

Type	Tenure	Units	Unit Size (ft2)	Unit Size (m2)	Total Size (ft2)	Total Size (m2)	£ per ft2	Average Unit Value (£)	Total GDV	Market	Affordable	Non-Residential
1 Bed Flats	Market	19	568	52.8	10,796	1,003.0	£700.02	£397,763	£7,557,500			
2 Bed Flats	Market	16	838	77.9	13,412	1,246.0	£715.60	£599,844	£9,597,500			
2 Bed Houses	Market	1	1,076	100.0	1,076	100.0	£761.81	£820,000	£820,000			
3 Bed Houses	Market	5	1,378	128.0	6,889	640.0	£683.71	£942,000	£4,710,000			
TOTAL MARKET HOUSING		41	785	72.9	32,173	2,989.0	£705.09	£553,293	£22,685,000	£22,685,000		
1 Bed Flats	Starter Homes	0	0	0.0	0	0.0	£0	£0	£0			
2 Bed Flats	Starter Homes	0	0	0.0	0	0.0	£0	£0	£0			
TOTAL STARTER HOMES		0%	0	0.0	0	0.0	£0.00	£0	£0		£0	
Ground Rents - 1 Bed Flats		19	-	£200	£3,800	Yield	Cap. Yield		£63,333			
Ground Rents - 2 Bed Flats		16	-	£250	£4,000	6.0%	16.67		£66,667			
TOTAL GROUNDS		-	-	-	-	-	-	-	£130,000	£130,000		
TOTAL RESIDENTIAL		41	785	72.9	32,173	2,989	£709.13	£556,463	£22,815,000			
Retail					2,562	238.0			£403,565			£403,565
TOTAL GROSS DEVELOPMENT VALUE				0	34,735				£23,218,565			
Gross Ha/ Acres						0.0						
Net Ha/Acre						0.0						
Average Market Units Sales Values psf						£705.09						
Less Fees and Marketing - Market Housing @								3.25%	(£737,263)	(£737,263)		
Less Fees and Marketing - Starter Homes @								3.25%	£0		£0	
Less Fees and Marketing - Retail @								3.00%	(£12,107)			(£12,107)
Build Costs												
Construction Costs (including contingency)						sq ft	£/sq ft					
						34,735	£282.61		(£9,816,645)	(£9,092,635)	£0	(£724,010)
						34,735	(£282.61)					
Professional Fees								10%	(£981,665)	(£981,665)	£0	(£72,401)
									(£981,665)	(£909,263)	£0	(£72,401)
Developer Profit on Market Housing @								20%	(£4,563,000)	(£4,563,000)	£0	
Developer Profit on Starter Homes @								15%	£0		£0	
Developer Profit on Retail @								15%	(£60,535)			(£60,535)
Blended Developer Margin								19.9%	(£4,623,535)	(£4,623,535)		
GROSS CLEAN SERVICED LAND VALUE (CSLV)									£7,047,351	£7,512,839	£0	(£465,488)
Infrastructure and Abnormal Costs								Included				
Local and Mayoral CIL						Rate	Area (m2)					
						£265	5,915		(£1,568,741)			
Non-Residential CIL						Rate	Area (m2)					
						£253	238		(£60,307)			
Section 106 Obligations									(£135,527)			
Construction Finance Costs (see Cashflow)									(£1,363,046)	(£3,127,621)		
RESIDUAL LAND VALUE (RLV)										£3,127,621		
RESIDUAL LAND VALUE (RLV)										£3,919,730		
EXISTING USE VALUE (EUV)									£4,046,843			
Premium Over EUV								0.0%	£0			
SDLT @								4.74%	£191,842			
Legals @								1.75%	£70,820			
										£4,309,505		
SURPLUS/DEFICIT										(£389,775)		
VIABLE/NON-VIABLE?										NON-VIABLE		

Finance as a % of	
Costs	GDV
7.1%	5.9%

BLV as % GDV
19%

Type	Tenure	Units	Unit Size (ft2)	Unit Size (m2)	Total Size (ft2)	Total Size (m2)	£ per ft2	Average Unit Value (£)	Total GDV	Market	Affordable	Non-Residential	
1 Bed Flats	Market	20	633	58.9	12,669	1,177.0	£635.67	£402,675	£8,053,500				
2 Bed Flats	Market	6	643	59.7	3,856	358.2	£660.98	£424,750	£2,548,500				
3 Bed Houses	Market	0	0	0.0	0	0.0	£0.00	£0	£0				
TOTAL MARKET HOUSING		26	636	59.0	16,525	1,535.2	£641.58	£407,769	£10,602,000	£10,602,000			
Ground Rents - 1 Bed Flats		20	-	£200	£4,000	Yield 6.0%	Cap. Yield 16.67		£66,667				
Ground Rents - 2 Bed Flats		6	-	£250	£1,500	6.0%	16.67		£25,000				
TOTAL GROUNDS		-	-	-	-	-	-	-	£91,667	£91,667			
TOTAL RESIDENTIAL		26	636	59.0	16,525	1,535	£647.12	£411,295	£10,693,667				
Retail					0	0.0			£0			£0	
TOTAL GROSS DEVELOPMENT VALUE									£10,693,667				
Gross Ha/ Acres						0.0							
Net Ha/Acre						0.0							
Average Market Units Sales Values psf						£641.58							
Less Fees and Marketing - Market Housing @								3.25%	(£344,565)	(£344,565)			
Less Fees and Marketing - Affordable Housing @								0.50%	£0				
Less Fees and Marketing - Retail @								3.00%	£0			£0	
Build Costs								sq ft	£/sq ft				
Construction Costs (including contingency)						16,525	£222.23	(£3,672,395)	(£3,672,395)	£0	£0		
Residential New Build (including contingency)						0	£0.00	£0					
						16,525	(£222.23)						
Professional Fees								10%	(£367,240)	(£367,240)	(£367,240)	£0	£0
								(£367,240)					
Developer Profit on Market Housing @								20%	(£2,138,733)	(£2,138,733)			
Developer Profit on Affordable Housing @								6%	£0				
Developer Profit on Retail @								15%	£0			£0	
Blended Developer Margin								20.0%	(£2,138,733)	(£2,138,733)			
GROSS CLEAN SERVICED LAND VALUE (CSLV)									£4,170,734	£4,170,734	£0	£0	
Infrastructure and Abnormal Costs						<u>Included</u>							
Mayoral and Local CIL						£ per m2	m2						
						£280	1,833	(£486,034)					
Non-Residential CIL						£ per m2	m2						
						£207	0	£0					
Section 106 Obligations								£0					
Construction Finance Costs (see Cashflow)								(£837,857)	(£1,123,891)	(£1,123,891)			
Land to the rear										£1,000,000			
RESIDUAL LAND VALUE/ EXISTING USE VALUE									£4,046,843				

