

**Appendix A: Summary of Viability Appraisal Inputs as at the notional Valuation Date of 1<sup>st</sup> October 2022**

**Assumptions regarding core inputs (context)**

<p><b>Notional Typologies</b></p>	<p>Three notional Typologies proposed by the client to be assessed are:</p> <ul style="list-style-type: none"> <li>• Typology 1 – 12 dwellings</li> <li>• Typology 2 – 20 dwellings</li> <li>• Typology 3 – 50 dwellings</li> </ul> <p>To support these proposed Typologies the client has prepared a list of proposed allocations identifying the site areas and proposed dwelling numbers. Simple analysis show these notional Typologies are considered to generally fall in line with the preferred site list and the reserve list.</p>
<p><b>Typology Site Areas</b></p>	<p>Further analysis of the proposed allocations list suggest suitable notional site areas could be as follows:</p> <ul style="list-style-type: none"> <li>• Typology 1 – suggest 1.65 acres, 0.67Ha (GNDP at 1.24 acres, 0.50 Ha)</li> <li>• Typology 2 – suggest 2.85 acres, 1.15Ha (GNDP at 1.75 acres, 0.71 Ha)</li> <li>• Typology 3 – suggest 4.50 acres, 1.82Ha (GNDP at 5.00 acres, 2.02 Ha)</li> </ul> <p>The newly assessed areas will be applied on the basis that these areas are taken from actual proposed development sites. Please note that it is assumed these areas are gross areas only. No allowance will be made from net developable areas.</p>
<p><b>Housing Density</b></p>	<p>Further analysis of the proposed allocations list suggest suitable notional site areas could be as follows:</p> <ul style="list-style-type: none"> <li>• Typologies between 7 and 11 dwellings per acre or 17 and 27 dwellings per Ha.</li> </ul>

**Housing Mix**

The mix will fall in line with that proposed by the relevant GNLTP Typology.

**SNC Typology 1**

(GNLTP Typology 1: South Norfolk Village Clusters – areas outside main towns and key service areas)

<b>Min. Space Standards</b>	
	<b>GIA m<sup>2</sup>:</b>
1 bed house	58
2 bed house	79
3 bed house	102
4b+ house	124

<b>No.</b>	<b>Market</b>	<b>ART</b>	<b>AHO</b>	<b>Mix</b>
<b>Dw:</b>		<b>75%</b>	<b>25%</b>	
0	0	0	0	0%
5	2	2	1	42%
5	4	1	0	42%
2	2	0	0	17%
12	8	3.00	1.00	100%

**SNC Typology 2**

(GNLTP Typology 2: Main Town and Service Villages such as Dickleburgh, Harleston, Wymondham)

<b>Min. Space Standards</b>	
	<b>GIA m<sup>2</sup>:</b>
1 bed house	58
2 bed house	79
3 bed house	102
4b+ house	124

<b>No.</b>	<b>Market</b>	<b>ART</b>	<b>AHO</b>	<b>Mix</b>
<b>Dw:</b>		<b>75%</b>	<b>25%</b>	
2	0	2	0	10%
9	6	2	1	45%
7	5	1	1	35%
2	2	0	0	10%
20	13	5.00	2.00	100%

**SNC Typology 3**

(GNLP Typology 5: Main Town and Service Village such as Dickleburgh, Harleston, Wymondham)

<b><u>Min. Space Standards</u></b>		<b>No. Dw:</b>	<b>Market</b>	<b>ART 75%</b>	<b>AHO 25%</b>	<b>Mix</b>
<b>GIA m<sup>2</sup>:</b>						
1 bed house	58	4	0	4	0	8%
2 bed house	79	19	13	4	2	38%
3 bed house	102	18	13	3	2	36%
4b+ house	124	9	8	1	0	18%
		50	34	12.00	4.00	100%

**Size of Dwellings**

The size of dwellings proposed will follow the GNLP proposals.

- 1 bed apartment at 50sqm
- 2 bed house at 79 sqm
- 3 bed house at 102 sqm
- 4 bed house at 124 sqm

**Affordable Housing**

In line with GNLP assessment, seeking 33% on a 75:25 split between ART and AHO. Please note that due to the relatively small numbers of dwellings and the need for a whole house the percentages may not be exact.

