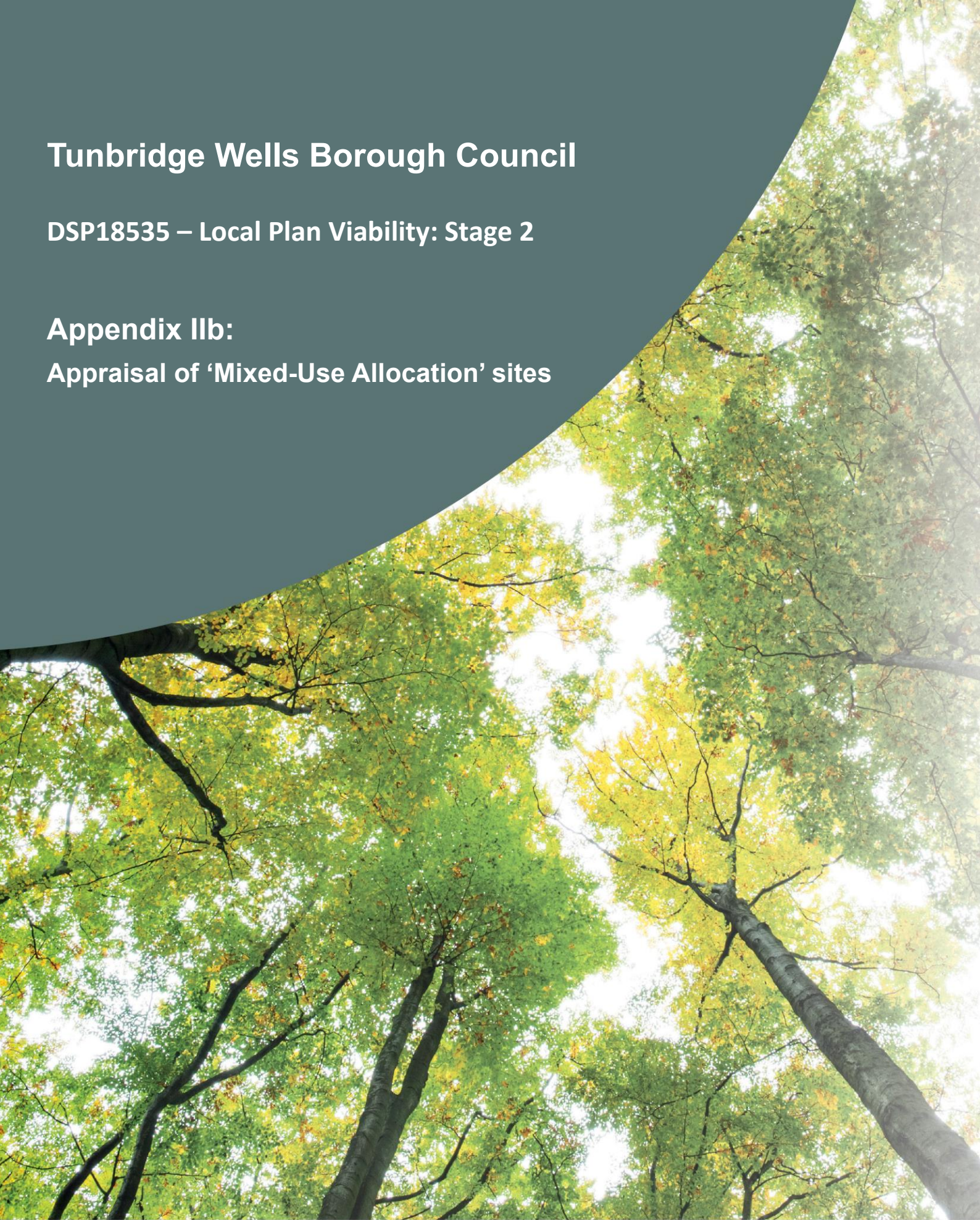


# **Tunbridge Wells Borough Council**

**DSP18535 – Local Plan Viability: Stage 2**

## **Appendix IIb:**

**Appraisal of ‘Mixed-Use Allocation’ sites**





Tunbridge Wells BC: Appendix IIb - Local Plan Viability: Stage 2 - Residential Results: Table 2 - Mixed Use Allocations

Land South of The Street, Sissinghurst - 20 Residential Units - 40% Affordable Housing								
Site Area (Gross Ha)	Average Market Value (£/m2)	BLV (£/ha)	BLV (£)	Developer Return (%)	Surplus / Deficit over BLV (£)	Surplus / Deficit as % of GDV	Surplus / Deficit over BLV (£/dwelling))	Appraisal No.
0.73	£4,300	£250,000	£182,500	17.5%	£966,720	15.31%	£48,336	1
				20.0%	£843,009	13.35%	£42,150	2
		£500,000	£365,000	17.5%	£752,182	11.91%	£37,609	3
				20.0%	£628,471	9.95%	£31,424	4
	£4,100	£250,000	£182,500	17.5%	£720,180	11.96%	£36,009	5
				20.0%	£602,223	10.00%	£30,111	6
		£500,000	£365,000	17.5%	£505,149	8.39%	£25,257	7
				20.0%	£387,192	6.43%	£19,360	8

Land to the East of Horsmonden - 150 Residential Units - 40% Affordable Housing								
Site Area (Gross Ha)	Average Market Value (£/m2)	BLV (£/ha)	BLV (£)	Developer Return (%)	Surplus / Deficit over BLV (£)	Surplus / Deficit as % of GDV	Surplus / Deficit over BLV (£/dwelling))	Appraisal No.
13.92	£4,500	£250,000	£3,480,000	17.5%	£3,528,635	7.82%	£23,524	1
				20.0%	£2,635,610	5.84%	£17,571	2
		£500,000	£6,960,000	17.5%	-£983,250	-2.18%	-£6,555	3
				20.0%	-£1,876,275	-4.16%	-£12,509	4
	£4,300	£250,000	£3,480,000	17.5%	£1,790,602	4.15%	£11,937	5
				20.0%	£937,267	2.17%	£6,248	6
		£500,000	£6,960,000	17.5%	-£2,741,296	-6.35%	-£18,275	7
				20.0%	-£3,594,631	-8.33%	-£23,964	8



# **Tunbridge Wells Borough Council**

**DSP18535 – Local Plan Viability: Stage 2**

## **Appendix IIb: Appraisal of ‘Mixed-Use Allocation’ sites – Appraisal Summaries**

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 1



**APPRAISAL SUMMARY****DSP**

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 1

**Appraisal Summary for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales
Market Housing	12	1,150.80	4,300.00	412,370	4,948,440
Affordable Housing	8	636.00	2,150.00	170,925	1,367,400
<b>Totals</b>	<b>20</b>	<b>1,786.80</b>			<b>6,315,840</b>

**NET REALISATION****6,315,840****OUTLAY****ACQUISITION COSTS**

Fixed Price	0.73 ha	250,000.00 /ha	182,500	
Fixed Price (0.73 Ha @ 250,000.00 /Hect)			182,500	
Stamp Duty			2,150	182,500
Effective Stamp Duty Rate		1.18%		
Agent Fee		1.50%	2,738	
Legal Fee		0.75%	1,369	
				6,256

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost	
Market Housing	1,150.80	1,460.50	1,680,743	
Affordable Housing	636.00	1,460.50	928,878	
<b>Totals</b>	<b>1,786.80 m<sup>2</sup></b>		<b>2,609,621</b>	
Contingency		5.00%	130,481	
Site Works	0.73 ha	300,000.00 /ha	219,000	
Part M4(2)			27,896	
Part M4(3)			10,726	
Village Hall			450,000	
				3,447,724

**Section 106 Costs**

Climate Change / BNG	20.00 un	5,000.00 /un	100,000	
CIL / Planning Obligations	1,150.80 m <sup>2</sup>	100.00	115,080	
				215,080

**PROFESSIONAL FEES**

Architect		10.00%	260,962	260,962
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**DISPOSAL FEES**

Sales Agent Fee		3.00%	148,453	
Sales Legal Fee	20.00 un	750.00 /un	15,000	
				163,453

**MISCELLANEOUS FEES**

Market Profit		17.50%	865,977	
Affordable Profit		6.00%	82,044	
				948,021

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)				
Total Finance Cost				125,123

**TOTAL COSTS****5,349,120****PROFIT****966,720****Performance Measures**

Profit on Cost%	18.07%
Profit on GDV%	15.31%
Profit on NDV%	15.31%
Profit Erosion (finance rate 6.500)	2 yrs 7 mths

This appraisal report does not constitute a formal valuation.

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 1

**Table of Profit Amount and Land Cost**

Sales: Rate /m²							
Construction: Rate /m²	-700.00 /m²	-600.00 /m²	-500.00 /m²	-400.00 /m²	-300.00 /m²	-200.00 /m²	-100.00 /m²
	3,600.00 /m²	3,700.00 /m²	3,800.00 /m²	3,900.00 /m²	4,000.00 /m²	4,100.00 /m²	4,200.00 /m²
-14.000%	£755,941	£848,452	£940,963	£1,033,475	£1,125,733	£1,217,904	£1,310,075
1,256.03 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-12.000%	£693,541	£786,052	£878,564	£971,075	£1,063,586	£1,155,839	£1,248,010
1,285.24 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-10.000%	£631,141	£723,653	£816,164	£908,675	£1,001,186	£1,093,697	£1,185,944
1,314.45 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-8.000%	£568,742	£661,253	£753,764	£846,275	£938,786	£1,031,297	£1,123,809
1,343.66 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-6.000%	£506,315	£598,853	£691,364	£783,875	£876,386	£968,898	£1,061,409
1,372.87 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-4.000%	£443,580	£536,453	£628,964	£721,475	£813,987	£906,498	£999,009
1,402.08 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-2.000%	£380,846	£473,765	£566,564	£659,076	£751,587	£844,098	£936,609
1,431.29 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
0.000%	£318,112	£411,030	£503,949	£596,676	£689,187	£781,698	£874,209
1,460.50 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+2.000%	£255,378	£348,296	£441,215	£534,133	£626,787	£719,298	£811,809
1,489.71 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+4.000%	£192,643	£285,562	£378,480	£471,399	£564,318	£656,898	£749,409
1,518.92 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+6.000%	£129,909	£222,828	£315,746	£408,665	£501,583	£594,498	£687,010
1,548.13 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+8.000%	£67,148	£160,093	£253,012	£345,931	£438,849	£531,768	£624,610
1,577.34 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+10.000%	£4,074	£97,359	£190,278	£283,196	£376,115	£469,033	£561,952
1,606.55 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+12.000%	(£59,000)	£34,398	£127,544	£220,462	£313,381	£406,299	£499,218
1,635.76 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+14.000%	(£122,074)	(£28,676)	£64,723	£157,728	£250,646	£343,565	£436,484
1,664.97 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)

**Sensitivity Analysis : Assumptions for Calculation**

**Sales: Rate /m²**

Original Values are varied in Fixed Steps of £100.00

Heading	Phase	Rate	No. of Steps
Market Housing	1	£4,300.00	7.00 Up & Down

**Construction: Rate /m²**

Original Values are varied by Steps of 2.000%.

