

**Surplus (Deficit) from Input land valuation at 1/7/2024****-£158**

## HCA Development Appraisal Tool

### INPUT SHEET 1 - SITE DETAILS

#### Basic Site Details

#### FULL VIABILITY ASSESSMENT

|                                           |                                                                     |
|-------------------------------------------|---------------------------------------------------------------------|
| Site Address                              | Land Adjacent at 28 Coutts Avenue, Shorne, Gravesend, Kent DA12 3HJ |
| OS X coordinate                           |                                                                     |
| OS Y coordinate                           |                                                                     |
| Site Reference                            | Appendix 9                                                          |
| File Source                               | Works + 5.9% Sales +4%                                              |
| Scheme Description                        | Demo of existing garage & erection of 4 no. semi-detached dwellings |
| Date of appraisal                         | 01/07/2024                                                          |
| Gross Site Area (hectares)                | 0.13                                                                |
| Net Residential Site Area (hectares)      | 0.13                                                                |
| Author & Organisation                     | Mark Smith - affordable housing 106                                 |
| Local Planning Authority                  | Gravesham                                                           |
| Land Purchase Price                       | 85,000                                                              |
| Land Purchase date                        | 01/07/2024                                                          |
| Most recent valuation of the site £       | 85,000                                                              |
| Basis of valuation                        | Residual                                                            |
| Date of valuation                         | 01/03/2024                                                          |
| Any note on valuation                     |                                                                     |
| Developer of sale units                   |                                                                     |
| Developer of affordable units             |                                                                     |
| Manager of affordable units               |                                                                     |
| HCA Investment Partner (where applicable) |                                                                     |
| Note on applicant (eg sub partner status) |                                                                     |

**-£158**

**Warning:No affordable unit numbers entered**

*Total Units input/transferred* 4

## SUMMARY SHEET 1 - RESIDENTIAL MIX ASSUMPTIONS

### 3 Affordable Tenures, 5 OM Phases & 2 Private rent

There is an option to input your full list of property types ('GLA toolkit style') and have the tool summarise and populate (sheet Input 0 -Setup) the unit numbers, sizes, values and rent. See the setup sheet, (note if persons and habitable room data required then must be entered here).

## Social Rented

[illegible]

### Shared Ownership phase 1

[illegible]

## Shared Ownership phase 2

[illegible]

### Affordable Rent phase 1

[illegible]

|  |
|--|
|  |
|--|

|                             |               |
|-----------------------------|---------------|
| <b>Open Market Phase 1:</b> | Build phase 1 |
|-----------------------------|---------------|

|                             |               |
|-----------------------------|---------------|
| <b>Open Market Phase 2:</b> | Build phase 2 |
|-----------------------------|---------------|

|                             |               |
|-----------------------------|---------------|
| <b>Open Market Phase 3:</b> | Build phase 3 |
|-----------------------------|---------------|

|                             |               |
|-----------------------------|---------------|
| <b>Open Market Phase 4:</b> | Build phase 4 |
|-----------------------------|---------------|

[illegible]

for Parking spaces  
see *Input 5 Res Costs* cell C73

RESIDENTIAL VALUE ASSUMPTIONS

Valuation Basis

Full term yield based on current rents

Social Rented

Percentage of target rent that the RP will charge tenants

100%

Default should be 100%

| Type of Unit           | Rent per Unit per Week (£) | Computed Target Rent per Unit per Week (£) | Gross £ rent per annum pu | Memo - Number of units |
|------------------------|----------------------------|--------------------------------------------|---------------------------|------------------------|
| 1 Bed Flat Low rise    |                            |                                            |                           |                        |
| 2 Bed Flat Low rise    |                            |                                            |                           |                        |
| 3 Bed Flat Low rise    |                            |                                            |                           |                        |
| 4 Bed + Flat Low rise  |                            |                                            |                           |                        |
| 1 Bed Flat High rise   |                            |                                            |                           |                        |
| 2 Bed Flat High rise   |                            |                                            |                           |                        |
| 3 Bed Flat High rise   |                            |                                            |                           |                        |
| 4 Bed + Flat High rise |                            |                                            |                           |                        |
| 2 Bed House            |                            |                                            |                           |                        |
| 3 Bed House            |                            |                                            |                           |                        |
| 4 Bed House            |                            |                                            |                           |                        |
| 5 Bed House            |                            |                                            |                           |                        |
| 6 Bed+ House           |                            |                                            |                           |                        |

Management Costs (% of rent)

per annum

Void / bad debts (% of rent)

per annum

Repairs Fund (% of rent)

per annum

Total Annual Cost0%

Rent Yield Capitalisation (%)

per annum

Yield is conventionally based on the current rental value: prevailing rates takes acc

Shared Ownership phase 1

This computation takes the rent, deducts costs, and capitalises the net income stream. An estimated adjustme

| Type of Unit           | 100% Share valuation | Total Capital Value (£ psm, NIA) | Total Net Rent after costs (£ per Unit) | Capital value of net rental stream (£ per Unit) on Full term yield based on current rents basis |
|------------------------|----------------------|----------------------------------|-----------------------------------------|-------------------------------------------------------------------------------------------------|
| 1 Bed Flat Low rise    |                      |                                  |                                         |                                                                                                 |
| 2 Bed Flat Low rise    |                      |                                  |                                         |                                                                                                 |
| 3 Bed Flat Low rise    |                      |                                  |                                         |                                                                                                 |
| 4 Bed + Flat Low rise  |                      |                                  |                                         |                                                                                                 |
| 1 Bed Flat High rise   |                      |                                  |                                         |                                                                                                 |
| 2 Bed Flat High rise   |                      |                                  |                                         |                                                                                                 |
| 3 Bed Flat High rise   |                      |                                  |                                         |                                                                                                 |
| 4 Bed + Flat High rise |                      |                                  |                                         |                                                                                                 |
| 2 Bed House            |                      |                                  |                                         |                                                                                                 |
| 3 Bed House            |                      |                                  |                                         |                                                                                                 |
| 4 Bed House            |                      |                                  |                                         |                                                                                                 |
| 5 Bed House            |                      |                                  |                                         |                                                                                                 |
| 6 Bed+ House           |                      |                                  |                                         |                                                                                                 |