**SNC Typology 1**

(GNLP Typology 1: South Norfolk Village Clusters – areas outside main towns and key service areas)

<b><u>Affordable Housing Policy Check</u></b>		
<b>Tenure</b>	<b>No. Dw:</b>	<b>%age:</b>
Market	8	
ART	3	
AHO	1	
	12	33%

**SNC Typology 2**

(GNLP Typology 2: Main Town and Service Villages such as Dickleburgh, Harleston, Wymondham)

<b><u>Affordable Housing Policy Check</u></b>		
<b>Tenure</b>	<b>No. Dw:</b>	<b>%age:</b>
Market	13	
ART	5	
AHO	2	
	20	35%

**SNC Typology 3**

(GNLP Typology 5: Main Town and Service Village such as Dickleburgh, Harleston, Wymondham)

<b><u>Affordable Housing Policy Check</u></b>		
<b>Tenure</b>	<b>No. Dw:</b>	<b>%age:</b>
Market	34	
ART	12	
AHO	4	
	50	32%

**Emerging Local Plan Policy requirements**

In accordance with the GNLP proposals the following are considered to be policy requirements and should be incorporated into the SNC Small Sites viability assessments:

- Policy 2 – Sustainable Communities Water, Energy and Lifetime Access, and
- Policy 3 – Environmental Protection and Enhancement Visitor Pressure Tariff (RAMS)

In addition to the above the recent Government requirement for Local Authorities to effectively manage the environment where there is a high risk to sensitive areas from development, a number of measures may follow such as the application of a new Nutrient Neutrality Tariff and / or other mitigation measures on or off site are proposed.

**Gross Development Value****Market Sales**

A brief assessment of current new build properties only on the market are that there are no 1 bed houses, and only a modest number of 2, 3 and 4 bed dwellings available given the South Norfolk area.

The Wymondham area has quite a number of bungalows available.

The range over South Norfolk for houses is from £3,447 per sqm in Woodton to £4,300 per sqm in Wymondham.

Bungalows are in excess of these figures but there are disproportionately more of them.

Previously the following was applied in the equivalent GNLP relating to later 2020 sales rates:

- Typology 1 - £2,900 per sqm to £3,100 per sqm
- Typology 2 - £3,100 per sqm to £3,250 per sqm
- Typology 3 - £3,100 per sqm to £3,250 per sqm

Proposed to apply to all Typologies:

- £3,508 per sqm to £3,579 per sqm

To place these figures in context as well as all costs it is important to understand the current economic climate and its impact on the property and in particular the residential market in its wider context. It is considered important to convey how market uncertainty can affect valuations and until relatively recently such statements were a mandatory requirement for all formal valuations undertaken in accordance with the RICS Global Standards (The Red Book).

While this report contains the valuation of notional schemes only and therefore not formal valuations the Valuer nevertheless considers that it is important to convey the importance of material uncertainty to the reader.

It is well documented that in recent times there have been a number of significant events which have given rise and continue to give rise to material uncertainty and how it might impact on valuations prepared.

The United Kingdom leaving the EU had been one of the most significant economic events affecting the UK in recent times, the UK has now left the EU and the anticipated impact on the UK's economy continues as parties adjust work practices.

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	<p>Covid 19 while for a period of time stifled growth in virtually all sectors. The UK remains in a period of recovery.</p> <p>The war in Ukraine has had a significant impact on oil and gas prices over the past 6 months with far reaching consequences which are not expected to alter over the next 6 months if not longer.</p> <p>As a consequence, inflation has increased to heights not seen for 40 or so years although at the time of completing this report it is uncertain whether the Bank of England will raise interest rates further in an attempt stem inflation from further rises.</p> <p>How does this affect house prices? With high interest rates lenders are being more stringent in their lending terms and conditions which has particularly affected first-time entrants into the property market and this will in turn affect the buoyancy of the other transactions.</p> <p>At the commencement of this commission exactly which way the housing market would go was not known, at the very least the market was expected to remain static, however, over the past 2 to 3 weeks house prices are reported as dropping, quite how far this will go and over what period no one knows.</p> <p>Therefore, as a consequence of Brexit, Covid, Ukraine War and the cost-of-living crisis there is a significant amount of uncertainty surrounding the current and future performance of the residential housing market.</p>
<b>Affordable Rent Tenure</b>	In line with the proposed GNLP a 55% discount or 45% of the market value equivalent is applied although it should be noted that there is emerging evidence that some development sites are achieving slightly more than 50% of market value on affordable sales.
<b>Affordable Home Ownership</b>	In line with the proposed GNLP i.e. at 25% discount or 75% of the market value equivalent.
<b>Sales Fees</b>	<p>In accordance with the proposed GNLP.</p> <p><u>Market Sales</u></p> <ul style="list-style-type: none"> <li>• Agent Fees at 1.5%</li> <li>• Legal Fees at 0.25%</li> </ul>

