# Viability Assessment Review

## Dinton Street, Manchester



# Executive Summary

The RICS Professional Statement Financial Viability in Planning: Conduct and Reporting (1st Edition, May 2019) states that all FVAs **must** be accompanied by non-technical summaries of the report so that non-specialists can better understand them (ref: 2.11).

We summarise the key findings of this assessment below:

| | |
|---|---|
| **Applicant** | Forshaw Land and Property Group |
| **Address** | Dinton Street, Manchester |
| **Scheme** | 237 x 1, 2, 3 and 4 bedroom apartments and 88 room aparthotel. |

**Appraisal - Private Sales Scheme**

| | TCP | Savills |
|---|---|---|
| **GDV** | **£77,843,250** | **£80,927,280** |
| **Open Market Sales Rate** | £428 per sq. ft. | £463 per sq. ft. |
| **Aparthotel Capital Value** | £120,000 per room | £120,000 per room |
| **Commercial Units** | £540,000 | £540,000 |
| **Development Costs** | **£81,530,920** | **£83,629,065** |
| **Construction Costs** | £61,984,495 | £62,306,171 |
| **Contingency** | 5% | 5% |
| **Professional Fees** | 6% of construction costs | 6% of construction costs |
| **Site Enabling & Abnormal Costs** | Included in construction costs | Included in construction costs |
| **Externals** | Included in construction costs | Included in construction costs |
| **Construction Warranty** | £2,000 per apartment | £2,000 per apartment |
| **Marketing and Sales Fees** | 3.5% of GDV | 3.5% of GDV |
| **Commercial Letting Agent and Legal Fees** | 10% and 5% of commercial ERV | 10% and 5% of commercial ERV |
| **Finance Rate** | 9% | 7.5% |
| **Benchmark Land Value** | **£660,000** | **£660,000** |
| **AUV** | £660,000 | £660,000 |
| **Target Profit Margin** | **20% on GDV** | **20% on GDV** |
| **Developer's Profit Margin** | -£3,718,990 (-4.78% on GDV) | -£2,733,105 (-3.38% on GDV) |

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# 1. Introduction

We have been instructed to undertake an independent review of the Financial Viability Appraisal produced by Tim Claxton Property Ltd (TCP) on behalf of Forshaw Land and Property Group (the applicant). The report has been prepared in respect of the proposed redevelopment of the land on Dinton Street in the Cornbrook suburban area of Manchester.

The viability of an original scheme was set-out in TCP's viability report dated January 2024 and Savills reviewed this in April 2024 and provided Viability Assessment Review to Manchester City Council.

This scheme which originally obtained planning approval in September 2024 (planning ref: 139133/FO/2024) is proposed to be amended by way of a Section 73 application. In high level summary the proposed changes to the scheme as they will materially impact an assessment of viability are:

- Introduction of an additional staircase to provide sufficient means of escape for the aparthotel levels;
- The removal of the commercial unit at ground floor level and its replacement with a relocated aparthotel foyer;
- The removal of the basement level;
- The introduction of a mezzanine floor to house plant rooms and the cycle storage area relocated from the basement;
- A different mix of aparthotel units (caused by the introduction of the additional core/staircase); and
- A different mix of apartments and the introduction of an additional floor of residential (at floor 20) to provide 13 additional residential units.

The revised proposed development is for a 25-storey block comprising 237 x 1, 2, 3 and 4 bedroom apartments along with a 88 room aparthotel.

The ground and new mezzanine floors accommodate ancillary uses such as reception areas, cycle storage, and other back of house functions. It also accommodates two commercial units. The first floor accommodates a gym together with amenity space. The scheme also provides storage for 120 cycle spaces on the mezzanine floor and 14 surface car parking spaces.

We understand that although there is a 20% on site affordable housing policy requirement, TCP conclude that the Viability Assessment demonstrates that the affordable housing and planning contributions should be relaxed on viability grounds.

We have reviewed the assumptions made within their appraisal and have made our own assessment of what we believe to be viable in terms of the financial contribution in respect of affordable housing delivery.

## Site & Location

The subject site is located on the edge of the Castlefield suburban area of Manchester, approximately 1.5 miles to the south west of Manchester city centre. It is bounded by Dinton Street to the north west, Cornbrook Road to the south west, Vox build-to-rent residential to the east and the A56 (Bridgewater Way) to the south. The Manchester Metro-link is situated to the north east of the site with Cornbrook station accessed along Cornbrook Road under the railway bridge.

We understand that the property (outlined in red below) extends to approximately 0.52 acres (0.21 ha). The site (edged red below) is irregular in shape and currently comprises brownfield land. The site previously comprised industrial accommodation, but these buildings were demolished c. 2019/2020.




## Proposed Development

The proposed development is for 237 x 1, 2, 3 and 4 bedroom apartments along with a 88 room aparthotel over 25-storeys.

We summarise the accommodation schedule for the 237 apartments below:

| Type | Beds | Unit Size Range (Sq. Ft.) | No. Units | Total Sq. Ft. |
|---|---|---|---|---|
| One bed apartments | 1 | 431 – 596 | 74 | 35,100 |
| Two bed apartments | 2 | 658 – 1,197 | 160 | 114,962 |
| Three bed apartments | 3 | 1,145 – 1,214 | 2 | 2,359 |
| Four bed penthouse apartments | 4 | 3,342 | 1 | 3,342 |
| **Total:** | | | **237** | **155,763** |

The proposed development includes 74 x 1 bedroom apartments, 160 x 2 bed apartments, 2 x 3 bed apartments as well as 1 x 4 bed penthouse apartment. The development includes a residential foyer, gym and amenity space for residents.

We have reviewed the floor areas in TCP's addendum report as well as the Comparison Document floor plans that are included at Appendix 1 of the addendum. There is a disparity between the floor plans, but TCP have advised that the floor areas included in their report are from a more up to date accommodation schedule dated February 2025. We have reviewed this document and the floor areas match what has been included within TCP's report. We have adopted the most recent accommodation schedule floor areas in our review.

Notwithstanding this, there are some typo errors in the floor areas included in TCP's report. Apartment 1A is 39.6 sq m which is 426 sq. ft., not 431 sq. ft. Type 2A also ranges between 61.1 – 61.5 sq. m. which is 658 – 662 sq. ft.. Finally 3A should read as 105.1 sq. m. (1,131 sq. ft.).

We have provided a revised summary of the floor areas in the table below:

| Type | Beds | Unit Size Range (Sq. Ft.) | No. Units | Total Sq. Ft. |
|---|---|---|---|---|
| One bed apartments | 1 | 426 – 596 | 74 | 35,091 |
| Two bed apartments | 2 | 658 – 1,197 | 160 | 115,033 |
| Three bed apartments | 3 | 1,131 – 1,214 | 2 | 2,346 |
| Four bed penthouse apartments | 4 | 3,342 | 1 | 3,342 |
| **Total:** | | | **237** | **155,812** |

Based on these amends, we therefore calculate the NIA to be 155,812 sq. ft.

The 88 room apart-hotel benefits from a separate entrance and foyer. It also includes a lounge/co-working meeting room. We summarise the accommodations schedule for the apart-hotel rooms that are situated across the first to fourth floor inclusive:

| Type | Unit Size (Sq. Ft.) | No. Units | Total Sq. Ft. |
|---|---|---|---|
| Small studio | 266 | 45 | 11,992 |
| Large studio | 351 | 43 | 15,103 |
| **Total:** | | **88** | **27,095** |

There are also two ground floor commercial units extending to 850 sq. ft. and 878 sq. ft. respectively, comprising a total of 1,728 sq. ft. across the development.

## Planning Obligations

There is a requirement, as per Policy H8 of the Manchester Core Strategy, for 20% affordable housing (5% affordable rented and 15% intermediate housing) to be delivered on site and for Section 106 Contributions to be payable for items such as public open space, education, public transport and highways.

Policy PA1 of the Manchester Core Strategy states that where the need arises the Council will seek developer contributions to off-set the impact of development and such requests will be in line with national policy and guidelines. In terms of additional Section 106 contributions, it is not clear what Manchester City Council (MCC) would expect to see provided with a development of this nature.

CIL is currently not chargeable by Manchester City Council, therefore no CIL has been allowed for.

# 2. Benchmark Land Value

In accordance with the NPPF, the land value for a viability assessment should be a Benchmark Land Value (BLV).

The BLV is usually based upon the Existing Use Value plus a premium (EUV+) approach, although an Alternative Use Value (AUV) can also be used.

TCP have adopted a BLV of £660,000 as per the previous Financial Viability Assessment. In our previous review, we adopted this BLV assessed by TCP which is **£660,000**.

We remain happy with this assumption and have therefore adopted this BLV again for this review.

# 3. Gross Development Value

## 100% Private Sales Scheme GDV

TCP have assessed the total GDV of the private sales scheme to be **£66,743,250**. We summarise the adopted sales values for the proposed scheme below:

| Apartment Type | Type | Beds | Sq. Ft. | No. | Total Sq. Ft. | Value | Per Sq. Ft. | Total Value |
|---|---|---|---|---|---|---|---|---|
| Type 1A | Apartment | 1 | 431 | 2 | 862 | £210,000 | £487 | £420,000 |
| Type 1B | Apartment | 1 | 449 | 16 | 7,184 | £215,250 | £479 | £3,444,000 |
| Type 1C | Apartment | 1 | 453 | 2 | 906 | £220,500 | £487 | £441,000 |
| Type 1D | Apartment | 1 | 471 | 2 | 942 | £225,750 | £479 | £451,500 |
| Type 1E | Apartment | 1 | 478 | 32 | 15,296 | £231,000 | £483 | £7,392,000 |
| Type 1F | Apartment | 1 | 481 | 16 | 7,696 | £231,000 | £480 | £3,696,000 |
| Type 1G | Apartment | 1 | 511 | 2 | 1,022 | £241,500 | £473 | £483,000 |
| Type 1H | Apartment | 1 | 596 | 2 | 1,192 | £262,500 | £440 | £525,000 |
| Type 2A | Apartment | 2 | 658 | 18 | 11,844 | £283,500 | £431 | £5,103,000 |
| Type 2B | Apartment | 2 | 671 | 18 | 12,078 | £288,750 | £430 | £5,197,500 |
| Type 2C | Apartment | 2 | 688 | 16 | 11,008 | £294,000 | £427 | £4,704,000 |
| Type 2D | Apartment | 2 | 689 | 18 | 12,402 | £294,000 | £427 | £5,292,000 |
| Type 2E | Apartment | 2 | 696 | 16 | 11,136 | £294,000 | £422 | £4,704,000 |
| Type 2F | Apartment | 2 | 700 | 2 | 1,400 | £294,000 | £420 | £588,000 |
| Type 2G | Apartment | 2 | 707 | 16 | 11,312 | £294,000 | £416 | £4,704,000 |
| Type 2H | Apartment | 2 | 716 | 18 | 12,888 | £296,625 | £414 | £5,339,250 |
| Type 2I | Apartment | 2 | 778 | 2 | 1,556 | £320,250 | £412 | £640,500 |
| Type 2J | Apartment | 2 | 780 | 16 | 12,480 | £320,250 | £411 | £5,124,000 |
| Type 2K | Apartment | 2 | 786 | 2 | 1,572 | £320,250 | £407 | £640,500 |
| Type 2L | Apartment | 2 | 809 | 16 | 12,944 | £325,500 | £402 | £5,208,000 |
| Type 2M | Apartment | 2 | 1,145 | 1 | 1,145 | £388,500 | £339 | £388,500 |
| Type 2N | Apartment | 2 | 1,197 | 1 | 1,197 | £388,500 | £325 | £388,500 |
| Type 3A | Apartment | 3 | 1,145 | 1 | 1,145 | £409,500 | £358 | £409,500 |
| Type 3B | Apartment | 3 | 1,214 | 1 | 1,214 | £409,500 | £337 | £409,500 |
| Type 4A | PH Apartment | 4 | 3,342 | 1 | 3,342 | £1,050,000 | £314 | £1,050,000 |
| | | | | | | **Total:** | **£428** | **£66,743,250** |

In total the 237 dwellings produces an total GDV of £66,743,250 which reflects an average price of £428 per sq. ft..

## Residential Sales Market Commentary

In the Addendum to the original FVA, TCP have not undertaken another review of the residential market. Rather, they note that Greater Manchester property prices have risen, but more locally in Manchester, prices have been effectively static with the Land Registry House Price Index showing All Property Types experiencing a 0% increase

over the year to November 2024 (the latest date for which data exist) and for Flats and Maisonettes a 0.1% increase over the same period. TCP have also noted that in the adjoining borough of Trafford, which is adjacent to the subject site, there have been increases of 7.30% and 8.90% respectively. TCP therefore consider that a 5% increase to the original FVA values is appropriate.

We have summarised the January 2024 and February 2025 values that TCP adopted below.

**January 2024:**

- One Bed Apartments: £200,000 - £250,000
- Two Bed Apartments: £270,000 - £305,000
- Three Bed Apartments: £320,000 - £350,000
- Larger Three Bed Apartments: £390,000
- Four Bed Penthouse: £1,000,000

**February 2025:**

- One Bed Apartments: £210,000 - £263,000
- Two Bed Apartments: £284,000 - £320,000
- Three Bed Apartments: £410,000
- Four Bed Penthouse: £1,050,000

We have undertaken a review of the residential market to inform our opinion of appropriate GDV for the proposed development.

**Worrall Street, off Ordsall Lane – Plumlife**

| Unit Type | Area (Sq. Ft.) | Asking Price | Price Per Sq. Ft. |
|---|---|---|---|
| 1 bedroom apartment | 474 - 530 | £195,000 - £210,000 | £395 - £416 |
| 2 bedroom apartment | 642 - 730 | £260,000 - £288,500 | £382 - £421 |
| 3 bedroom apartment | 857 | £310,000 - £314,000 | £362 - £364 |
| | | **Total:** | **£390** |

Worrall Street is a shared-ownership development by Plumlife comprising a range of 1, 2 and 3 bedroom apartments and 2 and 3 bedroom townhouses. It is located approximately 0.5 miles from the subject site, on the adjacent side of the ship canal. Current asking prices for the apartments at the scheme equate to £390 per sq. ft. When comparing to the subject site, both developments are situated within city centre fringe locations, however, we would expect the subject site to achieve higher values on average due to its superior location next to Cornbrook Metrolink tram stop.

**Vista River Gardens, Water Street – Renaker**

| Unit Type | Area (Sq. Ft.) | Asking Price | Price Per Sq. Ft. |
|---|---|---|---|
| 2 bedroom apartment | 875 - 888 | £425,995 - £493,995 | £486 - £5570 |
| | | **Total:** | **£519** |

**Vista River Gardens** is a development by Renaker located on the city fringe, just outside of the ring road, approximately 0.6 miles to the north east of the subject site. Comprising a mix of 1, 2 and 3 bedroom apartments and

pent houses, it also includes a wide range of resident-only amenities. We have reviewed the current asking prices at the scheme to demonstrate the values being achieved at the upper end of the residential market. The available properties reflect an average asking price of £519 per sq. ft. and we would not expect the subject site to achieve these values due to its inferior location, lower specification and fewer amenities.

**Contour, New Jackson – Renaker**

| Unit Type | Area (Sq. Ft.) | Asking Price | Price Per Sq. Ft. |
|---|---|---|---|
| 2 bedroom apartment | 816 - 860 | £401,000 - £470,000 | £478 - £563 |
| 3 bedroom apartment | 1,072 – 1,082 | £600,000 - £660,000 | £560 - £610 |
| | | **Total:** | **£532** |

**Contour** is another development by Renaker located in the New Jackson area of the city centre, located 0.7 miles north east from the subject site. Similar to Vista River Gardens, Contour provides a wide range of amenities and is situated in a superior location. Current asking reflect an average asking price of £532 per sq. ft. which is higher than what we would expect at the subject site.

**Furness Quay, Salford Quays – Latimer**

| Unit Type | Area (Sq. Ft.) | Asking Price | Price Per Sq. Ft. |
|---|---|---|---|
| 1 bedroom apartment | 477 - 483 | £215,000 - £215,950 | £445 - £453 |
| 2 bedroom apartment | 703 - 723 | £280,000 - £302,000 | £383 - £430 |
| 3 bedroom apartment | 764 - 879 | £369,950 - £399,000 | £454 - £484 |
| | | **Total:** | **£334** |

**Furness Quay** is a development by Latimer located approximately 1.3 miles north west of the subject site. It comprises a mix of 1, 2 and 3 bedroom apartments and duplex townhouses. Current asking prices across the scheme average at £434 per sq. ft. The site is similarly located adjacent to a Metrolink tram stop as the subject site, and we would therefore expect the subject to achieve similar capital values.

**Penthouse Apartments**

| Development | Unit Type | Beds | Area (Sq. Ft.) | Sold / Asking Price | Price Per Sq. Ft. | Date |
|---|---|---|---|---|---|---|
| Deansgate Square | Duplex Penthouse | 3 | 3,118 | £2,092,000 | £671 | Jun-23 |
| Deansgate Square | Duplex Penthouse | 3 | 3,228 | £2,000,000 | £620 | Aug-23 |
| Elizabeth Tower, New Jackson | Duplex Penthouse | 3 | 2,749 | £2,000,000 | £728 | Available |
| The Blade | Duplex Penthouse | 3 | 2,464 | £1,700,000 | £690 | Available |
| The Blade | Duplex Penthouse | 3 | 3,160 | £1,608,000 | £509 | Nov-23 |
| Three60 | Duplex Penthouse | 3 | 1,901 | £1,520,000 | £800 | Available |
| Leftbank, Spinningfields | Duplex Penthouse | 3 | 3,018 | £1,490,000 | £494 | Available |
| Three59 | Duplex Penthouse | 3 | 1,906 | £1,400,000 | £735 | Available |
| Three60 | Duplex Penthouse | 3 | 1,943 | £1,350,000 | £695 | Feb-25 |
| Three58 | Duplex Penthouse | 3 | 1,732 | £1,240,000 | £716 | Available |
| Islington Wharf, Great Ancoats Street | Duplex Penthouse | 3 | 2,455 | £1,200,000 | £489 | Available |
| Whitworth Street West | Duplex Penthouse | 3 | 1,540 | £850,000 | £552 | Available |

| | | | | | | |
|---|---|---|---|---|---|---|
| Victoria House, Great Ancoats Street | Penthouse | 3 | 1,371 | £800,000 | £584 | Available |
| Tuscany House, Dickinson St | Triplex Penthouse | 3 | 1,836 | £795,000 | £433 | Available |
| Medlock House, Waterhouse Gardens | Penthouse | 3 | 1,197 | £716,000 | £598 | Available |
| Tuscany House, Dickinson St | Triplex Penthouse | 4 | 2,154 | £730,000 | £339 | Available |
| | | | | **Total:** | **£601** | |

**Penthouse** sales values for apartments are in the order of £339 and £800 per sq. ft. across the city centre. We would comment that the subject site does not have the same level of amenities as the new build schemes delivered by Renaker (Deansgate Square, Elizabeth Tower and The Blade) and we would therefore not expect the subject penthouse to achieve these values. The comparables are also better located than the subject site, being in the city centre closer to a wider range of amenities whereas the subject is on the outskirts of the city centre. We have also had discussions with our residential sales teams who note that interest for penthouses across the city centre is moderate. A number of the above comparables are still on the market since our last report, for example and have had reductions in price as well. Whilst the comparables noted above help to demonstrate the premium that can be achieved for penthouses on a value per sq. ft. basis, consideration also needs to be given to the capital value and what is likely saleable in the market. On this basis, the £1,050,000 included by TCP in their assessment seems reasonable, albeit marginally low. We consider the penthouse value to be £1,100,000 which equates to £329 per sq. ft.. Despite this still appearing low on a value per sq. ft. basis, we would note that the subject penthouse is large at 3,122 sq. ft., which is also at the larger end of penthouses available across the city centre. We also consider this value appropriate as it is not indicated as to whether or not the penthouse at the subject property has a designated car parking space. Our residential development sales colleagues noted that typically penthouse purchasers require one designated parking space as standard.