Owner Occupier share (%)

Unsold Equity Rent pa (%)

per annum

Management Costs (% of rent)

per annum

Void / bad debts (% of rent)

per annum

Total Annual Cost0%

Rent Yield Capitalisation (%)

per annum

Est. staircasing % of full value (if any)

0%Forecast total % sold

Average year of staircase

|                                              |    |                                                                                             |                                                    |                                 |
|----------------------------------------------|----|---------------------------------------------------------------------------------------------|----------------------------------------------------|---------------------------------|
|                                              |    |                                                                                             | implied real value growth (above rate of interest) |                                 |
| Estimated long term house inflation %        |    | -10.0%                                                                                      |                                                    | house price inflation is set to |
| Staircasing equivalent to initial tranche of | 0% | This inflates the present value of staircasing by the amount of 'real' houseprice inflation |                                                    |                                 |
| Initial tranche plus staircasing estimate    | 0% | Adding future estimated capital staircasing gain (if any) to initial tranche                |                                                    |                                 |

Shared Ownership phase 2

This computation takes the rent, deducts costs, and capitalises the net income stream. An estimated adjustment

| Type of Unit                  | 100% Share valuation | Total Capital Value (£ psm, NIA) | Total Net Rent after costs (£ per Unit) | Capital value of net rental stream (£ per Unit) on Full term yield based on current rents basis |
|-------------------------------|----------------------|----------------------------------|-----------------------------------------|-------------------------------------------------------------------------------------------------|
| 1 Bed Flat Low rise           |                      |                                  |                                         |                                                                                                 |
| 2 Bed Flat Low rise           |                      |                                  |                                         |                                                                                                 |
| 3 Bed Flat Low rise           |                      |                                  |                                         |                                                                                                 |
| 4 Bed + Flat Low rise         |                      |                                  |                                         |                                                                                                 |
| 1 Bed Flat High rise          |                      |                                  |                                         |                                                                                                 |
| 2 Bed Flat High rise          |                      |                                  |                                         |                                                                                                 |
| 3 Bed Flat High rise          |                      |                                  |                                         |                                                                                                 |
| 4 Bed + Flat High rise        |                      |                                  |                                         |                                                                                                 |
| 2 Bed House                   |                      |                                  |                                         |                                                                                                 |
| 3 Bed House                   |                      |                                  |                                         |                                                                                                 |
| 4 Bed House                   |                      |                                  |                                         |                                                                                                 |
| 5 Bed House                   |                      |                                  |                                         |                                                                                                 |
| 6 Bed+ House                  |                      |                                  |                                         |                                                                                                 |
| Owner Occupier share (%)      |                      |                                  |                                         |                                                                                                 |
| Unsold Equity Rent pa (%)     |                      | per annum                        |                                         |                                                                                                 |
| Management Costs (% of rent)  |                      | per annum                        |                                         |                                                                                                 |
| Voids / bad debts (% of rent) |                      | per annum                        | Total Annual Cost                       | 0%                                                                                              |
| Rent Yield Capitalisation (%) |                      | per annum                        |                                         |                                                                                                 |

|                                              |    |                                                                                             |                                                    |
|----------------------------------------------|----|---------------------------------------------------------------------------------------------|----------------------------------------------------|
| Est. staircasing % of full value (           | 0% | 0%                                                                                          | Forecast total % sold                              |
| Average year of staircase                    | 0  |                                                                                             |                                                    |
| Estimated long term house inflation %        | 0% | -10.0%                                                                                      | implied real value growth (above rate of interest) |
| Staircasing equivalent to initial tranche of | 0% | This inflates the present value of staircasing by the amount of 'real' houseprice inflation |                                                    |
| Initial tranche plus staircasing estimate    | 0% | Adding future estimated capital staircasing gain (if any) to initial tranche                |                                                    |

Affordable Rent phase 1

| Percentage of market rent | 80.0%                                  |                                       |                                |                        |
|---------------------------|----------------------------------------|---------------------------------------|--------------------------------|------------------------|
| Type of Unit              | 100% MARKET Rent per Unit per Week (£) | Chargeable Rent per Unit per Week (£) | Total Annual Rent (£ per Unit) | Memo - Number of units |
| 1 Bed Flat Low rise       |                                        |                                       |                                |                        |
| 2 Bed Flat Low rise       |                                        |                                       |                                |                        |
| 3 Bed Flat Low rise       |                                        |                                       |                                |                        |
| 4 Bed + Flat Low rise     |                                        |                                       |                                |                        |
| 1 Bed Flat High rise      |                                        |                                       |                                |                        |
| 2 Bed Flat High rise      |                                        |                                       |                                |                        |
| 3 Bed Flat High rise      |                                        |                                       |                                |                        |
| 4 Bed + Flat High rise    |                                        |                                       |                                |                        |
| 2 Bed House               |                                        |                                       |                                |                        |
| 3 Bed House               |                                        |                                       |                                |                        |
| 4 Bed House               |                                        |                                       |                                |                        |
| 5 Bed House               |                                        |                                       |                                |                        |

