct

	£/m2	
Additional Profit	5,476,882	1,488

[illegible]

CASH FLOW FOR CIL ADDITIONAL PROFIT		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
INCOME	As Above	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
	INCOME	0	0	0	0	0	0	4,162,010	5,410,613	4,994,412	5,410,613	4,994,412	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Land	650,420																								
Stamp Duty	32,521	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	9,756	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee	24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects	225,622	0	225,622	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS	28,203	0	28,203	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants	56,406	0	56,406	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional	197,420	0	197,420	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base	0	0	510,630	1,174,449		1,787,205	1,940,394	1,889,331	1,276,575	612,756	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
POTENTIAL CIL	5,255,176		73,902	73,902		73,902				372,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Post CIL s106						310,000	403,000	372,000	403,000	15,319	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	0	12,766	29,361		44,680	48,510	47,233	31,914	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	145,000	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation	0	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents	0	0	0	0		0	0	124,860	162,318	149,832	162,318	149,832	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	0	0	0	0		0	0	20,810	27,053	24,972	27,053	24,972	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.	0	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROFIT	6,625,004	0	1,104,948	1,277,712		2,215,787	2,391,904	2,454,235	1,900,861	1,174,879	189,371	174,804	0	0	0	0	0	0	0	0	0	0	0	0	
For CIL calculation																									
	Interest Profit on cost Profit on GDV	99,375	100,866	118,953		139,903	175,238	213,745	191,335	141,559	86,389	9,366	0	0	0	0	0	0	0	0	0	0	0	0	
	Cash Flow	-6,625,004	-99,375	-1,205,814	-1,396,665	-2,355,690	-2,567,142	-1,494,030	-3,318,417	-3,677,974	-5,134,853	-4,810,241	0	0	0	0	0	0	0	0	0	0	0	-4,185,825	
	Opening Balance	0																							
	Closing Balance	-6,625,004	-6,724,379	-7,930,193	-9,326,858	-11,682,548	-14,249,690	-12,755,660	-9,437,243	-5,759,269	-624,416	-4,185,825	-4,185,825	-4,185,825	-4,185,825	-4,185,825	-4,185,825	-4,185,825	-4,185,825	-4,185,825	-4,185,825	-4,185,825	-4,185,825	0	



SITE NAME	Site 14	Greenfield 60 LD
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INCOME	Av Size m2	%	Number	Price £/m2	GDV £	GIA m2
Market Housing	116.9	60%	36	5,500	23,155,000	4,210
Shared Ownership	78.1	7%	4	3,850	1,299,375	338
Affordable Rent	78.1	33%	20	2,352	3,616,200	1,538
Social Rent	78.1	0%	0	1,500	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	2.40 ha		25	/ha	28,070,575	6,085
SITE AREA - Gross	3.20 ha		19	/ha		

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	6,685,707	2,785,711	2,089,283
Alternative Use Value	72,000		22,500
Uplift	0%	0	0
Plus /ha	300,000	960,000	300,000
Viability Threshold	1,032,000		322,500

	£/m2
Additional Profit	6,289,144 1,494

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+H
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND	/unit or m2	Total	
Land	111,428	6,685,707	
Stamp Duty		323,785	
Easements etc.		0	
Legals Acquisition	1.50%	100,286	424,071
PLANNING			
Planning Fee		24,480	
Architects	4.00%	491,392	
QS / PM	0.50%	61,424	
Planning Consultants	1.00%	122,848	
Other Professional	3.50%	429,968	1,130,112
CONSTRUCTION			
Build Cost - BCIS Based	1,671	10,170,539	
s106 / CIL		1,860,000	
Contingency	2.50%	254,263	
Abnormals		0	12,284,802
FINANCE			
Fees		164,000	
Interest	6.00%		
Legal and Valuation		0	164,000
SALES			
Agents	3.0%	842,117	
Legals	0.5%	140,353	
Misc.		0	982,470 21,671,162
Developers Profit			
% Market DV	20.00%		4,631,000
% Affordable DV	6.00%		294,935

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	60		
No dwgs under	50	462	23,100
No dwgs over 5t	10	138	1,380
Total			24,480

Stamp duty calc - Residual		
Land payment		6,685,707
Total		323,785

Stamp duty calc - Add Profit		
Land payment		1,032,000
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
Total		51,600

Pre CIL s106	31,000	£/ Unit (all)	
Total			1,860,000

Post CIL s106	31,000	£/ Unit (all)	1,860,000
CIL	0	£/m2	0
Total			1,860,000

Build Cost	/m2	
BCIS	1,412	
Over Extra	0	0.00%
Energy	0	
Design	6	
Acc & Adpt	41	
Water	1	
Small Sites	0	0%
Site Costs	212	15%
	1,671	