Heading	Phase	Rate	No. of Steps
Market Housing	1	£1,460.50	7.00 Up & Down
Affordable Housing	1	£1,460.50	7.00 Up & Down

**This appraisal report does not constitute a formal valuation.**

**Land South of The Street, Sissinghurst (AL/CRS6)**  
**Appraisal 1**

0.00 /m <sup>2</sup>	+100.00 /m <sup>2</sup>	+200.00 /m <sup>2</sup>	+300.00 /m <sup>2</sup>	+400.00 /m <sup>2</sup>	+500.00 /m <sup>2</sup>	+600.00 /m <sup>2</sup>	+700.00 /m <sup>2</sup>
4,300.00 /m <sup>2</sup>	4,400.00 /m <sup>2</sup>	4,500.00 /m <sup>2</sup>	4,600.00 /m <sup>2</sup>	4,700.00 /m <sup>2</sup>	4,800.00 /m <sup>2</sup>	4,900.00 /m <sup>2</sup>	5,000.00 /m <sup>2</sup>
£1,402,246 (£182,500)	£1,494,417 (£182,500)	£1,586,588 (£182,500)	£1,678,759 (£182,500)	£1,770,930 (£182,500)	£1,863,101 (£182,500)	£1,955,249 (£182,500)	£2,047,147 (£182,500)
£1,340,181 (£182,500)	£1,432,352 (£182,500)	£1,524,523 (£182,500)	£1,616,694 (£182,500)	£1,708,865 (£182,500)	£1,801,035 (£182,500)	£1,893,206 (£182,500)	£1,985,377 (£182,500)
£1,278,115 (£182,500)	£1,370,286 (£182,500)	£1,462,457 (£182,500)	£1,554,628 (£182,500)	£1,646,799 (£182,500)	£1,738,970 (£182,500)	£1,831,141 (£182,500)	£1,923,312 (£182,500)
£1,216,050 (£182,500)	£1,308,221 (£182,500)	£1,400,392 (£182,500)	£1,492,563 (£182,500)	£1,584,734 (£182,500)	£1,676,905 (£182,500)	£1,769,075 (£182,500)	£1,861,246 (£182,500)
£1,153,920 (£182,500)	£1,246,155 (£182,500)	£1,338,326 (£182,500)	£1,430,497 (£182,500)	£1,522,668 (£182,500)	£1,614,839 (£182,500)	£1,707,010 (£182,500)	£1,799,181 (£182,500)
£1,091,520 (£182,500)	£1,184,031 (£182,500)	£1,276,261 (£182,500)	£1,368,432 (£182,500)	£1,460,603 (£182,500)	£1,552,774 (£182,500)	£1,644,945 (£182,500)	£1,737,115 (£182,500)
£1,029,120 (£182,500)	£1,121,631 (£182,500)	£1,214,143 (£182,500)	£1,306,366 (£182,500)	£1,398,537 (£182,500)	£1,490,708 (£182,500)	£1,582,879 (£182,500)	£1,675,050 (£182,500)
£966,720 (£182,500)	£1,059,232 (£182,500)	£1,151,743 (£182,500)	£1,244,254 (£182,500)	£1,336,472 (£182,500)	£1,428,643 (£182,500)	£1,520,814 (£182,500)	£1,612,985 (£182,500)
£904,320 (£182,500)	£996,832 (£182,500)	£1,089,343 (£182,500)	£1,181,854 (£182,500)	£1,274,365 (£182,500)	£1,366,577 (£182,500)	£1,458,748 (£182,500)	£1,550,919 (£182,500)
£841,921 (£182,500)	£934,432 (£182,500)	£1,026,943 (£182,500)	£1,119,454 (£182,500)	£1,211,965 (£182,500)	£1,304,476 (£182,500)	£1,396,683 (£182,500)	£1,488,854 (£182,500)
£779,521 (£182,500)	£872,032 (£182,500)	£964,543 (£182,500)	£1,057,054 (£182,500)	£1,149,565 (£182,500)	£1,242,077 (£182,500)	£1,334,588 (£182,500)	£1,426,788 (£182,500)
£717,121 (£182,500)	£809,632 (£182,500)	£902,143 (£182,500)	£994,654 (£182,500)	£1,087,166 (£182,500)	£1,179,677 (£182,500)	£1,272,188 (£182,500)	£1,364,699 (£182,500)
£654,721 (£182,500)	£747,232 (£182,500)	£839,743 (£182,500)	£932,255 (£182,500)	£1,024,766 (£182,500)	£1,117,277 (£182,500)	£1,209,788 (£182,500)	£1,302,299 (£182,500)
£592,136 (£182,500)	£684,832 (£182,500)	£777,344 (£182,500)	£869,855 (£182,500)	£962,366 (£182,500)	£1,054,877 (£182,500)	£1,147,388 (£182,500)	£1,239,899 (£182,500)
£529,402 (£182,500)	£622,321 (£182,500)	£714,944 (£182,500)	£807,455 (£182,500)	£899,966 (£182,500)	£992,477 (£182,500)	£1,084,988 (£182,500)	£1,177,500 (£182,500)

**This appraisal report does not constitute a formal valuation.**

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 2



**APPRAISAL SUMMARY****DSP**

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 2

**Appraisal Summary for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales
Market Housing	12	1,150.80	4,300.00	412,370	4,948,440
Affordable Housing	<u>8</u>	<u>636.00</u>	2,150.00	170,925	<u>1,367,400</u>
<b>Totals</b>	<b>20</b>	<b>1,786.80</b>			<b>6,315,840</b>

**NET REALISATION****6,315,840****OUTLAY****ACQUISITION COSTS**

Fixed Price	0.73 ha	250,000.00 /ha	182,500	
Fixed Price (0.73 Ha @ 250,000.00 /Hect)			182,500	
Stamp Duty			2,150	182,500
Effective Stamp Duty Rate		1.18%		
Agent Fee		1.50%	2,738	
Legal Fee		0.75%	1,369	
				6,256

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost	
Market Housing	1,150.80	1,460.50	1,680,743	
Affordable Housing	<u>636.00</u>	1,460.50	<u>928,878</u>	
<b>Totals</b>	<b>1,786.80 m<sup>2</sup></b>		<b>2,609,621</b>	
Contingency		5.00%	130,481	
Site Works	0.73 ha	300,000.00 /ha	219,000	
Part M4(2)			27,896	
Part M4(3)			10,726	
Village Hall			450,000	
				3,447,724

**Section 106 Costs**

Climate Change / BNG	20.00 un	5,000.00 /un	100,000	
CIL / Planning Obligations	1,150.80 m <sup>2</sup>	100.00	115,080	
				215,080

**PROFESSIONAL FEES**

Architect		10.00%	260,962	
				260,962

**DISPOSAL FEES**

Sales Agent Fee		3.00%	148,453	
Sales Legal Fee	20.00 un	750.00 /un	15,000	
				163,453

**MISCELLANEOUS FEES**

Market Profit		20.00%	989,688	
Affordable Profit		6.00%	82,044	
				1,071,732

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)				
Total Finance Cost				125,123

**TOTAL COSTS****5,472,831****PROFIT****843,009****Performance Measures**

Profit on Cost%	15.40%
Profit on GDV%	13.35%
Profit on NDV%	13.35%
Profit Erosion (finance rate 6.500)	2 yrs 3 mths

This appraisal report does not constitute a formal valuation.

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 2

**Table of Profit Amount and Land Cost**

Sales: Rate /m²							
Construction: Rate /m²	-700.00 /m²	-600.00 /m²	-500.00 /m²	-400.00 /m²	-300.00 /m²	-200.00 /m²	-100.00 /m²
	3,600.00 /m²	3,700.00 /m²	3,800.00 /m²	3,900.00 /m²	4,000.00 /m²	4,100.00 /m²	4,200.00 /m²
-14.000%	£652,369	£742,003	£831,637	£921,272	£1,010,653	£1,099,947	£1,189,241
1,256.03 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-12.000%	£589,969	£679,603	£769,238	£858,872	£948,506	£1,037,882	£1,127,176
1,285.24 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-10.000%	£527,569	£617,204	£706,838	£796,472	£886,106	£975,740	£1,065,110
1,314.45 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-8.000%	£465,170	£554,804	£644,438	£734,072	£823,706	£913,340	£1,002,975
1,343.66 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-6.000%	£402,743	£492,404	£582,038	£671,672	£761,306	£850,941	£940,575
1,372.87 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-4.000%	£340,008	£430,004	£519,638	£609,272	£698,907	£788,541	£878,175
1,402.08 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-2.000%	£277,274	£367,316	£457,238	£546,873	£636,507	£726,141	£815,775
1,431.29 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
0.000%	£214,540	£304,581	£394,623	£484,473	£574,107	£663,741	£753,375
1,460.50 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+2.000%	£151,806	£241,847	£331,889	£421,930	£511,707	£601,341	£690,975
1,489.71 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+4.000%	£89,071	£179,113	£269,154	£359,196	£449,238	£538,941	£628,575
1,518.92 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+6.000%	£26,337	£116,379	£206,420	£296,462	£386,503	£476,541	£566,176
1,548.13 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+8.000%	(£36,424)	£53,644	£143,686	£233,728	£323,769	£413,811	£503,776
1,577.34 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+10.000%	(£99,498)	(£9,090)	£80,952	£170,993	£261,035	£351,076	£441,118
1,606.55 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+12.000%	(£162,572)	(£72,051)	£18,218	£108,259	£198,301	£288,342	£378,384
1,635.76 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+14.000%	(£225,646)	(£135,125)	(£44,603)	£45,525	£135,566	£225,608	£315,650
1,664.97 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)

**Sensitivity Analysis : Assumptions for Calculation**

**Sales: Rate /m²**

Original Values are varied in Fixed Steps of £100.00

Heading	Phase	Rate	No. of Steps
Market Housing	1	£4,300.00	7.00 Up & Down

**Construction: Rate /m²**

Original Values are varied by Steps of 2.000%.