|                                                                                                            |                                       |                                       |                                |                        |
|------------------------------------------------------------------------------------------------------------|---------------------------------------|---------------------------------------|--------------------------------|------------------------|
| 6 Bed+ House                                                                                               |                                       |                                       |                                |                        |
| Notice that where affordable rents are higher than Social rentas then the cost percentages should be lower |                                       |                                       |                                |                        |
| Man. Costs (% of AFFORDABLE rent)                                                                          | <input type="text"/> per annum        |                                       |                                |                        |
|                                                                                                            |                                       |                                       |                                |                        |
| Voids / bad debts (% of AR)                                                                                | <input type="text"/> per annum        |                                       |                                |                        |
|                                                                                                            |                                       |                                       |                                |                        |
| Repairs Fund (% of AR)                                                                                     | <input type="text"/> per annum        |                                       |                                |                        |
| Total Annual Cost 0%                                                                                       |                                       |                                       |                                |                        |
|                                                                                                            |                                       |                                       |                                |                        |
| Rent Yield Capitalisation (%)                                                                              | <input type="text"/>                  |                                       |                                |                        |
|                                                                                                            |                                       |                                       |                                |                        |
| Affordable Rent phase 2                                                                                    |                                       |                                       |                                |                        |
| Percentage of market rent                                                                                  | 80.0%                                 |                                       |                                |                        |
|                                                                                                            |                                       |                                       |                                |                        |
| Type of Unit                                                                                               | Chargeable Rent per Unit per Week (£) | Chargeable Rent per Unit per Week (£) | Total Annual Rent (£ per Unit) | Memo - Number of units |
| 1 Bed Flat Low rise                                                                                        |                                       |                                       |                                |                        |
| 2 Bed Flat Low rise                                                                                        |                                       |                                       |                                |                        |
| 3 Bed Flat Low rise                                                                                        |                                       |                                       |                                |                        |
| 4 Bed + Flat Low rise                                                                                      |                                       |                                       |                                |                        |
| 1 Bed Flat High rise                                                                                       |                                       |                                       |                                |                        |
| 2 Bed Flat High rise                                                                                       |                                       |                                       |                                |                        |
| 3 Bed Flat High rise                                                                                       |                                       |                                       |                                |                        |
| 4 Bed + Flat High rise                                                                                     |                                       |                                       |                                |                        |
| 2 Bed House                                                                                                |                                       |                                       |                                |                        |
| 3 Bed House                                                                                                |                                       |                                       |                                |                        |
| 4 Bed House                                                                                                |                                       |                                       |                                |                        |
| 5 Bed House                                                                                                |                                       |                                       |                                |                        |
| 6 Bed+ House                                                                                               |                                       |                                       |                                |                        |
| Notice that where affordable rents are higher than Social rentas then the cost percentages should be lower |                                       |                                       |                                |                        |
| Man. Costs (% of AFFORDABLE rent)                                                                          | <input type="text"/> per annum        |                                       |                                |                        |
|                                                                                                            |                                       |                                       |                                |                        |
| Voids / bad debts (% of AR)                                                                                | <input type="text"/> per annum        |                                       |                                |                        |
|                                                                                                            |                                       |                                       |                                |                        |
| Repairs Fund (% of AR)                                                                                     | <input type="text"/> per annum        |                                       |                                |                        |
| Total Annual Cost 0%                                                                                       |                                       |                                       |                                |                        |
|                                                                                                            |                                       |                                       |                                |                        |
| Rent Yield Capitalisation (%)                                                                              | <input type="text"/>                  |                                       |                                |                        |
|                                                                                                            |                                       |                                       |                                |                        |
| Open Market Values                                                                                         |                                       |                                       |                                |                        |
| Open Market Phase 1:                                                                                       | Build phase 1                         |                                       |                                |                        |
| Type of Unit                                                                                               | Sales Value per unit £                | Unit size                             | Capital (Sales) Value (£ psm)  | No of units            |
| 1 Bed Flat Low rise                                                                                        |                                       |                                       |                                |                        |
| 2 Bed Flat Low rise                                                                                        |                                       |                                       |                                |                        |
| 3 Bed Flat Low rise                                                                                        |                                       |                                       |                                |                        |
| 4 Bed + Flat Low rise                                                                                      |                                       |                                       |                                |                        |
| 1 Bed Flat High rise                                                                                       |                                       |                                       |                                |                        |
| 2 Bed Flat High rise                                                                                       |                                       |                                       |                                |                        |
| 3 Bed Flat High rise                                                                                       |                                       |                                       |                                |                        |
| 4 Bed + Flat High rise                                                                                     |                                       |                                       |                                |                        |
| 2 Bed House                                                                                                | 374,400                               | 65.9                                  | 5,681                          | 4                      |
| 3 Bed House                                                                                                |                                       |                                       |                                |                        |
| 4 Bed House                                                                                                |                                       |                                       |                                |                        |
| 5 Bed House                                                                                                |                                       |                                       |                                |                        |
| 6 Bed+ House                                                                                               |                                       |                                       |                                |                        |
|                                                                                                            |                                       |                                       | 5,681.3                        | 4                      |
| Open Market Phase 2:                                                                                       |                                       | Build phase 2                         |                                |                        |
| Type of Unit                                                                                               | Sales Value per unit £                |                                       |                                |                        |
| 1 Bed Flat Low rise                                                                                        |                                       |                                       |                                |                        |
| 2 Bed Flat Low rise                                                                                        |                                       |                                       |                                |                        |
| 3 Bed Flat Low rise                                                                                        |                                       |                                       |                                |                        |
| 4 Bed + Flat Low rise                                                                                      |                                       |                                       |                                |                        |
| 1 Bed Flat High rise                                                                                       |                                       |                                       |                                |                        |

2 Bed Flat High rise  
3 Bed Flat High rise  
4 Bed + Flat High rise  
2 Bed House  
3 Bed House  
4 Bed House  
5 Bed House  
6 Bed+ House

Open Market Phase 3:Build phase 3

| Type of Unit           | Sales Value per unit £ |
|------------------------|------------------------|
| 1 Bed Flat Low rise    |                        |
| 2 Bed Flat Low rise    |                        |
| 3 Bed Flat Low rise    |                        |
| 4 Bed + Flat Low rise  |                        |
| 1 Bed Flat High rise   |                        |
| 2 Bed Flat High rise   |                        |
| 3 Bed Flat High rise   |                        |
| 4 Bed + Flat High rise |                        |
| 2 Bed House            |                        |
| 3 Bed House            |                        |
| 4 Bed House            |                        |
| 5 Bed House            |                        |
| 6 Bed+ House           |                        |