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	<p><u>Affordable Dwellings</u></p> <ul style="list-style-type: none"><li>• Agent fees nil</li><li>• Legal Fees at 0.35%</li></ul>
<b>Programme</b>	<p>Market and Affordable Homeownership say 2 – 4 dwellings per month.</p> <p>Affordable Rented Tenure in 2 equal instalments.</p> <p>This follows the proposed GNLP approach.</p>

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<b><u>Development Costs</u></b>	
<b>Core Build Costs</b>	<p>The GNLP applied the following in the December 2020 Viability Appraisal, text within that Viability Appraisal places the figures used below in context:</p> <ul style="list-style-type: none"> <li>£1,221 per m<sup>2</sup> applied to the GIA of each house type relating to the South Norfolk area (November 2020, sample 243, 810.1 Estate Housing generally, median)</li> </ul> <p>This appraisal for SNC will apply the BCIS figures as at October 2022 using the same base criteria:</p> <ul style="list-style-type: none"> <li><b>£1,265 per m<sup>2</sup></b> applied to the GIA of each house type relating to the South Norfolk area (Q4 2022, sample 206, 810.1 Estate Housing generally, median)</li> </ul> <p>By applying the RPI from November 2020 to October 2022 the indexed the sums would be:</p> <ul style="list-style-type: none"> <li>£1,482 per m<sup>2</sup> applied to the GIA of each house type</li> </ul> <p>The potential reason for the differences between an indexed sum and the BCIS current build rate is that there tends to be a lag in reported build costs. The current economic climate and commentary would suggest the BCIS rate shown is likely to rise.</p> <p>While the BCIS rate will be applied it may be prudent to robustly test the build cost applied.</p>
<b>Garage Costs</b>	<p>The proposed GNLP applied £600 per sqm where all market 3 bed properties had notional single garages at 21sqm each and all 4 bed market dwellings had double garages at 42sqm.</p> <p>The principle of single and double garages to market 3 and 4 bed dwellings respectively is unaltered.</p> <p>The build cost applies is <b>£728 per sqm</b>. (Indexed)</p>
<b>Energy Policy</b>	<p>The sum of £5,000 per dwelling was applied to the GNLP appraisals, this sum has been indexed from November 2020 to October 2022; the sum in the appraisals is <b>£6,070 per dwelling</b>.</p>
<b>Water Policy</b>	<p>The sum of £9 per dwelling was applied to the GNLP appraisals, this sum has been indexed from November 2020 to October 2022; the sum in the appraisals is <b>£11.00 per dwelling</b>.</p>



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<b>Access Policy</b>	The sum of £1,400 per dwelling was applied to the GNLP appraisals, this sum has been indexed from November 2020 to October 2022; the sum in the appraisals is <b>£1,700 per dwelling</b> .
<b>Site and Infrastructure</b>	The equivalent Typologies in the GNLP applied 20%. Although costs have increased there is no reason at this time to increase the siteworks percentage for these notional assessments. As costs increase so too will the siteworks.
<b>Brownfield</b>	All greenfield sites, any brownfield site seeking planning permission for development is likely to be individually assessed.
<b>Contingency on Build Costs</b>	The sum assessed is <b>3% of Build Costs</b> . This could be between 5% and 8%
<b>Professional Fees</b>	The rate applied is <b>10% of Construction Costs</b> as stated above.
<b>Nutrient Neutrality Tariff</b>	There are different approaches to the assessment of a suitable allowance for the proposed Nutrient Neutrality Tariff. The SNC approach is to establish current day viability for the notional Typologies, any surplus can then be considered whether this is sufficient sum. Modelling a fixed tariff at this initial stage is therefore not required.
<b>Visitor Policy Payment</b>	The payment level assessed in December 2020 was £205 per dwelling to include all Affordable dwellings. This has been indexed to October 2022 which is assessed at <b>£249 per dwelling</b> .
<b>CIL</b>	<p>While South Norfolk is covered by two charging Zones, it is proposed to model all Zone A with a multiplier of £105.06/m<sup>2</sup> (2022) is only on the basis this would be the worst case scenario.</p> <p>For clarification CIL is applied to</p> <ul style="list-style-type: none"> <li>• All market dwellings,</li> <li>• Affordable Homeownership dwellings, and</li> <li>• Garages.</li> </ul>