Finance as a % of	
Costs	GDV
8.3%	6.0%
RLV	£4,046,843
CF RLV	£4,046,843
Variance	£0

Summary		m2	f2	rent/ft	Yield	Value
Retail		238.0	2,562	£10	6%	£403,565
Unit	Beds	m2	ft2	rate/ft2	Private sale value	
A001	1	53.0	570	£688	£392,500	
A002	1	54.0	581	£684	£397,500	
A003	1	52.0	560	£692	£387,500	
A004	2	73.0	786	£687	£540,000	
A005	1	53.0	570	£679	£387,500	
A006	1	50.0	538	£729	£392,500	
A101	1	62.0	667	£659	£440,000	
A102	1	57.0	614	£693	£425,000	
A103	1	53.0	570	£701	£400,000	
A104	2	64.0	689	£711	£490,000	
A105	1	50.0	538	£729	£392,500	
A106	2	70.0	753	£703	£530,000	
A107	2	73.0	786	£697	£547,500	
A108	1	53.0	570	£688	£392,500	
A109	1	53.0	570	£688	£392,500	
A110	2	82.0	883	£657	£580,000	
A111	1	52.0	560	£683	£382,500	
A112	2	79.0	850	£576	£575,000	
A201	1	50.0	538	£743	£400,000	
A202	1	50.0	538	£725	£390,000	
A203	1	53.0	570	£710	£405,000	
A204	2	64.0	689	£722	£487,500	
A205	1	50.0	538	£739	£397,500	
A206	2	70.0	753	£713	£537,500	
A207	2	73.0	786	£706	£555,000	
A208	1	53.0	570	£697	£397,500	
A209	1	53.0	570	£697	£397,500	
A210	2	82.0	883	£666	£587,500	
A211	1	52.0	560	£692	£387,500	
A212	2	79.0	850	£685	£582,500	
A301	2	85.0	915	£771	£705,000	
A302	2	85.0	915	£781	£715,000	
A303	2	61.0	657	£921	£605,000	
A304	2	74.0	797	£822	£655,000	
A305	2	132.0	1,421	£630	£895,000	
T1	2	100.0	1,076	£762	£820,000	
T2	3	128.0	1,378	£682	£940,000	
T3	3	128.0	1,378	£682	£940,000	
T4	3	128.0	1,378	£682	£940,000	
T5	3	128.0	1,378	£682	£940,000	
T6	3	128.0	1,378	£690	£950,000	
Total Market		2,989.0	22,776,988	£1	£22,685,000	
Total		3,227.0	22,781,550		£23,088,565	

Summary		m2	f2	rent/ft	Yield	Value
Retail		238.0	2,562	£10	6%	£403,565
Unit	Beds	m2	ft2	rate/ft2	Private sale value	
A004	2	73.0	786	£687	£540,000	
A005	1	53.0	570	£679	£387,500	
A101	1	62.0	667	£659	£440,000	
A102	1	57.0	614	£693	£425,000	
A103	1	53.0	570	£701	£400,000	
A104	2	64.0	689	£711	£490,000	
A105	1	50.0	538	£729	£392,500	
A106	2	70.0	753	£703	£530,000	
A107	2	73.0	786	£697	£547,500	
A108	1	53.0	570	£688	£392,500	
A109	1	53.0	570	£688	£392,500	
A110	2	82.0	883	£657	£580,000	
A111	1	52.0	560	£683	£382,500	
A112	2	79.0	850	£576	£575,000	
A201	1	50.0	538	£743	£400,000	
A202	1	50.0	538	£725	£390,000	
A203	1	53.0	570	£710	£405,000	
A204	2	64.0	689	£722	£487,500	
A205	1	50.0	538	£739	£397,500	
A206	2	70.0	753	£713	£537,500	
A207	2	73.0	786	£706	£555,000	
A208	1	53.0	570	£697	£397,500	
A209	1	53.0	570	£697	£397,500	
A210	2	82.0	883	£666	£587,500	
A211	1	52.0	560	£692	£387,500	
A212	2	79.0	850	£685	£582,500	
A301	2	85.0	915	£771	£705,000	
A302	2	85.0	915	£781	£715,000	
A303	2	61.0	657	£921	£605,000	
A304	2	74.0	797	£822	£655,000	
A305	2	132.0	1,421	£630	£895,000	
T1	2	100.0	1,076	£762	£820,000	
T2	3	128.0	1,378	£682	£940,000	
T3	3	128.0	1,378	£682	£940,000	
T4	3	128.0	1,378	£682	£940,000	
T5	3	128.0	1,378	£682	£940,000	
T6	3	128.0	1,378	£690	£950,000	
Total Market		2,780.0	29,924	£706	£21,115,000	
Total		2,989.0	22,776,988		£22,685,000	
Total Starter Homes		2,039.0	2,250	£558	£1,256,000	
Total residential		2,969.0	32,173	£695	£22,371,000	
Total		3,227.0	34,735		£22,774,565	