## 100% Private Sales Scheme GDV

We consider the suggested sales values by TCP to be reasonable based on the above comparable evidence. We do however think that the apartments located on the top two floors are valued too low. We consider the below sales values to be reasonable:

| Apartment Type | Type | Beds | Sq. Ft. | No. | Total Sq. Ft. | Value | Per Sq. Ft. | Total Value |
|---|---|---|---|---|---|---|---|---|
| Type 1A | Apartment | 1 | 426 | 2 | 862 | £210,000 | £487 | £420,000 |
| Type 1B | Apartment | 1 | 449 | 16 | 7,184 | £215,250 | £479 | £3,444,000 |
| Type 1C | Apartment | 1 | 453 | 2 | 906 | £220,500 | £487 | £441,000 |
| Type 1D | Apartment | 1 | 471 | 2 | 942 | £225,750 | £479 | £451,500 |
| Type 1E | Apartment | 1 | 478 | 32 | 15,296 | £231,000 | £483 | £7,392,000 |
| Type 1F | Apartment | 1 | 481 | 16 | 7,696 | £231,000 | £480 | £3,696,000 |
| Type 1G | Apartment | 1 | 511 | 2 | 1,022 | £241,500 | £473 | £483,000 |
| Type 1H | Apartment | 1 | 596 | 2 | 1,192 | £262,500 | £440 | £525,000 |
| Type 2A | Apartment | 2 | 658 | 18 | 11,844 | £283,500 | £431 | £5,103,000 |
| Type 2B | Apartment | 2 | 671 | 18 | 12,078 | £288,750 | £430 | £5,197,500 |
| Type 2C | Apartment | 2 | 688 | 16 | 11,008 | £294,000 | £427 | £4,704,000 |
| Type 2D | Apartment | 2 | 689 | 18 | 12,402 | £294,000 | £427 | £5,292,000 |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| Type 2E | Apartment | 2 | 696 | 16 | 11,136 | £294,000 | £422 | £4,704,000 |
| Type 2F | Apartment | 2 | 700 | 2 | 1,400 | £294,000 | £420 | £588,000 |
| Type 2G | Apartment | 2 | 707 | 16 | 11,312 | £294,000 | £416 | £4,704,000 |
| Type 2H | Apartment | 2 | 716 | 18 | 12,888 | £296,625 | £414 | £5,339,250 |
| Type 2I | Apartment | 2 | 778 | 2 | 1,556 | £320,250 | £412 | £640,500 |
| Type 2J | Apartment | 2 | 780 | 16 | 12,480 | £320,250 | £411 | £5,124,000 |
| Type 2K | Apartment | 2 | 786 | 2 | 1,572 | £320,250 | £407 | £640,500 |
| Type 2L | Apartment | 2 | 809 | 16 | 12,944 | £325,500 | £402 | £5,208,000 |
| Type 2M | Apartment | 2 | 1,145 | 1 | 1,145 | £425,000 | £371 | £388,500 |
| Type 2N | Apartment | 2 | 1,197 | 1 | 1,197 | £430,000 | £359 | £388,500 |
| Type 3A | Apartment | 3 | 1,131 | 1 | 1,131 | £445,000 | £389 | £409,500 |
| Type 3B | Apartment | 3 | 1,214 | 1 | 1,214 | £450,000 | £371 | £409,500 |
| Type 4A | PH Apartment | 4 | 3,342 | 1 | 3,342 | £1,100,000 | £329 | £1,050,000 |
| | | | | | | **Total:** | **£430** | **£66,947,250** |

Whilst we consider the assessed values by TCP for Type 1A – Type 2L apartments to be reasonable, we have valued the 2 bedroom apartments (Type 2M and 2N) at £425,000 - £430,000 (£359 - £371 per sq. ft.) and the 3 bedroom apartments (Type 3A and Type 3B) at £445,000 - £450,000 (£371 - £389 per sq. ft.). As noted above, we have also increased the penthouses apartment (Type 4A) to £1,100,000 (£329 per sq. ft.).

TCP have not made any allowance for premiums that can be achieved on units that are on upper floors of apartment blocks. To that end, we have undertaken a unit-by-unit pricing schedule for the whole scheme to reflect the premiums that will be likely be achieved for units on upper floors. We have adopted the above 'base values' and have increased the sales values by 1% every two floors to take account of these premiums. A copy of our pricing schedule is included at **Appendix 1**.

This results in a total GDV of £69,827,280 for the proposed 237 dwelling scheme reflecting an average price in the order of £448 per sq. ft.. This is £3,084,030 higher than the values adopted by TCP.

## Aparthotel

TCP have again considered a value of £120,000 per key to be reasonable for the aparthotel rooms, the same as the previous Viability Assessment.

We are aware of the following comparable transactions:

**Brooklyn Hotel**, a 189 key hotel on 59 Portland Street in Manchester transacted in February 2022 for £24,100,000. This reflects a price of approximately £127,500 per key.

**Maldron Hotel**, a 188 key hotel in Manchester was forward funded with Dalata Group having agreed a 35 year lease. The £30,000,000 forward funding agreement equates to approximately £160,000 per key.

**Liverpool Royal Albert Dock**, a 321 key hotel in Liverpool transacted for £40,000,000 in 2023. The transacted represented a NIY of 9.5% and a capital value of £124,600 per key.

The Savills Hotel team are also aware of the 261 key **Qbic Hotel** that transacted in October 2021 for £44,000,000. The price equates to a capital value of approximately £168,500 per key.

We are also aware of the following serviced apartment comparables:

- **Roomzzz Corn Exchange**, Manchester - 2022 - £149,000 per room
- **Room2**, Southampton - 2021 - £136,000 per room
- **Staycity Mason Street**, Manchester - 2018 - £125,000 per room
- **Staycity Corn Exchange**, Liverpool - 2018 - £121,000 per room

We have again consulted with our Savills Hotel team who note that price per key could range between £90,000 - £140,000 per key for this location, however the value depends on a range of factors including its occupational structure, specification, operator strength and service charge arrangements. On this basis, we consider there to be no change from our previous review and have therefore adopted £120,000 per room in our assessment. This results in a GDV of £10,560,000 for the 88 aparthotel units.

**Commercial Units**

Since the previous scheme, the size of the commercial units have changed and now comprise two small units extending to 850 sq. ft. and 878 sq. ft. respectively. TCP have provided the following rental analysis within their report:

| Unit | Area (Sq. Ft.) | Rent per sq. ft. | Investment Yield | Gross Value |
|---|---|---|---|---|
| Commercial Unit 1 | 850 | £25.00 | 8% | £265,625 |
| Commercial Unit 2 | 878 | £25.00 | 8% | £274,375 |
| | | **Total:** | | **£540,000** |

TCP have not provided any updated commercial units within their addendum report. TCP previously reported the following commercial comparables:

| Address | Tenant | Term | Area (Sq. Ft.) | Rent |
|---|---|---|---|---|
| The Moho Building, Ellesmere St, M15 4JY | The Banyan Tree | 20 years from February 2014 | 1,948 | £51,947 (£26.66 per sq. ft.) |
| | McColls | 15 years from November 2014 | 1,410 | £30,000 (£21.27 per sq. ft.) |
| Vimto Gardens, Chapel Street, M3 5JY | Co-op | 15 years from September 2016 | 4,208 | £50,000 (£11.88 per sq. ft.) |
| | Thornley Groves | 7 years from February 2017 | 1,388 | £35,000 (£25.22 per sq. ft.) |
| 303 Chester Road, M15 4EY | Brunchies | From July 2014 | 376 | £9,620 (£25.29 per sq. ft.) |

The above rental transactions range from £11.88 - £26.66 per sq. ft.

We are also aware of the following rental evidence:

| Address | Term | Area (Sq. Ft.) | Rent (PA) | Date |
|---|---|---|---|---|
| Unit 1 St Georges Gardens, Chester Road | 10 years with 5 year rent review | 908 | Q: £30,000 (£33.04 per sq. ft.) | Under offer |
| Unit 3, City Gate Central | n/a | 1,500 | £37,500 (£25.00 per sq ft.) | Under Offer |
| Unit 1, 5 Spinners Way | 15 years | 4,219 | £99,990.30 (£23.70 per sq. ft.) | November 2022 |

The above rents range between £23.70 - £33.04 per sq. ft.

We agree with TCP and have adopted the rents of £25.00 for the commercial units. TCP have capitalised the rental income at a yield of 8% which we consider to be reasonable.

| Unit | Area (Sq. Ft.) | Rent per sq. ft. | Total Rent | Investment Yield | Gross Value |
|---|---|---|---|---|---|
| Commercial Unit 1 | 850 | £25.00 | £21,250 | 8% | £265,625 |
| Commercial Unit 2 | 878 | £25.00 | £21,950 | 8% | £274,375 |
| | | **Total:** | | | **£540,000** |

Our assumptions result in a gross value of £540,000 for the commercial units.

# 4. Development Costs and Timescales

## Construction Costs

TCP have noted that the cost plan that was prepared by Artal and informed the original viability report has been updated to reflect the passage of time. Artal originally prepared a cost plan for the proposed development dated January 2024. A copy of the cost plan addendum that reflects changes to cost as a consequence of adjustments to the scheme has been included at **Appendix X**.

TCP note that the original cost of £57,763,287 (£240.90) has been updated to £59,193,276 (£246.86 per sq. ft.) to reflect current day pricing. This figure has then been adjusted to reflect changes to cost as a consequence of adjustments to the scheme. The Budget Estimate therefore assesses the construction costs at £62,306,170.59 (£279.67 per sq. ft.) across a Gross Internal Area of 222,788 sq. ft..

The main increase in the costs comprise 'Core Alterations + 1nr residential floor & reduction of building height' that total £2,398,050.80, 'Additional Prelims for addition of 1nr floor' that total £250,000 and 'Lifts - revised lift traffic analysis is likely to increase lift speeds and possibly sizes, BS9991 requirements also need to be considered' that total £105,000.

TCP have provided a breakdown of the costs, as per the table below:

| Item Cost | Item Cost | Cost per sq. ft. |
|---|---|---|
| Construction Costs | £62,306,171 | £279.67 |
| Abnormals | Inc in construction cost | n/a |
| Externals | Inc in construction cost | n/a |
| ***Sub-Total*** | ***£62,306,171*** | ***£279.67*** |
| Developer Contingency (5%) | £3,115,309 | £13.98 |
| Fees (6%) | £3,988,289 | £17.90 |
| **TOTAL** | **£69,346,767** | **£311.27** |

The total included in the table above differs from that included in the appraisal, likely due to rounding as the value per sq. ft. has been adopted for the units as opposed to £62,306,171 gross. We have adopted £62,306,171 in our appraisal. We have also included contingency at 5% and professional fees at 6%.