Open Market Phase 4:Build phase 4

| Type of Unit           | Sales Value per unit £ |
|------------------------|------------------------|
| 1 Bed Flat Low rise    |                        |
| 2 Bed Flat Low rise    |                        |
| 3 Bed Flat Low rise    |                        |
| 4 Bed + Flat Low rise  |                        |
| 1 Bed Flat High rise   |                        |
| 2 Bed Flat High rise   |                        |
| 3 Bed Flat High rise   |                        |
| 4 Bed + Flat High rise |                        |
| 2 Bed House            |                        |
| 3 Bed House            |                        |
| 4 Bed House            |                        |
| 5 Bed House            |                        |
| 6 Bed+ House           |                        |

Open Market Phase 5:Build phase 5

| Type of Unit           | Sales Value per unit £ |
|------------------------|------------------------|
| 1 Bed Flat Low rise    |                        |
| 2 Bed Flat Low rise    |                        |
| 3 Bed Flat Low rise    |                        |
| 4 Bed + Flat Low rise  |                        |
| 1 Bed Flat High rise   |                        |
| 2 Bed Flat High rise   |                        |
| 3 Bed Flat High rise   |                        |
| 4 Bed + Flat High rise |                        |
| 2 Bed House            |                        |
| 3 Bed House            |                        |
| 4 Bed House            |                        |
| 5 Bed House            |                        |
| 6 Bed+ House           |                        |

Private Rental 1 Build phase 1

| Type of Unit          | Rent per Unit per Week (£) | Gross £ rent per annum pu | Memo - Number of units |
|-----------------------|----------------------------|---------------------------|------------------------|
| 1 Bed Flat Low rise   |                            |                           |                        |
| 2 Bed Flat Low rise   |                            |                           |                        |
| 3 Bed Flat Low rise   |                            |                           |                        |
| 4 Bed + Flat Low rise |                            |                           |                        |

|                                             |                                 |                                                                                                              |                        |
|---------------------------------------------|---------------------------------|--------------------------------------------------------------------------------------------------------------|------------------------|
| 1 Bed Flat High rise                        |                                 |                                                                                                              |                        |
| 2 Bed Flat High rise                        |                                 |                                                                                                              |                        |
| 3 Bed Flat High rise                        |                                 |                                                                                                              |                        |
| 4 Bed + Flat High rise                      |                                 |                                                                                                              |                        |
| 2 Bed House                                 |                                 |                                                                                                              |                        |
| 3 Bed House                                 |                                 |                                                                                                              |                        |
| 4 Bed House                                 |                                 |                                                                                                              |                        |
| 5 Bed House                                 |                                 |                                                                                                              |                        |
| 6 Bed+ House                                |                                 |                                                                                                              |                        |
|                                             |                                 |                                                                                                              |                        |
| Management Costs (% of rent)                | <input type="text"/>            |                                                                                                              |                        |
|                                             |                                 |                                                                                                              |                        |
| Voids / bad debts (% of rent)               | <input type="text"/>            |                                                                                                              |                        |
|                                             |                                 |                                                                                                              |                        |
| Repairs Fund (% of rent)                    | <input type="text"/>            | Total Annual Cost                                                                                            | 0%                     |
|                                             |                                 |                                                                                                              |                        |
| Yield (%)                                   | <input type="text"/>            | (to capitalise the net rent) See user guidance                                                               |                        |
|                                             |                                 |                                                                                                              |                        |
| Private Rental 2 Build phase 2              |                                 |                                                                                                              |                        |
| Type of Unit                                | Rent per Unit per Week (£)      | Gross £ rent per annum pu                                                                                    | Memo - Number of units |
| 1 Bed Flat Low rise                         |                                 |                                                                                                              |                        |
| 2 Bed Flat Low rise                         |                                 |                                                                                                              |                        |
| 3 Bed Flat Low rise                         |                                 |                                                                                                              |                        |
| 4 Bed + Flat Low rise                       |                                 |                                                                                                              |                        |
| 1 Bed Flat High rise                        |                                 |                                                                                                              |                        |
| 2 Bed Flat High rise                        |                                 |                                                                                                              |                        |
| 3 Bed Flat High rise                        |                                 |                                                                                                              |                        |
| 4 Bed + Flat High rise                      |                                 |                                                                                                              |                        |
| 2 Bed House                                 |                                 |                                                                                                              |                        |
| 3 Bed House                                 |                                 |                                                                                                              |                        |
| 4 Bed House                                 |                                 |                                                                                                              |                        |
| 5 Bed House                                 |                                 |                                                                                                              |                        |
| 6 Bed+ House                                |                                 |                                                                                                              |                        |
|                                             |                                 |                                                                                                              |                        |
| Management Costs (% of rent)                | <input type="text"/>            |                                                                                                              |                        |
|                                             |                                 |                                                                                                              |                        |
| Voids / bad debts (% of rent)               | <input type="text"/>            |                                                                                                              |                        |
|                                             |                                 |                                                                                                              |                        |
| Repairs Fund (% of rent)                    | <input type="text"/>            | Total Annual Cost                                                                                            | 0%                     |
|                                             |                                 |                                                                                                              |                        |
| Rent Yield Capitalisation (%)               | <input type="text"/>            |                                                                                                              |                        |
|                                             |                                 |                                                                                                              |                        |
| Ground rents                                |                                 |                                                                                                              |                        |
|                                             |                                 | Average ground rent per unit per annum (£)                                                                   | (where applicable)     |
| Social Rented                               |                                 | <input type="text"/>                                                                                         |                        |
| Shared Ownership                            |                                 | <input type="text"/>                                                                                         |                        |
| Affordable Rent                             |                                 | <input type="text"/>                                                                                         |                        |
|                                             |                                 |                                                                                                              |                        |
| Open market (all phases)                    |                                 | <input type="text"/>                                                                                         |                        |
|                                             |                                 |                                                                                                              |                        |
| Yield (%)                                   | <input type="text"/>            | (to capitalise the ground rents)                                                                             |                        |
|                                             |                                 |                                                                                                              |                        |
| Value of each residential car parking space | <input type="text" value="£0"/> | (Only where sold separately -will be phased as for ( see Input 5 Res Costs cell C73 for parking numbers & co |                        |