LIT	% GDV	
	0.00%	0

RESIDUAL CASH FLOW FOR INTEREST		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6											
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4								
INCOME																																	
UNITS Started		10				12				13																							
Market Housing		0				0				3,859,167				5,016,917				4,631,000				5,016,917				4,631,000							
Shared Ownership		0				0				216,563				281,531				259,875				281,531				259,875							
Affordable Rent		0				0				602,700				783,510				723,240				783,510				723,240							
Social Rent		0				0				0				0				0				0				0							
Grant and Subsidy		0				0				0				0				0				0				0							
INCOME		0				0				4,678,429				6,081,958				5,614,115				6,081,958				5,614,115							
EXPENDITURE																																	
Stamp Duty		323,785																															
Easements etc.		0																															
Legals Acquisition		100,286																															
Planning Fee		24,480																															
Architects		245,696				245,696																											
QS		30,712				30,712																											
Planning Consultants		61,424				61,424																											
Other Professional		214,984				214,984																											
Build Cost - BCIS Base		0				565,030				1,299,569				1,977,605				2,147,114				2,090,611				1,412,575							
s106/CIL		0				103,333				237,667				361,667				392,667				382,333				258,333							
Contingency		0				14,126				32,489				49,440				53,678				52,265				35,314							
Abnormals		0				0				0				0				0				0				0							
Finance Fees		164,000																															
Legal and Valuation		0																															
Agents		0				0				0				0				0				0				0							
Legals		0				0				0				0				0				0				0							
Misc.		0																															
COSTS BEFORE LAND INT AND PROFIT		1,165,367				0				1,235,305				1,569,725				2,388,712				2,593,458				2,688,954				1,919,091			
For Residual Valuation		6,685,707																															
Land		117,766				119,533				139,855				165,499				203,812				245,771				219,616							
Interest																																	
Profit on Costs																																	
Profit on GDV																																	
Cash Flow		-7,851,074				-117,766				-1,354,838				-1,709,580				-2,554,210				-2,797,270				1,743,704				3,943,251			
Opening Balance		0																															
Closing Balance		-7,851,074				-7,968,840				-9,323,677				-11,033,257				-13,587,468				-16,384,738				-14,641,034				-10,697,783			

CASH FLOW FOR CIL ADDITIONAL PROFIT				Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
INCOME	As Above																											
INCOME	0	0	0	0	0	0	4,678,429	6,081,958	5,614,115	6,081,958	5,614,115	0	0	0	0	0	0	0	0	0	0	0	0	0				
EXPENDITURE	1,032,000																											
Land																												
Stamp Duty	51,600	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
Legals Acquisition	15,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
Planning Fee	24,480	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
Architects	245,696	0	245,696	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
QS	30,712	0	30,712	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
Planning Consultants	61,424	0	61,424	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
Other Professional	214,984	0	214,984	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
Build Cost - BCIS Base	0	0	565,030	1,299,569	1,977,605	2,147,114	2,090,611	1,412,575	678,036	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
POTENTIAL CIL	5,255,176		344,656	344,656	310,000	403,000	372,000	403,000	372,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
Post CIL s106	0	0	14,126	32,489	49,440	53,678	52,265	35,314	16,951	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
Contingency	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
Finance Fees	164,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
Agents	0	0	0	0	0	0	140,353	182,459	168,423	182,459	168,423	0	0	0	0	0	0	0	0	0	0	0	0	0				
Legals	0	0	0	0	0	0	23,392	30,410	28,071	30,410	28,071	0	0	0	0	0	0	0	0	0	0	0	0	0				
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
COSTS BEFORE LAND INT AND PROFIT	7,095,552	0	1,476,628	1,676,714	2,681,701	2,603,792	2,678,621	2,063,758	1,263,481	212,869	196,494	0	0	0	0	0	0	0	0	0	0	0	0	0				
For CIL calculation																												
Interest Profit on cost Profit on GDV	106,433		108,030	131,800	158,927	201,537	243,617	217,274	160,260	97,404	10,829	0	0	0	0	0	0	0	0	0	0	0	0	0				
Cash Flow Opening Balance	-7,095,552	-106,433	-1,584,658	-1,808,514	-2,840,628	-2,805,328	1,756,191	3,800,926	4,190,374	5,771,685	5,406,792	0	0	0	0	0	0	0	0	0	0	0	0	-4,684,856				
Closing Balance	-7,095,552	-7,201,985	-8,786,643	-10,595,156	-13,435,785	-16,241,113	-14,484,922	-10,683,995	-6,493,621	-721,936	4,684,856	4,684,856	4,684,856	4,684,856	4,684,856	4,684,856	4,684,856	4,684,856	4,684,856	4,684,856	4,684,856	4,684,856	4,684,856	0				

DEVELOPMENT COSTS				
LAND		/unit or m2	Total	
	Land	89.582		1,791,631
	Stamp Duty		79,082	
	Easements etc.		0	
	Legals Acquisition	1.50%	26,874	105,956
PLANNING				
	Planning Fee		9,240	
	Architects	4.00%	144,188	
	QS / PM	0.50%	18,023	
	Planning Consultants	1.00%	36,047	
	Other Professional	3.50%	126,164	333,663
CONSTRUCTION				
	Build Cost - BCIS Based	1,680	2,911,898	
	s106 / CIL		620,000	
	Contingency	2.50%	72,797	
	Abnormals		0	3,604,696
FINANCE				
	Fees		52,000	
	Interest	6.00%		
	Legal and Valuation		0	52,000
SALES				
	Agents	3.0%	238,625	
	Legals	0.5%	39,771	
	Misc.		0	278,396
				6,166,341

Build Cost	/m2	
BCIS	1.419	
Over Extra	0	0.00%
Energy	0	
Design	6	
Acc & Adpt	41	
Water	1	
Small Sites	0	0%
Site Costs	213	15%
1,680		

Stamp duty calc - Add Profit		
Land payment		135,556
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
	Total	6,778