We have reviewed these against BCIS data and other recent schemes that we have been involved in. We are of the opinion that the build costs appear to be reasonable for a scheme of this scale. Whilst we are not qualified cost consultants we have reviewed a number of development appraisals and cost plans of other schemes in Manchester city centre and therefore have formed a view based on this experience.

## Other Development Costs

TCP have also allowed for the following development cost assumptions:

| Cost Item | Rate |
|---|---|
| **Professional Fees** | 6% of total construction costs |

| | |
|---|---|
| **Marketing** | 3.5% of GDV |
| **Construction Warranty** | £2,000 per dwelling |
| **Letting Fees** | 10% letting fees and 5% legal fees |
| **Purchasers Costs** | 5.8% of the commercial investment valuation |
| **Finance** | 9% |
| **Site Acquisition Costs** | SDLT, 1% sales agent fees and 0.5% for legal fees |

**Professional Fees:** We would usually expect to see professional fees in the order of 8% and 12% for residential developments of this scale. We therefore consider the assumption of 6% to be optimistic but have accepted this in this instance.

**Marketing Fees:** TCP have adopted marketing fees of 3.5% of the GDV. We assume that this includes costs for sales agent fees and legal fees. We consider this to be a reasonable assumption and have adopted this within our appraisal.

**Construction Warranty:** TCP have included a cost of £2,000 per dwelling on the residential apartments as a construction warranty. We consider this to be a reasonable assumption and have adopted this within our appraisal.

**Letting Fees:** TCP have included letting agent fees of 10% and letting legal fees of 5% across the commercial units. We consider this to be a reasonable assumption and have adopted this within our appraisal.

**Purchasers Costs:** TCP have included purchasers costs of 5.8% for the investment valuation of the commercial units. We have adopted 5.8% within our appraisal.

**Finance:** TCP have adopted finance costs at 9% which is above what we would expect to be applied in the current market. We have adopted 7.5% within our appraisal.

## Developer's Return

From our knowledge and experience of the development land market, it is usual for residential developers in the North West region to seek a profit margin of 20% on GDV.

NLA comment that a benchmark profit level of 20% on GDV has been adopted which we consider to be the minimum level of return that would be acceptable to the market given its scale and speculative nature and the market within which it sits.

We consider targeting a developer's profit margin of 20% on GDV to be appropriate for the residential element of the development. However, a lower profit margin for the aparthotel element would usually be sought.

## Timescales

TCP have adopted the following timescales:

- 6 month purchase period; and

- 30 months construction period.

TCP have not stated the sales period but note that, on the basis of open market sales it is assumed that half of the apartments will be sold off-plan in advance of practical completion. The remaining units are assumed to be sold at a rate of 6 per calendar month.

By our calculations this would result in a sales period of 20 months, which we assume is what TCP have included.

We have adopted the following assumptions within our appraisal:

- 1 month purchase period;
- 30 months construction period; and
- 10 month sales period.

To establish the 10 months sales period, we have optimistically assumed that 75% of the residential units will be pre-sold, with the remaining 25% being sold after completion at a rate of 6 per month.

# 5. Development Appraisals

We have used ARGUS Developer software to undertake appraisals based on our amended assumptions.

## Private Sales Appraisal

We have run a residual appraisal assuming no affordable housing is provided on site.

Based on our adopted assumptions including a BLV of £660,000 this results in a Profit on GDV of -3.38%. We attach a copy of the appraisal summary at **Appendix 3**.

This is 23.38% lower than targeting a developer's profit margin of 20% on GDV, which suggests that the application would not be able to support a financial contribution or provide affordable housing on site.

## Sensitivity Analysis

The RICS Professional Statement 'Financial Viability in Planning' requires us to produce a sensitivity analysis of the proposed development. The value of a property with development potential, by its nature, can be highly volatile and the residual approach adopted is sensitive to changes in its key variables. This being so, it is useful to provide a sensitivity analysis, giving context to the inter-relationship between key variables, these generally being developer's profit requirement, sales values and construction costs, as well as potential to add or lose value through planning outcomes.

The appraisal indicates that the proposed development is unviable based on our adopted values. We have undertaken a sensitivity analysis to explore the potential changes to the profit margin based on an increase to the GDV. We summarise this below:

| | GDV | | | | |
|---|---|---|---|---|---|
| | **0%** | **+ 5%** | **+ 10%** | **+ 15%** | **+ 20%** |
| **Developer's Profit Margin** | £80,927,280<br>**-3.38% on GDV** | £84,418,644<br>**0.95% on GDV** | £87,910,008<br>**4.92% on GDV** | £91,401,372<br>**8.54% on GDV** | £94,892,736<br>**11.87% on GDV** |

The table shows that if the GDV is increased by 20% then the developer's profit margin would increase to 11.87% on GDV which we consider to be below an acceptable level.

However, as aforementioned, we also note that a lower profit margin for the aparthotel element would usually be sought.

# 6. Conclusion

As instructed, we have reviewed the Viability Assessment that was submitted as part of the planning application for the site.

We have adopted the BLV that TCP have submitted of £660,000 within our assessment.

We consider that TCP have undervalued the GDV of the proposed development. TCP adopted a GDV of £66,743,250 for the private apartment sales scheme within their assessment which reflected an average price of £428 per sq. ft. across the development.

Whilst we agree with some of the values adopted by TCP, we have undertaken a unit-by-unit pricing schedule to account for the premiums that will likely be achieved for apartments on different floors. Based on this, we have valued the full private sales scheme at £69,827,280 which reflects an average price in the order of £448 per sq. ft.. This is £3,084,030 higher than the GDV adopted by TCP.

TCP have adopted £120,000 per room for the aparthotel capital value. We have had discussions with our colleagues in hotel agency and consider the £120,000 per room to be reasonable.

We consider the assumptions for the commercial units to be reasonable and have adopted these within our appraisal.

We consider the build costs, professional fees and other development costs adopted by TCP to be reasonable. We have amended the timescales to reflect a shorter purchase period and sales period.

We have run a residual appraisal for a private sales scheme adopted the BLV of £660,000. The private sales scheme results in a developers profit level of -3.38% on GDV which is below the targeted profit level of 20% on GDV. This suggests that the proposed development cannot provide any S106 affordable housing or financial contributions.

We have also undertaken a sensitivity analysis for the scheme, exploring the potential changes to the profit margin based on an increase to the GDV. The analysis shows that if the GDV is increased by 20% then the developer's profit margin would increase to 11.87% on GDV which we consider to be an acceptable level.

Based on the above, we agree with the conclusions made by TCP that would suggest that the development cannot provide any affordable housing or financial contribution at this time. We would however suggest that a review mechanism is included in the Section 106 agreement. This will ensure that Manchester City Council capture an additional value created by the development if sales values are increased from our adopted figures.

# 7. Important Note

Finally, in accordance with our normal practice, we would state that this report is for general informative purposes only and does not constitute a formal valuation, appraisal or recommendation. It is only for the use of the persons to whom it is addressed and no responsibility can be accepted to any third party for the whole or any part of its contents. It may not be published, reproduced or quoted in part or in whole, nor may it be used as a basis for any contract, prospectus, agreement or other document without prior consent, which will not be unreasonably withheld.

Our findings are based on the assumptions given. As is customary with market studies, our findings should be regarded as valid for a limited period of time and should be subject to examination at regular intervals.

Whilst every effort has been made to ensure that the data contained in it is correct, no responsibility can be taken for omissions or erroneous data provided by a third party or due to information being unavailable or inaccessible during the research period. The estimates and conclusions contained in this report have been conscientiously prepared in the light of our experience in the property market and information that we were able to collect, but their accuracy is in no way guaranteed.