Date of scheme appraisal01-Jul-24

from Site Sheet

Month number

0

BUILDING PERIOD

Any valid Excel Date format (if entry is not recognised: use DD/MM/YY)

|                                           | Construction Start Date           | Construction End Date | Construction Start Month no. | Construction End Month no. | No. of units in tenure |                    |
|-------------------------------------------|-----------------------------------|-----------------------|------------------------------|----------------------------|------------------------|--------------------|
| Affordable Low rise flats                 |                                   |                       |                              |                            | 0                      |                    |
| Affordable High rise flats                |                                   |                       |                              |                            | 0                      |                    |
| Affordable Houses                         |                                   |                       |                              |                            | 0                      |                    |
| Affordable Low rise flats ph 2            |                                   |                       |                              |                            | 0                      |                    |
| Affordable High rise flats ph 2           |                                   |                       |                              |                            | 0                      |                    |
| Affordable Houses ph 2                    |                                   |                       |                              |                            | 0                      |                    |
| OM 1:Build phase 1                        | 01-Nov-24                         | 31-Jan-26             | 4                            | 19                         | 4                      |                    |
| OM 2:Build phase 2                        |                                   |                       |                              |                            | 0                      |                    |
| OM 3:Build phase 3                        |                                   |                       |                              |                            | 0                      |                    |
| OM 4:Build phase 4                        |                                   |                       |                              |                            | 0                      |                    |
| OM 5:Build phase 5                        |                                   |                       |                              |                            | 0                      |                    |
| Private Rental 1Build phase 1             |                                   |                       |                              |                            | 0                      |                    |
| Private Rental 2Build phase 2             |                                   |                       |                              |                            | 0                      |                    |
|                                           | RP Purchase (transfer) start date | Purchase end date     | Start Month                  | End Month                  | No. of units in tenure |                    |
| Social Rented RP Purchase Payment         |                                   |                       |                              |                            | 0                      |                    |
|                                           | RP Purchase (transfer) start date | Purchase end date     | Start Month                  | End Month                  | No. of units in tenure |                    |
| Shared Ownership phase 1 Purchase Payment |                                   |                       |                              |                            | 0                      |                    |
| Shared Ownership phase 2 Purchase Payment |                                   |                       |                              |                            | 0                      |                    |
| Affordable Rent phase 1 Purchase Payment  |                                   |                       |                              |                            | 0                      |                    |
| Affordable Rent phase 2 Purchase Payment  |                                   |                       |                              |                            | 0                      |                    |
|                                           | Open Market Sale Start Date       | Sale End Date         | Start Month                  | End Month                  | No. of units in tenure | Monthly Sales rate |
| OM Sales1:Build phase 1                   | 01-Feb-26                         | 30-Jun-26             | 19                           | 24                         | 4                      | 0.67               |
| OM Sales2:Build phase 2                   |                                   |                       |                              |                            |                        |                    |

|                               |                         |                         |             |           |  |          |
|-------------------------------|-------------------------|-------------------------|-------------|-----------|--|----------|
| OM Sales3:Build phase 3       |                         |                         |             |           |  |          |
| OM Sales4:Build phase 4       |                         |                         |             |           |  |          |
| OM Sales5:Build phase 5       |                         |                         |             |           |  |          |
|                               | First Rental Start Date | Final Rental Start Date | Start Month | End Month |  | units in |
| Private Rental 1Build phase 1 |                         |                         |             |           |  | 0        |
| Private Rental 2Build phase 2 |                         |                         |             |           |  | 0        |
|                               | Start Date              | Month                   |             |           |  |          |
| First Ground rent payment     |                         | 0                       |             |           |  | 0        |

\* In blocks of flats to reflect the difference between GIA & NIA (i.e. common parts such as lifts, stairs, corridors etc) : **0%** in houses which have no common areas

|                                                                             |                                            |                                        |                              |                  |                        |                      |                             |
|-----------------------------------------------------------------------------|--------------------------------------------|----------------------------------------|------------------------------|------------------|------------------------|----------------------|-----------------------------|
| Fees & Contingencies as % of Building Costs                                 |                                            | %                                      |                              |                  |                        |                      |                             |
| Design and Professional Fees % (Architects, QS, Project Management)         |                                            | 10.00%                                 |                              |                  |                        |                      |                             |
| Building Contingencies (% of Building Costs)                                |                                            | 5.00%                                  |                              |                  |                        |                      |                             |
| * This section excludes Affordable Housing section 106 payments             |                                            | All dates must be between              | 01-Jul-24                    | 02-Jul-34        |                        |                      |                             |
| External Works & Infrastructure Costs (£)                                   | Comment on nature of issue                 | Cost (£)                               | Payment Start Date           | Payment end date | Month of Payment Start | Month of Payment End | Cost per unit (all tenures) |
|                                                                             | Site Preparation/Demolition                |                                        |                              |                  |                        |                      |                             |
|                                                                             | Roads and Sewers                           |                                        |                              |                  |                        |                      |                             |
|                                                                             | Services (Power, Water, Gas, Telco and IT) |                                        |                              |                  |                        |                      |                             |
|                                                                             | Strategic Landscaping                      |                                        |                              |                  |                        |                      |                             |
|                                                                             | Off Site Works                             |                                        |                              |                  |                        |                      |                             |
|                                                                             | Public Open Space                          |                                        |                              |                  |                        |                      |                             |
|                                                                             | Site Specific Sustainability Initiatives   |                                        |                              |                  |                        |                      |                             |
|                                                                             | Plot specific external works               |                                        |                              |                  |                        |                      |                             |
|                                                                             | Other 2                                    |                                        |                              |                  |                        |                      |                             |
| Other 3                                                                     |                                            |                                        |                              |                  |                        |                      |                             |
| Site Abnormals (£)                                                          | Comment on nature of issue                 | Cost (£)                               | Payment Start Date           | Payment end date | Month of Payment Start | Month of Payment End | Cost per unit (all tenures) |
|                                                                             | De-canting tenants                         |                                        |                              |                  |                        |                      |                             |
|                                                                             | Decontamination                            |                                        |                              |                  |                        |                      |                             |
|                                                                             | Other                                      |                                        |                              |                  |                        |                      |                             |
|                                                                             | Other 2                                    |                                        |                              |                  |                        |                      |                             |
|                                                                             |                                            | Building Costs (£ / car parking space) | Payment Date                 | Month of Payment |                        |                      |                             |
| Residential Car Parking Building Costs (average cost / car parking space)   |                                            |                                        |                              |                  |                        |                      |                             |
| Total number of residential car parking spaces                              |                                            | 0                                      | (Open Market and Affordable) |                  |                        |                      |                             |
| Sustainability                                                              |                                            |                                        |                              |                  |                        |                      |                             |
|                                                                             |                                            | Additional information                 |                              |                  |                        |                      |                             |
| Enter the Code level to which the affordable rented units are to be built   |                                            |                                        |                              |                  |                        |                      |                             |
| Enter the Code level to which the intermediate tenure units are to be built |                                            | 4                                      |                              |                  |                        |                      |                             |
| Enter the Code level to which the market sale units are to be built         |                                            | 4                                      |                              |                  |                        |                      |                             |
| Certification Costs                                                         |                                            |                                        |                              |                  |                        |                      |                             |
| Statutory Payments (£)                                                      | Additional information                     | Cost (£)                               | Payment start date           | Payment end date | Month of Payment Start | Month of Payment End | Per unit                    |
|                                                                             | Education                                  |                                        |                              |                  |                        |                      |                             |