LIT	% GDV
	0.00%
	0

Post CIL s106	31,000	£/ Unit (all)	620,000
CIL	0	£/m2	0
		Total	620,000

Check on phasing dwgs nos
correct

	£/m2	
Additional Profit	1,702,429	1,437

CASH FLOW FOR CIL ADDITIONAL PROFIT		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME		As Above																							
INCOME		0	0	0	0	0	0	1,988,540	1,988,540	1,988,540	1,988,540	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Land		135,556																							
Stamp Duty		6,778	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition		2,033	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee		9,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects		72,094	0	72,094	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS		9,012	0	9,012	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants		18,023	0	18,023	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional		63,082	0	63,082	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base		0	0	242,658	485,316	727,975	727,975	485,316	242,658	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
POTENTIAL CIL		5,255,176		-1,776,374	-1,776,374					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Post CIL s106						155,000	155,000	155,000	155,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency		0	0	6,066	12,133	18,199	18,199	12,133	6,066	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees		52,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents		0	0	0	0	0	0	59,656	59,656	59,656	59,656	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals		0	0	0	0	0	0	9,943	9,943	9,943	9,943	0	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROFIT		5,622,994	0	-1,965,438	-1,278,924	901,174	901,174	722,048	473,324	69,599	69,599	0	0	0	0	0	0	0	0	0	0	0	0	0	
For CIL calculation																									
Interest Profit on cost Profit on GDV		84,345	85,610	66,413		48,225	62,466	76,921	59,077	37,235	9,009	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cash Flow		-5,622,994	-84,345	1,279,828	1,212,512	-949,399	-963,640	1,189,571	1,456,139	1,881,706	1,909,931	0	0	0	0	0	0	0	0	0	0	0	0	0	
Opening Balance		0																							
Closing Balance		-5,622,994	-5,707,339	-4,427,511	-3,214,999	-4,164,398	-5,128,038	-3,938,467	-2,482,328	-600,622	1,309,309	1,309,309	1,309,309	1,309,309	1,309,309	1,309,309	1,309,309	1,309,309	1,309,309	1,309,309	1,309,309	1,309,309	1,309,309	0	

LIT	% GDV	
	0.00%	0

CASH FLOW FOR CIL ADDITIONAL PROFIT		Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME		As Above																							
INCOME		0	0	0	0	0	0	2,191,192	2,191,192	2,191,192	2,191,192	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																									
Land		230,357																							
Stamp Duty		11,518	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition		3,455	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee		9,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects		77,449	0	77,449	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS		9,681	0	9,681	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants		19,362	0	19,362	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional		67,768	0	67,768	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base		0	0	264,426	528,852	793,278	793,278	528,852	264,426	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL		5,255,176		-1,669,076	-1,669,076	155,000	155,000	155,000	155,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Post CIL s106		0	0	6,611	13,221	19,832	19,832	13,221	6,611	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees		57,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents		0	0	0	0	0	0	65,736	65,736	65,736	65,736	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	0	0	0	0	0	10,956	10,956	10,956	10,956	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT		5,741,006	0	-1,223,780	-1,127,003	968,110	968,110	773,765	502,728	76,692	76,692	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																									
Interest Profit on cost Profit on GDV		86,115	87,407	70,361		54,512	69,851	85,420	65,440	41,095	9,994	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow		-5,741,006	-86,115	1,136,373	1,056,642	-1,022,622	-1,037,961	1,332,006	1,623,023	2,073,405	2,104,506	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Opening Balance		0																							
Closing Balance		-5,741,006	-5,827,121	-4,690,748	-3,634,107	-4,656,729	-5,694,690	-4,362,684	-2,739,661	-666,256	1,438,250	1,438,250	1,438,250	1,438,250	1,438,250	1,438,250	1,438,250	1,438,250	1,438,250	1,438,250	1,438,250	1,438,250	1,438,250	1,438,250	0



SITE NAME	Site 17	Greenfield 20 LD
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INCOME	Av Size m2	%	Number 20	Price £/m2	GDV £	GIA m2
Market Housing	116.7	60%	12	5,500	7,700,000	1,400
Shared Ownership	77.0	7%	1	3,850	426,888	111
Affordable Rent	77.0	33%	7	2,352	1,188,042	505
Social Rent	77.0	0%	0	1,500	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	0.80 ha		25	/ha	9,314,930	2,016
SITE AREA - Gross	1.07 ha		19	/ha		

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	2,238,596	2,798,245	2,098,684
Alternative Use Value	24,000		22,500
Uplift	0%	0	0
Plus /ha	300,000	320,000	300,000
Viability Threshold	344,000		322,500

	£/m2
Additional Profit	2,098,556 1,499

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+H
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS				
LAND	Land	/unit or m2	Total	
	Stamp Duty	111,930	101,430	2,238,596
	Easements etc.		0	
	Legals Acquisition	1.50%	33,579	135,009
PLANNING	Planning Fee		9,240	
	Architects	4.00%	162,677	
	QS / PM	0.50%	20,335	
	Planning Consultants	1.00%	40,669	
	Other Professional	3.50%	142,342	375,263
CONSTRUCTION	Build Cost - BCIS Based	1,668	3,362,849	
	s106 / CIL		620,000	
	Contingency	2.50%	84,071	
	Abnormals		0	4,066,920
FINANCE	Fees		61,000	
	Interest	6.00%		
	Legal and Valuation		0	61,000
SALES	Agents	3.0%	279,448	
	Legals	0.5%	46,575	
	Misc.		0	326,023 7,202,810
Developers Profit	% Market DV	20.00%		1,540,000
	% Affordable DV	6.00%		96,896

Planning fee calc	dwgs	rate	
Planning app fee	20		
No dwgs	20	462	9,240
No dwgs under	0	138	0
No dwgs over 5t			
Total			9,240

Stamp duty calc - Residual	
Land payment	2,238,596
Total	101,430

Stamp duty calc - Add Profit			
Land payment			344,000
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
Total			17,200

Pre CIL s106	31,000	£/ Unit (all)	
Total			620,000

Post CIL s106	31,000	£/ Unit (all)	620,000
CIL	0	£/m2	0
Total			620,000

Build Cost	/m2	
BCIS	1,409	
Over Extra	0	0.00%
Energy	0	
Design	6	
Acc & Adpt	41	
Water	1	
Small Sites	0	0%
Site Costs	211	15%
	1,668	