# Appendices

# Appendix 1 – Pricing Schedule

| Dinton Street, Cornbrook | | | | Premium Percentages (%) | Premium Weighting Percentages | Premium Percentage Values | Final Values | | |
|---|---|---|---|---|---|---|---|---|---|
| **Ref** | **Beds** | **Sq M** | **Sq Ft** | **Floor5** | ***Floor2*** | ***Floor3*** | **Value Base** | **Suggested Base inc Weighting** | **£ PSF** |
| 1 | 2 | 75.2 | 809 | 5 | 0 | 0 | £325,500 | £325,500 | £402.12 |
| 2 | 2 | 63.9 | 688 | 5 | 0 | 0 | £294,000 | £294,000 | £427.44 |
| 3 | 2 | 61.5 | 662 | 5 | 0 | 0 | £288,750 | £288,750 | £436.19 |
| 4 | 2 | 64 | 689 | 5 | 0 | 0 | £294,000 | £294,000 | £426.77 |
| 5 | 2 | 62.3 | 671 | 5 | 0 | 0 | £288,750 | £288,750 | £430.59 |
| 6 | 2 | 64.7 | 696 | 5 | 0 | 0 | £294,000 | £294,000 | £422.15 |
| 7 | 2 | 66.5 | 716 | 5 | 0 | 0 | £296,625 | £296,625 | £414.39 |
| 8 | 2 | 72.5 | 780 | 5 | 0 | 0 | £320,250 | £320,250 | £410.37 |
| 9 | 1 | 44.7 | 481 | 5 | 0 | 0 | £231,000 | £231,000 | £480.10 |
| 10 | 1 | 44.4 | 478 | 5 | 0 | 0 | £231,000 | £231,000 | £483.34 |
| 11 | 1 | 44.4 | 478 | 5 | 0 | 0 | £231,000 | £231,000 | £483.34 |
| 12 | 1 | 41.7 | 449 | 5 | 0 | 0 | £215,250 | £215,250 | £479.55 |
| 13 | 2 | 65.7 | 707 | 5 | 0 | 0 | £294,000 | £294,000 | £415.73 |
| 1 | 2 | 75.2 | 809 | 6 | 0 | 0 | £325,500 | £325,500 | £402.12 |
| 2 | 2 | 63.9 | 688 | 6 | 0 | 0 | £294,000 | £294,000 | £427.44 |
| 3 | 2 | 61.5 | 662 | 6 | 0 | 0 | £288,750 | £288,750 | £436.19 |
| 4 | 2 | 64 | 689 | 6 | 0 | 0 | £294,000 | £294,000 | £426.77 |
| 5 | 2 | 62.3 | 671 | 6 | 0 | 0 | £288,750 | £288,750 | £430.59 |
| 6 | 2 | 64.7 | 696 | 6 | 0 | £0 | £294,000 | £294,000 | £422.15 |
| 7 | 2 | 66.5 | 716 | 6 | 0 | £0 | £296,625 | £296,625 | £414.39 |
| 8 | 2 | 72.5 | 780 | 6 | 0 | £0 | £320,250 | £320,250 | £410.37 |
| 9 | 1 | 44.7 | 481 | 6 | 0 | £0 | £231,000 | £231,000 | £480.10 |
| 10 | 1 | 44.4 | 478 | 6 | 0 | £0 | £231,000 | £231,000 | £483.34 |
| 11 | 1 | 44.4 | 478 | 6 | 0 | £0 | £231,000 | £231,000 | £483.34 |
| 12 | 1 | 41.7 | 449 | 6 | 0 | £0 | £215,250 | £215,250 | £479.55 |
| 13 | 2 | 65.7 | 707 | 6 | 0 | £0 | £294,000 | £294,000 | £415.73 |
| 1 | 2 | 75.2 | 809 | 7 | 0.01 | £3,255 | £325,500 | £328,755 | £406.14 |
| 2 | 2 | 63.9 | 688 | 7 | 0.01 | £2,940 | £294,000 | £296,940 | £431.71 |
| 3 | 2 | 61.5 | 662 | 7 | 0.01 | £2,888 | £288,750 | £291,638 | £440.55 |
| 4 | 2 | 64 | 689 | 7 | 0.01 | 2940 | £294,000 | £296,940 | £431.04 |
| 5 | 2 | 62.3 | 671 | 7 | 0.01 | £2,888 | £288,750 | £291,638 | £434.89 |
| 6 | 2 | 64.7 | 696 | 7 | 0.01 | £2,940 | £294,000 | £296,940 | £426.37 |
| 7 | 2 | 66.5 | 716 | 7 | 0.01 | £2,966 | £296,625 | £299,591 | £418.54 |
| 8 | 2 | 72.5 | 780 | 7 | 0.01 | £3,203 | £320,250 | £323,453 | £414.48 |
| 9 | 1 | 44.7 | 481 | 7 | 0.01 | 2310 | £231,000 | £233,310 | £484.90 |
| 10 | 1 | 44.4 | 478 | 7 | 0.01 | £2,310 | £231,000 | £233,310 | £488.18 |
| 11 | 1 | 44.4 | 478 | 7 | 0.01 | £2,310 | £231,000 | £233,310 | £488.18 |
| 12 | 1 | 41.7 | 449 | 7 | 0.01 | £2,153 | £215,250 | £217,403 | £484.34 |
| 13 | 2 | 65.7 | 707 | 7 | 0.01 | £2,940 | £294,000 | £296,940 | £419.88 |
| 1 | 2 | 75.2 | 809 | 8 | 0.01 | £3,255 | £325,500 | £328,755 | £406.14 |
| 2 | 2 | 63.9 | 688 | 8 | 0.01 | £2,940 | £294,000 | £296,940 | £431.71 |
| 3 | 2 | 61.5 | 662 | 8 | 0.01 | £2,888 | £288,750 | £291,638 | £440.55 |
| 4 | 2 | 64 | 689 | 8 | 0.01 | £2,940 | £294,000 | £296,940 | £431.04 |
| 5 | 2 | 62.3 | 671 | 8 | 0.01 | £2,888 | £288,750 | £291,638 | £434.89 |
| 6 | 2 | 64.7 | 696 | 8 | 0.01 | £2,940 | £294,000 | £296,940 | £426.37 |
| 7 | 2 | 66.5 | 716 | 8 | 0.01 | £2,966 | £296,625 | £299,591 | £418.54 |
| 8 | 2 | 72.5 | 780 | 8 | 0.01 | £3,203 | £320,250 | £323,453 | £414.48 |
| 9 | 1 | 44.7 | 481 | 8 | 0.01 | £2,310 | £231,000 | £233,310 | £484.90 |
| 10 | 1 | 44.4 | 478 | 8 | 0.01 | £2,310 | £231,000 | £233,310 | £488.18 |
| 11 | 1 | 44.4 | 478 | 8 | 0.01 | £2,310 | £231,000 | £233,310 | £488.18 |
| 12 | 1 | 41.7 | 449 | 8 | 0.01 | £2,153 | £215,250 | £217,403 | £484.34 |
| 13 | 2 | 65.7 | 707 | 8 | 0.01 | £2,940 | £294,000 | £296,940 | £419.88 |
| 1 | 2 | 75.2 | 809 | 9 | 0.02 | £6,510 | £325,500 | £332,010 | £410.17 |
| 2 | 2 | 63.9 | 688 | 9 | 0.02 | £5,880 | £294,000 | £299,880 | £435.99 |
| 3 | 2 | 61.5 | 662 | 9 | 0.02 | £5,775 | £288,750 | £294,525 | £444.91 |
| 4 | 2 | 64 | 689 | 9 | 0.02 | £5,880 | £294,000 | £299,880 | £435.31 |
| 5 | 2 | 62.3 | 671 | 9 | 0.02 | £5,775 | £288,750 | £294,525 | £439.20 |
| 6 | 2 | 64.7 | 696 | 9 | 0.02 | £5,880 | £294,000 | £299,880 | £430.60 |
| 7 | 2 | 66.5 | 716 | 9 | 0.02 | £5,933 | £296,625 | £302,558 | £422.68 |
| 8 | 2 | 72.5 | 780 | 9 | 0.02 | £6,405 | £320,250 | £326,655 | £418.58 |
| 9 | 1 | 44.7 | 481 | 9 | 0.02 | £4,620 | £231,000 | £235,620 | £489.70 |
| 10 | 1 | 44.4 | 478 | 9 | 0.02 | £4,620 | £231,000 | £235,620 | £493.01 |
| 11 | 1 | 44.4 | 478 | 9 | 0.02 | £4,620 | £231,000 | £235,620 | £493.01 |
| 12 | 1 | 41.7 | 449 | 9 | 0.02 | £4,305 | £215,250 | £219,555 | £489.14 |
| 13 | 2 | 65.7 | 707 | 9 | 0.02 | £5,880 | £294,000 | £299,880 | £424.04 |
| 1 | 2 | 75.2 | 809 | 10 | 0.02 | £6,510 | £325,500 | £332,010 | £410.17 |
| 2 | 2 | 63.9 | 688 | 10 | 0.02 | £5,880 | £294,000 | £299,880 | £435.99 |
| 3 | 2 | 61.5 | 662 | 10 | 0.02 | £5,775 | £288,750 | £294,525 | £444.91 |
| 4 | 2 | 64 | 689 | 10 | 0.02 | £5,880 | £294,000 | £299,880 | £435.31 |
| 5 | 2 | 62.3 | 671 | 10 | 0.02 | £5,775 | £288,750 | £294,525 | £439.20 |
| 6 | 2 | 64.7 | 696 | 10 | 0.02 | £5,880 | £294,000 | £299,880 | £430.60 |
| 7 | 2 | 66.5 | 716 | 10 | 0.02 | £5,933 | £296,625 | £302,558 | £422.68 |
| 8 | 2 | 72.5 | 780 | 10 | 0.02 | £6,405 | £320,250 | £326,655 | £418.58 |
| 9 | 1 | 44.7 | 481 | 10 | 0.02 | £4,620 | £231,000 | £235,620 | £489.70 |
| 10 | 1 | 44.4 | 478 | 10 | 0.02 | £4,620 | £231,000 | £235,620 | £493.01 |
| 11 | 1 | 44.4 | 478 | 10 | 0.02 | £4,620 | £231,000 | £235,620 | £493.01 |