Summary		units	m2	ft2	rent/ft	Yield	Value
Retail			0.0	0	£10	6%	£0
Unit	Unit	m2	ft2	rate/ft2	Private sale value		
Grd	U1	1b2p	66.2	712.6	£558		£397,500
Grd	U2	1b2p	66.8	719.0	£553		£397,500
Grd	U3	1b2p	53.0	570.5	£644		£367,500
Grd	U4	1b2p	65.3	702.9	£562		£395,000
Grd	U5	1b2p	71.2	766.4	£535		£410,000
Grd	U6	1b2p	50.7	545.7	£655		£357,500
Grd	U7	1b2p	52.6	566.2	£645		£365,000
Grd	U8	1b2p	58.8	632.9	£608		£385,000
Grd	U9	2b3p	75.8	815.9	£656		£535,000
Grd	U10	2b3p	78.2	841.7	£647		£545,000
1st	U11	1b2p	81.5	877.3	£638		£560,000
1st	U12	1b2p	70.7	761.0	£696		£530,000
1st	U13	1b2p	53.0	570.5	£662		£377,500
1st	U14	1b2p	64.5	694.3	£576		£400,000
1st	U15	1b2p	52.8	568.3	£664		£377,500
1st	U16	1b2p	37.0	398.3	£778		£310,000
1st	U17	1b2p	52.6	566.2	£667		£377,500
1st	U18	2b3p	57.1	614.6	£622		£382,500
1st	U19	2b3p	55.1	593.1	£645		£382,500
2nd	U20	1b2p	77.2	831.0	£662		£550,000
2nd	U21	1b2p	61.5	662.0	£593		£392,500
2nd	U22	1b2p	47.0	505.9	£712		£360,000
2nd	U23	1b2p	37.0	398.3	£787		£313,500
2nd	U24	1b2p	57.6	620.0	£694		£430,000
2nd	U25	2b3p	37.0	398.3	£793		£316,000
2nd	U26	2b3p	55.0	592.0	£655		£387,500
Total Market		26	TOTALS	1,535.2	16,525	£641.58	£10,602,000



Description	£	£	COST/M ²
1 : SUBSTRUCTURE			
1A : PILING	261,790		
1C : FDNS & BASEMENT	937,390		160.54
1D : STRUCTURE AT GROUND LEVEL	363,090		62.18
1E : OTHER WORKS	106,260		18.20
		1,668,530	240.92
2: SUPERSTRUCTURE			
2A : FRAME	174,210		29.84
2B : UPPER FLOORS	327,240		56.04
2C : ROOF	651,700		111.61
2D : STAIRS	93,250		15.97
2E : EXTERNAL WALLS	558,560		95.66
2F : WINDOWS AND EXTERNAL DOORS	772,280		132.26
2G : INTERNAL WALLS AND PARTITIONS	148,000		25.35
2H : INTERNAL DOORS	218,350		37.40
		2,943,590	504.13
3. FINISHES			
3A : WALL FINISHES	344,140		58.94
3B : FLOOR FINISHES	244,210		41.82
3C : CEILING FINISHES	123,940		21.23
		712,290	121.99
4. FITTINGS			
4A : FITTINGS	404,770		69.32
		404,770	69.32
5. SERVICES			
5A : SANITARY APPLIANCES ETC	183,830		31.48
5E : MECHANICAL INSTALLATIONS	724,400		124.06
5F : ELECTRICAL INSTALLATIONS	688,800		117.97
5J : SPECIAL INSTALLATIONS	354,160		60.65
5K : BUILDER'S WORK IN CONNECTION	97,560		16.71
		2,048,750	350.87
6. SITE WORKS			
6A : SITE WORKS	210,160		35.99
6B : DRAINAGE	103,410		17.71
6C : SITE SERVICES	127,836		21.89
		441,406	75.60
7. DEMOLITION			
7A : DEMOLITION & SITE CLEARANCE	68,000		11.65
		68,000	11.65
		8,287,336	
	say	8,287,000	
8A : PRELIMINARIES	973,986		166.81
8B : OVERHEADS AND PROFIT	555,659		95.16
		1,529,645	261.97
TOTAL		9,816,645	1,636.44



Description	£	£	COST/M ²
1 : SUBSTRUCTURE			
1A : PILING	-		
1C : FDNS & BASEMENT	-		-
1D : STRUCTURE AT GROUND LEVEL	-		-
1E : OTHER WORKS	-		-
		-	-
2: SUPERSTRUCTURE			
2A : FRAME	-		-
2B : UPPER FLOORS	-		-
2C : ROOF	82,230		44.87
2D : STAIRS	-		-
2E : EXTERNAL WALLS	10,000		5.46
2F : WINDOWS AND EXTERNAL DOORS	133,200		72.68
2G : INTERNAL WALLS AND PARTITIONS	187,410		102.26
2H : INTERNAL DOORS	108,900		59.42
		521,740	284.70
3. FINISHES			
3A : WALL FINISHES	167,980		91.66
3B : FLOOR FINISHES	253,390		138.27
3C : CEILING FINISHES	51,850		28.29
		473,220	258.22
4. FITTINGS			
4A : FITTINGS	229,320		125.13
		229,320	125.13
5. SERVICES			
5A : SANITARY APPLIANCES ETC	143,650		78.39
5E : MECHANICAL INSTALLATIONS	397,800		217.07
5F : ELECTRICAL INSTALLATIONS	410,800		224.16
5J : SPECIAL INSTALLATIONS	144,670		78.94
5K : BUILDER'S WORK IN CONNECTION	109,690		59.85
		1,206,610	658.41
6. SITE WORKS			
6A : SITE WORKS	60,000		32.74
6B : DRAINAGE	55,560		30.32
6C : SITE SERVICES	54,300		29.63
		169,860	92.69
7. DEMOLITION			
7A : DEMOLITION & SITE CLEARANCE	316,020		172.44
		316,020	172.44
		2,916,770	
	say	2,917,000	
8A : PRELIMINARIES	340,200		185.64
8B : OVERHEADS AND PROFIT	228,004		124.41
		568,204	310.05
TOTAL		3,485,204	1,901.65

CIL Contributions

Scenario 1 and 3 - 100% Market

Use	Area	LBR CIL rate	Mayors CIL rate	Payment due LBR	Payment Due to Mayor	TOTAL
Residential	5915	£209.96	£55.25	£1,241,920	£326,821	£1,568,741
Non-Residential (A1)	238	£198.14	£55.25	£47,157	£13,150	£60,307
TOTAL	6208	-	-	£1,289,077	£339,971	£1,629,048

Scenario 2 - PD Scheme

Use	Area	LBR CIL rate	Mayors CIL rate	Payment due LBR	Payment Due to Mayor	TOTAL
Residential	5706	£209.96	£55.25	£1,198,038	£315,273	£1,513,311
Non-Residential (A1)	238	£198.14	£55.25	£47,157	£13,150	£60,307
TOTAL	6208	-	-	£1,245,195	£328,423	£1,573,619