Heading	Phase	Rate	No. of Steps
Market Housing	1	£1,460.50	7.00 Up & Down
Affordable Housing	1	£1,460.50	7.00 Up & Down

**This appraisal report does not constitute a formal valuation.**

**Land South of The Street, Sissinghurst (AL/CRS6)**  
**Appraisal 2**

0.00 /m²	+100.00 /m²	+200.00 /m²	+300.00 /m²	+400.00 /m²	+500.00 /m²	+600.00 /m²	+700.00 /m²
4,300.00 /m²	4,400.00 /m²	4,500.00 /m²	4,600.00 /m²	4,700.00 /m²	4,800.00 /m²	4,900.00 /m²	5,000.00 /m²
£1,278,535 (£182,500)	£1,367,829 (£182,500)	£1,457,123 (£182,500)	£1,546,417 (£182,500)	£1,635,711 (£182,500)	£1,725,005 (£182,500)	£1,814,276 (£182,500)	£1,903,297 (£182,500)
£1,216,470 (£182,500)	£1,305,764 (£182,500)	£1,395,058 (£182,500)	£1,484,352 (£182,500)	£1,573,646 (£182,500)	£1,662,939 (£182,500)	£1,752,233 (£182,500)	£1,841,527 (£182,500)
£1,154,404 (£182,500)	£1,243,698 (£182,500)	£1,332,992 (£182,500)	£1,422,286 (£182,500)	£1,511,580 (£182,500)	£1,600,874 (£182,500)	£1,690,168 (£182,500)	£1,779,462 (£182,500)
£1,092,339 (£182,500)	£1,181,633 (£182,500)	£1,270,927 (£182,500)	£1,360,221 (£182,500)	£1,449,515 (£182,500)	£1,538,809 (£182,500)	£1,628,102 (£182,500)	£1,717,396 (£182,500)
£1,030,209 (£182,500)	£1,119,567 (£182,500)	£1,208,861 (£182,500)	£1,298,155 (£182,500)	£1,387,449 (£182,500)	£1,476,743 (£182,500)	£1,566,037 (£182,500)	£1,655,331 (£182,500)
£967,809 (£182,500)	£1,057,443 (£182,500)	£1,146,796 (£182,500)	£1,236,090 (£182,500)	£1,325,384 (£182,500)	£1,414,678 (£182,500)	£1,503,972 (£182,500)	£1,593,265 (£182,500)
£905,409 (£182,500)	£995,043 (£182,500)	£1,084,678 (£182,500)	£1,174,024 (£182,500)	£1,263,318 (£182,500)	£1,352,612 (£182,500)	£1,441,906 (£182,500)	£1,531,200 (£182,500)
£843,009 (£182,500)	£932,644 (£182,500)	£1,022,278 (£182,500)	£1,111,912 (£182,500)	£1,201,253 (£182,500)	£1,290,547 (£182,500)	£1,379,841 (£182,500)	£1,469,135 (£182,500)
£780,609 (£182,500)	£870,244 (£182,500)	£959,878 (£182,500)	£1,049,512 (£182,500)	£1,139,146 (£182,500)	£1,228,481 (£182,500)	£1,317,775 (£182,500)	£1,407,069 (£182,500)
£718,210 (£182,500)	£807,844 (£182,500)	£897,478 (£182,500)	£987,112 (£182,500)	£1,076,746 (£182,500)	£1,166,380 (£182,500)	£1,255,710 (£182,500)	£1,345,004 (£182,500)
£655,810 (£182,500)	£745,444 (£182,500)	£835,078 (£182,500)	£924,712 (£182,500)	£1,014,346 (£182,500)	£1,103,981 (£182,500)	£1,193,615 (£182,500)	£1,282,938 (£182,500)
£593,410 (£182,500)	£683,044 (£182,500)	£772,678 (£182,500)	£862,312 (£182,500)	£951,947 (£182,500)	£1,041,581 (£182,500)	£1,131,215 (£182,500)	£1,220,849 (£182,500)
£531,010 (£182,500)	£620,644 (£182,500)	£710,278 (£182,500)	£799,913 (£182,500)	£889,547 (£182,500)	£979,181 (£182,500)	£1,068,815 (£182,500)	£1,158,449 (£182,500)
£468,425 (£182,500)	£558,244 (£182,500)	£647,879 (£182,500)	£737,513 (£182,500)	£827,147 (£182,500)	£916,781 (£182,500)	£1,006,415 (£182,500)	£1,096,049 (£182,500)
£405,691 (£182,500)	£495,733 (£182,500)	£585,479 (£182,500)	£675,113 (£182,500)	£764,747 (£182,500)	£854,381 (£182,500)	£944,015 (£182,500)	£1,033,650 (£182,500)

**This appraisal report does not constitute a formal valuation.**



Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 3

**APPRAISAL SUMMARY****DSP**

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 3

**Appraisal Summary for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	m²	Sales Rate m²	Unit Price	Gross Sales
Market Housing	12	1,150.80	4,300.00	412,370	4,948,440
Affordable Housing	8	636.00	2,150.00	170,925	1,367,400
<b>Totals</b>	<b>20</b>	<b>1,786.80</b>			<b>6,315,840</b>

**NET REALISATION****6,315,840****OUTLAY****ACQUISITION COSTS**

Fixed Price	0.73 ha	500,000.00 /ha	365,000	
Fixed Price (0.73 Ha @ 500,000.00 /Hect)			365,000	
Stamp Duty			9,250	365,000
Effective Stamp Duty Rate		2.53%		
Agent Fee		1.50%	5,475	
Legal Fee		0.75%	2,738	
				17,462

**CONSTRUCTION COSTS**

Construction	m²	Build Rate m²	Cost	
Market Housing	1,150.80	1,460.50	1,680,743	
Affordable Housing	636.00	1,460.50	928,878	
<b>Totals</b>	<b>1,786.80 m²</b>		<b>2,609,621</b>	
Contingency		5.00%	130,481	
Site Works	0.73 ha	300,000.00 /ha	219,000	
Part M4(2)			27,896	
Part M4(3)			10,726	
Village Hall			450,000	
				3,447,724

**Section 106 Costs**

Climate Change / BNG	20.00 un	5,000.00 /un	100,000	
CIL / Planning Obligations	1,150.80 m²	100.00	115,080	
				215,080

**PROFESSIONAL FEES**

Architect		10.00%	260,962	
				260,962

**DISPOSAL FEES**

Sales Agent Fee		3.00%	148,453	
Sales Legal Fee	20.00 un	750.00 /un	15,000	
				163,453

**MISCELLANEOUS FEES**

Market Profit		17.50%	865,977	
Affordable Profit		6.00%	82,044	
				948,021

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)				
Total Finance Cost				145,955

**TOTAL COSTS****5,563,658****PROFIT****752,182****Performance Measures**

Profit on Cost%	13.52%
Profit on GDV%	11.91%
Profit on NDV%	11.91%
Profit Erosion (finance rate 6.500)	1 yr 12 mths

This appraisal report does not constitute a formal valuation.

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 3

**Table of Profit Amount and Land Cost**

Sales: Rate /m <sup>2</sup>							
Construction: Rate /m <sup>2</sup>	-700.00 /m <sup>2</sup>	-600.00 /m <sup>2</sup>	-500.00 /m <sup>2</sup>	-400.00 /m <sup>2</sup>	-300.00 /m <sup>2</sup>	-200.00 /m <sup>2</sup>	-100.00 /m <sup>2</sup>
	3,600.00 /m <sup>2</sup>	3,700.00 /m <sup>2</sup>	3,800.00 /m <sup>2</sup>	3,900.00 /m <sup>2</sup>	4,000.00 /m <sup>2</sup>	4,100.00 /m <sup>2</sup>	4,200.00 /m <sup>2</sup>
-14.000%	£541,403	£633,914	£726,425	£818,936	£911,447	£1,003,958	£1,096,470
1,256.03 /m <sup>2</sup>	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-12.000%	£478,829	£571,514	£664,025	£756,536	£849,047	£941,559	£1,034,070
1,285.24 /m <sup>2</sup>	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-10.000%	£416,095	£509,013	£601,625	£694,136	£786,647	£879,159	£971,670
1,314.45 /m <sup>2</sup>	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-8.000%	£353,360	£446,279	£539,198	£631,736	£724,248	£816,759	£909,270
1,343.66 /m <sup>2</sup>	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-6.000%	£290,626	£383,545	£476,463	£569,337	£661,848	£754,359	£846,870
1,372.87 /m <sup>2</sup>	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-4.000%	£227,892	£320,811	£413,729	£506,648	£599,448	£691,959	£784,470
1,402.08 /m <sup>2</sup>	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-2.000%	£165,158	£258,076	£350,995	£443,913	£536,832	£629,559	£722,070
1,431.29 /m <sup>2</sup>	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
0.000%	£102,424	£195,342	£288,261	£381,179	£474,098	£567,016	£659,671
1,460.50 /m <sup>2</sup>	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+2.000%	£39,513	£132,608	£225,526	£318,445	£411,364	£504,282	£597,201
1,489.71 /m <sup>2</sup>	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+4.000%	(£23,561)	£69,838	£162,792	£255,711	£348,629	£441,548	£534,467
1,518.92 /m <sup>2</sup>	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+6.000%	(£86,635)	£6,764	£100,058	£192,977	£285,895	£378,814	£471,732
1,548.13 /m <sup>2</sup>	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+8.000%	(£149,709)	(£56,310)	£37,089	£130,242	£223,161	£316,079	£408,998
1,577.34 /m <sup>2</sup>	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+10.000%	(£212,783)	(£119,384)	(£25,985)	£67,413	£160,427	£253,345	£346,264
1,606.55 /m <sup>2</sup>	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+12.000%	(£275,857)	(£182,458)	(£89,059)	£4,339	£97,692	£190,611	£283,530
1,635.76 /m <sup>2</sup>	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+14.000%	(£338,931)	(£245,532)	(£152,133)	(£58,735)	£34,664	£127,877	£220,795
1,664.97 /m <sup>2</sup>	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)

**Sensitivity Analysis : Assumptions for Calculation**

**Sales: Rate /m<sup>2</sup>**

Original Values are varied in Fixed Steps of £100.00

Heading	Phase	Rate	No. of Steps
Market Housing	1	£4,300.00	7.00 Up & Down

**Construction: Rate /m<sup>2</sup>**

Original Values are varied by Steps of 2.000%.