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| 12 | 1 | 41.7 | 449 | 10 | 0.02 | £4,305 | £215,250 | £219,555 | £489.14 |
| 13 | 2 | 65.7 | 707 | 10 | 0.02 | £5,880 | £294,000 | £299,880 | £424.04 |
| 1 | 2 | 75.2 | 809 | 11 | 0.03 | £9,765 | £325,500 | £335,265 | £414.19 |
| 2 | 2 | 63.9 | 688 | 11 | 0.03 | £8,820 | £294,000 | £302,820 | £440.26 |
| 3 | 2 | 61.5 | 662 | 11 | 0.03 | £8,663 | £288,750 | £297,413 | £449.27 |
| 4 | 2 | 64 | 689 | 11 | 0.03 | £8,820 | £294,000 | £302,820 | £439.57 |
| 5 | 2 | 62.3 | 671 | 11 | 0.03 | £8,663 | £288,750 | £297,413 | £443.50 |
| 6 | 2 | 64.7 | 696 | 11 | 0.03 | £8,820 | £294,000 | £302,820 | £434.82 |
| 7 | 2 | 66.5 | 716 | 11 | 0.03 | £8,899 | £296,625 | £305,524 | £426.82 |
| 8 | 2 | 72.5 | 780 | 11 | 0.03 | £9,608 | £320,250 | £329,858 | £422.68 |
| 9 | 1 | 44.7 | 481 | 11 | 0.03 | £6,930 | £231,000 | £237,930 | £494.50 |
| 10 | 1 | 44.4 | 478 | 11 | 0.03 | £6,930 | £231,000 | £237,930 | £497.84 |
| 11 | 1 | 44.4 | 478 | 11 | 0.03 | £6,930 | £231,000 | £237,930 | £497.84 |
| 12 | 1 | 41.7 | 449 | 11 | 0.03 | £6,458 | £215,250 | £221,708 | £493.94 |
| 13 | 2 | 65.7 | 707 | 11 | 0.03 | £8,820 | £294,000 | £302,820 | £428.20 |
| 1 | 2 | 75.2 | 809 | 12 | 0.03 | £9,765 | £325,500 | £335,265 | £414.19 |
| 2 | 2 | 63.9 | 688 | 12 | 0.03 | £8,820 | £294,000 | £302,820 | £440.26 |
| 3 | 2 | 61.5 | 662 | 12 | 0.03 | £8,663 | £288,750 | £297,413 | £449.27 |
| 4 | 2 | 64 | 689 | 12 | 0.03 | £8,820 | £294,000 | £302,820 | £439.57 |
| 5 | 2 | 62.3 | 671 | 12 | 0.03 | £8,663 | £288,750 | £297,413 | £443.50 |
| 6 | 2 | 64.7 | 696 | 12 | 0.03 | £8,820 | £294,000 | £302,820 | £434.82 |
| 7 | 2 | 66.5 | 716 | 12 | 0.03 | £8,899 | £296,625 | £305,524 | £426.82 |
| 8 | 2 | 72.5 | 780 | 12 | 0.03 | £9,608 | £320,250 | £329,858 | £422.68 |
| 9 | 1 | 44.7 | 481 | 12 | 0.03 | £6,930 | £231,000 | £237,930 | £494.50 |
| 10 | 1 | 44.4 | 478 | 12 | 0.03 | £6,930 | £231,000 | £237,930 | £497.84 |
| 11 | 1 | 44.4 | 478 | 12 | 0.03 | £6,930 | £231,000 | £237,930 | £497.84 |
| 12 | 1 | 41.7 | 449 | 12 | 0.03 | £6,458 | £215,250 | £221,708 | £493.94 |
| 13 | 2 | 65.7 | 707 | 12 | 0.03 | £8,820 | £294,000 | £302,820 | £428.20 |
| 1 | 2 | 75.2 | 809 | 13 | 0.04 | £13,020 | £325,500 | £338,520 | £418.21 |
| 2 | 2 | 63.9 | 688 | 13 | 0.04 | £11,760 | £294,000 | £305,760 | £444.54 |
| 3 | 2 | 61.5 | 662 | 13 | 0.04 | £11,550 | £288,750 | £300,300 | £453.63 |
| 4 | 2 | 64 | 689 | 13 | 0.04 | £11,760 | £294,000 | £305,760 | £443.84 |
| 5 | 2 | 62.3 | 671 | 13 | 0.04 | £11,550 | £288,750 | £300,300 | £447.81 |
| 6 | 2 | 64.7 | 696 | 13 | 0.04 | £11,760 | £294,000 | £305,760 | £439.04 |
| 7 | 2 | 66.5 | 716 | 13 | 0.04 | £11,865 | £296,625 | £308,490 | £430.97 |
| 8 | 2 | 72.5 | 780 | 13 | 0.04 | £12,810 | £320,250 | £333,060 | £426.79 |
| 9 | 1 | 44.7 | 481 | 13 | 0.04 | £9,240 | £231,000 | £240,240 | £499.30 |
| 10 | 1 | 44.4 | 478 | 13 | 0.04 | £9,240 | £231,000 | £240,240 | £502.68 |
| 11 | 1 | 44.4 | 478 | 13 | 0.04 | £9,240 | £231,000 | £240,240 | £502.68 |
| 12 | 1 | 41.7 | 449 | 13 | 0.04 | £8,610 | £215,250 | £223,860 | £498.73 |
| 13 | 2 | 65.7 | 707 | 13 | 0.04 | £11,760 | £294,000 | £305,760 | £432.36 |
| 1 | 2 | 75.2 | 809 | 14 | 0.04 | £13,020 | £325,500 | £338,520 | £418.21 |
| 2 | 2 | 63.9 | 688 | 14 | 0.04 | £11,760 | £294,000 | £305,760 | £444.54 |
| 3 | 2 | 61.5 | 662 | 14 | 0.04 | £11,550 | £288,750 | £300,300 | £453.63 |
| 4 | 2 | 64 | 689 | 14 | 0.04 | £11,760 | £294,000 | £305,760 | £443.84 |
| 5 | 2 | 62.3 | 671 | 14 | 0.04 | £11,550 | £288,750 | £300,300 | £447.81 |
| 6 | 2 | 64.7 | 696 | 14 | 0.04 | £11,760 | £294,000 | £305,760 | £439.04 |
| 7 | 2 | 66.5 | 716 | 14 | 0.04 | £11,865 | £296,625 | £308,490 | £430.97 |
| 8 | 2 | 72.5 | 780 | 14 | 0.04 | £12,810 | £320,250 | £333,060 | £426.79 |
| 9 | 1 | 44.7 | 481 | 14 | 0.04 | £9,240 | £231,000 | £240,240 | £499.30 |
| 10 | 1 | 44.4 | 478 | 14 | 0.04 | £9,240 | £231,000 | £240,240 | £502.68 |
| 11 | 1 | 44.4 | 478 | 14 | 0.04 | £9,240 | £231,000 | £240,240 | £502.68 |
| 12 | 1 | 41.7 | 449 | 14 | 0.04 | £8,610 | £215,250 | £223,860 | £498.73 |
| 13 | 2 | 65.7 | 707 | 14 | 0.04 | £11,760 | £294,000 | £305,760 | £432.36 |
| 1 | 2 | 75.2 | 809 | 15 | 0.05 | £16,275 | £325,500 | £341,775 | £422.23 |
| 2 | 2 | 63.9 | 688 | 15 | 0.05 | £14,700 | £294,000 | £308,700 | £448.81 |
| 3 | 2 | 61.5 | 662 | 15 | 0.05 | £14,438 | £288,750 | £303,188 | £458.00 |
| 4 | 2 | 64 | 689 | 15 | 0.05 | £14,700 | £294,000 | £308,700 | £448.11 |
| 5 | 2 | 62.3 | 671 | 15 | 0.05 | £14,438 | £288,750 | £303,188 | £452.12 |
| 6 | 2 | 64.7 | 696 | 15 | 0.05 | £14,700 | £294,000 | £308,700 | £443.26 |
| 7 | 2 | 66.5 | 716 | 15 | 0.05 | £14,831 | £296,625 | £311,456 | £435.11 |
| 8 | 2 | 72.5 | 780 | 15 | 0.05 | £16,013 | £320,250 | £336,263 | £430.89 |
| 9 | 1 | 44.7 | 481 | 15 | 0.05 | £11,550 | £231,000 | £242,550 | £504.10 |
| 10 | 1 | 44.4 | 478 | 15 | 0.05 | £11,550 | £231,000 | £242,550 | £507.51 |
| 11 | 1 | 44.4 | 478 | 15 | 0.05 | £11,550 | £231,000 | £242,550 | £507.51 |
| 12 | 1 | 41.7 | 449 | 15 | 0.05 | £10,763 | £215,250 | £226,013 | £503.53 |
| 13 | 2 | 65.7 | 707 | 15 | 0.05 | £14,700 | £294,000 | £308,700 | £436.51 |
| 1 | 2 | 75.2 | 809 | 16 | 0.05 | £16,275 | £325,500 | £341,775 | £422.23 |
| 2 | 2 | 63.9 | 688 | 16 | 0.05 | £14,700 | £294,000 | £308,700 | £448.81 |
| 3 | 2 | 61.5 | 662 | 16 | 0.05 | £14,438 | £288,750 | £303,188 | £458.00 |
| 4 | 2 | 64 | 689 | 16 | 0.05 | £14,700 | £294,000 | £308,700 | £448.11 |
| 5 | 2 | 62.3 | 671 | 16 | 0.05 | £14,438 | £288,750 | £303,188 | £452.12 |
| 6 | 2 | 64.7 | 696 | 16 | 0.05 | £14,700 | £294,000 | £308,700 | £443.26 |
| 7 | 2 | 66.5 | 716 | 16 | 0.05 | £14,831 | £296,625 | £311,456 | £435.11 |
| 8 | 2 | 72.5 | 780 | 16 | 0.05 | £16,013 | £320,250 | £336,263 | £430.89 |
| 9 | 1 | 44.7 | 481 | 16 | 0.05 | £11,550 | £231,000 | £242,550 | £504.10 |
| 10 | 1 | 44.4 | 478 | 16 | 0.05 | £11,550 | £231,000 | £242,550 | £507.51 |
| 11 | 1 | 44.4 | 478 | 16 | 0.05 | £11,550 | £231,000 | £242,550 | £507.51 |
| 12 | 1 | 41.7 | 449 | 16 | 0.05 | £10,763 | £215,250 | £226,013 | £503.53 |
| 13 | 2 | 65.7 | 707 | 16 | 0.05 | £14,700 | £294,000 | £308,700 | £436.51 |
| 1 | 2 | 75.2 | 809 | 17 | 0.06 | £19,530 | £325,500 | £345,030 | £426.25 |
| 2 | 2 | 63.9 | 688 | 17 | 0.06 | £17,640 | £294,000 | £311,640 | £453.08 |
| 3 | 2 | 61.5 | 662 | 17 | 0.06 | £17,325 | £288,750 | £306,075 | £462.36 |