Scenario 4 - PD Scheme

Use	Area	LBR CIL rate	Mayors CIL rate	Payment due LBR	Payment Due to Mayor	TOTAL
Residential	1832.61	£209.96	£55.25	£384,777	£101,257	£486,034
Non-Residential (A1)	0	£198.14	£55.25	£0	£0	£0
TOTAL	6208	-	-	£384,777	£101,257	£486,034

Residual Cashflow for Interest	TOTALS	YEAR 1				YEAR 2				YEAR 3				TOTALS
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
		15%	16%	18%	17%	15%	13%	6%	0%	0%	0%	0%	0%	
Total Completions	41	0	0	0	0	0	15	6	6	6	6	2	41.0	
Market Completions	41	0	0	0	0	0	15	6	6	6	6	2	41.0	
Affordable Completions	0	0	0	0	0	0	0	0	0	0	0	0	0.0	
Market Units	£22,685,000	£0	£0	£0	£0	£0	£8,299,390	£3,319,756	£3,319,756	£3,319,756	£3,319,756	£1,106,585	£22,685,000	
Affordable Units	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	
Ground Rents	£130,000	£0	£0	£0	£0	£0	£47,561	£19,024	£19,024	£19,024	£19,024	£6,341	£130,000	
Retail	£403,565	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£403,565	
TOTAL INCOME	£23,218,565	£0	£0	£0	£0	£0	£8,346,951	£3,338,780	£3,338,780	£3,338,780	£3,338,780	£1,112,927	£23,218,565	
Construction Costs		15%	16%	18%	17%	15%	13%	6%	0%	0%	0%	0%	100%	
Agents & Marketing - Market	-£737,263	£0	£0	£0	£0	£0	-£269,730	-£107,892	-£107,892	-£107,892	-£107,892	-£35,964	-£737,263	
Agents & Marketing - Affordable	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	
Agents & Marketing - Retail	-£12,107	£0	£0	£0	£0	£0	-£4,429	-£1,772	-£1,772	-£1,772	-£1,772	-£591	-£12,107	
Construction Costs	-£9,816,645	-£1,434,679	-£1,561,627	-£1,764,767	-£1,701,288	-£1,458,477	-£1,265,087	-£630,720	£0	£0	£0	£0	-£9,816,645	
Professional Fees	-£981,665	-£143,467.87	-£156,163	-£176,477	-£170,129	-£145,848	-£126,509	-£63,072	£0	£0	£0	£0	-£981,665	
CLL - combined	-£1,629,048	£0	£0	£0	£0	£0	-£1,629,048	£0	£0	£0	£0	£0	-£1,629,048	
s106	-£135,527	£0	£0	£0	£0	£0	-£135,527	£0	£0	£0	£0	£0	-£135,527	
Benchmark Land Value	-£4,046,843	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	-£4,046,843	
SDLT & Legals	-£262,662	-£262,662	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	-£262,662	
TOTAL EXPENDITURE	-£5,887,651	-£1,717,790	-£1,941,244	-£1,871,416	-£1,604,325	-£1,391,596	-£2,732,528	-£109,664	-£109,664	-£109,664	-£109,664	-£36,555	-£5,887,651	
Net position		-£5,887,651	-£1,717,790	-£1,941,244	-£1,871,416	-£1,604,325	£5,614,423	£3,229,117	£3,229,117	£3,229,117	£3,229,117	£1,076,372		
Rolling Balance		-£5,887,651	-£7,701,116	-£9,767,502	-£11,797,641	-£13,593,677	-£15,206,170	-£9,838,847	-£6,769,611	-£3,246,936	-£70,582	£4,233,760		
Finance rate	6.50%	-£95,674	-£125,143	-£158,722	-£191,712	-£220,897	-£247,100	-£159,881	-£110,006	-£52,763	£0	£0	-£1,363,046	

Residual Cashflow for Interest	TOTALS	YEAR 1				YEAR 2				YEAR 3				TOTALS
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Total Completions	26	0	0	0	0	10	4	4	4	4	0	0	0	26.0
Market Completions	26	0	0	0	0	10	4	4	4	4	0	0	0	26.0
Affordable Completions	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0
Market Units	£10,602,000	£0	£0	£0	£0	£4,077,692	£1,631,077	£1,631,077	£1,631,077	£1,631,077	£0	£0	£0	£10,602,000
Affordable Units	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Ground Rents	£91,667	£0	£0	£0	£0	£35,256	£14,103	£14,103	£14,103	£14,103	£0	£0	£0	£91,667
Retail	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
TOTAL INCOME	£10,693,667	£0	£0	£0	£0	£4,112,949	£1,645,179	£1,645,179	£1,645,179	£1,645,179	£0	£0	£0	£10,693,667
Construction Costs		22%	26%	25%	20%	6%	0%	0%	0%	0%	0%	0%	0%	100%
Agents & Marketing - Market	£-344,565	£0	£0	£0	£0	£-132,525	£-53,010	£-53,010	£-53,010	£-53,010	£0	£0	£0	£-344,565
Agents & Marketing - Affordable	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Agents & Marketing - Retail	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Construction Costs	£-3,672,395	£-819,309	£-961,798	£-926,185	£-729,152	£-235,951	£0	£0	£0	£0	£0	£0	£0	£-3,672,395
Professional Fees	£-367,240	£-81,930.93	£-96,180	£-92,618	£-72,915	£-23,595	£0	£0	£0	£0	£0	£0	£0	£-367,240
CLL - combined	£-486,034	£0	£0	£0	£0	£-486,034	£0	£0	£0	£0	£0	£0	£0	£-486,034
s106	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0
Benchmark Land Value	£-4,046,843	£-4,046,843	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£-4,046,843
SDLT & Legals	£-232,693	£-232,693	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£-232,693
TOTAL EXPENDITURE		£-5,180,776	£-1,057,978	£-1,018,803	£-802,067	£-878,105	£-53,010	£-53,010	£-53,010	£-53,010	£0	£0	£0	
Net position		£-5,180,776	£-1,057,978	£-1,018,803	£-802,067	£3,234,844	£1,592,169	£1,592,169	£1,592,169	£1,592,169	£0	£0	£0	
Rolling Balance		£-5,180,776	£-6,322,942	£-7,444,493	£-8,367,533	£-5,268,662	£-3,762,108	£-2,231,073	£-675,158	£906,040	£906,040	£906,040	£906,040	
Finance rate	6.50%	£-84,188	£-102,748	£-120,973	£-135,972	£-85,616	£-61,134	£-36,255	£-10,971	£0	£0	£0	£0	£-637,857