Heading	Phase	Rate	No. of Steps
Market Housing	1	£1,460.50	7.00 Up & Down
Affordable Housing	1	£1,460.50	7.00 Up & Down

**This appraisal report does not constitute a formal valuation.**



**Land South of The Street, Sissinghurst (AL/CRS6)**  
**Appraisal 3**

0.00 /m²	+100.00 /m²	+200.00 /m²	+300.00 /m²	+400.00 /m²	+500.00 /m²	+600.00 /m²	+700.00 /m²
4,300.00 /m²	4,400.00 /m²	4,500.00 /m²	4,600.00 /m²	4,700.00 /m²	4,800.00 /m²	4,900.00 /m²	5,000.00 /m²
£1,188,857 (£365,000)	£1,281,028 (£365,000)	£1,373,199 (£365,000)	£1,465,370 (£365,000)	£1,557,541 (£365,000)	£1,649,712 (£365,000)	£1,741,883 (£365,000)	£1,834,054 (£365,000)
£1,126,581 (£365,000)	£1,218,963 (£365,000)	£1,311,134 (£365,000)	£1,403,305 (£365,000)	£1,495,476 (£365,000)	£1,587,646 (£365,000)	£1,679,817 (£365,000)	£1,771,988 (£365,000)
£1,064,181 (£365,000)	£1,156,692 (£365,000)	£1,249,068 (£365,000)	£1,341,239 (£365,000)	£1,433,410 (£365,000)	£1,525,581 (£365,000)	£1,617,752 (£365,000)	£1,709,923 (£365,000)
£1,001,781 (£365,000)	£1,094,292 (£365,000)	£1,186,804 (£365,000)	£1,279,174 (£365,000)	£1,371,345 (£365,000)	£1,463,516 (£365,000)	£1,555,686 (£365,000)	£1,647,857 (£365,000)
£939,381 (£365,000)	£1,031,892 (£365,000)	£1,124,404 (£365,000)	£1,216,915 (£365,000)	£1,309,279 (£365,000)	£1,401,450 (£365,000)	£1,493,621 (£365,000)	£1,585,792 (£365,000)
£876,981 (£365,000)	£969,493 (£365,000)	£1,062,004 (£365,000)	£1,154,515 (£365,000)	£1,247,026 (£365,000)	£1,339,385 (£365,000)	£1,431,556 (£365,000)	£1,523,726 (£365,000)
£814,582 (£365,000)	£907,093 (£365,000)	£999,604 (£365,000)	£1,092,115 (£365,000)	£1,184,626 (£365,000)	£1,277,137 (£365,000)	£1,369,490 (£365,000)	£1,461,661 (£365,000)
£752,182 (£365,000)	£844,693 (£365,000)	£937,204 (£365,000)	£1,029,715 (£365,000)	£1,122,226 (£365,000)	£1,214,738 (£365,000)	£1,307,249 (£365,000)	£1,399,596 (£365,000)
£689,782 (£365,000)	£782,293 (£365,000)	£874,804 (£365,000)	£967,315 (£365,000)	£1,059,827 (£365,000)	£1,152,338 (£365,000)	£1,244,849 (£365,000)	£1,337,360 (£365,000)
£627,382 (£365,000)	£719,893 (£365,000)	£812,404 (£365,000)	£904,916 (£365,000)	£997,427 (£365,000)	£1,089,938 (£365,000)	£1,182,449 (£365,000)	£1,274,960 (£365,000)
£564,651 (£365,000)	£657,493 (£365,000)	£750,005 (£365,000)	£842,516 (£365,000)	£935,027 (£365,000)	£1,027,538 (£365,000)	£1,120,049 (£365,000)	£1,212,560 (£365,000)
£501,917 (£365,000)	£594,835 (£365,000)	£687,605 (£365,000)	£780,116 (£365,000)	£872,627 (£365,000)	£965,138 (£365,000)	£1,057,649 (£365,000)	£1,150,161 (£365,000)
£439,182 (£365,000)	£532,101 (£365,000)	£625,020 (£365,000)	£717,716 (£365,000)	£810,227 (£365,000)	£902,738 (£365,000)	£995,249 (£365,000)	£1,087,761 (£365,000)
£376,448 (£365,000)	£469,367 (£365,000)	£562,285 (£365,000)	£655,204 (£365,000)	£747,827 (£365,000)	£840,338 (£365,000)	£932,850 (£365,000)	£1,025,361 (£365,000)
£313,714 (£365,000)	£406,632 (£365,000)	£499,551 (£365,000)	£592,470 (£365,000)	£685,388 (£365,000)	£777,939 (£365,000)	£870,450 (£365,000)	£962,961 (£365,000)

**This appraisal report does not constitute a formal valuation.**

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 4

**APPRAISAL SUMMARY****DSP**

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 4

**Appraisal Summary for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	m²	Sales Rate m²	Unit Price	Gross Sales
Market Housing	12	1,150.80	4,300.00	412,370	4,948,440
Affordable Housing	<u>8</u>	<u>636.00</u>	2,150.00	170,925	<u>1,367,400</u>
<b>Totals</b>	<b>20</b>	<b>1,786.80</b>			<b>6,315,840</b>

**NET REALISATION****6,315,840****OUTLAY****ACQUISITION COSTS**

Fixed Price	0.73 ha	500,000.00 /ha	365,000	
Fixed Price (0.73 Ha @ 500,000.00 /Hect)			365,000	
Stamp Duty			9,250	365,000
Effective Stamp Duty Rate		2.53%		
Agent Fee		1.50%	5,475	
Legal Fee		0.75%	2,738	
				17,462

**CONSTRUCTION COSTS**

Construction	m²	Build Rate m²	Cost	
Market Housing	1,150.80	1,460.50	1,680,743	
Affordable Housing	<u>636.00</u>	1,460.50	<u>928,878</u>	
<b>Totals</b>	<b>1,786.80 m²</b>		<b>2,609,621</b>	
Contingency		5.00%	130,481	
Site Works	0.73 ha	300,000.00 /ha	219,000	
Part M4(2)			27,896	
Part M4(3)			10,726	
Village Hall			450,000	
				3,447,724

**Section 106 Costs**

Climate Change / BNG	20.00 un	5,000.00 /un	100,000	
CIL / Planning Obligations	1,150.80 m²	100.00	115,080	
				215,080

**PROFESSIONAL FEES**

Architect		10.00%	260,962	260,962
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**DISPOSAL FEES**

Sales Agent Fee		3.00%	148,453	
Sales Legal Fee	20.00 un	750.00 /un	15,000	
				163,453

**MISCELLANEOUS FEES**

Market Profit		20.00%	989,688	
Affordable Profit		6.00%	82,044	
				1,071,732

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)				
Total Finance Cost				145,955

**TOTAL COSTS****5,687,369****PROFIT****628,471****Performance Measures**

Profit on Cost%	11.05%
Profit on GDV%	9.95%
Profit on NDV%	9.95%
Profit Erosion (finance rate 6.500)	1 yr 8 mths

This appraisal report does not constitute a formal valuation.



Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 4

**Table of Profit Amount and Land Cost**

Sales: Rate /m²							
Construction: Rate /m²	-700.00 /m²	-600.00 /m²	-500.00 /m²	-400.00 /m²	-300.00 /m²	-200.00 /m²	-100.00 /m²
	3,600.00 /m²	3,700.00 /m²	3,800.00 /m²	3,900.00 /m²	4,000.00 /m²	4,100.00 /m²	4,200.00 /m²
-14.000%	£437,831	£527,465	£617,099	£706,733	£796,367	£886,001	£975,636
1,256.03 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-12.000%	£375,257	£465,065	£554,699	£644,333	£733,967	£823,602	£913,236
1,285.24 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-10.000%	£312,523	£402,564	£492,299	£581,933	£671,567	£761,202	£850,836
1,314.45 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-8.000%	£249,788	£339,830	£429,872	£519,533	£609,168	£698,802	£788,436
1,343.66 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-6.000%	£187,054	£277,096	£367,137	£457,134	£546,768	£636,402	£726,036
1,372.87 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-4.000%	£124,320	£214,362	£304,403	£394,445	£484,368	£574,002	£663,636
1,402.08 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-2.000%	£61,586	£151,627	£241,669	£331,710	£421,752	£511,602	£601,236
1,431.29 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
0.000%	(£1,148)	£88,893	£178,935	£268,976	£359,018	£449,059	£538,837
1,460.50 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+2.000%	(£64,059)	£26,159	£116,200	£206,242	£296,284	£386,325	£476,367
1,489.71 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+4.000%	(£127,133)	(£36,611)	£53,466	£143,508	£233,549	£323,591	£413,633
1,518.92 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+6.000%	(£190,207)	(£99,685)	(£9,268)	£80,774	£170,815	£260,857	£350,898
1,548.13 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+8.000%	(£253,281)	(£162,759)	(£72,237)	£18,039	£108,081	£198,122	£288,164
1,577.34 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+10.000%	(£316,355)	(£225,833)	(£135,311)	(£44,790)	£45,347	£135,388	£225,430
1,606.55 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+12.000%	(£379,429)	(£288,907)	(£198,385)	(£107,864)	(£17,388)	£72,654	£162,696
1,635.76 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+14.000%	(£442,503)	(£351,981)	(£261,459)	(£170,938)	(£80,416)	£9,920	£99,961
1,664.97 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)

**Sensitivity Analysis : Assumptions for Calculation**

**Sales: Rate /m²**

Original Values are varied in Fixed Steps of £100.00

Heading	Phase	Rate	No. of Steps
Market Housing	1	£4,300.00	7.00 Up & Down

**Construction: Rate /m²**

Original Values are varied by Steps of 2.000%.