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| 4 | 2 | 64 | 689 | 17 | 0.06 | £17,640 | £294,000 | £311,640 | £452.38 |
| 5 | 2 | 62.3 | 671 | 17 | 0.06 | £17,325 | £288,750 | £306,075 | £456.42 |
| 6 | 2 | 64.7 | 696 | 17 | 0.06 | £17,640 | £294,000 | £311,640 | £447.48 |
| 7 | 2 | 66.5 | 716 | 17 | 0.06 | £17,798 | £296,625 | £314,423 | £439.26 |
| 8 | 2 | 72.5 | 780 | 17 | 0.06 | £19,215 | £320,250 | £339,465 | £434.99 |
| 9 | 1 | 44.7 | 481 | 17 | 0.06 | £13,860 | £231,000 | £244,860 | £508.90 |
| 10 | 1 | 44.4 | 478 | 17 | 0.06 | £13,860 | £231,000 | £244,860 | £512.34 |
| 11 | 1 | 44.4 | 478 | 17 | 0.06 | £13,860 | £231,000 | £244,860 | £512.34 |
| 12 | 1 | 41.7 | 449 | 17 | 0.06 | £12,915 | £215,250 | £228,165 | £508.32 |
| 13 | 2 | 65.7 | 707 | 17 | 0.06 | £17,640 | £294,000 | £311,640 | £440.67 |
| 1 | 2 | 75.2 | 809 | 18 | 0.06 | £19,530 | £325,500 | £345,030 | £426.25 |
| 2 | 2 | 63.9 | 688 | 18 | 0.06 | £17,640 | £294,000 | £311,640 | £453.08 |
| 3 | 2 | 61.5 | 662 | 18 | 0.06 | £17,325 | £288,750 | £306,075 | £462.36 |
| 4 | 2 | 64 | 689 | 18 | 0.06 | £17,640 | £294,000 | £311,640 | £452.38 |
| 5 | 2 | 62.3 | 671 | 18 | 0.06 | £17,325 | £288,750 | £306,075 | £456.42 |
| 6 | 2 | 64.7 | 696 | 18 | 0.06 | £17,640 | £294,000 | £311,640 | £447.48 |
| 7 | 2 | 66.5 | 716 | 18 | 0.06 | £17,798 | £296,625 | £314,423 | £439.26 |
| 8 | 2 | 72.5 | 780 | 18 | 0.06 | £19,215 | £320,250 | £339,465 | £434.99 |
| 9 | 1 | 44.7 | 481 | 18 | 0.06 | £13,860 | £231,000 | £244,860 | £508.90 |
| 10 | 1 | 44.4 | 478 | 18 | 0.06 | £13,860 | £231,000 | £244,860 | £512.34 |
| 11 | 1 | 44.4 | 478 | 18 | 0.06 | £13,860 | £231,000 | £244,860 | £512.34 |
| 12 | 1 | 41.7 | 449 | 18 | 0.06 | £12,915 | £215,250 | £228,165 | £508.32 |
| 13 | 2 | 65.7 | 707 | 18 | 0.06 | £17,640 | £294,000 | £311,640 | £440.67 |
| 1 | 2 | 75.2 | 809 | 19 | 0.07 | £22,785 | £325,500 | £348,285 | £430.27 |
| 2 | 2 | 63.9 | 688 | 19 | 0.07 | £20,580 | £294,000 | £314,580 | £457.36 |
| 3 | 2 | 61.5 | 662 | 19 | 0.07 | £20,213 | £288,750 | £308,963 | £466.72 |
| 4 | 2 | 64 | 689 | 19 | 0.07 | £20,580 | £294,000 | £314,580 | £456.64 |
| 5 | 2 | 62.3 | 671 | 19 | 0.07 | £20,213 | £288,750 | £308,963 | £460.73 |
| 6 | 2 | 64.7 | 696 | 19 | 0.07 | £20,580 | £294,000 | £314,580 | £451.70 |
| 7 | 2 | 66.5 | 716 | 19 | 0.07 | £20,764 | £296,625 | £317,389 | £443.40 |
| 8 | 2 | 72.5 | 780 | 19 | 0.07 | £22,418 | £320,250 | £342,668 | £439.10 |
| 9 | 1 | 44.7 | 481 | 19 | 0.07 | £16,170 | £231,000 | £247,170 | £513.71 |
| 10 | 1 | 44.4 | 478 | 19 | 0.07 | £16,170 | £231,000 | £247,170 | £517.18 |
| 11 | 1 | 44.4 | 478 | 19 | 0.07 | £16,170 | £231,000 | £247,170 | £517.18 |
| 12 | 1 | 41.7 | 449 | 19 | 0.07 | £15,068 | £215,250 | £230,318 | £513.12 |
| 13 | 2 | 65.7 | 707 | 19 | 0.07 | £20,580 | £294,000 | £314,580 | £444.83 |
| 1 | 2 | 75.2 | 809 | 20 | 0.07 | £22,785 | £325,500 | £348,285 | £430.27 |
| 2 | 2 | 63.9 | 688 | 20 | 0.07 | £20,580 | £294,000 | £314,580 | £457.36 |
| 3 | 2 | 61.5 | 662 | 20 | 0.07 | £20,213 | £288,750 | £308,963 | £466.72 |
| 4 | 2 | 64 | 689 | 20 | 0.07 | £20,580 | £294,000 | £314,580 | £456.64 |
| 5 | 2 | 62.3 | 671 | 20 | 0.07 | £20,213 | £288,750 | £308,963 | £460.73 |
| 6 | 2 | 64.7 | 696 | 20 | 0.07 | £20,580 | £294,000 | £314,580 | £451.70 |
| 7 | 2 | 66.5 | 716 | 20 | 0.07 | £20,764 | £296,625 | £317,389 | £443.40 |
| 8 | 2 | 72.5 | 780 | 20 | 0.07 | £22,418 | £320,250 | £342,668 | £439.10 |
| 9 | 1 | 44.7 | 481 | 20 | 0.07 | £16,170 | £231,000 | £247,170 | £513.71 |
| 10 | 1 | 44.4 | 478 | 20 | 0.07 | £16,170 | £231,000 | £247,170 | £517.18 |
| 11 | 1 | 44.4 | 478 | 20 | 0.07 | £16,170 | £231,000 | £247,170 | £517.18 |
| 12 | 1 | 41.7 | 449 | 20 | 0.07 | £15,068 | £215,250 | £230,318 | £513.12 |
| 13 | 2 | 65.7 | 707 | 20 | 0.07 | £20,580 | £294,000 | £314,580 | £444.83 |
| 1 | 2 | 73 | 786 | 21 | 0.08 | £25,620 | £320,250 | £345,870 | £440.17 |
| 2 | 1 | 42.1 | 453 | 21 | 0.08 | £17,640 | £220,500 | £238,140 | £525.50 |
| 3 | 2 | 61.1 | 658 | 21 | 0.08 | £22,680 | £283,500 | £306,180 | £465.55 |
| 4 | 2 | 64 | 689 | 21 | 0.08 | £23,520 | £294,000 | £317,520 | £460.91 |
| 5 | 2 | 62.3 | 671 | 21 | 0.08 | £23,100 | £288,750 | £311,850 | £465.03 |
| 6 | 2 | 65 | 700 | 21 | 0.08 | £23,520 | £294,000 | £317,520 | £453.82 |
| 7 | 2 | 66.5 | 716 | 21 | 0.08 | 23730 | £296,625 | £320,355 | £447.54 |
| 8 | 2 | 72.3 | 778 | 21 | 0.08 | 25620 | £320,250 | £345,870 | £444.43 |
| 9 | 1 | 43.8 | 471 | 21 | 0.08 | 18060 | £225,750 | £243,810 | £517.13 |
| 10 | 1 | 39.6 | 426 | 21 | 0.08 | 16800 | £210,000 | £226,800 | £532.08 |
| 11 | 1 | 47.5 | 511 | 21 | 0.08 | 19320 | £241,500 | £260,820 | £510.12 |
| 12 | 1 | 55.4 | 596 | 21 | 0.08 | 21000 | £262,500 | £283,500 | £475.41 |
| 1 | 2 | 73 | 786 | 22 | 0.08 | 25620 | £320,250 | £345,870 | £440.17 |
| 2 | 1 | 42.1 | 453 | 22 | 0.08 | 17640 | £220,500 | £238,140 | £525.50 |
| 3 | 2 | 61.1 | 658 | 22 | 0.08 | 22680 | £283,500 | £306,180 | £465.55 |
| 4 | 2 | 64 | 689 | 22 | 0.08 | 23520 | £294,000 | £317,520 | £460.91 |
| 5 | 2 | 62.3 | 671 | 22 | 0.08 | £23,100 | £288,750 | £311,850 | £465.03 |
| 6 | 2 | 65 | 700 | 22 | 0.08 | £23,520 | £294,000 | £317,520 | £453.82 |
| 7 | 2 | 66.5 | 716 | 22 | 0.08 | £23,730 | £296,625 | £320,355 | £447.54 |
| 8 | 2 | 72.3 | 778 | 22 | 0.08 | £25,620 | £320,250 | £345,870 | £444.43 |
| 9 | 1 | 43.8 | 471 | 22 | 0.08 | £18,060 | £225,750 | £243,810 | £517.13 |
| 10 | 1 | 39.6 | 426 | 22 | 0.08 | £16,800 | £210,000 | £226,800 | £532.08 |
| 11 | 1 | 47.5 | 511 | 22 | 0.08 | £19,320 | £241,500 | £260,820 | £510.12 |
| 12 | 1 | 55.4 | 596 | 22 | 0.08 | £21,000 | £262,500 | £283,500 | £475.41 |
| 1 | 3 | 105.1 | 1131 | 23 | 0.09 | £40,050 | £445,000 | £485,050 | £428.76 |
| 2 | 3 | 112.8 | 1214 | 23 | 0.09 | £40,500 | £450,000 | £490,500 | £403.98 |
| 3 | 3 | 111.2 | 1197 | 23 | 0.09 | 38700 | £430,000 | £468,700 | £391.58 |
| 4 | 3 | 106.4 | 1145 | 23 | 0.09 | 38250 | £425,000 | £463,250 | £404.48 |
| PH | 4 | 310.5 | 3342 | 24 | 0.09 | 99000 | £1,100,000 | £1,199,000 | £358.74 |
| **237** | | | **155812** | | | **TOTAL GDV:** | **£67,031,250** | **£69,827,280** | |
| | | | | | | **£ per sq. ft.:** | **£430.21** | **£448.15** | |

