Westferry Printworks: LBTH CIL Strategic Sites Testing

Supplemental Appraisals

## Westferry Printworks Supplemental Appraisals

## Supplementary Appraisal 1

Affordable Housing	20%
CIL	Full
Growth	Yes
IRR Achieved	15.37%

Westferry Printworks - LBTH CIL Strategic Sites Testing 20% AH, Residual S106, CIL & Growth

**Summary Appraisal for Phase 1** 

Currency in £

REVENUE							
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	<b>Unit Price</b>	<b>Gross Sales</b>	Adjustment	Net Sales
‡ Pvt Resi	1	129,407	650.00	84,114,550	84,114,550	30,771,632	114,886,182
Aff Resi	1	37,028	185.00	6,850,180	6,850,180	0	6,850,180
Ground rents	<u>160</u>	<u>0</u>	0.00	4,500	720,000	<u>0</u>	720,000
Totals	<u>160</u> <b>162</b>	166,435			91,684,730	30,771,632	122,456,362
Rental Area Summary				Initial	Net Rent	Initial	
•	Units	ft²	Rate ft <sup>2</sup>	MRV/Unit	at Sale	MRV	
Retail	1	10,361	20.00	207,214	207,214	207,214	
Office	<u>1</u>	<u>4,239</u>	25.00	105,963	<u>105,963</u>	<u>105,963</u>	
Totals	<u>1</u> 2	14,599			313,177	313,177	
Investment Valuation							
Retail							
Market Rent	207,214	YP @	6.5000%	15.3846			
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	2,810,648		
Office							
Market Rent	105,963	YP @	6.2500%	16.0000			
(2yrs 6mths Rent Free)		PV 2yrs 6mths @	6.2500%	0.8594	1,456,967		
					4,267,616		
GROSS DEVELOPMENT VALUE				126,723,978			
Purchaser's Costs		5.80%	(273,423)				
			· · · · · · · · · · · · · · · · · · ·	(273,423)			
NET DEVELOPMENT VALUE				126,450,554			

APPRAISAL SUMMARY	BNP PARIBAS REAL ESTATE
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Westferry Printworks - LBTH CIL Strategic Sites Testing 20% AH, Residual S106, CIL & Growth NET REALISATION

126,450,554

#### OUTLAY

CONSTRUCTION COSTS				
Construction	ft²	Rate ft <sup>2</sup>	Cost	
‡ Retail	14,801 ft <sup>2</sup>	185.00 pf <sup>2</sup>	2,981,903	
‡ Office	6,055 ft <sup>2</sup>	200.00 pf <sup>2</sup>	1,318,788	
‡ Pvt Resi	184,867 ft <sup>2</sup>	215.00 pf <sup>2</sup>	43,284,158	
‡ Aff Resi	52,897 ft <sup>2</sup>	215.00 pf <sup>2</sup>	12,385,155	
‡ Basement	10,260 ft <sup>2</sup>	46.00 pf <sup>2</sup>	<u>497,161</u>	
Totals	268,880 ft <sup>2</sup>		60,467,166	60,467,166
Contingency		5.00%	3,549,908	
Demolition			1,535,485	
Residual S106			808,169	
Mayoral CIL			738,461	
Borough CIL			2,633,639	
				9,265,662
Other Construction				
Decontamination			5,000,000	
Externals		15.00%	8,995,501	
				13,995,501
PROFESSIONAL FEES				
Architect		12.00%	8,761,509	
				8,761,509
MARKETING & LETTING				
Resi Marketing		2.00%	2,297,724	
CommercialMarketing	14,599 ft²	1.50 pf <sup>2</sup>	21,899	
Letting Agent Fee		10.00%	31,318	
Letting Legal Fee		5.00%	15,659	
DISPOSAL FEES				2,366,599
DISPOSAL FEES				

APPRAISAL SUMMARY				BNP PARIBAS REAL ESTATE
Westferry Printworks - LBTH CIL Strategic Sites Testing 20% AH, Residual S106, CIL & Growth				
Resi Sales Agent Fee Commercial Sales Agent Resi Sales Legal Fee	1.50% 1.00% 0.25%	1,729,991 40,731 305,457		
Commercail Sales Legal Fee	0.50%	20,366	2,096,546	
TOTAL COSTS			96,952,982	
PROFIT			29,497,573	
Performance Measures				
Profit on Cost% Profit on GDV%	30.42% 23.28%			
Profit on NDV%	23.26%			
Development Yield% (on Rent)	0.32%			
Equivalent Yield% (Nominal) Equivalent Yield% (True)	6.41% 6.68%			
IRR	21.97%			
Rent Cover Profit Erosion (finance rate 0.000%)	94 yrs 2 mths N/A			
‡ Inflation/Growth applied				