Turner Morum
GreatPlanet Limited
63-71 Hampton Hill

SDLT

Tab 12

SDLT calculation				
	150,000.0	0%	£	-
250,000	100,000.0	2%	£	2,000
	250,000.0	5%	£	189,842
			£	191,842

Appendix 3
Turner Morum Appraisal Analysis
(Commercial BLV)

Turner Morum
 GreatPlanet Limited
 63-71 Hampton Hill

Tab	Scenario	Total Units	Market Units	Starter Homes	AFF %	GDV	Total Development Costs	RLV	BLV	Surplus/ Deficit	Viable/ Non-Viable
1	Residual 1 100% Market	41	41	0	0%	£23,218,565	-£19,140,972	£4,077,593	£4,216,800	-£139,207	NON-VIABLE
2	Residual 2 4 Starter Homes	41	37	4	10%	£22,891,232	-£18,955,287	£3,935,945	£4,216,800	-£280,855	NON-VIABLE
3	Residual 3 100% Market + Commuted Sum	41	41	0	0%	£23,218,565	-£19,282,620	£3,935,945	£4,216,800	-£280,855	NON-VIABLE

Type	Tenure	Units	Unit Size (ft2)	Unit Size (m2)	Total Size (ft2)	Total Size (m2)	£ per ft2	Average Unit Value (£)	Total GDV	Market	Affordable	Non-Residential
1 Bed Flats	Market	19	568	52.8	10,796	1,003.0	£700.02	£397,763	£7,557,500			
2 Bed Flats	Market	16	838	77.9	13,412	1,246.0	£715.60	£599,844	£9,597,500			
2 Bed Houses	Market	1	1,076	100.0	1,076	100.0	£761.81	£820,000	£820,000			
3 Bed Houses	Market	5	1,378	128.0	6,889	640.0	£683.71	£942,000	£4,710,000			
TOTAL MARKET HOUSING		41	785	72.9	32,173	2,989.0	£705.09	£553,293	£22,685,000	£22,685,000		
1 Bed Flats	Starter Homes	0	0	0.0	0	0.0	£0	£0	£0			
2 Bed Flats	Starter Homes	0	0	0.0	0	0.0	£0	£0	£0			
TOTAL STARTER HOMES		0%	0	0	0	0.0	£0.00	£0	£0		£0	
Ground Rents - 1 Bed Flats		19	-	£200	£3,800	Yield	Cap. Yield		£63,333			
Ground Rents - 2 Bed Flats		16	-	£250	£4,000	6.0%	16.67		£66,667			
TOTAL GROUNDS		-	-	-	-	-	-	-	£130,000	£130,000		
TOTAL RESIDENTIAL		41	785	72.9	32,173	2,989	£709.13	£556,463	£22,815,000			
Retail					2,562	238.0			£403,565			£403,565
TOTAL GROSS DEVELOPMENT VALUE				0	34,735				£23,218,565			
Gross Ha/ Acres						0.0						
Net Ha/Acre						0.0						
Average Market Units Sales Values psf						£705.09						
Less Fees and Marketing - Market Housing @								3.25%	(£737,263)	(£737,263)		
Less Fees and Marketing - Starter Homes @								3.25%	£0		£0	
Less Fees and Marketing - Retail @								3.00%	(£12,107)			(£12,107)
Build Costs												
Construction Costs (including contingency)						sq ft	£/sq ft					
						34,735	£282.61		(£9,816,645)	(£9,092,635)	£0	(£724,010)
						34,735	(£282.61)					
Professional Fees								10%	(£981,665)	(£981,665)	£0	(£72,401)
									(£981,665)	(£909,263)	£0	(£72,401)
Developer Profit on Market Housing @								20%	(£4,563,000)		£0	
Developer Profit on Starter Homes @								15%	£0		£0	
Developer Profit on Retail @								15%	(£60,535)			(£60,535)
Blended Developer Margin								19.9%	(£4,623,535)	(£4,623,535)		
GROSS CLEAN SERVICED LAND VALUE (CSLV)									£7,047,351	£7,512,839	£0	(£465,488)
Infrastructure and Abnormal Costs												
								Included				
Local and Mayoral CIL						Rate	Area (m2)					
						£265	5,915		(£1,568,741)			
Non-Residential CIL						Rate	Area (m2)					
						£253	238		(£60,307)			
Section 106 Obligations									£0			
Construction Finance Costs (see Cashflow)									(£1,340,710)	(£2,969,758)		
RESIDUAL LAND VALUE (RLV)										£4,077,593		
EXISTING USE VALUE (EUV)												
Premium Over EUV								20.0%	£3,300,000			
SDLT @								4.73%	£187,500			
Legals @								1.75%	£69,300			
										£4,216,800		
SURPLUS/DEFICIT										(£139,207)		
VIABLE/NON-VIABLE?										NON-VIABLE		