# Appendix 2 – Cost Amends

**Cornbrook**

**Cost Change Schedule Tracker**

| Ref | Item | Cost - Add/Omit | Date to confirm by | Notes |
|---|---|---|---|---|
| 1 | Stage 2 Cost Plan Figure | £ 59,193,276.00 | | the £747,456 of VE as per VE summary must be achieved to hit this number, any of the VE items not acheived would be added back to the cost plan and increase the figure |
| 2 | Potential of not achieving the VE Item relating to 50% reduction on Heat Recovery Units | £ - | Seems to be ok | design team needs to explore this further ASAP and confirm if this can or cannot be achieved - email from Craig Cleary 26th June 2024 confiriming comfortable to go to 50/50 split - SEEMS TO BE STILL OK TO ACHIEVE - REMOVE COST BUT LEAVE ITEM HERE FOR DISCUSSIONS |
| 3 | Core Alterations + 1nr residential floor & reduction of buidling height | £ 2,398,050.80 | | see separate tab for inclusions / exclusions - possible additional prelims costs to be added |
| 4 | Additional Prelims for addition of 1nr floor | £ 205,000.00 | | Allowed 5nr additional weeks - TBC upon revised programme production |
| 5 | Saving on façade to reduce floor to floor from 2.925m to 2.85m on residential floors only | -£ 145,777.50 | | 75mm x 19nr floors = 1.425m x 150m perimeter = 213.75m2 x £682 blended façade rate from cost plan |
| 6 | 75mm reduction to core walls and columns | -£ 52,965.23 | | see separate tab for breakdown |
| 7 | M&E costs associated with reduction to 2.85m floor to floor | £ 61,000.00 | | as per Matic guidance 11.11.24 |
| 8 | Bulkheads to apartments to accommodate 2.85m floor to floor | £ 62,212.50 | | say average 5m per residential apartment x 237nr = 1,185m x £52.50m |
| 9 | Screen Room / Media Room Fitout | £ 50,000.00 | | Prov Sum - need details for pricing - Lyndon confirmed this is not a Cinema Room, it's a Screen Media Room |
| 10 | Fire Rated Screens on GF | £ 15,000.00 | | needs review - more fire rated glass screens than on the plans cost plan was based on. Allowance made for now to review and ammend accordingly once we know exact size / dimensions |
| 11 | Concrete Accoustic Floor to Gym | £ 34,650.00 | | £450m2 x 77m2, note from Cost Review update 29/10/24 was to the Gym area only and not to Cinema Room |
| 12 | Transfer Beams - Levels 21-23 | £ 40,338.13 | | as per Renaissance mark ups |
| 13 | Concrete Slab Thickness - reduce from 215mm to 200mm | -£ 64,326.78 | | 22,810m2 soffit area X 15mm = 342m3 concrete X £188.0£ |
| 14 | Concrete Rate - rate for the concrete mix to increase from C28/35 to C30/37 to accommodate 200mm slabs | £ 17,269.00 | | this is to the slabs only |
| 15 | Piling - updated pile design / layout from Renaissance | TBC | ASAP | upon receipt from Renaissance we can engage with Piling Contractor to begin firming up costs / designs |
| 16 | Cover System to Soft Landscape Areas | £ 3,000.00 | | as per email from Brownfield 30/10/24 - cover system needed to soft landscape areas - allowed anti dig barrier to all soft areas and allowed additional 150mm to non rain garden soft areas to bring up to total 600mm |
| 17 | Guest Room Management System | TBC | ASAP | Artal / Client to confirm cost of the System to allow Matic to advise on cost additions to their package |
| 18 | Fire Curtains to Café / Coffee Shop | | N/A | Fire Curtains to be designed out so no cost, however revised layout will need reviewing to see if there is any other impact eg partitions with double doors in lieu of fire curtains |
| 19 | All corridor doors to Aparthotel floors to be access controlled | £ 18,000.00 | | 4nr additonal corridor doors to be access controlled per floor =12nr total |
| 20 | Access control to electronic barrier gate to car park | Included | | No cost addition needed |
| 21 | Destination Control on lifts | TBC | 11.02.25 | Request E.O cost from Lift Contractors as part of revised costing |
| 22 | Incoming Electrical Supply - additional residential floor could impact incoming electrical supply cost | TBC | ASAP | Futureserve to confirm if the additional floor keeps the incoming supply inline with the POC application |
| 23 | Mezzanine Floor to Floor increase from 2.85m to 3.15m - Façade cost increase | £ 33,349.80 | | 163m x 300mm = 48.9m2 x £682 - check if this should be calc'd from 2.925m not 2.85m, if so addition would reduce. |
| 24 | Mezzanine Floor to Floor increase from 2.85m to 3.15m - Core Wall and Column cost increase | £ 11,756.07 | | |
| 25 | Access / Cleaning / Maintenance Strategy | £ 37,961.00 | | £35K Prov Sum was allowed in the Cost Plan. Cost based on current designed access strategy £72,961. A revised strategy is being priced to see if we can reduce this additional cost and still provide suitable façade access. |
| 26 | Reinforcement of Parapet Cappings based on Access Strategy | TBC | ASAP | discussiions needed with Design Team to confirm requirements based on Access Strategy |
| 27 | Lifts - revised lift traffic analysis is likely to increase lift speeds and possibly sizes, BS9991 requirements also need to be considered | £ 105,000.00 | | Not yet received Kone Quote back, should be imminent, will review when received. Quotes will be inline with the revised LECS Spec and allow relevant BS9991 requirements |
| 28 | Low level electrically wired mounted way guidance system in all staircases as per BS9991 update | TBC | ASAP | as per BS9991 update - needs a review with Matic / DFC to advise on cost implication |
| 29 | Return Walls on Main Roof to each Saw Tooth Location | TBC | ASAP | DW to get some guidance from Renaissance on wall thickness / rebar density and if any other strucural implication of adding these walls - cost can then be calculated |
| 30 | Gym Floor Spec to comply with Accoustic Requirements - based on no free weights being availble in the gym - 30mm Pliteq & 25mm Pliteq Build Up | £ 13,561.00 | | As per revised gym floor spec to meet accoustic requirements. If the Pliteq can be the final floor finish then this additional cost can be reduced accordingly (See item 31 below) |
| 31 | Omit Cost allowed for floor finish to the Gym based on the fact the Pliteq build up (item 30 above) will act as the final floor finish | -£ 5,695.00 | | |
| 32 | Wall Tiling in Hotel Bathrooms - Lyndon advise all walls in hotel bathrooms to be fully tiled and not 8m2 maximum as allowed in cost plan | £ 35,640.00 | | This will need a detailed measure to calculate, however if we worked to fully tiled walls in hotel rooms being circa 16m2 per bathroom this would be 81nr x 16m2 = 1,296m2 x £55m2 = £71,280 total, 8m2 per bathroom already covered in costs so £35,640 addition |
| 33 | Apartment Store Doors to be FD30s rated - this is noted in the BS9991 General Section 8.1 | £ 86,775.00 | | 267nr store doors (Singles) x £325 uplift |
| 34 | Store-room Partitions in Apartments must be fire rated construction - this is noted in BS9991 General Section 8.1 | £ 88,110.00 | | 3m per cupboard x 267nr x £110m upift |
| 35 | Fire Stopping Increase to Apartment Stores - this is noted in B29991 General Section 8.1 | TBC | ASAP | need some guidance from subcontractors to advise on uplift |
| 36 | 10% Margin addition on all add / omit items from Item 4 down | £ 64,985.80 | | Margin on Item 3 additional floor included in the cost |
| | | **£ 62,306,170.59** | | |

# Appendix 3 – Private Sales Scheme

# Dinton Street, Cornbrook

Development Appraisal
Savills
29 April 2025

# APPRAISAL SUMMARY SAVILLS

## Dinton Street, Cornbrook

**Appraisal Summary for Phase 1**

**Currency in £**

**REVENUE**

| **Sales Valuation** | **Units** | **ft²** | **Sales Rate ft²** | **Unit Price** | **Gross Sales** |
|---|---|---|---|---|---|
| Residential apartments | 237 | 155,812 | 448.15 | 294,630 | 69,827,280 |
| Aparthotel | 88 | 27,095 | 389.74 | 120,000 | 10,560,000 |
| **Totals** | **325** | **182,907** | | | **80,387,280** |

| **Rental Area Summary** | **Units** | **ft²** | **Rent Rate ft²** | **Initial MRV/Unit** | **Net Rent at Sale** | **Initial MRV** |
|---|---|---|---|---|---|---|
| Commercial Unit 1 | 1 | 850 | 25.00 | 21,250 | 21,250 | 21,250 |
| Commercial Unit 2 | 1 | 878 | 25.00 | 21,950 | 21,950 | 21,950 |
| **Totals** | **2** | **1,728** | | | **43,200** | **43,200** |

**Investment Valuation**

| | | | | | |
|---|---|---|---|---|---|
| **Commercial Unit 1** | | | | | |
| Current Rent | 21,250 | YP @ | 8.0000% | 12.5000 | 265,625 |
| **Commercial Unit 2** | | | | | |
| Current Rent | 21,950 | YP @ | 8.0000% | 12.5000 | 274,375 |
| **Total Investment Valuation** | | | | | **540,000** |

| | | | | |
|---|---|---|---|---|
| **GROSS DEVELOPMENT VALUE** | | | | **80,927,280** |
| Purchaser's Costs | | | (31,320) | |
| Effective Purchaser's Costs Rate | | 5.80% | | |
| | | | | (31,320) |
| **NET DEVELOPMENT VALUE** | | | | **80,895,960** |
| **NET REALISATION** | | | | **80,895,960** |
| **OUTLAY** | | | | |
| **ACQUISITION COSTS** | | | | |
| Fixed Price | | 660,000 | | |
| Fixed Price | | | 660,000 | |
| | | | | 660,000 |
| Stamp Duty | | | 22,500 | |
| Effective Stamp Duty Rate | | 3.41% | | |
| Agent Fee | | 1.00% | 6,600 | |
| Legal Fee | | 0.50% | 3,300 | |
| | | | | 32,400 |

| **CONSTRUCTION COSTS** | | | | |
|---|---|---|---|---|
| **Construction** | **ft²** | **Build Rate ft²** | **Cost** | |
| Residential apartments | 250,948 | 248.28 | 62,306,171 | |
| Contingency | | 5.00% | 3,115,309 | |
| | | | | 65,421,480 |
| **Other Construction Costs** | | | | |
| Abnormal Costs | | | 1,914,803 | |
| Externals | | | 1,460,175 | |
| Construction Warranty | 237 un | 2,000.00 /un | 474,000 | |
| | | | | 3,848,978 |
| **PROFESSIONAL FEES** | | | | |
| Professional Fees | | 6.00% | 3,853,258 | |
| | | | | 3,853,258 |
| **MARKETING & LETTING** | | | | |
| Marketing | | 3.50% | 2,443,955 | |

# APPRAISAL SUMMARY SAVILLS

## Dinton Street, Cornbrook

| | | | |
|---|---|---|---|
| Letting Agent Fee | 10.00% | 4,320 | |
| Letting Legal Fee | 5.00% | 2,160 | |
| | | | 2,450,435 |
| **TOTAL COSTS BEFORE FINANCE** | | | **76,266,551** |
| **FINANCE** | | | |
| Debit Rate 7.5000%, Credit Rate 0.0000% (Nominal) | | | |
| Land | | 141,409 | |
| Construction | | 6,581,653 | |
| Other | | 639,452 | |
| Total Finance Cost | | | 7,362,514 |
| **TOTAL COSTS** | | | **83,629,065** |
| **PROFIT** | | | |
| | | | **(2,733,105)** |
| **Performance Measures** | | | |
| Profit on Cost% | -3.27% | | |
| Profit on GDV% | -3.38% | | |
| Profit on NDV% | -3.38% | | |
| Development Yield% (on Rent) | 0.05% | | |
| Equivalent Yield% (Nominal) | 8.00% | | |
| Equivalent Yield% (True) | 8.42% | | |
| IRR% (without Interest) | 4.65% | | |
| Rent Cover | -63 yrs -3 mths | | |
| Profit Erosion (finance rate 7.500) | N/A | | |

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