Growth on Sales Pvt Resi	Growth Set 1 at 8.240% var.	<b>Ungrown</b> 84,114,550	<b>Growth</b> 30,771,632	<b>Total</b> 114,886,182
Inflation on Construction Costs		Uninflated	Inflation	Total
Pvt Resi	Inflation Set 1 at 3.340% var.	39,746,436	3,537,722	43,284,158
Aff Resi	Inflation Set 1 at 3.340% var.	11,372,886	1,012,270	12,385,155
Basement	Inflation Set 1 at 3.340% var.	471,960	25,201	497,161

Westferry Printworks - LBTH CIL Strategic Sites Testing 20% AH, Residual S106, CIL & Growth

Retail Inflation Set 1 at 3.340% var. 2,738,185 243,718 2,981,903
Office Inflation Set 1 at 3.340% var. 1,211,000 107,788 1,318,788

## Westferry Printworks Supplemental Appraisals

Supplementary Appraisal 2

Affordable Housing	15%
CIL	Full
Growth	Yes
IRR Achieved	17.25%

Westferry Printworks - LBTH CIL Strategic Sites Testing 15% AH, Residual S106, CIL & Growth

**Summary Appraisal for Phase 1** 

Currency in £

DEVENUE

REVENUE							
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	<b>Gross Sales</b>	Adjustment	Net Sales
‡ Pvt Resi	1	137,495	650.00	89,371,750	89,371,750	32,694,874	122,066,624
Aff Resi	1	27,771	185.00	5,137,635	5,137,635	0	5,137,635
Ground rents	170 172	<u>0</u>	0.00	4,500	<u>765,000</u>	<u>0</u>	<u>765,000</u>
Totals	172	165,266			95,274,385	32,694,874	127,969,259
Rental Area Summary				Initial	Net Rent	Initial	
	Units	ft²	Rate ft <sup>2</sup>	MRV/Unit	at Sale	MRV	
Retail	1	10,361	20.00	207,214	207,214	207,214	
Office	<u>1</u>	<u>4,239</u>	25.00	105,963	<u>105,963</u>	<u>105,963</u>	
Totals	<del>1</del> 2	14,599			313,177	313,177	
Investment Valuation							
Retail							
Market Rent	207,214	YP @	6.5000%	15.3846			
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	2,810,648		
Office							
Market Rent	105,963	YP @	6.2500%	16.0000			
(2yrs 6mths Rent Free)		PV 2yrs 6mths @	6.2500%	0.8594	1,456,967		
					4,267,616		
GROSS DEVELOPMENT VALUE				132,236,874			
Purchaser's Costs		5.80%	(275,890)				
			• • •	(275,890)			
NET DEVELOPMENT VALUE				131,960,984			

Westferry Printworks - LBTH CIL Strategic Sites Testing 15% AH, Residual S106, CIL & Growth NET REALISATION

131,960,984

#### OUTLAY

CONSTRUCTION COSTS				
Construction	ft²	Rate ft <sup>2</sup>	Cost	
‡ Retail	14,801 ft²	185.00 pf <sup>2</sup>	2,981,903	
‡ Office	6,055 ft <sup>2</sup>	200.00 pf <sup>2</sup>	1,318,788	
‡ Pvt Resi	196,421 ft²	215.00 pf <sup>2</sup>	45,989,439	
‡ Aff Resi	39,673 ft <sup>2</sup>	215.00 pf <sup>2</sup>	9,288,867	
‡ Basement	10,260 ft <sup>2</sup>	46.00 pf <sup>2</sup>	<u>497,161</u>	
Totals	267,210 ft <sup>2</sup>	·	60,076,158	60,076,158
Contingency		5.00%	3,527,425	
Demolition			1,535,485	
Residual S106			808,169	
Mayoral CIL			774,235	
Borough CIL			2,828,730	
				9,474,044
Other Construction				
Decontamination			5,000,000	
Externals		15.00%	8,936,850	
				13,936,850
PROFESSIONAL FEES				
Architect		12.00%	8,704,852	
				8,704,852
MARKETING & LETTING				
Resi Marketing		2.00%	2,441,332	
CommercialMarketing	14,599 ft <sup>2</sup>	1.50 pf <sup>2</sup>	21,899	
Letting Agent Fee		10.00%	31,318	
Letting Legal Fee		5.00%	15,659	
DISPOSAL FEES				2,510,208
DISPUSAL FEES				