LIT	% GDV	0
	0.00%	

RESIDUAL CASH FLOW FOR INTEREST	Year 1				Year 2				Year 3				Year 4				Year 5				Year 6			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
INCOME	5				5				5				5				5				5			
UNITS Started	0				0				0				0				0				0			
Market Housing	0				0				0				0				0				0			
Shared Ownership	0				0				0				0				0				0			
Affordable Rent	0				0				0				0				0				0			
Social Rent	0				0				0				0				0				0			
Grant and Subsidy	0				0				0				0				0				0			
INCOME	0	0	0	0	0	0	2,328,733	2,328,733	2,328,733	2,328,733	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	101,430																							
Easements etc.	0																							
Legals Acquisition	33,579																							
Planning Fee	9,240																							
Architects	81,338	81,338																						
QS	10,167	10,167																						
Planning Consultants	20,335	20,335																						
Other Professional	71,171	71,171																						
Build Cost - BCIS Base		0	280,237	560,475	840,712	840,712	560,475	280,237	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL		0	51,667	103,333	155,000	155,000	103,333	51,667	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		0	7,006	14,012	21,018	21,018	14,012	7,006	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	61,000																							
Legal and Valuation	0																							
Agents	0	0	0	0	0	0	69,862	69,862	69,862	69,862	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	0	0	0	0	0	11,644	11,644	11,644	11,644	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.		0	0	0																				
COSTS BEFORE LAND INT AND PROFIT	388,260	0	521,921	677,820	1,016,730	1,016,730	758,326	420,416	81,506	81,506	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	2,238,596																						
	Interest		39,403	39,994	48,423	59,316	75,457	91,840	69,676	42,097	9,020	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs																							
	Profit on GDV																							
	Cash Flow	-2,626,856	-39,403	-561,915	-726,243	-1,076,046	-1,092,187	1,477,567	1,838,641	2,205,130	2,238,207	0	0	0	0	0	0	0	0	0	0	0	0	-1,636,896
	Opening Balance	0																						
	Closing Balance	-2,626,856	-2,666,259	-3,228,174	-3,954,417	-5,030,463	-6,122,650	-4,645,082	-2,806,442	-601,311	1,636,896	1,636,896	1,636,896	1,636,896	1,636,896	1,636,896	1,636,896	1,636,896	1,636,896	1,636,896	1,636,896	1,636,896	1,636,896	0

CASH FLOW FOR CIL ADDITIONAL PROFIT					Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
					Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
INCOME					As Above																								
INCOME					0	0	0	0	0	0	2,328,733	2,328,733	2,328,733	2,328,733	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																													
Land					344,000																								
Stamp Duty					17,200	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition					5,160	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee					9,240	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects					81,338	0	81,338	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS					10,167	0	10,167	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants					20,335	0	20,335	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional					71,171	0	71,171	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base					0	0	280,237	560,475	840,712	840,712	560,475	280,237	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL					1,778,021		166,267	160,267																					
Post CIL s106									155,000	155,000	155,000	155,000	0	0	0	0	155,000	155,000	0	0	0	0	0	0	0	0	0	0	0
Contingency					0	0	7,006	14,012	21,018	21,018	14,012	7,006	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees					61,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents					0	0	0	0	0	0	69,862	69,862	69,862	69,862	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals					0	0	0	0	0	0	11,644	11,644	11,644	11,644	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT					2,387,633	0	630,522	734,754	1,016,730	1,016,730	810,992	523,749	81,506	81,506	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																													
Interest Profit on cost Profit on GDV						35,964	36,504	46,509	58,228	74,353	90,719	69,314	43,279	10,219	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow Opening Balance					-2,397,633	-35,964	-667,026	-781,263	-1,074,958	-1,091,083	1,427,021	1,735,670	2,203,948	2,237,008	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-1,555,720
Closing Balance					-2,397,633	-2,433,597	-3,100,623	-3,881,887	-4,956,845	-6,047,927	-4,620,906	-2,885,236	-681,288	1,555,720	1,555,720	1,555,720	1,555,720	1,555,720	1,555,720	1,555,720	1,555,720	1,555,720	1,555,720	1,555,720	1,555,720	1,555,720	1,555,720	1,555,720	0

DEVELOPMENT COSTS				
LAND		/unit or m2	Total	
	Land	123,442		1,851,632
	Stamp Duty		82,082	
	Easements etc.		0	
	Legals Acquisition	1.50%	27,774	109,856
PLANNING				
	Planning Fee		6,930	
	Architects	4.00%	113,590	
	QS / PM	0.50%	14,199	
	Planning Consultants	1.00%	28,397	
	Other Professional	3.50%	99,391	262,507
CONSTRUCTION				
	Build Cost - BCIS Based	1.61%	2,316,824	
	s106 / CIL		465,000	
	Contingency	2.50%	57,921	
	Abnormals		0	2,839,745
FINANCE				
	Fees		50,000	
	Interest	6.00%		
	Legal and Valuation		0	50,000
SALES				
	Agents	3.0%	208,437	
	Legals	0.5%	34,740	
	Misc.		0	243,177
				5,356,917

Build Cost	/m2	
BCIS	1,425	
Over Extra	0	0.00%
Energy	0	
Design	6	
Acc & Adpt	41	
Water	1	
Small Sites	0	0%
Site Costs	143	10%
1,616		

Stamp duty calc - Add Profit		
Land payment		150,000
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
	Total	7,500