Heading	Phase	Rate	No. of Steps
Market Housing	1	£1,460.50	7.00 Up & Down
Affordable Housing	1	£1,460.50	7.00 Up & Down

**This appraisal report does not constitute a formal valuation.**

**Land South of The Street, Sissinghurst (AL/CRS6)**  
**Appraisal 4**

0.00 /m²	+100.00 /m²	+200.00 /m²	+300.00 /m²	+400.00 /m²	+500.00 /m²	+600.00 /m²	+700.00 /m²
4,300.00 /m²	4,400.00 /m²	4,500.00 /m²	4,600.00 /m²	4,700.00 /m²	4,800.00 /m²	4,900.00 /m²	5,000.00 /m²
£1,065,146 (£365,000)	£1,154,440 (£365,000)	£1,243,734 (£365,000)	£1,333,028 (£365,000)	£1,422,322 (£365,000)	£1,511,616 (£365,000)	£1,600,910 (£365,000)	£1,690,204 (£365,000)
£1,002,870 (£365,000)	£1,092,375 (£365,000)	£1,181,669 (£365,000)	£1,270,963 (£365,000)	£1,360,257 (£365,000)	£1,449,550 (£365,000)	£1,538,844 (£365,000)	£1,628,138 (£365,000)
£940,470 (£365,000)	£1,030,104 (£365,000)	£1,119,603 (£365,000)	£1,208,897 (£365,000)	£1,298,191 (£365,000)	£1,387,485 (£365,000)	£1,476,779 (£365,000)	£1,566,073 (£365,000)
£878,070 (£365,000)	£967,704 (£365,000)	£1,057,339 (£365,000)	£1,146,832 (£365,000)	£1,236,126 (£365,000)	£1,325,420 (£365,000)	£1,414,713 (£365,000)	£1,504,007 (£365,000)
£815,670 (£365,000)	£905,304 (£365,000)	£994,939 (£365,000)	£1,084,573 (£365,000)	£1,174,060 (£365,000)	£1,263,354 (£365,000)	£1,352,648 (£365,000)	£1,441,942 (£365,000)
£753,270 (£365,000)	£842,905 (£365,000)	£932,539 (£365,000)	£1,022,173 (£365,000)	£1,111,807 (£365,000)	£1,201,289 (£365,000)	£1,290,583 (£365,000)	£1,379,876 (£365,000)
£690,871 (£365,000)	£780,505 (£365,000)	£870,139 (£365,000)	£959,773 (£365,000)	£1,049,407 (£365,000)	£1,139,041 (£365,000)	£1,228,517 (£365,000)	£1,317,811 (£365,000)
£628,471 (£365,000)	£718,105 (£365,000)	£807,739 (£365,000)	£897,373 (£365,000)	£987,007 (£365,000)	£1,076,642 (£365,000)	£1,166,276 (£365,000)	£1,255,746 (£365,000)
£566,071 (£365,000)	£655,705 (£365,000)	£745,339 (£365,000)	£834,973 (£365,000)	£924,608 (£365,000)	£1,014,242 (£365,000)	£1,103,876 (£365,000)	£1,193,510 (£365,000)
£503,671 (£365,000)	£593,305 (£365,000)	£682,939 (£365,000)	£772,574 (£365,000)	£862,208 (£365,000)	£951,842 (£365,000)	£1,041,476 (£365,000)	£1,131,110 (£365,000)
£440,940 (£365,000)	£530,905 (£365,000)	£620,540 (£365,000)	£710,174 (£365,000)	£799,808 (£365,000)	£889,442 (£365,000)	£979,076 (£365,000)	£1,068,710 (£365,000)
£378,206 (£365,000)	£468,247 (£365,000)	£558,140 (£365,000)	£647,774 (£365,000)	£737,408 (£365,000)	£827,042 (£365,000)	£916,676 (£365,000)	£1,006,311 (£365,000)
£315,471 (£365,000)	£405,513 (£365,000)	£495,555 (£365,000)	£585,374 (£365,000)	£675,008 (£365,000)	£764,642 (£365,000)	£854,276 (£365,000)	£943,911 (£365,000)
£252,737 (£365,000)	£342,779 (£365,000)	£432,820 (£365,000)	£522,862 (£365,000)	£612,608 (£365,000)	£702,242 (£365,000)	£791,877 (£365,000)	£881,511 (£365,000)
£190,003 (£365,000)	£280,044 (£365,000)	£370,086 (£365,000)	£460,128 (£365,000)	£550,169 (£365,000)	£639,843 (£365,000)	£729,477 (£365,000)	£819,111 (£365,000)

**This appraisal report does not constitute a formal valuation.**

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 5



**APPRAISAL SUMMARY****DSP**

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 5

**Appraisal Summary for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales
Market Housing	12	1,150.80	4,100.00	393,190	4,718,280
Affordable Housing	<u>8</u>	<u>636.00</u>	2,050.00	162,975	<u>1,303,800</u>
<b>Totals</b>	<b>20</b>	<b>1,786.80</b>			<b>6,022,080</b>

**NET REALISATION****6,022,080****OUTLAY****ACQUISITION COSTS**

Fixed Price	0.73 ha	250,000.00 /ha	182,500	
Fixed Price (0.73 Ha @ 250,000.00 /Hect)			182,500	
				182,500
Stamp Duty			2,150	
Effective Stamp Duty Rate		1.18%		
Agent Fee		1.50%	2,738	
Legal Fee		0.75%	1,369	
				6,256

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost	
Market Housing	1,150.80	1,460.50	1,680,743	
Affordable Housing	<u>636.00</u>	1,460.50	<u>928,878</u>	
<b>Totals</b>	<b>1,786.80 m<sup>2</sup></b>		<b>2,609,621</b>	
Contingency		5.00%	130,481	
Site Works	0.73 ha	300,000.00 /ha	219,000	
Part M4(2)			27,896	
Part M4(3)			10,726	
Village Hall			450,000	
				3,447,724

**Section 106 Costs**

Climate Change / BNG	20.00 un	5,000.00 /un	100,000	
CIL / Planning Obligations	1,150.80 m <sup>2</sup>	100.00	115,080	
				215,080

**PROFESSIONAL FEES**

Architect		10.00%	260,962	
				260,962

**DISPOSAL FEES**

Sales Agent Fee		3.00%	141,548	
Sales Legal Fee	20.00 un	750.00 /un	15,000	
				156,548

**MISCELLANEOUS FEES**

Market Profit		17.50%	825,699	
Affordable Profit		6.00%	78,228	
				903,927

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)				
Total Finance Cost				128,901

**TOTAL COSTS****5,301,900****PROFIT****720,180****Performance Measures**

Profit on Cost%	13.58%
Profit on GDV%	11.96%
Profit on NDV%	11.96%
Profit Erosion (finance rate 6.500)	1 yr 12 mths

This appraisal report does not constitute a formal valuation.

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 5

**Table of Profit Amount and Land Cost**

Sales: Rate /m²							
Construction: Rate /m²	-700.00 /m²	-600.00 /m²	-500.00 /m²	-400.00 /m²	-300.00 /m²	-200.00 /m²	-100.00 /m²
	3,400.00 /m²	3,500.00 /m²	3,600.00 /m²	3,700.00 /m²	3,800.00 /m²	3,900.00 /m²	4,000.00 /m²
-14.000%	£509,401	£601,912	£694,423	£786,935	£879,446	£971,957	£1,064,468
1,256.03 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-12.000%	£446,812	£539,512	£632,024	£724,535	£817,046	£909,557	£1,002,068
1,285.24 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-10.000%	£384,078	£476,997	£569,624	£662,135	£754,646	£847,157	£939,668
1,314.45 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-8.000%	£321,344	£414,262	£507,181	£599,735	£692,246	£784,757	£877,269
1,343.66 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-6.000%	£258,610	£351,528	£444,447	£537,335	£629,846	£722,358	£814,869
1,372.87 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-4.000%	£195,875	£288,794	£381,712	£474,631	£567,446	£659,958	£752,469
1,402.08 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-2.000%	£133,141	£226,060	£318,978	£411,897	£504,815	£597,558	£690,069
1,431.29 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
0.000%	£70,407	£163,325	£256,244	£349,163	£442,081	£535,000	£627,669
1,460.50 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+2.000%	£7,349	£100,591	£193,510	£286,428	£379,347	£472,265	£565,184
1,489.71 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+4.000%	(£55,725)	£37,674	£130,776	£223,694	£316,613	£409,531	£502,450
1,518.92 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+6.000%	(£118,799)	(£25,400)	£67,998	£160,960	£253,878	£346,797	£439,716
1,548.13 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+8.000%	(£181,873)	(£88,474)	£4,924	£98,226	£191,144	£284,063	£376,981
1,577.34 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+10.000%	(£244,947)	(£151,548)	(£58,150)	£35,249	£128,410	£221,329	£314,247
1,606.55 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+12.000%	(£308,021)	(£214,622)	(£121,224)	(£27,825)	£65,574	£158,594	£251,513
1,635.76 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+14.000%	(£371,173)	(£277,697)	(£184,298)	(£90,899)	£2,499	£95,860	£188,779
1,664.97 /m²	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)

**Sensitivity Analysis : Assumptions for Calculation**

**Sales: Rate /m²**

Original Values are varied in Fixed Steps of £100.00

Heading	Phase	Rate	No. of Steps
Market Housing	1	£4,100.00	7.00 Up & Down

**Construction: Rate /m²**

Original Values are varied by Steps of 2.000%.

Heading	Phase	Rate	No. of Steps
Market Housing	1	£1,460.50	7.00 Up & Down
Affordable Housing	1	£1,460.50	7.00 Up & Down

**This appraisal report does not constitute a formal valuation.**

**Land South of The Street, Sissinghurst (AL/CRS6)**  
**Appraisal 5**

0.00 /m²	+100.00 /m²	+200.00 /m²	+300.00 /m²	+400.00 /m²	+500.00 /m²	+600.00 /m²	+700.00 /m²
4,100.00 /m²	4,200.00 /m²	4,300.00 /m²	4,400.00 /m²	4,500.00 /m²	4,600.00 /m²	4,700.00 /m²	4,800.00 /m²
£1,156,737 (£182,500)	£1,248,908 (£182,500)	£1,341,079 (£182,500)	£1,433,250 (£182,500)	£1,525,420 (£182,500)	£1,617,591 (£182,500)	£1,709,762 (£182,500)	£1,801,933 (£182,500)
£1,094,579 (£182,500)	£1,186,842 (£182,500)	£1,279,013 (£182,500)	£1,371,184 (£182,500)	£1,463,355 (£182,500)	£1,555,526 (£182,500)	£1,647,697 (£182,500)	£1,739,868 (£182,500)
£1,032,180 (£182,500)	£1,124,691 (£182,500)	£1,216,948 (£182,500)	£1,309,119 (£182,500)	£1,401,290 (£182,500)	£1,493,460 (£182,500)	£1,585,631 (£182,500)	£1,677,802 (£182,500)
£969,780 (£182,500)	£1,062,291 (£182,500)	£1,154,802 (£182,500)	£1,247,053 (£182,500)	£1,339,224 (£182,500)	£1,431,395 (£182,500)	£1,523,566 (£182,500)	£1,615,737 (£182,500)
£907,380 (£182,500)	£999,891 (£182,500)	£1,092,402 (£182,500)	£1,184,913 (£182,500)	£1,277,159 (£182,500)	£1,369,330 (£182,500)	£1,461,500 (£182,500)	£1,553,671 (£182,500)
£844,980 (£182,500)	£937,491 (£182,500)	£1,030,002 (£182,500)	£1,122,514 (£182,500)	£1,215,025 (£182,500)	£1,307,264 (£182,500)	£1,399,435 (£182,500)	£1,491,606 (£182,500)
£782,580 (£182,500)	£875,091 (£182,500)	£967,603 (£182,500)	£1,060,114 (£182,500)	£1,152,625 (£182,500)	£1,245,136 (£182,500)	£1,337,370 (£182,500)	£1,429,540 (£182,500)
£720,180 (£182,500)	£812,691 (£182,500)	£905,203 (£182,500)	£997,714 (£182,500)	£1,090,225 (£182,500)	£1,182,736 (£182,500)	£1,275,247 (£182,500)	£1,367,475 (£182,500)
£657,780 (£182,500)	£750,292 (£182,500)	£842,803 (£182,500)	£935,314 (£182,500)	£1,027,825 (£182,500)	£1,120,336 (£182,500)	£1,212,847 (£182,500)	£1,305,359 (£182,500)
£595,368 (£182,500)	£687,892 (£182,500)	£780,403 (£182,500)	£872,914 (£182,500)	£965,425 (£182,500)	£1,057,936 (£182,500)	£1,150,448 (£182,500)	£1,242,959 (£182,500)
£532,634 (£182,500)	£625,492 (£182,500)	£718,003 (£182,500)	£810,514 (£182,500)	£903,025 (£182,500)	£995,537 (£182,500)	£1,088,048 (£182,500)	£1,180,559 (£182,500)
£469,900 (£182,500)	£562,818 (£182,500)	£655,603 (£182,500)	£748,114 (£182,500)	£840,626 (£182,500)	£933,137 (£182,500)	£1,025,648 (£182,500)	£1,118,159 (£182,500)
£407,166 (£182,500)	£500,084 (£182,500)	£593,003 (£182,500)	£685,715 (£182,500)	£778,226 (£182,500)	£870,737 (£182,500)	£963,248 (£182,500)	£1,055,759 (£182,500)
£344,431 (£182,500)	£437,350 (£182,500)	£530,269 (£182,500)	£623,187 (£182,500)	£715,826 (£182,500)	£808,337 (£182,500)	£900,848 (£182,500)	£993,359 (£182,500)
£281,697 (£182,500)	£374,616 (£182,500)	£467,534 (£182,500)	£560,453 (£182,500)	£653,371 (£182,500)	£745,937 (£182,500)	£838,448 (£182,500)	£930,960 (£182,500)