APPRAISAL SUMMARY					BNP PARIBAS	<b>REAL ESTATE</b>
Westferry Printworks - LBTH CIL Strategic Sites Testing						
15% AH, Residual S106, CIL & Growth						
Resi Sales Agent Fee	1.50%	1,838,336				
Commercial Sales Agent	1.00%	40,756				
Resi Sales Legal Fee	0.25%	319,233				
Commercail Sales Legal Fee	0.50%	20,378				
			2,218,703			
TOTAL COSTS			96,920,814			
PROFIT						
			35,040,171			
Performance Measures						
Profit on Cost%	36.15%					
Profit on GDV%	26.50%					
Profit on NDV%	26.55%					
Development Yield% (on Rent)	0.32%					
Equivalent Yield% (Nominal)	6.41%					
Equivalent Yield% (True)	6.68%					
IRR	25.58%					
Rent Cover	111 yrs 11 mths					
Profit Erosion (finance rate 0.000%)	N/A					
‡ Inflation/Growth applied						
Growth on Sales		Ungrown	Growth	Total		

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89,371,750

Uninflated

42,230,607

8,529,664

471,960

Growth Set 1 at 8.240% var.

Inflation Set 1 at 3.340% var.

Inflation Set 1 at 3.340% var.

Inflation Set 1 at 3.340% var.

Pvt Resi

Pvt Resi

Aff Resi

**Basement** 

**Inflation on Construction Costs** 

Inflation

759,202

25,201

3,758,832

32,694,874

Total

122,066,624

45,989,439

9,288,867

497,161

Westferry Printworks - LBTH CIL Strategic Sites Testing 15% AH, Residual S106, CIL & Growth

Retail Inflation Set 1 at 3.340% var. 2,738,185 243,718 2,981,903
Office Inflation Set 1 at 3.340% var. 1,211,000 107,788 1,318,788

## Westferry Printworks Supplemental Appraisals

Supplementary Appraisal 3

Affordable Housing	10%
CIL	Full
Growth	Yes
IRR Achieved	19.02%

Westferry Printworks - LBTH CIL Strategic Sites Testing 10% AH, Residual S106, CIL & Growth

**Summary Appraisal for Phase 1** 

Currency in £

REVENUE

Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	Gross Sales	Adjustment	Net Sales
‡ Pvt Resi	1	145,583	650.00	94,628,950	94,628,950	34,618,115	129,247,065
Aff Resi	1	18,514	185.00	3,425,090	3,425,090	0	3,425,090
Ground rents	<u>180</u>	<u>0</u>	0.00	4,500	810,000	<u>0</u>	810,000
Totals	182	164,097			98,864,040	34,618,115	133,482,155
Rental Area Summary				Initial	Net Rent	Initial	
	Units	ft²	Rate ft <sup>2</sup>	MRV/Unit	at Sale	MRV	
Retail	1	10,361	20.00	207,214	207,214	207,214	
Office	<u>1</u>	<u>4,239</u>	25.00	105,963	<u>105,963</u>	<u>105,963</u>	
Totals	<u>'</u>	14,599			313,177	313,177	
Investment Valuation							
Retail							
Market Rent	207,214	YP @	6.5000%	15.3846			
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	2,810,648		
Office							
Market Rent	105,963	YP @	6.2500%	16.0000			
(2yrs 6mths Rent Free)		PV 2yrs 6mths @	6.2500%	0.8594	1,456,967 <b>4,267,616</b>		
					.,_0.,0.0		
GROSS DEVELOPMENT VALUE				137,749,771			
Purchaser's Costs		5.80%	(278,357)				
				(278,357)			
NET DEVELOPMENT VALUE				137,471,414			

Westferry Printworks - LBTH CIL Strategic Sites Testing 10% AH, Residual S106, CIL & Growth NET REALISATION