LIT	% GDV	
	0.00%	0

Post CIL s106	31,000	£/ Unit (all)	465,000
CIL	0	£/m2	0
		Total	465,000

Check on phasing dwgs nos
correct

Developers Profit		
% Market DV	20.00%	1,167,250
% Affordable DV	6.00%	66,700

CASH FLOW FOR CIL ADDITIONAL PROFIT					Year 1				Year 2				Year 3				Year 4				Year 5				Year 6				
INCOME					Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
As Above					0	0	0	0	0	0	2,315,972	2,315,972	2,315,972	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
INCOME					0	0	0	0	0	0	2,315,972	2,315,972	2,315,972	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																													
Land					150,000																								
Stamp Duty					7,500	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Easements etc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition					2,250	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee					6,930	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects					56,795	0	56,795	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS					7,099	0	7,099	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Planning Consultants					14,199	0	14,199	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional					49,696	0	49,696	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base					0	0	257,425	514,850	772,275	514,850	257,425	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
POTENTIAL CIL					802,744	1,104,394																							
Post CIL s106									155,000	155,000	155,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Contingency					0	0	6,436	12,871	19,307	12,871	6,436	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees					50,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents					0	0	0	0	0	0	69,479	69,479	69,479	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals					0	0	0	0	0	0	11,580	11,580	11,580	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.					0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROFIT					1,147,213	0	1,495,953	527,721	946,582	682,721	499,920	81,059	81,059	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
For CIL calculation																													
Interest Profit on cost Profit on GDV					17,208	17,466	40,168		48,686	63,615	74,810	48,691	15,898	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cash Flow					-1,147,213	-17,208	-1,513,420	-567,889	-995,268	-746,336	1,741,242	2,186,222	2,219,015	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Opening Balance					0																								
Closing Balance					-1,147,213	-1,164,421	-2,677,841	-3,245,730	-4,240,997	-4,987,333	-3,246,091	-1,059,869	1,159,145	1,159,145	1,159,145	1,159,145	1,159,145	1,159,145	1,159,145	1,159,145	1,159,145	1,159,145	1,159,145	1,159,145	1,159,145	1,159,145	1,159,145	0	



SITE NAME	Site 19	East of Harlow (North)
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INCOME	Av Size m2	%	Number 750	Price £/m2	GDV £	GIA m2
Market Housing	103.1	60%	450	3,812	176,853,000	46,390
Shared Ownership	74.2	7%	54	2,669	10,696,934	4,008
Affordable Rent	74.2	33%	246	2,352	42,948,884	18,261
Social Rent	74.2	0%	0	1,500	0	0
Grant and Subsidy	Shared Ownership			0	0	
	Affordable Rent			0	0	
	Social Rent			0	0	
SITE AREA - Net	21.43 ha		35	/ha	230,498,818	68,659
SITE AREA - Gross	35.71 ha		21	/ha		

Sales per Quarter	0
Unit Build Time	3 Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	5,446,165	254,154	152,493
Alternative Use Value	803,571		22,500
Uplift	0%	0	0
Plus /ha	300,000	10,714,286	300,000
Viability Threshold	11,517,857		322,500

	£/m2
Additional Profit	-6,424,632 -182

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+H
Closing balance = 0

Check on phasing dwgs nos
correct

DEVELOPMENT COSTS			
LAND	Land	/unit or m2	Total
	Stamp Duty	7,262	5,446,165
	Easements etc.		0
	Legals Acquisition	1.50%	81,692 343,501
PLANNING	Planning Fee		119,700
	Architects	4.00%	6,163,379
	QS / PM	0.50%	770,422
	Planning Consultants	1.00%	1,540,845
	Other Professional	3.50%	5,392,957 13,987,303
CONSTRUCTION	Build Cost - BCIS Based	1,676	115,092,418
	s106 / CIL		36,114,750
	Contingency	2.50%	2,877,310
	Abnormals		0 154,084,479
FINANCE	Fees		292,000
	Interest	6.00%	
	Legal and Valuation		0 292,000
SALES	Agents	3.0%	6,914,965
	Legals	0.5%	1,152,494
	Misc.		0 8,067,459 182,220,906

Developers Profit		
% Market DV	20.00%	35,370,600
% Affordable DV	6.00%	3,218,749

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	750		
No dwgs under	50	462	23,100
No dwgs over 5t	700	138	96,600
Total			119,700

Stamp duty calc - Residual		
Land payment		5,446,165
Total		261,808

Stamp duty calc - Add Profit		
Land payment		11,517,857
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
Total		575,893

Pre CIL s106	48,153	£/ Unit (all)	
Total			36,114,750

Post CIL s106	48,153	£/ Unit (all)	36,114,750
CIL	0	£/m2	0
Total			36,114,750

Build Cost	/m2	
BCIS	1,416	
Over Extra	0	0.00%
Energy	0	
Design	6	
Acc & Adpt	41	
Water	1	
Small Sites	0	0%
Site Costs	212	15%
	1,676	