Finance as a % of	
Costs	GDV
7.0%	5.8%

BLV as % GDV
18%

Type	Tenure	Units	Unit Size (ft2)	Unit Size (m2)	Total Size (ft2)	Total Size (m2)	£ per ft2	Average Unit Value (£)	Total GDV	Market	Affordable	Non-Residential
1 Bed Flats	Market	15	570	52.9	8,547	794.0	£700.58	£399,167	£5,987,500			
2 Bed Flats	Market	16	838	77.9	13,412	1,246.0	£715.60	£599,844	£9,597,500			
2 Bed Houses	Market	1	1,076	100.0	1,076	100.0	£761.81	£820,000	£820,000			
3 Bed Houses	Market	5	1,378	128.0	6,889	640.0	£683.71	£942,000	£4,710,000			
TOTAL MARKET HOUSING		37	809	75.1	29,924	2,780.0	£705.63	£570,676	£21,115,000	£21,115,000		
1 Bed Flats	Starter Homes	4	562	52.3	2,250	209.0	£558	£314,000	£1,256,000			
2 Bed Flats	Starter Homes	0	0	0.0	0	0.0	£0	£0	£0			
TOTAL STARTER HOMES		4	562	52.3	2,250	209.0	£558.31	£314,000	£1,256,000		£1,256,000	
Ground Rents - 1 Bed Flats		15	-	£200	£3,000	Yield	Cap. Yield		£50,000			
Ground Rents - 2 Bed Flats		16	-	£250	£4,000	6.0%	16.67		£66,667			
TOTAL GROUNDS		-	-	-	-	-	-	-	£116,667	£116,667		
TOTAL RESIDENTIAL		41	785	72.9	32,173	2,989	£698.95	£548,480	£22,487,667			
Retail					2,562	238.0			£403,565			£403,565
TOTAL GROSS DEVELOPMENT VALUE				0	34,735				£22,891,232			
Gross Ha/ Acres						0.0						
Net Ha/Acre						0.0						
Average Market Units Sales Values psf						£705.63						
Less Fees and Marketing - Market Housing @								3.25%	(£686,238)	(£686,238)		
Less Fees and Marketing - Starter Homes @								3.25%	(£40,820)		(£40,820)	
Less Fees and Marketing - Retail @								3.00%	(£12,107)			(£12,107)
Build Costs							sq ft	£/sq ft				
Construction Costs (including contingency)							34,735	£282.61	(£9,816,645)	(£8,456,850)	(£635,785)	(£724,010)
							34,735	(£282.61)				
Professional Fees												
						10%	(£981,665)		(£981,665)	(£845,685)	(£63,578)	(£72,401)
									(£981,665)			
Developer Profit on Market Housing @						20%	(£4,246,333)			(£4,246,333)		
Developer Profit on Starter Homes @						15%	(£188,400)				(£188,400)	
Developer Profit on Retail @						15%	(£60,535)				(£60,535)	
Blended Developer Margin						19.6%			(£4,495,268)	(£4,495,268)		
GROSS CLEAN SERVICED LAND VALUE (CSLV)									£6,858,490	£6,996,561	£327,417	(£465,488)
Infrastructure and Abnormal Costs								Included				
Local and Mayoral CIL						Rate	Area (m2)					
						£265	5,706.0		(£1,513,311)			
Non-Residential CIL						Rate	Area (m2)					
						£253	238		(£60,307)			
Section 106 Obligations									£0			
Construction Finance Costs (see Cashflow)									(£1,348,926)	(£2,922,545)		
										(£2,922,545)		
RESIDUAL LAND VALUE (RLV)										£3,935,945		
EXISTING USE VALUE (EUV)									£3,300,000			
Premium Over EUV								20.0%	£660,000			
SDLT @								4.73%	£187,500			
Legals @								1.75%	£69,300			
										£4,216,800		
SURPLUS/DEFICIT										(£280,855)		
VIABLE/NON-VIABLE?										NON-VIABLE		

Finance as a % of	
Costs	GDV
7.1%	5.9%

BLV as % GDV
18%

Type	Tenure	Units	Unit Size (ft2)	Unit Size (m2)	Total Size (ft2)	Total Size (m2)	£ per ft2	Average Unit Value (£)	Total GDV	Market	Affordable	Non-Residential
1 Bed Flats	Market	19	568	52.8	10,796	1,003.0	£700.02	£397,763	£7,557,500			
2 Bed Flats	Market	16	838	77.9	13,412	1,246.0	£715.60	£599,844	£9,597,500			
2 Bed Houses	Market	1	1,076	100.0	1,076	100.0	£761.81	£820,000	£820,000			
3 Bed Houses	Market	5	1,378	128.0	6,889	640.0	£683.71	£942,000	£4,710,000			
TOTAL MARKET HOUSING		41	785	72.9	32,173	2,989.0	£705.09	£553,293	£22,685,000	£22,685,000		
1 Bed Flats	Starter Homes	0	0	0.0	0	0.0	£0	£0	£0			
2 Bed Flats	Starter Homes	0	0	0.0	0	0.0	£0	£0	£0			
TOTAL STARTER HOMES		0%	0	0	0	0.0	£0.00	£0	£0		£0	
Ground Rents - 1 Bed Flats		19	-	£200	£3,800	Yield	Cap. Yield		£63,333			
Ground Rents - 2 Bed Flats		16	-	£250	£4,000	6.0%	16.67		£66,667			
TOTAL GROUNDS		-	-	-	-	-	-	-	£130,000	£130,000		
TOTAL RESIDENTIAL		41	785	72.9	32,173	2,989	£709.13	£556,463	£22,815,000			
Retail					2,562	238.0			£403,565			£403,565
TOTAL GROSS DEVELOPMENT VALUE				0	34,735				£23,218,565			
Gross Ha/ Acres						0.0						
Net Ha/Acre						0.0						
Average Market Units Sales Values psf						£705.09						
Less Fees and Marketing - Market Housing @								3.25%	(£737,263)	(£737,263)		
Less Fees and Marketing - Starter Homes @								3.25%	£0		£0	
Less Fees and Marketing - Retail @								3.00%	(£12,107)			(£12,107)
Build Costs												
Construction Costs (including contingency)						sq ft	£/sq ft					
						34,735	£282.61		(£9,816,645)	(£9,092,635)	£0	(£724,010)
						34,735	(£282.61)					
Professional Fees								10%	(£981,665)	(£981,665)	£0	(£72,401)
									(£981,665)	(£909,263)	£0	(£72,401)
Developer Profit on Market Housing @								20%	(£4,563,000)		£0	
Developer Profit on Starter Homes @								15%	£0		£0	
Developer Profit on Retail @								15%	(£60,535)			(£60,535)
Blended Developer Margin								19.9%	(£4,623,535)	(£4,623,535)		
GROSS CLEAN SERVICED LAND VALUE (CSLV)									£7,047,351	£7,512,839	£0	(£465,488)
Infrastructure and Abnormal Costs								Included				
Local and Mayoral CIL						Rate	Area (m2)					
						£265	5,915		(£1,568,741)			
Non-Residential CIL						Rate	Area (m2)					
						£253	238		(£60,307)			
Section 106 Obligations									(£134,961)			
Construction Finance Costs (see Cashflow)									(£1,347,397)	(£3,111,406)		
RESIDUAL LAND VALUE (RLV)										£3,935,945		
EXISTING USE VALUE (EUV)									£3,300,000			
Premium Over EUV								20.0%	£660,000			
SDLT @								4.73%	£187,500			
Legals @								1.75%	£69,300			
SURPLUS/DEFICIT										(£280,855)		
VIABLE/NON-VIABLE?												NON-VIABLE