137,471,414

OUTLAY

CONSTRUCTION COSTS				
Construction	ft²	Rate ft <sup>2</sup>	Cost	
‡ Retail	14,801 ft²	185.00 pf <sup>2</sup>	2,981,903	
‡ Office	6,055 ft <sup>2</sup>	200.00 pf <sup>2</sup>	1,318,788	
‡ Pvt Resi	207,976 ft <sup>2</sup>	215.00 pf <sup>2</sup>	48,694,720	
‡ Aff Resi	26,449 ft <sup>2</sup>	215.00 pf <sup>2</sup>	6,192,578	
‡ Basement	10,260 ft <sup>2</sup>	46.00 pf <sup>2</sup>	<u>497,161</u>	
Totals	265,540 ft <sup>2</sup>		59,685,150	59,685,150
Contingency		5.00%	3,504,942	
Demolition			1,535,485	
Residual S106			808,169	
Mayoral CIL			810,008	
Borough CIL			3,025,176	
				9,683,780
Other Construction				
Decontamination			5,000,000	
Externals		15.00%	8,878,198	
				13,878,198
PROFESSIONAL FEES				
Architect		12.00%	8,648,195	
				8,648,195
MARKETING & LETTING				
Resi Marketing		2.00%	2,584,941	
CommercialMarketing	14,599 ft²	1.50 pf <sup>2</sup>	21,899	
Letting Agent Fee		10.00%	31,318	
Letting Legal Fee		5.00%	15,659	
DISDOSAL FEES				2,653,817
DISPOSAL FEES				

APPRAISAL SUMMARY				BNP PARIBAS REAL ESTATE
Westferry Printworks - LBTH CIL Strategic Sites Te	sting			
10% AH, Residual S106, CIL & Growth	_			
Resi Sales Agent Fee	1.50%	1,946,681		
Commercial Sales Agent	1.00%	40,781		
Resi Sales Legal Fee	0.25%	333,009		
Commercail Sales Legal Fee	0.50%	20,390		
			2,340,861	
TOTAL COSTS			96,890,000	
PROFIT				
			40,581,414	
Performance Measures				
Profit on Cost%	41.88%			
Profit on GDV%	29.46%			
Profit on NDV%	29.52%			
Development Yield% (on Rent)	0.32%			
Equivalent Yield% (Nominal)	6.41%			
Equivalent Yield% (True)	6.68%			
IRR	29.05%			
Rent Cover	129 yrs 7 mths			
Profit Erosion (finance rate 0.000%)	N/A			
‡ Inflation/Growth applied				

**Growth on Sales** 

**Inflation on Construction Costs** 

Pvt Resi

Pvt Resi

Aff Resi

**Basement** 

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Ungrown

94,628,950

Uninflated

44,714,779

5,686,443

471,960

Growth Set 1 at 8.240% var.

Inflation Set 1 at 3.340% var.

Inflation Set 1 at 3.340% var.

Inflation Set 1 at 3.340% var.

Growth

34,618,115

Inflation

506,135

25,201

3,979,941

Total

Total

129,247,065

48,694,720

6,192,578

497,161

Westferry Printworks - LBTH CIL Strategic Sites Testing 10% AH, Residual S106, CIL & Growth

Retail Inflation Set 1 at 3.340% var. 2,738,185 243,718 2,981,903
Office Inflation Set 1 at 3.340% var. 1,211,000 107,788 1,318,788

## Westferry Printworks Supplemental Appraisals

Supplementary Appraisal 4

Affordable Housing	6%
CIL	Full
Growth	Yes
IRR Achieved	20.17%

Westferry Printworks - LBTH CIL Strategic Sites Testing 6% AH, Residual S106, CIL & Growth