LIT	% GDV	
	0.00%	0

RESIDUAL CASH FLOW FOR INTEREST

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME																								
UNITS Started	50	50	50	50	50	100	100	100	100	100														
Market Housing		11,790,200	11,790,200	11,790,200	11,790,200	23,580,400	23,580,400	23,580,400	23,580,400	23,580,400	23,580,400	0	0	0	0	0	0	0	0	0	0	0	0	0
Shared Ownership		713,129	713,129	713,129	713,129	1,426,258	1,426,258	1,426,258	1,426,258	1,426,258	1,426,258	0	0	0	0	0	0	0	0	0	0	0	0	0
Affordable Rent		2,863,259	2,863,259	2,863,259	2,863,259	5,726,518	5,726,518	5,726,518	5,726,518	5,726,518	5,726,518	0	0	0	0	0	0	0	0	0	0	0	0	0
Social Rent		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Grant and Subsidy		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
INCOME	0	15,366,588	15,366,588	15,366,588	15,366,588	30,733,176	30,733,176	30,733,176	30,733,176	30,733,176	30,733,176	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE																								
Stamp Duty	261,808																							
Easements etc.	0																							
Legals Acquisition	81,692																							
Planning Fee	119,700																							
Architects	6,163,379		0																					
QS	770,422		0																					
Planning Consultants	1,540,845		0																					
Other Professional	5,392,957		0																					
Build Cost - BCIS Base		7,672,828	7,672,828	7,672,828	7,672,828	15,345,656	15,345,656	15,345,656	15,345,656	15,345,656	15,345,656	0	0	0	0	0	0	0	0	0	0	0	0	0
s106/CIL	9,144,255	3,914,839	3,914,839	3,914,839	3,914,839	1,975,477	1,975,477	1,975,477	1,975,477	1,975,477	3,409,232	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency		191,821	191,821	191,821	191,821	383,641	383,641	383,641	383,641	383,641	383,641	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees																								
Legal and Valuation																								
Agents		0	460,998	460,998	460,998	460,998	460,998	921,995	921,995	921,995	921,995	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals		0	76,833	76,833	76,833	76,833	76,833	153,666	153,666	153,666	153,666	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.			0																					
COSTS BEFORE LAND INT AND PROFIT	23,767,059	12,317,318	12,317,318	12,317,318	12,317,318	10,377,856	18,780,435	18,780,435	18,780,435	20,214,191	16,804,958	0	0	0	0	0	0	0	0	0	0	0	0	0
For Residual Valuation	Land	5,446,165																						
	Interest		1,752,793	1,675,005	1,592,549	1,505,146	1,412,498	1,197,930	552,642	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	Profit on Costs																							
	Profit on GDV																							
	Cash Flow	-29,213,224	1,296,476	1,374,265	1,456,721	1,544,124	3,576,134	10,754,810	11,400,099	11,952,741	10,518,985	13,928,217	0	0	0	0	0	0	0	0	0	0	0	-38,589,349
	Opening Balanc	0																						
	Closing Balance	-29,213,224	-27,916,747	-26,542,482	-25,085,761	-23,541,637	-19,965,503	-9,210,693	2,189,406	14,142,147	24,661,132	38,589,349	38,589,349	38,589,349	38,589,349	38,589,349	38,589,349	38,589,349	38,589,349	38,589,349	38,589,349	38,589,349	38,589,349	0

CASH FLOW FOR CIL ADDITIONAL PROFIT

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24
INCOME	0	15,366,588	15,366,588	15,366,588	15,366,588	15,366,588	30,733,176	30,733,176	30,733,176	30,733,176	30,733,176	0	0	0	0	0	0	0	0	0	0	0	0	0
EXPENDITURE	11,517,857																							
Land																								
Stamp Duty	575,893	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals Acquisition	172,768	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Fee	119,700	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Architects	6,163,379	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
QS	770,422	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Planning Consultants	1,540,845	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Other Professional	5,392,957	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Build Cost - BCIS Base	0	7,672,828	7,672,828	7,672,828	7,672,828	7,672,828	15,345,656	15,345,656	15,345,656	15,345,656	15,345,656	0	0	0	0	0	0	0	0	0	0	0	0	0
POTENTIAL CIL	-1,053,079	-1,053,079	-1,053,079	-1,053,079	-1,053,079	-1,053,079	-1,053,079	-1,053,079	-1,053,079	-1,053,079	-1,053,079													
Post CIL s106	9,144,255	3,914,839	3,914,839	3,914,839	3,914,839	1,975,477	1,975,477	1,975,477	1,975,477	3,409,232	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Contingency	0	191,821	191,821	191,821	191,821	191,821	383,641	383,641	383,641	383,641	383,641	0	0	0	0	0	0	0	0	0	0	0	0	0
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Finance Fees	292,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Agents	0	460,998	460,998	460,998	460,998	460,998	921,995	921,995	921,995	921,995	921,995	0	0	0	0	0	0	0	0	0	0	0	0	0
Legals	0	76,833	76,833	76,833	76,833	76,833	153,666	153,666	153,666	153,666	153,666	0	0	0	0	0	0	0	0	0	0	0	0	0
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
COSTS BEFORE LAND INT AND PROFIT	34,636,997	11,264,239	11,264,239	11,264,239	11,264,239	9,324,877	17,727,356	17,727,356	18,780,435	20,214,191	16,804,958	0	0	0	0	0	0	0	0	0	0	0	0	0
For CIL calculation																								
Interest Profit on cost Profit on GDV		2,078,220	1,956,772	1,828,037	1,691,579	1,546,933	1,277,246	573,531		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Cash Flow Opening Balance	-34,636,997	2,024,129	2,145,577	2,274,311	2,410,770	4,494,778	11,728,574	12,432,288	11,952,741	10,518,985	13,928,217	0	0	0	0	0	0	0	0	0	0	0	0	-39,273,374
Closing Balance	-34,636,997	-32,612,868	-30,467,291	-28,192,979	-25,782,209	-21,287,431	-9,558,857	2,873,431	14,826,172	25,345,157	39,273,374	39,273,374	39,273,374	39,273,374	39,273,374	39,273,374	39,273,374	39,273,374	39,273,374	39,273,374	39,273,374	39,273,374	39,273,374	0

DEVELOPMENT COSTS				
LAND		/unit or m2	Total	
	Land	15.665		16,448,068
	Stamp Duty		811,903	
	Easements etc.		0	
	Legals Acquisition	1.50%	246,721	1,058,624
PLANNING				
	Planning Fee		161,100	
	Architects	4.00%	8,623,009	
	QS / PM	0.50%	1,077,876	
	Planning Consultants	1.00%	2,155,752	
	Other Professional	3.50%	7,545,133	19,562,870
CONSTRUCTION				
	Build Cost - BCIS Based	1.677	161,132,213	
	s106 / CIL		50,414,700	
	Contingency	2.50%	4,028,305	
	Abnormals		0	215,575,218
FINANCE				
	Fees		461,000	
	Interest	6.00%		
	Legal and Valuation		0	461,000
SALES				
	Agents	3.0%	10,029,356	
	Legals	0.5%	1,671,559	
	Misc.		0	11,700,916
				264,806,696