**This appraisal report does not constitute a formal valuation.**

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 6

**APPRAISAL SUMMARY****DSP**

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 6

**Appraisal Summary for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	m <sup>2</sup>	Sales Rate m <sup>2</sup>	Unit Price	Gross Sales
Market Housing	12	1,150.80	4,100.00	393,190	4,718,280
Affordable Housing	<u>8</u>	<u>636.00</u>	2,050.00	162,975	<u>1,303,800</u>
<b>Totals</b>	<b>20</b>	<b>1,786.80</b>			<b>6,022,080</b>

**NET REALISATION****6,022,080****OUTLAY****ACQUISITION COSTS**

Fixed Price	0.73 ha	250,000.00 /ha	182,500	
Fixed Price (0.73 Ha @ 250,000.00 /Hect)			182,500	
				182,500
Stamp Duty			2,150	
Effective Stamp Duty Rate		1.18%		
Agent Fee		1.50%	2,738	
Legal Fee		0.75%	1,369	
				6,256

**CONSTRUCTION COSTS**

Construction	m <sup>2</sup>	Build Rate m <sup>2</sup>	Cost	
Market Housing	1,150.80	1,460.50	1,680,743	
Affordable Housing	<u>636.00</u>	1,460.50	<u>928,878</u>	
<b>Totals</b>	<b>1,786.80 m<sup>2</sup></b>		<b>2,609,621</b>	
Contingency		5.00%	130,481	
Site Works	0.73 ha	300,000.00 /ha	219,000	
Part M4(2)			27,896	
Part M4(3)			10,726	
Village Hall			450,000	
				3,447,724

**Section 106 Costs**

Climate Change / BNG	20.00 un	5,000.00 /un	100,000	
CIL / Planning Obligations	1,150.80 m <sup>2</sup>	100.00	115,080	
				215,080

**PROFESSIONAL FEES**

Architect		10.00%	260,962	
				260,962

**DISPOSAL FEES**

Sales Agent Fee		3.00%	141,548	
Sales Legal Fee	20.00 un	750.00 /un	15,000	
				156,548

**MISCELLANEOUS FEES**

Market Profit		20.00%	943,656	
Affordable Profit		6.00%	78,228	
				1,021,884

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)				
Total Finance Cost				128,901

**TOTAL COSTS****5,419,857****PROFIT****602,223****Performance Measures**

Profit on Cost%	11.11%
Profit on GDV%	10.00%
Profit on NDV%	10.00%
Profit Erosion (finance rate 6.500)	1 yr 8 mths

This appraisal report does not constitute a formal valuation.



Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 6

**Table of Profit Amount and Land Cost**

Sales: Rate /m <sup>2</sup>							
Construction: Rate /m <sup>2</sup>	-700.00 /m <sup>2</sup>	-600.00 /m <sup>2</sup>	-500.00 /m <sup>2</sup>	-400.00 /m <sup>2</sup>	-300.00 /m <sup>2</sup>	-200.00 /m <sup>2</sup>	-100.00 /m <sup>2</sup>
	3,400.00 /m <sup>2</sup>	3,500.00 /m <sup>2</sup>	3,600.00 /m <sup>2</sup>	3,700.00 /m <sup>2</sup>	3,800.00 /m <sup>2</sup>	3,900.00 /m <sup>2</sup>	4,000.00 /m <sup>2</sup>
-14.000%	£411,583	£501,217	£590,851	£680,486	£770,120	£859,754	£949,388
1,256.03 /m <sup>2</sup>	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-12.000%	£348,994	£438,817	£528,452	£618,086	£707,720	£797,354	£886,988
1,285.24 /m <sup>2</sup>	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-10.000%	£286,260	£376,302	£466,052	£555,686	£645,320	£734,954	£824,588
1,314.45 /m <sup>2</sup>	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-8.000%	£223,526	£313,567	£403,609	£493,286	£582,920	£672,554	£762,189
1,343.66 /m <sup>2</sup>	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-6.000%	£160,792	£250,833	£340,875	£430,886	£520,520	£610,155	£699,789
1,372.87 /m <sup>2</sup>	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-4.000%	£98,057	£188,099	£278,140	£368,182	£458,120	£547,755	£637,389
1,402.08 /m <sup>2</sup>	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
-2.000%	£35,323	£125,365	£215,406	£305,448	£395,489	£485,355	£574,989
1,431.29 /m <sup>2</sup>	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
0.000%	(£27,411)	£62,630	£152,672	£242,714	£332,755	£422,797	£512,589
1,460.50 /m <sup>2</sup>	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+2.000%	(£90,469)	(£104)	£89,938	£179,979	£270,021	£360,062	£450,104
1,489.71 /m <sup>2</sup>	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+4.000%	(£153,543)	(£63,021)	£27,204	£117,245	£207,287	£297,328	£387,370
1,518.92 /m <sup>2</sup>	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+6.000%	(£216,617)	(£126,095)	(£35,574)	£54,511	£144,552	£234,594	£324,636
1,548.13 /m <sup>2</sup>	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+8.000%	(£279,691)	(£189,169)	(£98,648)	(£8,223)	£81,818	£171,860	£261,901
1,577.34 /m <sup>2</sup>	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+10.000%	(£342,765)	(£252,243)	(£161,722)	(£71,200)	£19,084	£109,126	£199,167
1,606.55 /m <sup>2</sup>	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+12.000%	(£405,839)	(£315,317)	(£224,796)	(£134,274)	(£43,752)	£46,391	£136,433
1,635.76 /m <sup>2</sup>	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)
+14.000%	(£468,991)	(£378,392)	(£287,870)	(£197,348)	(£106,827)	(£16,343)	£73,699
1,664.97 /m <sup>2</sup>	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)	(£182,500)

**Sensitivity Analysis : Assumptions for Calculation**

**Sales: Rate /m<sup>2</sup>**

Original Values are varied in Fixed Steps of £100.00

Heading	Phase	Rate	No. of Steps
Market Housing	1	£4,100.00	7.00 Up & Down

**Construction: Rate /m<sup>2</sup>**

Original Values are varied by Steps of 2.000%.

Heading	Phase	Rate	No. of Steps
Market Housing	1	£1,460.50	7.00 Up & Down
Affordable Housing	1	£1,460.50	7.00 Up & Down

**This appraisal report does not constitute a formal valuation.**

**Land South of The Street, Sissinghurst (AL/CRS6)**  
**Appraisal 6**

0.00 /m <sup>2</sup>	+100.00 /m <sup>2</sup>	+200.00 /m <sup>2</sup>	+300.00 /m <sup>2</sup>	+400.00 /m <sup>2</sup>	+500.00 /m <sup>2</sup>	+600.00 /m <sup>2</sup>	+700.00 /m <sup>2</sup>
4,100.00 /m <sup>2</sup>	4,200.00 /m <sup>2</sup>	4,300.00 /m <sup>2</sup>	4,400.00 /m <sup>2</sup>	4,500.00 /m <sup>2</sup>	4,600.00 /m <sup>2</sup>	4,700.00 /m <sup>2</sup>	4,800.00 /m <sup>2</sup>
£1,038,780 (£182,500)	£1,128,074 (£182,500)	£1,217,368 (£182,500)	£1,306,662 (£182,500)	£1,395,955 (£182,500)	£1,485,249 (£182,500)	£1,574,543 (£182,500)	£1,663,837 (£182,500)
£976,622 (£182,500)	£1,066,008 (£182,500)	£1,155,302 (£182,500)	£1,244,596 (£182,500)	£1,333,890 (£182,500)	£1,423,184 (£182,500)	£1,512,478 (£182,500)	£1,601,772 (£182,500)
£914,223 (£182,500)	£1,003,857 (£182,500)	£1,093,237 (£182,500)	£1,182,531 (£182,500)	£1,271,825 (£182,500)	£1,361,118 (£182,500)	£1,450,412 (£182,500)	£1,539,706 (£182,500)
£851,823 (£182,500)	£941,457 (£182,500)	£1,031,091 (£182,500)	£1,120,465 (£182,500)	£1,209,759 (£182,500)	£1,299,053 (£182,500)	£1,388,347 (£182,500)	£1,477,641 (£182,500)
£789,423 (£182,500)	£879,057 (£182,500)	£968,691 (£182,500)	£1,058,325 (£182,500)	£1,147,694 (£182,500)	£1,236,988 (£182,500)	£1,326,281 (£182,500)	£1,415,575 (£182,500)
£727,023 (£182,500)	£816,657 (£182,500)	£906,291 (£182,500)	£995,926 (£182,500)	£1,085,560 (£182,500)	£1,174,922 (£182,500)	£1,264,216 (£182,500)	£1,353,510 (£182,500)
£664,623 (£182,500)	£754,257 (£182,500)	£843,892 (£182,500)	£933,526 (£182,500)	£1,023,160 (£182,500)	£1,112,794 (£182,500)	£1,202,151 (£182,500)	£1,291,444 (£182,500)
£602,223 (£182,500)	£691,857 (£182,500)	£781,492 (£182,500)	£871,126 (£182,500)	£960,760 (£182,500)	£1,050,394 (£182,500)	£1,140,028 (£182,500)	£1,229,379 (£182,500)
£539,823 (£182,500)	£629,458 (£182,500)	£719,092 (£182,500)	£808,726 (£182,500)	£898,360 (£182,500)	£987,994 (£182,500)	£1,077,628 (£182,500)	£1,167,263 (£182,500)
£477,411 (£182,500)	£567,058 (£182,500)	£656,692 (£182,500)	£746,326 (£182,500)	£835,960 (£182,500)	£925,594 (£182,500)	£1,015,229 (£182,500)	£1,104,863 (£182,500)
£414,677 (£182,500)	£504,658 (£182,500)	£594,292 (£182,500)	£683,926 (£182,500)	£773,560 (£182,500)	£863,195 (£182,500)	£952,829 (£182,500)	£1,042,463 (£182,500)
£351,943 (£182,500)	£441,984 (£182,500)	£531,892 (£182,500)	£621,526 (£182,500)	£711,161 (£182,500)	£800,795 (£182,500)	£890,429 (£182,500)	£980,063 (£182,500)
£289,209 (£182,500)	£379,250 (£182,500)	£469,292 (£182,500)	£559,127 (£182,500)	£648,761 (£182,500)	£738,395 (£182,500)	£828,029 (£182,500)	£917,663 (£182,500)
£226,474 (£182,500)	£316,516 (£182,500)	£406,558 (£182,500)	£496,599 (£182,500)	£586,361 (£182,500)	£675,995 (£182,500)	£765,629 (£182,500)	£855,263 (£182,500)
£163,740 (£182,500)	£253,782 (£182,500)	£343,823 (£182,500)	£433,865 (£182,500)	£523,906 (£182,500)	£613,595 (£182,500)	£703,229 (£182,500)	£792,864 (£182,500)