**Summary Appraisal for Phase 1** 

Currency in £

REVENUE							
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	<b>Unit Price</b>	<b>Gross Sales</b>	Adjustment	Net Sales
‡ Pvt Resi	1	152,054	650.00	98,835,100	98,835,100	36,156,852	134,991,952
Aff Resi	1	11,801	185.00	2,183,185	2,183,185	0	2,183,185
Ground rents	<u>188</u> <b>190</b>	<u>0</u>	0.00	4,500	<u>846,000</u>	<u>0</u>	<u>846,000</u>
Totals	190	163,855			101,864,285	36,156,852	138,021,137
Rental Area Summary				Initial	Net Rent	Initial	
-	Units	ft²	Rate ft <sup>2</sup>	MRV/Unit	at Sale	MRV	
Retail	1	10,361	20.00	207,214	207,214	207,214	
Office	<u>1</u>	<u>4,239</u>	25.00	105,963	<u>105,963</u>	<u>105,963</u>	
Totals	$\frac{1}{2}$	14,599			313,177	313,177	
Investment Valuation							
Retail							
Market Rent	207,214	YP @	6.5000%	15.3846			
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	2,810,648		
Office							
Market Rent	105,963	YP @	6.2500%	16.0000			
(2yrs 6mths Rent Free)		PV 2yrs 6mths @	6.2500%	0.8594	1,456,967		
					4,267,616		
GROSS DEVELOPMENT VALUE				142,288,752			
Purchaser's Costs		5.80%	(280,331)				
			, ,	(280,331)			
NET DEVELOPMENT VALUE				142,008,422			

Westferry Printworks - LBTH CIL Strategic Sites Testing 6% AH, Residual S106, CIL & Growth NET REALISATION

142,008,422

#### OUTLAY

CONSTRUCTION COSTS				
Construction	ft²	Rate ft <sup>2</sup>	Cost	
‡ Retail	14,801 ft²	185.00 pf <sup>2</sup>	2,981,903	
‡ Office	6,055 ft <sup>2</sup>	200.00 pf <sup>2</sup>	1,318,788	
‡ Pvt Resi	217,220 ft <sup>2</sup>	215.00 pf <sup>2</sup>	50,859,145	
‡ Aff Resi	16,859 ft²	215.00 pf <sup>2</sup>	3,947,208	
‡ Basement	<u>10,260 ft²</u>	46.00 pf <sup>2</sup>	<u>497,161</u>	
Totals	265,195 ft <sup>2</sup>		59,604,205	59,604,205
Contingency		5.00%	3,500,287	
Demolition			1,535,485	
Residual S106			808,169	
Mayoral CIL			838,627	
Borough CIL			3,183,217	
				9,865,785
Other Construction				
Decontamination			5,000,000	
Externals		15.00%	8,866,057	
				13,866,057
PROFESSIONAL FEES				
Architect		12.00%	8,636,466	
				8,636,466
MARKETING & LETTING				
Resi Marketing		2.00%	2,699,839	
CommercialMarketing	14,599 ft²	1.50 pf <sup>2</sup>	21,899	
Letting Agent Fee		10.00%	31,318	
Letting Legal Fee		5.00%	15,659	
DISPOSAL FEES				2,768,714
<del></del>				

APPRAISAL SUMMARY					BNP PARIBAS REA	L ESTATE
Westferry Printworks - LBTH CIL Strategic Sites To	estina					
6% AH, Residual S106, CIL & Growth	<b>9</b>					
Resi Sales Agent Fee	1.50%	2,033,364				
Commercial Sales Agent	1.00%	40,800				
Resi Sales Legal Fee	0.25%	344,352				
Commercail Sales Legal Fee	0.50%	20,400				
, and the second		,	2,438,917			
TOTAL COSTS			97,180,144			
PROFIT						
			44,828,277			
Performance Measures						
Profit on Cost%	46.13%					
Profit on GDV%	31.51%					
Profit on NDV%	31.57%					
Development Yield% (on Rent)	0.32%					
Equivalent Yield% (Nominal)	6.41%					
Equivalent Yield% (True)	6.68%					
IRR	31.54%					
Rent Cover	143 yrs 2 mths					
Profit Erosion (finance rate 0.000%)	N/A					
‡ Inflation/Growth applied						
Growth on Sales		Ungrown	Growth	Total		
Pvt Resi	Growth Set 1 at 8.240% var.	98,835,100	36,156,852	134,991,952		

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Uninflated

46,702,300

3,624,593

471,960

Inflation Set 1 at 3.340% var.

Inflation Set 1 at 3.340% var.

Inflation Set 1 at 3.340% var.

