APPRAISAL SUMMARY

Hayes Park - Scenario 1
10% shared ownership

Summary Appraisal for Phase 1

Currency in £

REVENUE					
Sales Valuation	**Units**	**ft²**	**Rate ft²**	**Unit Price**	**Gross Sales**
Private residential units	112	82,413	681.86	501,732	56,194,000
Shared ownership units	12	8,989	402.00	301,131	3,613,578
Totals	**124**	**91,402**			**59,807,578**
NET REALISATION				**59,807,578**	
OUTLAY					
ACQUISITION COSTS					
Residualised Price			993		
Stamp Duty		5.00%	50		
Agent Fee		1.00%	10		
Legal Fee		0.50%	5		
				1,057	
CONSTRUCTION COSTS					
Construction	**Units**	**Unit Amount**	**Cost**		
Build costs	1 un	38,918,726	38,918,726	**38,918,726**	
Borough CIL			1,662,628		
Mayoral CIL			754,149		
Carbon offset payment			137,527		
Public Open Space payment			165,500		
Air Quality payment			363,583		
Active Travel Zone Improvements			247,040		
HUDU Health Contribution			7,409		
				3,337,836	
PROFESSIONAL FEES					

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Professional fees	8.00%	3,113,498	
			3,113,498
MARKETING & LETTING			
Marketing	2.50%	1,404,850	
			1,404,850
Additional Costs			
Profit on private	17.50%	9,833,950	
Profit on affordable	6.00%	216,815	
			10,050,765
FINANCE			
Debit Rate 6.500% Credit Rate 0.000% (Nominal)			
Land		165	
Construction		2,676,484	
Other		304,177	
Total Finance Cost			2,980,826
TOTAL COSTS			**59,807,558**
PROFIT			
			20
Performance Measures			
Profit on Cost%	0.00%		
Profit on GDV%	0.00%		
Profit on NDV%	0.00%		
IRR	6.24%		
Profit Erosion (finance rate 6.500%)	0 yrs 0 mths		