|                               |              |    |           |           |   |   |
|-------------------------------|--------------|----|-----------|-----------|---|---|
| Sport & Recreation            |              |    |           |           |   |   |
| Social Infrastructure         |              |    |           |           |   |   |
| Public Realm                  |              |    |           |           |   |   |
| Affordable Housing            |              |    |           |           |   |   |
| Transport                     |              |    |           |           |   |   |
| Highway                       |              |    |           |           |   |   |
| Health                        |              |    |           |           |   |   |
| Public Art                    |              |    |           |           |   |   |
| Flood work                    |              |    |           |           |   |   |
| Community Infrastructure Levy | per sq metre |    |           |           |   |   |
| Other Tariff                  | per sq metre |    |           |           |   |   |
| CIL                           |              | £0 | 01-Nov-24 | 01-Nov-24 | 4 | 4 |
| CiIL 2                        |              |    |           |           |   |   |

OTHER COSTS

SITE PURCHASE COSTS

|                              |       |
|------------------------------|-------|
|                              | %     |
| Agents Fees (% of site cost) | 1.00% |
| Legal Fees (% of site cost)  | 0.75% |
| Stamp Duty (% of site cost)  | 4.10% |

|                             | Comment on nature of issue | Cost (£) | Payment start date | Payment end date | Month of Payment Start | Month of Payment End |
|-----------------------------|----------------------------|----------|--------------------|------------------|------------------------|----------------------|
| Other Acquisition Costs (£) |                            |          |                    |                  |                        |                      |

FINANCE COSTS

|                               |        |
|-------------------------------|--------|
| Arrangement Fee (£)           |        |
| Interest Rate (%)             | 10.00% |
| Misc Fees - Surveyors etc (£) |        |
| Credit balance reinvestment % |        |

MARKETING COSTS

|                                    |          |                    |                  |                        |                      |  |
|------------------------------------|----------|--------------------|------------------|------------------------|----------------------|--|
| Affordable Housing Marketing Costs |          |                    |                  |                        |                      |  |
|                                    | Cost (£) | Payment start date | Payment end date | Month of Payment Start | Month of Payment End |  |

|                                                                          |        |        |                      |
|--------------------------------------------------------------------------|--------|--------|----------------------|
| Developer cost of sale to RP (£)                                         | £0     |        |                      |
| RP purchase costs (£)                                                    | £0     |        |                      |
| Intermediate Housing Sales and Marketing (£)                             | £0     |        |                      |
|                                                                          |        |        |                      |
| Open Market Housing Marketing Costs                                      |        |        |                      |
|                                                                          |        |        |                      |
| Sales Fees (agents fees & marketing fees) - %                            | 2.50%  |        |                      |
| Legal Fees (per Open Market unit) - £                                    | £2,000 |        |                      |
| Agents Private Rental Intial Letting fees - %                            | 0.00%  |        |                      |
|                                                                          |        |        |                      |
| <b><u>DEVELOPER'S OVERHEAD AND RETURN FOR RISK (before taxation)</u></b> |        |        |                      |
|                                                                          |        |        |                      |
| Developer O/head (£)                                                     |        |        |                      |
|                                                                          |        |        |                      |
| Open Market Housing (% GDV)                                              | 20.00% | 20.0%  | inc Overheads        |
|                                                                          |        | 74,880 | per open market home |
| Private Rental (% Cost)                                                  |        |        |                      |
| Affordable Housing (% Cost)                                              | 6.00%  |        |                      |

SCHEME

|                                           |                                                                     |
|-------------------------------------------|---------------------------------------------------------------------|
| Site Address                              | Land Adjacent at 28 Coutts Avenue, Shorne, Gravesend, Kent DA12 3HJ |
| Site Reference                            | Appendix 9                                                          |
| File Source                               | Works + 5.9% Sales +4%                                              |
| Scheme Description                        | Demo of existing garage & erection of 4 no. semi-detached dwellings |
| Date of appraisal                         | 01/07/2024                                                          |
| Net Residential Site Area (hectares)      | 0.13                                                                |
| Author & Organisation                     | Mark Smith - affordable housing 106                                 |
| HCA Investment Partner (where applicable) | 0                                                                   |