Inflation

4,156,845

322,615

25,201

Total

50,859,145

3,947,208

497,161

**Inflation on Construction Costs** 

Pvt Resi

Aff Resi

**Basement** 

Westferry Printworks - LBTH CIL Strategic Sites Testing 6% AH, Residual S106, CIL & Growth

Retail Inflation Set 1 at 3.340% var. 2,738,185 243,718 2,981,903
Office Inflation Set 1 at 3.340% var. 1,211,000 107,788 1,318,788

## Westferry Printworks Supplemental Appraisals

Supplementary Appraisal 5

Affordable Housing	6%
CIL	Full
Growth	No
IRR Achieved	4.6%

Westferry Printworks - LBTH CIL Strategic Sites Testing 6% AH, Residual S106, CIL & Base Resi Sales Values

**Summary Appraisal for Phase 1** 

Currency in £

REVENUE

KEVENUE						
Sales Valuation	Units	ft²	Rate ft <sup>2</sup>	Unit Price	<b>Gross Sales</b>	
Pvt Resi	1	152,054	650.00	98,835,100	98,835,100	
Aff Resi	1	11,801	185.00	2,183,185	2,183,185	
Ground rents	<u>188</u>	<u>0</u>	0.00	4,500	<u>846,000</u>	
Totals	190	163,855			101,864,285	
Rental Area Summary				Initial	Net Rent	Initial
	Units	ft²	Rate ft <sup>2</sup>	MRV/Unit	at Sale	MRV
Retail	1	10,361	20.00	207,214	207,214	207,214
Office	$\frac{1}{2}$	<u>4,239</u>	25.00	105,963	<u>105,963</u>	<u>105,963</u>
Totals	2	14,599			313,177	313,177
Investment Valuation						
Retail						
Market Rent	207,214	YP @	6.5000%	15.3846		
(2yrs Rent Free)		PV 2yrs @	6.5000%	0.8817	2,810,648	
Office						
Market Rent	105,963	YP @	6.2500%	16.0000		
(2yrs 6mths Rent Free)		PV 2yrs 6mths @	6.2500%	0.8594	1,456,967	
					4,267,616	
GROSS DEVELOPMENT VALUE				106,131,901		
Purchaser's Costs		5.80%	(280,331)			
				(280,331)		
NET DEVELOPMENT VALUE				105,851,570		

Westferry Printworks - LBTH CIL Strategic Sites Testing 6% AH, Residual S106, CIL & Base Resi Sales Values NET REALISATION

105,851,570

#### **OUTLAY**

**DISPOSAL FEES** 

CONSTRUCTION COSTS				
Construction	ft²	Rate ft <sup>2</sup>	Cost	
Retail	14,801 ft²	185.00 pf <sup>2</sup>	2,738,185	
Office	6,055 ft <sup>2</sup>	200.00 pf <sup>2</sup>	1,211,000	
Pvt Resi	217,220 ft <sup>2</sup>	215.00 pf <sup>2</sup>	46,702,300	
Aff Resi	16,859 ft²	215.00 pf <sup>2</sup>	3,624,593	
Basement	10,260 ft <sup>2</sup>	46.00 pf <sup>2</sup>	<u>471,960</u>	
Totals	265,195 ft <sup>2</sup>		54,748,038	54,748,038
Contingency		5.00%	3,221,247	
Demolition			1,535,485	
Residual S106			808,169	
Mayoral CIL			838,627	
Borough CIL			3,183,217	
Other Construction				9,586,745
Decontamination			5,000,000	
Externals		15.00%	8,141,412	
Externals		10.0070	0,111,112	13,141,412
PROFESSIONAL FEES				
Architect		12.00%	7,933,284	
				7,933,284
MARKETING & LETTING				
Resi Marketing		2.00%	1,976,702	
CommercialMarketing	14,599 ft <sup>2</sup>	1.50 pf <sup>2</sup>	21,899	
Letting Agent Fee		10.00%	31,318	
Letting Legal Fee		5.00%	15,659	
				2,045,577

# Westferry Printworks - LBTH CIL Strategic Sites Testing 6% AH, Residual S106, CIL & Base Resi Sales Values

Resi Sales Agent Fee	1.50%	1,491,012
Commercial Sales Agent	1.00%	40,800
Resi Sales Legal Fee	0.25%	253,960
Commercail Sales Legal Fee	0.50%	20,400

1,806,172

TOTAL COSTS 89,261,227

**PROFIT** 

16,590,343

#### **Performance Measures**

Profit on Cost%	18.59%
Profit on GDV%	15.63%
Profit on NDV%	15.67%
Development Yield% (on Rent)	0.35%
Equivalent Yield% (Nominal)	6.41%
Equivalent Yield% (True)	6.68%
IRR	13.18%

Rent Cover 52 yrs 12 mths Profit Erosion (finance rate 0.000%) N/A

‡ Inflation/Growth applied