

Savills (UK) Ltd

Development Appraisal

The Mall

100% Private - Current Day - Sensitivity










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Report Date: 07 June 2017

Project Timescale Summary

Project Start Date	Jun 2017
Project End Date	Apr 2025
Project Duration (Inc Exit Period)	95 months

Phase Phase 1

	Start Date	Duration	End Date	
Project	Jun 2017	95 Month(s)	Apr 2025	
Purchase	Jun 2017	3 Month(s)	Aug 2017	
Pre-Construction	Sep 2017	14 Month(s)	Oct 2018	
Construction	Nov 2018	52 Month(s)	Feb 2023	
Post Development	Mar 2023	0 Month(s)		
Letting	Mar 2023	0 Month(s)		
Income Flow	Mar 2023	0 Month(s)		
Sale	Jan 2021	52 Month(s)	Apr 2025	
Cash Activity	Jun 2017	95 Month(s)	Apr 2025	
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Summary Appraisal for Phase 1

Currency in £

REVENUE

Sales Valuation	Units	ft²
Block B Residential	261	155,818
Block C Residential	168	108,446
Block D Residential	27	20,584
Block E Residential	<u>15</u>	<u>10,161</u>
Totals	471	295,009

Rental Area Summary

	Units	ft²
Retail (South) - PC 85%	14	89,830
Retail (North) - PC 85%	6	20,624
Retail (South) - PC 90%	1	
Retail (South) - PC 100%	1	
Retail (North) - PC 90%	1	
Retail (North) - PC 100%	<u>1</u>	
Totals	24	110,454

Investment Valuation

Retail (South) - PC 85%		
Current Rent		YP @
Retail (North) - PC 85%		
Current Rent		YP @
Retail (South) - PC 90%		
Market Rent		YP @
(0yrs 6mths Rent Free)		PV 0yrs 6mths @
Retail (South) - PC 100%		
Market Rent		YP @
(1yr Rent Free)		PV 1yr @
Retail (North) - PC 90%		
Market Rent		YP @
(0yrs 6mths Rent Free)		PV 0yrs 6mths @
Retail (North) - PC 100%		
Market Rent		YP @
(1yr Rent Free)		PV 1yr @

GROSS DEVELOPMENT VALUE

Purchaser's Costs	6.80%
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NET DEVELOPMENT VALUE

Additional Revenue

Existing Income

NET REALISATION

OUTLAY

ACQUISITION COSTS

Fixed Price
Stamp Duty
Agent Fee
Legal Fee

1.00%
0.50%

10,000,500

CONSTRUCTION COSTS**Construction**

ft²

Rate ft²

Cost

Retail (South) - PC 85%
Retail (North) - PC 85%
Block B Residential
Block C Residential
Block D Residential
Block E Residential

113,734 ft²
34,128 ft²
200,591 ft²
143,114 ft²
30,311 ft²
13,488 ft²
535,365 ft²

Cost to Gain VP
Third Party Abnormals
S278 Works
Public Realm
Mayoral and Borough CIL
Carbon Offset Payment

Other Construction

Enabling Works
Retail Incentives (South)
Retail Incentives (North)
TfL Legal Costs

PROFESSIONAL FEES

Professional Fees

12.00%

MARKETING & LETTING

Marketing
Letting Agent Fee
Letting Legal Fee

1.00%
15.00%
5.00%

DISPOSAL FEES

Sales Agent Fee
Sales Legal Fee

1.50%
0.35%

FINANCE

Debit Rate Credit Rate
Land
Construction
Other
Total Finance Cost

TOTAL COSTS**PROFIT****Performance Measures**

Profit on Cost%
Profit on GDV%

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