Housing Mix (Affordable + Open Market)

|                                            |       |                        |
|--------------------------------------------|-------|------------------------|
| Total Number of Units                      | 4     | units                  |
| Total Number of Open Market Units          | 4     | units                  |
| Total Number of Affordable Units           | 0     | units                  |
| Total Net Internal Area (sq m)             | 264   | sq m                   |
| Total Habitable Rooms                      | 12    | habitable rooms        |
| % Affordable by Unit                       | 0.0%  |                        |
| % Affordable by Area                       | 0.0%  |                        |
| % Affordable by Habitable Rooms            | 0.0%  |                        |
| % Social Rented within the Affordable Hous | -     | by number of units     |
| % Social Rented within the Affordable Hous | -     | by NIA of Units (sq m) |
| % Social Rented within the Affordable Hous | -     | by habitable rooms     |
| Density                                    | 31    | units/ hectare         |
| Total Number of A/H Persons                | 0     | Persons                |
| Number of Social and Affordable Rent       | 0     | Persons                |
| Number of Intermediate                     | 0     | Persons                |
| Total Number of Open Market Persons        | 16    | Persons                |
| Total Number of Persons                    | 16    | Persons                |
| Gross site Area                            | 0.13  | hectares               |
| Net Site Area                              | 0.13  | hectares               |
| Net Internal Housing Area / Hectare        | 2,028 | sq m / hectare         |

AH Residential Values

Full term yield based

| Type of Unit           | Social Rented | Shared Ownership phase 1 | Affordable Rent phase 1 | Shared Ownership phase 2 | Affordable Rent phase 2 |
|------------------------|---------------|--------------------------|-------------------------|--------------------------|-------------------------|
| 1 Bed Flat Low rise    | £0            | £0                       | £0                      | £0                       | £0                      |
| 2 Bed Flat Low rise    | £0            | £0                       | £0                      | £0                       | £0                      |
| 3 Bed Flat Low rise    | £0            | £0                       | £0                      | £0                       | £0                      |
| 4 Bed + Flat Low rise  | £0            | £0                       | £0                      | £0                       | £0                      |
| 1 Bed Flat High rise   | £0            | £0                       | £0                      | £0                       | £0                      |
| 2 Bed Flat High rise   | £0            | £0                       | £0                      | £0                       | £0                      |
| 3 Bed Flat High rise   | £0            | £0                       | £0                      | £0                       | £0                      |
| 4 Bed + Flat High rise | £0            | £0                       | £0                      | £0                       | £0                      |
| 2 Bed House            | £0            | £0                       | £0                      | £0                       | £0                      |
| 3 Bed House            | £0            | £0                       | £0                      | £0                       | £0                      |
| 4 Bed House            | £0            | £0                       | £0                      | £0                       | £0                      |
| 5 Bed House            | £0            | £0                       | £0                      | £0                       | £0                      |
| 6 Bed+ House           | £0            | £0                       | £0                      | £0                       | £0                      |
|                        | £0            | £0                       | £0                      | £0                       | £0                      |

|                                                                         |    |
|-------------------------------------------------------------------------|----|
| TOTAL CAPITAL VALUE OF ALL AFFORDABLE HOUSING (EXCLUDING OTHER FUNDING) | £0 |
| RP Cross Subsidy (use of own assets)                                    | £0 |
| LA s106 commuted in lieu                                                | £0 |
| RP Re-cycled SHG                                                        | £0 |
| Other source of funding 2                                               | £0 |
| Land Remediation Tax Relief                                             | £0 |

|                                             |    |
|---------------------------------------------|----|
| OTHER SOURCES OF AFFORDABLE HOUSING FUNDING | £0 |
|---------------------------------------------|----|

|                                                                         |    |
|-------------------------------------------------------------------------|----|
| TOTAL CAPITAL VALUE OF ALL AFFORDABLE HOUSING (INCLUDING OTHER FUNDING) | £0 |
|-------------------------------------------------------------------------|----|

Open Market Housing

| Type of Open Market Housing | Net Area (sq m) | Revenue (£ / sq m) | Total Revenue (£) |
|-----------------------------|-----------------|--------------------|-------------------|
| Open Market Phase 1:        | 264             | £5,681             | £1,497,600        |
| Open Market Phase 2:        | -               | -                  | £0                |
| Open Market Phase 3:        | -               | -                  | £0                |
| Open Market Phase 4:        | -               | -                  | £0                |
| Open Market Phase 5:        | -               | -                  | £0                |
| Total                       | 264             | -                  | £1,497,600        |

Monthly Sales rate  
0.67

|                      | Average value (£ per unit) |
|----------------------|----------------------------|
| Open Market Phase 1: | £374,400                   |
| Open Market Phase 2: | £0                         |
| Open Market Phase 3: | £0                         |
| Open Market Phase 4: | £0                         |
| Open Market Phase 5: | £0                         |

|                                            |            |
|--------------------------------------------|------------|
| Capital Value of Private Rental            | £0         |
| TOTAL CAPITAL VALUE OF OPEN MARKET HOUSING | £1,497,600 |

Car Parking

| No. of Spaces | Price per Space (£) | Value |
|---------------|---------------------|-------|
| -             | -                   | -     |

TOTAL VALUE OF CAR PARKING£0

Ground rent

|                                      | Capitalised annual ground rent |
|--------------------------------------|--------------------------------|
| Social Rented                        | £0                             |
| Shared Ownership                     | £0                             |
| Affordable Rent                      | £0                             |
| Open market (all phases)             | £0                             |
| TOTAL CAPITALISED ANNUAL GROUND RENT | £0                             |

|                                           |            |
|-------------------------------------------|------------|
| TOTAL CAPITAL VALUE OF RESIDENTIAL SCHEME | £1,497,600 |
|-------------------------------------------|------------|

Non-Residential Values

|               |    |    |
|---------------|----|----|
| Office        | £0 |    |
| Retail        | £0 |    |
| Industrial    | £0 |    |
| Leisure       | £0 |    |
| Community Use | £0 | £0 |

|                                               |    |
|-----------------------------------------------|----|
| TOTAL CAPITAL VALUE OF NON-RESIDENTIAL SCHEME | £0 |
|-----------------------------------------------|----|

|                       |            |
|-----------------------|------------|
| TOTAL VALUE OF SCHEME | £1,497,600 |
|-----------------------|------------|