**This appraisal report does not constitute a formal valuation.**

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 7

**APPRAISAL SUMMARY****DSP**

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 7

**Appraisal Summary for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	m²	Sales Rate m²	Unit Price	Gross Sales
Market Housing	12	1,150.80	4,100.00	393,190	4,718,280
Affordable Housing	<u>8</u>	<u>636.00</u>	2,050.00	162,975	<u>1,303,800</u>
<b>Totals</b>	<b>20</b>	<b>1,786.80</b>			<b>6,022,080</b>

**NET REALISATION****6,022,080****OUTLAY****ACQUISITION COSTS**

Fixed Price	0.73 ha	500,000.00 /ha	365,000	
Fixed Price (0.73 Ha @ 500,000.00 /Hect)			365,000	
Stamp Duty			9,250	365,000
Effective Stamp Duty Rate		2.53%		
Agent Fee		1.50%	5,475	
Legal Fee		0.75%	2,738	
				17,462

**CONSTRUCTION COSTS**

Construction	m²	Build Rate m²	Cost	
Market Housing	1,150.80	1,460.50	1,680,743	
Affordable Housing	<u>636.00</u>	1,460.50	<u>928,878</u>	
<b>Totals</b>	<b>1,786.80 m²</b>		<b>2,609,621</b>	
Contingency		5.00%	130,481	
Site Works	0.73 ha	300,000.00 /ha	219,000	
Part M4(2)			27,896	
Part M4(3)			10,726	
Village Hall			450,000	
				3,447,724

**Section 106 Costs**

Climate Change / BNG	20.00 un	5,000.00 /un	100,000	
CIL / Planning Obligations	1,150.80 m²	100.00	115,080	
				215,080

**PROFESSIONAL FEES**

Architect		10.00%	260,962	
				260,962

**DISPOSAL FEES**

Sales Agent Fee		3.00%	141,548	
Sales Legal Fee	20.00 un	750.00 /un	15,000	
				156,548

**MISCELLANEOUS FEES**

Market Profit		17.50%	825,699	
Affordable Profit		6.00%	78,228	
				903,927

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)				
Total Finance Cost				150,227

**TOTAL COSTS****5,516,931****PROFIT****505,149****Performance Measures**

Profit on Cost%	9.16%
Profit on GDV%	8.39%
Profit on NDV%	8.39%
Profit Erosion (finance rate 6.500)	1 yr 4 mths

This appraisal report does not constitute a formal valuation.

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 7

**Table of Profit Amount and Land Cost**

Sales: Rate /m²							
Construction: Rate /m²	-700.00 /m²	-600.00 /m²	-500.00 /m²	-400.00 /m²	-300.00 /m²	-200.00 /m²	-100.00 /m²
	3,400.00 /m²	3,500.00 /m²	3,600.00 /m²	3,700.00 /m²	3,800.00 /m²	3,900.00 /m²	4,000.00 /m²
-14.000%	£293,858	£386,777	£479,695	£572,396	£664,907	£757,418	£849,930
1,256.03 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-12.000%	£231,124	£324,043	£416,961	£509,880	£602,507	£695,018	£787,530
1,285.24 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-10.000%	£168,390	£261,308	£354,227	£447,146	£540,064	£632,619	£725,130
1,314.45 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-8.000%	£105,656	£198,574	£291,493	£384,411	£477,330	£570,219	£662,730
1,343.66 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-6.000%	£42,789	£135,840	£228,758	£321,677	£414,596	£507,514	£600,330
1,372.87 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-4.000%	£20,285	£73,106	£166,024	£258,943	£351,861	£444,780	£537,699
1,402.08 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-2.000%	£83,359	£10,039	£103,290	£196,209	£289,127	£382,046	£474,964
1,431.29 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
0.000%	£146,433	£53,035	£40,364	£133,474	£226,393	£319,311	£412,230
1,460.50 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+2.000%	£209,508	£116,109	£22,710	£70,689	£163,659	£256,577	£349,496
1,489.71 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+4.000%	£272,582	£179,183	£85,784	£7,614	£100,924	£193,843	£286,762
1,518.92 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+6.000%	£335,656	£242,257	£148,858	£55,460	£37,939	£131,109	£224,027
1,548.13 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+8.000%	£398,957	£305,331	£211,932	£118,534	£25,135	£68,264	£161,293
1,577.34 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+10.000%	£462,371	£368,425	£275,006	£181,608	£88,209	£5,190	£98,559
1,606.55 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+12.000%	£525,784	£431,838	£338,080	£244,682	£151,283	£57,884	£35,514
1,635.76 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+14.000%	£589,198	£495,252	£401,306	£307,756	£214,357	£120,958	£27,560
1,664.97 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)

**Sensitivity Analysis : Assumptions for Calculation**

**Sales: Rate /m²**

Original Values are varied in Fixed Steps of £100.00

Heading	Phase	Rate	No. of Steps
Market Housing	1	£4,100.00	7.00 Up & Down

**Construction: Rate /m²**

Original Values are varied by Steps of 2.000%.

Heading	Phase	Rate	No. of Steps
Market Housing	1	£1,460.50	7.00 Up & Down
Affordable Housing	1	£1,460.50	7.00 Up & Down

**This appraisal report does not constitute a formal valuation.**



**Land South of The Street, Sissinghurst (AL/CRS6)**  
**Appraisal 7**

0.00 /m²	+100.00 /m²	+200.00 /m²	+300.00 /m²	+400.00 /m²	+500.00 /m²	+600.00 /m²	+700.00 /m²
4,100.00 /m²	4,200.00 /m²	4,300.00 /m²	4,400.00 /m²	4,500.00 /m²	4,600.00 /m²	4,700.00 /m²	4,800.00 /m²
£942,441 (£365,000)	£1,034,952 (£365,000)	£1,127,463 (£365,000)	£1,219,861 (£365,000)	£1,312,031 (£365,000)	£1,404,202 (£365,000)	£1,496,373 (£365,000)	£1,588,544 (£365,000)
£880,041 (£365,000)	£972,552 (£365,000)	£1,065,063 (£365,000)	£1,157,574 (£365,000)	£1,249,966 (£365,000)	£1,342,137 (£365,000)	£1,434,308 (£365,000)	£1,526,479 (£365,000)
£817,641 (£365,000)	£910,152 (£365,000)	£1,002,663 (£365,000)	£1,095,174 (£365,000)	£1,187,686 (£365,000)	£1,280,071 (£365,000)	£1,372,242 (£365,000)	£1,464,413 (£365,000)
£755,241 (£365,000)	£847,752 (£365,000)	£940,263 (£365,000)	£1,032,775 (£365,000)	£1,125,286 (£365,000)	£1,217,797 (£365,000)	£1,310,177 (£365,000)	£1,402,348 (£365,000)
£692,841 (£365,000)	£785,352 (£365,000)	£877,864 (£365,000)	£970,375 (£365,000)	£1,062,886 (£365,000)	£1,155,397 (£365,000)	£1,247,908 (£365,000)	£1,340,282 (£365,000)
£630,441 (£365,000)	£722,953 (£365,000)	£815,464 (£365,000)	£907,975 (£365,000)	£1,000,486 (£365,000)	£1,092,997 (£365,000)	£1,185,508 (£365,000)	£1,278,020 (£365,000)
£567,883 (£365,000)	£660,553 (£365,000)	£753,064 (£365,000)	£845,575 (£365,000)	£938,086 (£365,000)	£1,030,597 (£365,000)	£1,123,109 (£365,000)	£1,215,620 (£365,000)
£505,149 (£365,000)	£598,067 (£365,000)	£690,664 (£365,000)	£783,175 (£365,000)	£875,686 (£365,000)	£968,198 (£365,000)	£1,060,709 (£365,000)	£1,153,220 (£365,000)
£442,414 (£365,000)	£535,333 (£365,000)	£628,252 (£365,000)	£720,775 (£365,000)	£813,287 (£365,000)	£905,798 (£365,000)	£998,309 (£365,000)	£1,090,820 (£365,000)
£379,680 (£365,000)	£472,599 (£365,000)	£565,517 (£365,000)	£658,375 (£365,000)	£750,887 (£365,000)	£843,398 (£365,000)	£935,909 (£365,000)	£1,028,420 (£365,000)
£316,946 (£365,000)	£409,864 (£365,000)	£502,783 (£365,000)	£595,702 (£365,000)	£688,487 (£365,000)	£780,998 (£365,000)	£873,509 (£365,000)	£966,020 (£365,000)
£254,212 (£365,000)	£347,130 (£365,000)	£440,049 (£365,000)	£532,967 (£365,000)	£625,886 (£365,000)	£718,598 (£365,000)	£811,109 (£365,000)	£903,620 (£365,000)
£191,477 (£365,000)	£284,396 (£365,000)	£377,315 (£365,000)	£470,233 (£365,000)	£563,152 (£365,000)	£656,070 (£365,000)	£748,709 (£365,000)	£841,221 (£365,000)
£128,743 (£365,000)	£221,662 (£365,000)	£314,580 (£365,000)	£407,499 (£365,000)	£500,417 (£365,000)	£593,336 (£365,000)	£686,255 (£365,000)	£778,821 (£365,000)
£65,839 (£365,000)	£158,928 (£365,000)	£251,846 (£365,000)	£344,765 (£365,000)	£437,683 (£365,000)	£530,602 (£365,000)	£623,520 (£365,000)	£716,421 (£365,000)