Build Cost	/m2	
BCIS	1.416	
Over Extra	0	0.00%
Energy	0	
Design	6	
Acc & Adpt	41	
Water	1	
Small Sites	0	0%
Site Costs	212	15%
1.677		

Stamp duty calc - Add Profit		
Land payment		16,125,000
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
	Total	806,250

LIT	% GDV	0.00%	0
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Post CIL s106	48,014	£/ Unit (all)	50,414,700
CIL	0	£/m2	0
		Total	50,414,700

Check on phasing dwgs nos
correct

Developers Profit		
% Market DV	20.00%	51,714,800
% Affordable DV	6.00%	4,544,273

CASH FLOW FOR CIL ADDITIONAL PROFIT

25/11/2019 19:26

	£/m2	
Additional Profit	-4,302,882	-86

Post CIL s106	49,434	£/ Unit (all)	39,893,238
CIL	0	£/m2	0
		Total	39,893,238

LIT	% GDV	0.00%	0
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5/11/2019 19:26

Sales per Quarter	0	
Unit Build Time	3	Quarters

RUN Residual MACRO ctrl+r
Closing balance = 0

	£/m2	
Additional Profit	-651,485,176	-7,911

RUN CIL MACRO ctrl+I
Closing balance = 0

Check on phasing dwgs nos
correct

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	1331		
No dwgs under 50	50	462	23,100
No dwgs over 50	1281	138	176,778
		Total	199,878

Stamp duty calc - Residual	
Land payment	-593,541.267
Total	0

Stamp duty calc - Add Profit		
Land payment		37,112.907
125,000	0%	0%
250,000	1%	0%
500,000	3%	0%
1,000,000	4%	0%
above	5%	0%
	Total	0

Pre CIL s106	49,375 £/ Unit (all)	
	Total	65,718,125

Post CIL s106	49,375	£/ Unit (all)	65,718,125
CIL	0	£/m2	0
		Total	65,718,125

Build Cost	/m2	
BCIS	1.416	
Over Extra	0	0.00%
Energy	0	
Design	6	
Acc & Adpt	41	
Water	1	
Small Sites	0	0%
Site Costs	212	15%
1.676		

LIT	% GDV	0.00%	0
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CASH FLOW FOR CIL ADDITIONAL PROFIT

5/11/2019 19:26

DEVELOPMENT COSTS				
LAND		/unit or m2	Total	
	Land	94.789		90,049,682
	Stamp Duty		4,491,984	
	Easements etc.		0	
	Legals Acquisition	1.50%	1,350,745	5,842,729
PLANNING				
	Planning Fee		147,300	
	Architects	4.00%	7,570,467	
	QS / PM	0.50%	946,308	
	Planning Consultants	1.00%	1,892,617	
	Other Professional	3.50%	6,624,159	17,180,852
CONSTRUCTION				
	Build Cost - BCIS Based	1.67%	145,728,914	
	s106 / CIL		39,889,550	
	Contingency	2.50%	3,643,223	
	Abnormals		0	189,261,687
FINANCE				
	Fees		1,243,000	
	Interest	6.00%		
	Legal and Valuation		0	1,243,000
SALES				
	Agents	3.0%	12,841,516	
	Legals	0.5%	2,140,253	
	Misc.		0	14,981,769
				318,559,719

Build Cost	/m2	
BCIS	1,416	
Over Extra	0	0.00%
Energy	0	
Design	6	
Acc & Adpt	41	
Water	1	
Small Sites	0	0%
Site Costs	212	15%
1,676		

Stamp duty calc - Add Profit			
Land payment			14,044,875
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	702,244

LIT	% GDV	0.00%	0
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Post CIL s106	41,989	£/ Unit (all)	39,889,550
CIL	0	£/m2	0
		Total	39,889,550

Check on phasing dwgs nos
correct

Developers Profit		
% Market DV	20.00%	70,458,000
% Affordable DV	6.00%	4,545,632

CASH FLOW FOR CIL ADDITIONAL PROFIT

58,328,701
4,545,632

DEVELOPMENT COSTS				
LAND		/unit or m2	Total	
	Land	76.133		79,939,408
	Stamp Duty		3,986,470	
	Easements etc.		0	
	Legals Acquisition	1.50%	1,199,091	5,185,562
PLANNING				
	Planning Fee		161,100	
	Architects	4.00%	8,130,314	
	QS / PM	0.50%	1,016,289	
	Planning Consultants	1.00%	2,032,579	
	Other Professional	3.50%	7,114,025	18,454,307
CONSTRUCTION				
	Build Cost - BCIS Based	1.677	161,103,713	
	s106 / CIL		38,126,550	
	Contingency	2.50%	4,027,593	
	Abnormals		0	203,257,856
FINANCE				
	Fees		1,143,000	
	Interest	6.00%		
	Legal and Valuation		0	1,143,000
SALES				
	Agents	3.0%	12,957,904	
	Legals	0.5%	2,159,651	
	Misc.		0	15,117,554
				323,097,687

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	1050		
No dwgs under 50	50	462	23,100
No dwgs over 50	1000	138	138,000
		Total	161,100

Build Cost	/m2	
BCIS	1,416	
Over Extra	0	0.00%
Energy	0	
Design	6	
Acc & Adpt	41	
Water	1	
Small Sites	0	0%
Site Costs	212	15%
	1,677	

Stamp duty calc - Residual		
Land payment		79,939,408
	Total	3,986,470

Stamp duty calc - Add Profit			
Land payment			14,828,550
125,000	0%	1%	
250,000	1%	3%	
500,000	3%	4%	
1,000,000	4%	5%	
above	5%	5%	
		Total	741,428

Pre CIL s106	36,311 £/ Unit (all)	
	Total	38,126,550

LIT	% GDV	
	0.00%	0

Post CIL s106	36,311	£/ Unit (all)	38,126,550
CIL	0	£/m2	0
		Total	38,126,550

Developers Profit		
% Market DV	20.00%	70,124,400
% Affordable DV	6.00%	4,878,487