Residential Building, Marketing & Section 106 Costs

|                                 |          |   | Per sq meter |
|---------------------------------|----------|---|--------------|
| Affordable Housing Build Costs  | £0       |   |              |
| Open Market Housing Build Costs | £838,144 | - | 3,180        |
|                                 | £838,144 |   |              |

Residential Car Parking Build Costs£0

| External Works & Infrastructure Costs (£)  |    | Per unit |
|--------------------------------------------|----|----------|
| Site Preparation/Demolition                | £0 |          |
| Roads and Sewers                           | £0 |          |
| Services (Power, Water, Gas, Telco and IT) | £0 |          |
| Strategic Landscaping                      | £0 |          |
| Off Site Works                             | £0 |          |
| Public Open Space                          | £0 |          |
| Site Specific Sustainability Initiatives   | £0 |          |
| Plot specific external works               | £0 |          |
| Other 2                                    | £0 |          |
| Other 3                                    | £0 |          |

Other site costs

|                             |      |         |        |
|-----------------------------|------|---------|--------|
| Building Contingencies      | 5.0% | £41,907 | 10,477 |
| Fees and certification      |      | £88,005 | 22,001 |
| Other Acquisition Costs (£) |      | £0      |        |

Site Abnormals (£)

|                    |    |
|--------------------|----|
| De-canting tenants | £0 |
| Decontamination    | £0 |
| Other              | £0 |
| Other 2            | £0 |

Total Building Costs inc Fees£968,056242,014

Statutory 106 Costs (£)

|                               |    |
|-------------------------------|----|
| Education                     | £0 |
| Sport & Recreation            | £0 |
| Social Infrastructure         | £0 |
| Public Realm                  | £0 |
| Affordable Housing            | £0 |
| Transport                     | £0 |
| Highway                       | £0 |
| Health                        | £0 |
| Public Art                    | £0 |
| Flood work                    | £0 |
| Community Infrastructure Levy | £0 |
| Other Tariff                  | £0 |
| CIL                           | £0 |
| CiIL 2                        | £0 |

|                                              |        |         |                     |
|----------------------------------------------|--------|---------|---------------------|
| Statutory 106 costs                          |        | £0      |                     |
|                                              |        |         |                     |
| Marketing (Open Market Housing ONLY)         |        |         | per OM unit         |
| Sales/letting Fees                           | 2.5%   | £37,440 | 9,360               |
| Legal Fees (per Open Market unit):           | £2,000 | £8,000  | 2,000               |
| Marketing (Affordable Housing)               |        |         | per affordable unit |
| Developer cost of sale to RP (£)             |        | £0      |                     |
| RP purchase costs (£)                        |        | £0      |                     |
| Intermediate Housing Sales and Marketing (£) |        | £0      |                     |
| Total Marketing Costs                        |        | £45,440 |                     |

Non-Residential Building & Marketing Costs

|                                               |    |    |  |
|-----------------------------------------------|----|----|--|
| Building Costs                                |    |    |  |
| Office                                        | £0 |    |  |
| Retail                                        | £0 |    |  |
| Industrial                                    | £0 |    |  |
| Leisure                                       | £0 |    |  |
| Community-use                                 | £0 | £0 |  |
| Professional Fees (Building, Letting & Sales) |    |    |  |
| Office                                        | £0 |    |  |
| Retail                                        | £0 |    |  |
| Industrial                                    | £0 |    |  |
| Leisure                                       | £0 |    |  |
| Community-use                                 | £0 | £0 |  |
| Total Non-Residential Costs                   |    | £0 |  |

TOTAL DIRECT COSTS: £1,013,496

Finance and acquisition costs

|                                     |         |          |                       |         |
|-------------------------------------|---------|----------|-----------------------|---------|
| Land Value                          | £85,000 | 653,846  | per Gross ha          | 653,846 |
| Arrangement Fee                     | £0      | 21,250   | per OM home           | 21,250  |
| Misc Fees (Surveyors etc)           | £0      |          | 0.0% of interest      |         |
| Agents Fees                         | £850    |          | 0.00% of scheme value |         |
| Legal Fees                          | £638    |          |                       |         |
| Stamp Duty                          | £3,485  |          |                       |         |
| Total Interest Paid                 | £94,802 |          |                       |         |
| Total Finance and Acquisition Costs |         | £184,774 |                       |         |

Developer's return for risk and profit

|                                                                                                                           |       |          |         |                     |
|---------------------------------------------------------------------------------------------------------------------------|-------|----------|---------|---------------------|
| Residential                                                                                                               |       |          |         |                     |
| Market Housing Return (inc OH) on Value                                                                                   | 20.0% | £299,520 | 74,880  | per OM unit         |
| Affordable Housing Return on Cost                                                                                         | 6.0%  | £0       |         | per affordable unit |
| Return on sale of Private Rent                                                                                            | 0.0%  | £0       | #DIV/0! | per PR unit         |
| Non-residential                                                                                                           |       |          |         |                     |
| Office                                                                                                                    | £0    |          |         |                     |
| Retail                                                                                                                    | £0    |          |         |                     |
| Industrial                                                                                                                | £0    |          |         |                     |
| Leisure                                                                                                                   | £0    |          |         |                     |
| Community-use                                                                                                             | £0    | £0       |         |                     |
| Total Operating Profit                                                                                                    |       | £299,520 |         |                     |
| (i.e. profit after deducting sales and site specific finance costs but before deducting developer overheads and taxation) |       |          |         |                     |

Surplus/(Deficit) at completion 30/6/2026 (£191)

Present Value of Surplus (Deficit) at 1/7/2024 (£158)

(£39) per unit

Scheme Investment IRR 38.5% (before Developer's returns and interest to avoid double counting)

Measures

|                                                  |         |
|--------------------------------------------------|---------|
| Site Value as a Percentage of Total Scheme Value | 5.7%    |
| Site Value per hectare                           | -£1,467 |