Finance as a % of	
Costs	GDV
7.0%	5.8%

BLV as % GDV
18%

Summary		m2	f2	rent/ft	Yield	Value
Retail		238.0	2,562	£10	6%	£403,565
Unit	Beds	m2	ft2	rate/ft2	Private sale value	
A001	1	53.0	570	£688	£392,500	
A002	1	54.0	581	£684	£397,500	
A003	1	52.0	560	£692	£387,500	
A004	2	73.0	786	£687	£540,000	
A005	1	53.0	570	£679	£387,500	
A006	1	50.0	538	£729	£392,500	
A101	1	62.0	667	£659	£440,000	
A102	1	57.0	614	£693	£425,000	
A103	1	53.0	570	£701	£400,000	
A104	2	64.0	689	£711	£490,000	
A105	1	50.0	538	£729	£392,500	
A106	2	70.0	753	£703	£530,000	
A107	2	73.0	786	£697	£547,500	
A108	1	53.0	570	£688	£392,500	
A109	1	53.0	570	£688	£392,500	
A110	2	82.0	883	£657	£580,000	
A111	1	52.0	560	£683	£382,500	
A112	2	79.0	850	£576	£575,000	
A201	1	50.0	538	£743	£400,000	
A202	1	50.0	538	£725	£390,000	
A203	1	53.0	570	£710	£405,000	
A204	2	64.0	689	£722	£487,500	
A205	1	50.0	538	£739	£397,500	
A206	2	70.0	753	£713	£537,500	
A207	2	73.0	786	£706	£555,000	
A208	1	53.0	570	£697	£397,500	
A209	1	53.0	570	£697	£397,500	
A210	2	82.0	883	£666	£587,500	
A211	1	52.0	560	£692	£387,500	
A212	2	79.0	850	£685	£582,500	
A301	2	85.0	915	£771	£705,000	
A302	2	85.0	915	£781	£715,000	
A303	2	61.0	657	£921	£605,000	
A304	2	74.0	797	£822	£655,000	
A305	2	132.0	1,421	£630	£895,000	
T1	2	100.0	1,076	£762	£820,000	
T2	3	128.0	1,378	£682	£940,000	
T3	3	128.0	1,378	£682	£940,000	
T4	3	128.0	1,378	£682	£940,000	
T5	3	128.0	1,378	£682	£940,000	
T6	3	128.0	1,378	£690	£950,000	
Total Market		2,989.0	22,776,988	£1	£22,685,000	
Total		3,227.0	22,781,550		£23,088,565	

Summary		m2	f2	rent/ft	Yield	Value
Retail		238.0	2,562	£10	6%	£403,565
Unit	Beds	m2	ft2	rate/ft2	Private sale value	
A004	2	73.0	786	£687	£540,000	
A005	1	53.0	570	£679	£387,500	
A101	1	62.0	667	£659	£440,000	
A102	1	57.0	614	£693	£425,000	
A103	1	53.0	570	£701	£400,000	
A104	2	64.0	689	£711	£490,000	
A105	1	50.0	538	£729	£392,500	
A106	2	70.0	753	£703	£530,000	
A107	2	73.0	786	£697	£547,500	
A108	1	53.0	570	£688	£392,500	
A109	1	53.0	570	£688	£392,500	
A110	2	82.0	883	£657	£580,000	
A111	1	52.0	560	£683	£382,500	
A112	2	79.0	850	£576	£575,000	
A201	1	50.0	538	£743	£400,000	
A202	1	50.0	538	£725	£390,000	
A203	1	53.0	570	£710	£405,000	
A204	2	64.0	689	£722	£487,500	
A205	1	50.0	538	£739	£397,500	
A206	2	70.0	753	£713	£537,500	
A207	2	73.0	786	£706	£555,000	
A208	1	53.0	570	£697	£397,500	
A209	1	53.0	570	£697	£397,500	
A210	2	82.0	883	£666	£587,500	
A211	1	52.0	560	£692	£387,500	
A212	2	79.0	850	£685	£582,500	
A301	2	85.0	915	£771	£705,000	
A302	2	85.0	915	£781	£715,000	
A303	2	61.0	657	£921	£605,000	
A304	2	74.0	797	£822	£655,000	
A305	2	132.0	1,421	£630	£895,000	
T1	2	100.0	1,076	£762	£820,000	
T2	3	128.0	1,378	£682	£940,000	
T3	3	128.0	1,378	£682	£940,000	
T4	3	128.0	1,378	£682	£940,000	
T5	3	128.0	1,378	£682	£940,000	
T6	3	128.0	1,378	£690	£950,000	
Total Market		2,780.0	29,924	£706	£21,115,000	
Total		2,989.0	22,776,988		£22,685,000	
Total Starter Homes		2,039.0	2,250	£558	£1,256,000	
Total residential		2,969.0	32,173	£695	£22,371,000	
Total		3,227.0	34,735		£22,774,565	