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DEVELOPMENT COSTS				
LAND		/unit or m2	Total	
	Land	84.684		62,666,049
	Stamp Duty		3,122,802	
	Easements etc.		0	
	Legals Acquisition	1.50%	939,991	4,062,793
PLANNING				
	Planning Fee		118,320	
	Architects	4.00%	5,821,537	
	QS / PM	0.50%	702,692	
	Planning Consultants	1.00%	1,405,384	
	Other Professional	3.50%	4,918,845	12,766,779
CONSTRUCTION				
	Build Cost - BCIS Based	1.67%	113,621,259	
	s106 / CIL		24,076,640	
	Contingency	2.50%	2,840,531	
	Abnormals		0	140,538,430
FINANCE				
	Fees		864,000	
	Interest	6.00%		
	Legal and Valuation		0	864,000
SALES				
	Agents	3.0%	9,140,079	
	Legals	0.5%	1,523,347	
	Misc.		0	10,663,426
				231,561,477

Planning fee calc			
Planning app fee	dwgs	rate	
No dwgs	740		
No dwgs under 50	50	462	23,100
No dwgs over 50	690	138	95,220
		Total	118,320

Build Cost	/m2	
BCIS	1,416	
Over Extra	0	0.00%
Energy	0	
Design	6	
Acc & Adpt	41	
Water	1	
Small Sites	0	0%
Site Costs	212	15%
	1,676	

Stamp duty calc - Residual	
Land payment	62,666,049
Total	3,122,802

Stamp duty calc - Add Profit		
Land payment		10,410,300
125,000	0%	1%
250,000	1%	3%
500,000	3%	4%
1,000,000	4%	5%
above	5%	5%
	Total	520,515

Pre CIL s106	32,536 £/ Unit (all)	
	Total	24,076,640

LIT	% GDV	0.00%	0
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Post CIL s106	32,536	£/ Unit (all)	24,076,640
CIL	0	£/m2	0
		Total	24,076,640

Developers Profit		
% Market DV	20.00%	49,464,000
% Affordable DV	6.00%	3,440,958

Sales per Quarter	0	
Unit Build Time	3	Quarters

	Whole Site	Per ha NET	Per ha GROSS
Residual Land Value	62,666,049	2,963,935	1,941,327
Alternative Use Value	726,300		22,500
Uplift	0		0
Plus /ha	300,000	9,684,000	300,000
Viability Threshold	10,410,300		322,500

RUN Residual MACRO ctrl+r
Closing balance = 0

RUN CIL MACRO ctrl+i
Closing balance = 0

Check on phasing dwgs nos
correct

	£/m2	
Additional Profit	67,741,475	1,479

CASH FLOW FOR CIL ADDITIONAL PROFIT																									
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12	Year 13	Year 14	Year 15	Year 16	Year 17	Year 18	Year 19	Year 20	Year 21	Year 22	Year 23	Year 24	
INCOME	As Above																								
INCOME	0	16,468,611	41,171,528	41,171,528	41,171,528	41,171,528	41,171,528	41,171,528	41,171,528	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
EXPENDITURE																									
Land	10,410,300																								
Stamp Duty	520,515	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Easements etc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals Acquisition	156,155	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Fee	118,320	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Architects	5,621,537	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
QS	702,692	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Planning Consultants	1,405,384	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Professional	4,918,845	0								0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Build Cost - BCIS Base	0	6,141,690	15,354,224	15,354,224	15,354,224	15,354,224	15,354,224	15,354,224	15,354,224	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
POTENTIAL CIL	8,467,684	8,467,684	8,467,684	8,467,684	8,467,684	8,467,684	8,467,684	8,467,684	8,467,684																
Post CIL s106	6,019,160	2,648,430	2,648,430	2,648,430	2,648,430	2,648,430	2,648,430	2,648,430	2,648,430	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Contingency	0	153,542	383,856	383,856	383,856	383,856	383,856	383,856	383,856	383,856	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Abnormals	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Finance Fees	864,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legal and Valuation	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Agents	0	494,058	1,235,146	1,235,146	1,235,146	1,235,146	1,235,146	1,235,146	1,235,146	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Legals	82,343	0	205,858	205,858	205,858	205,858	205,858	205,858	205,858	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Misc.	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
COSTS BEFORE LAND INT AND PROFIT	39,204,593	17,987,748	28,295,198	28,295,198	28,295,198	28,295,198	28,295,198	27,813,665	17,179,083	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
For CIL calculation																									
Interest Profit on cost Profit on GDV		2,352,276	2,584,560	1,967,054	1,312,498	618,668	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Cash Flow Opening Balance	-39,204,593	-3,871,412	10,291,770	10,909,276	11,563,833	12,257,663	12,876,330	13,357,863	23,992,445	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-52,173,174	
Closing Balance	-39,204,593	-43,076,005	-32,784,235	-21,874,959	-10,311,126	1,946,536	14,822,866	26,180,729	52,173,174	52,173,174	52,173,174	52,173,174	52,173,174	52,173,174	52,173,174	52,173,174	52,173,174	52,173,174	52,173,174	52,173,174	52,173,174	52,173,174	52,173,174	0	

Appendix 12 – Appraisals – Older People’s Housing

The pages in this appendix are not numbered.

Appendix 13 – Appraisals – Non-Residential

The pages in this appendix are not numbered.

HDH Planning and Development Ltd is a specialist planning consultancy providing evidence to support planning authorities, land owners and developers. The firm is regulated by the RICS.

The main areas of expertise are:

- Community Infrastructure Levy (CIL)
- District wide and site specific Viability Analysis
- Local and Strategic Housing Market Assessments and Housing Needs Assessments

HDH Planning and Development have clients throughout England and Wales.

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