**This appraisal report does not constitute a formal valuation.**

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 8

**APPRAISAL SUMMARY****DSP**

Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 8

**Appraisal Summary for Phase 1**

Currency in £

**REVENUE**

Sales Valuation	Units	m²	Sales Rate m²	Unit Price	Gross Sales
Market Housing	12	1,150.80	4,100.00	393,190	4,718,280
Affordable Housing	8	636.00	2,050.00	162,975	1,303,800
<b>Totals</b>	<b>20</b>	<b>1,786.80</b>			<b>6,022,080</b>

**NET REALISATION****6,022,080****OUTLAY****ACQUISITION COSTS**

Fixed Price	0.73 ha	500,000.00 /ha	365,000	
Fixed Price (0.73 Ha @ 500,000.00 /Hect)			365,000	
Stamp Duty			9,250	365,000
Effective Stamp Duty Rate		2.53%		
Agent Fee		1.50%	5,475	
Legal Fee		0.75%	2,738	
				17,462

**CONSTRUCTION COSTS**

Construction	m²	Build Rate m²	Cost	
Market Housing	1,150.80	1,460.50	1,680,743	
Affordable Housing	636.00	1,460.50	928,878	
<b>Totals</b>	<b>1,786.80 m²</b>		<b>2,609,621</b>	
Contingency		5.00%	130,481	
Site Works	0.73 ha	300,000.00 /ha	219,000	
Part M4(2)			27,896	
Part M4(3)			10,726	
Village Hall			450,000	
				3,447,724

**Section 106 Costs**

Climate Change / BNG	20.00 un	5,000.00 /un	100,000	
CIL / Planning Obligations	1,150.80 m²	100.00	115,080	
				215,080

**PROFESSIONAL FEES**

Architect		10.00%	260,962	
				260,962

**DISPOSAL FEES**

Sales Agent Fee		3.00%	141,548	
Sales Legal Fee	20.00 un	750.00 /un	15,000	
				156,548

**MISCELLANEOUS FEES**

Market Profit		20.00%	943,656	
Affordable Profit		6.00%	78,228	
				1,021,884

**FINANCE**

Debit Rate 6.500%, Credit Rate 0.000% (Nominal)				
Total Finance Cost				150,227

**TOTAL COSTS****5,634,888****PROFIT****387,192****Performance Measures**

Profit on Cost%	6.87%
Profit on GDV%	6.43%
Profit on NDV%	6.43%
Profit Erosion (finance rate 6.500)	1 yr

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Land South of The Street, Sissinghurst (AL/CRS6)  
Appraisal 8

**Table of Profit Amount and Land Cost**

Sales: Rate /m²							
Construction: Rate /m²	-700.00 /m²	-600.00 /m²	-500.00 /m²	-400.00 /m²	-300.00 /m²	-200.00 /m²	-100.00 /m²
	3,400.00 /m²	3,500.00 /m²	3,600.00 /m²	3,700.00 /m²	3,800.00 /m²	3,900.00 /m²	4,000.00 /m²
-14.000%	£196,040	£286,082	£376,123	£465,947	£555,581	£645,215	£734,850
1,256.03 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-12.000%	£133,306	£223,348	£313,389	£403,431	£493,181	£582,815	£672,450
1,285.24 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-10.000%	£70,572	£160,613	£250,655	£340,697	£430,738	£520,416	£610,050
1,314.45 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-8.000%	£7,838	£97,879	£187,921	£277,962	£368,004	£458,016	£547,650
1,343.66 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-6.000%	(£55,029)	£35,145	£125,186	£215,228	£305,270	£395,311	£485,250
1,372.87 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-4.000%	(£118,103)	(£27,589)	£62,452	£152,494	£242,535	£332,577	£422,619
1,402.08 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
-2.000%	(£181,177)	(£90,656)	(£282)	£89,760	£179,801	£269,843	£359,884
1,431.29 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
0.000%	(£244,251)	(£153,730)	(£63,208)	£27,025	£117,067	£207,108	£297,150
1,460.50 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+2.000%	(£307,326)	(£216,804)	(£126,282)	(£35,760)	£54,333	£144,374	£234,416
1,489.71 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+4.000%	(£370,400)	(£279,878)	(£189,356)	(£98,835)	(£8,402)	£81,640	£171,682
1,518.92 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+6.000%	(£433,474)	(£342,952)	(£252,430)	(£161,909)	(£71,387)	£18,906	£108,947
1,548.13 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+8.000%	(£496,775)	(£406,026)	(£315,504)	(£224,983)	(£134,461)	(£43,939)	£46,213
1,577.34 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+10.000%	(£560,189)	(£469,120)	(£378,578)	(£288,057)	(£197,535)	(£107,013)	(£16,521)
1,606.55 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+12.000%	(£623,602)	(£532,533)	(£441,652)	(£351,131)	(£260,609)	(£170,087)	(£79,566)
1,635.76 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)
+14.000%	(£687,016)	(£595,947)	(£504,878)	(£414,205)	(£323,683)	(£233,161)	(£142,640)
1,664.97 /m²	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)	(£365,000)

**Sensitivity Analysis : Assumptions for Calculation**

**Sales: Rate /m²**

Original Values are varied in Fixed Steps of £100.00

Heading	Phase	Rate	No. of Steps
Market Housing	1	£4,100.00	7.00 Up & Down

**Construction: Rate /m²**

Original Values are varied by Steps of 2.000%.

Heading	Phase	Rate	No. of Steps
Market Housing	1	£1,460.50	7.00 Up & Down
Affordable Housing	1	£1,460.50	7.00 Up & Down

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**Land South of The Street, Sissinghurst (AL/CRS6)**  
**Appraisal 8**

0.00 /m²	+100.00 /m²	+200.00 /m²	+300.00 /m²	+400.00 /m²	+500.00 /m²	+600.00 /m²	+700.00 /m²
4,100.00 /m²	4,200.00 /m²	4,300.00 /m²	4,400.00 /m²	4,500.00 /m²	4,600.00 /m²	4,700.00 /m²	4,800.00 /m²
£824,484 (£365,000)	£914,118 (£365,000)	£1,003,752 (£365,000)	£1,093,273 (£365,000)	£1,182,566 (£365,000)	£1,271,860 (£365,000)	£1,361,154 (£365,000)	£1,450,448 (£365,000)
£762,084 (£365,000)	£851,718 (£365,000)	£941,352 (£365,000)	£1,030,986 (£365,000)	£1,120,501 (£365,000)	£1,209,795 (£365,000)	£1,299,089 (£365,000)	£1,388,383 (£365,000)
£699,684 (£365,000)	£789,318 (£365,000)	£878,952 (£365,000)	£968,586 (£365,000)	£1,058,221 (£365,000)	£1,147,729 (£365,000)	£1,237,023 (£365,000)	£1,326,317 (£365,000)
£637,284 (£365,000)	£726,918 (£365,000)	£816,552 (£365,000)	£906,187 (£365,000)	£995,821 (£365,000)	£1,085,455 (£365,000)	£1,174,958 (£365,000)	£1,264,252 (£365,000)
£574,884 (£365,000)	£664,518 (£365,000)	£754,153 (£365,000)	£843,787 (£365,000)	£933,421 (£365,000)	£1,023,055 (£365,000)	£1,112,689 (£365,000)	£1,202,186 (£365,000)
£512,484 (£365,000)	£602,119 (£365,000)	£691,753 (£365,000)	£781,387 (£365,000)	£871,021 (£365,000)	£960,655 (£365,000)	£1,050,289 (£365,000)	£1,139,924 (£365,000)
£449,926 (£365,000)	£539,719 (£365,000)	£629,353 (£365,000)	£718,987 (£365,000)	£808,621 (£365,000)	£898,255 (£365,000)	£987,890 (£365,000)	£1,077,524 (£365,000)
£387,192 (£365,000)	£477,233 (£365,000)	£566,953 (£365,000)	£656,587 (£365,000)	£746,221 (£365,000)	£835,856 (£365,000)	£925,490 (£365,000)	£1,015,124 (£365,000)
£324,457 (£365,000)	£414,499 (£365,000)	£504,541 (£365,000)	£594,187 (£365,000)	£683,822 (£365,000)	£773,456 (£365,000)	£863,090 (£365,000)	£952,724 (£365,000)
£261,723 (£365,000)	£351,765 (£365,000)	£441,806 (£365,000)	£531,787 (£365,000)	£621,422 (£365,000)	£711,056 (£365,000)	£800,690 (£365,000)	£890,324 (£365,000)
£198,989 (£365,000)	£289,030 (£365,000)	£379,072 (£365,000)	£469,114 (£365,000)	£559,022 (£365,000)	£648,656 (£365,000)	£738,290 (£365,000)	£827,924 (£365,000)
£136,255 (£365,000)	£226,296 (£365,000)	£316,338 (£365,000)	£406,379 (£365,000)	£496,421 (£365,000)	£586,256 (£365,000)	£675,890 (£365,000)	£765,524 (£365,000)
£73,520 (£365,000)	£163,562 (£365,000)	£253,604 (£365,000)	£343,645 (£365,000)	£433,687 (£365,000)	£523,728 (£365,000)	£613,490 (£365,000)	£703,125 (£365,000)
£10,786 (£365,000)	£100,828 (£365,000)	£190,869 (£365,000)	£280,911 (£365,000)	£370,952 (£365,000)	£460,994 (£365,000)	£551,036 (£365,000)	£640,725 (£365,000)
(£52,118) (£365,000)	£38,094 (£365,000)	£128,135 (£365,000)	£218,177 (£365,000)	£308,218 (£365,000)	£398,260 (£365,000)	£488,301 (£365,000)	£578,325 (£365,000)

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