Description	£	£	COST/M ²
1 : SUBSTRUCTURE			
1A : PILING	261,790		
1C : FDNS & BASEMENT	937,390		160.54
1D : STRUCTURE AT GROUND LEVEL	363,090		62.18
1E : OTHER WORKS	106,260		18.20
		1,668,530	240.92
2: SUPERSTRUCTURE			
2A : FRAME	174,210		29.84
2B : UPPER FLOORS	327,240		56.04
2C : ROOF	651,700		111.61
2D : STAIRS	93,250		15.97
2E : EXTERNAL WALLS	558,560		95.66
2F : WINDOWS AND EXTERNAL DOORS	772,280		132.26
2G : INTERNAL WALLS AND PARTITIONS	148,000		25.35
2H : INTERNAL DOORS	218,350		37.40
		2,943,590	504.13
3. FINISHES			
3A : WALL FINISHES	344,140		58.94
3B : FLOOR FINISHES	244,210		41.82
3C : CEILING FINISHES	123,940		21.23
		712,290	121.99
4. FITTINGS			
4A : FITTINGS	404,770		69.32
		404,770	69.32
5. SERVICES			
5A : SANITARY APPLIANCES ETC	183,830		31.48
5E : MECHANICAL INSTALLATIONS	724,400		124.06
5F : ELECTRICAL INSTALLATIONS	688,800		117.97
5J : SPECIAL INSTALLATIONS	354,160		60.65
5K : BUILDER'S WORK IN CONNECTION	97,560		16.71
		2,048,750	350.87
6. SITE WORKS			
6A : SITE WORKS	210,160		35.99
6B : DRAINAGE	103,410		17.71
6C : SITE SERVICES	127,836		21.89
		441,406	75.60
7. DEMOLITION			
7A : DEMOLITION & SITE CLEARANCE	68,000		11.65
		68,000	11.65
		8,287,336	
	say	8,287,000	
8A : PRELIMINARIES	973,986		166.81
8B : OVERHEADS AND PROFIT	555,659		95.16
		1,529,645	261.97
TOTAL		9,816,645	1,636.44

CIL Contributions

Scenario 1 and 3 - 100% Market

Use	Area	LBR CIL rate	Mayors CIL rate	Payment due LBR	Payment Due to Mayor	TOTAL
Residential	5915	£209.96	£55.25	£1,241,920	£326,821	£1,568,741
Non-Residential (A1)	238	£198.14	£55.25	£47,157	£13,150	£60,307
TOTAL	6208	-	-	£1,289,077	£339,971	£1,629,048

Scenario 2 - PD Scheme

Use	Area	LBR CIL rate	Mayors CIL rate	Payment due LBR	Payment Due to Mayor	TOTAL
Residential	5706	£209.96	£55.25	£1,198,038	£315,273	£1,513,311
Non-Residential (A1)	238	£198.14	£55.25	£47,157	£13,150	£60,307
TOTAL	6208	-	-	£1,245,195	£328,423	£1,573,619

Scenario 4 - PD Scheme

Use	Area	LBR CIL rate	Mayors CIL rate	Payment due LBR	Payment Due to Mayor	TOTAL
Residential	1832.61	£209.96	£55.25	£384,777	£101,257	£486,034
Non-Residential (A1)	0	£198.14	£55.25	£0	£0	£0
TOTAL	6208	-	-	£384,777	£101,257	£486,034

Residual Cashflow for Interest	TOTALS	YEAR 1				YEAR 2				YEAR 3				TOTALS
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
		15%	16%	18%	17%	15%	13%	6%	0%	0%	0%	0%	0%	
Total Completions	41	0	0	0	0	0	15	6	6	6	6	2	41.0	
Market Completions	41	0	0	0	0	0	15	6	6	6	6	2	41.0	
Affordable Completions	0	0	0	0	0	0	0	0	0	0	0	0	0.0	
Market Units	£22,685,000	£0	£0	£0	£0	£0	£8,299,390	£3,319,756	£3,319,756	£3,319,756	£3,319,756	£1,106,585	£22,685,000	
Affordable Units	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	
Ground Rents	£130,000	£0	£0	£0	£0	£0	£47,561	£19,024	£19,024	£19,024	£19,024	£6,341	£130,000	
Retail	£403,565	£0	£0	£0	£0	£0	£0	£0	£403,565	£0	£0	£0	£403,565	
TOTAL INCOME	£23,218,565	£0	£0	£0	£0	£0	£8,346,951	£3,338,780	£3,742,346	£3,338,780	£3,338,780	£1,112,927	£23,218,565	
Construction Costs		15%	16%	18%	17%	15%	13%	6%	0%	0%	0%	0%	100%	
Agents & Marketing - Market	£-737,263	£0	£0	£0	£0	£0	£0	£-269,730	£-107,892	£-107,892	£-107,892	£-35,964	£-737,263	
Agents & Marketing - Affordable	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	
Agents & Marketing - Retail	£-12,107	£0	£0	£0	£0	£0	£-4,429	£-1,772	£-1,772	£-1,772	£-1,772	£-591	£-12,107	
Construction Costs	£-9,816,645	£-1,434,679	£-1,561,627	£-1,764,767	£-1,701,288	£-1,458,477	£-1,265,087	£-630,720	£0	£0	£0	£0	£-9,816,645	
Professional Fees	£-981,665	£-143,467.87	£-156,163	£-176,477	£-170,129	£-145,848	£-126,509	£-63,072	£0	£0	£0	£0	£-981,665	
CLL - combined	£-1,629,048	£0	£0	£0	£0	£0	£-1,629,048	£0	£0	£0	£0	£0	£-1,629,048	
s106	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	
Benchmark Land Value	£-3,960,000	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£-3,960,000	
SDLT & Legals	£-256,800	£-256,800	£0	£0	£0	£0	£0	£0	£0	£0	£0	£0	£-256,800	
TOTAL EXPENDITURE	£-5,794,947	£-1,717,790	£-1,941,244	£-1,871,416	£-1,604,325	£-1,391,596	£-2,597,000	£-109,664	£-109,664	£-109,664	£-109,664	£-36,555	£-5,794,947	
Net position		£-5,794,947	£-1,717,790	£-1,941,244	£-1,871,416	£-1,604,325	£5,749,951	£3,229,117	£3,632,682	£3,229,117	£3,229,117	£1,076,372		
Rolling Balance		£-5,794,947	£-7,606,905	£-9,671,760	£-11,700,343	£-13,494,798	£-15,105,684	£-9,601,201	£-3,001,504	£178,839	£3,407,955	£4,484,328		
Finance rate	6.50%	£-94,168	£-123,612	£-157,166	£-190,131	£-219,290	£-245,467	£-106,082	£-48,774	£0	£0	£0	£-1,340,710	