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<p><b>Planning Obligations</b></p>	<p>There are two separately identified payments for each typology:</p> <ul style="list-style-type: none"> <li>• Off-site green Infrastructure Land Purchase, Equipment and Maintenance, and</li> <li>• Open Space Land Purchase, Equipping and Maintenance</li> </ul> <p>The original formulaic tables provided by Broadland Council for the GNLP Viability Appraisal has applied indexed costs.</p>
<p><b>Marketing/Showrooms</b></p>	<p>Allowance of £50,000 per showroom per 50 dwellings was applied in the proposed GNLP. It is considered not necessary to increase this amount on the basis that savings would be sought in the current economic climate.</p> <p>This applies to Typology 3 only. This is a sum which may have the ability to be reduced depending on other marketing costs/fees etc.</p>
<p><b>Benchmark Land Values</b></p>	<p>GNLP base rate applied £10,117 per acre (£25,000 per Ha) for the equivalent Typologies and a multiplier or percentage uplift of 2 x's the existing use value (EUV) for Typologies 1 and 2, while Typology 3 had an equivalent uplift of 17.5 x's.</p> <p>This resulted in the following benchmark land values (equivalent GNLP Typology):</p> <ul style="list-style-type: none"> <li>• £202,340 per acre (£500,000 per Ha) for Typology 1 and 2</li> <li>• £177,048 per acre (437,500 per Ha) for Typology 3</li> </ul> <p>Current analysis suggests that the existing use values i.e., land for agricultural use are lower than in 2020. The range is around £8,500 per acre for arable land rising to £16,750 per acre for lifestyle use. Other web based sites suggest for South Norfolk rates lie between £7,120 per acre to £9,585 per acre for arable land.</p> <p>Source: Carter Jonas commentary on the East of England rates for 2022 and Rightmove current asking prices.</p> <p>These appraisals will use £8,500 per acre (£21,003 per Ha) as the EUV and apply the same multipliers.</p> <ul style="list-style-type: none"> <li>• £170,000 per acre (£420,060 per Ha) for Typologies 1 and 2</li> <li>• £148,750 per acre (£367,556 per Ha) for Typology 3</li> </ul> <p>It is highly conceivable that this reduction in the BLV will be resisted irrespective of the principles regarding BLV.</p> <p>For information relating to the principles which lie behind Benchmark Land Values see the Viability Appraisal in support of the Greater Norwich Local Plan December 2020.</p>

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<b>SDLT</b>	Standard approach adopted
<b>Land Payment Fees</b>	Allowance of 1.25%
<b>Interest rate</b>	In light of the recent Base Bank Rate increases and the likelihood of further increases to stem inflation, the proposed GNLP rate Interest rate of 6% has been increased to 7%.
<b>Program/Timing of Payments</b>	In accordance with the Typology size, this will follow the proposed GNLP equivalent Typology currently being applied at 2 – 4 dwellings per month after a suitable lead in period.
<b>Developers Profit</b>	Following the approach taken with the proposed GNLP equivalent Typologies, as a consequence Typologies 1 and 2 will apply 20% Developers Profit while Typology 3 will apply 17.5%.  All Affordable Housing developer's Return will remain at 6%.

NB All indexation uses the Retail Prices Index from the date of the proposed GNLP November 2020 to October 2022 the last assessed indices rate. [RPI All Items Index: Jan 1987=100 - Office for National Statistics \(ons.gov.uk\)](https://www.ons.gov.uk/indices/articles/rpi-all-items-index-jan-1987=100)

356.2 October 2022

293.5 November 2020

Multiplier therefore 1.214

<b>8 Market Units</b>			
Capital Receipt			2,980,000
Direct Sale Fees		1.50 %	-44,700
Direct Sale Legal Fees		0.25 %	-7,450
		<b>Total</b>	<b>2,927,850</b>

<b>3 ART Units</b>			
RSL Payment 1 - 100% Capital Receipt			443,250
Legal Fees		0.35 %	-1,551
		<b>Total</b>	<b>441,699</b>

<b>1 AHO Units</b>			
Capital Receipt			228,750
Legal Fees		0.35 %	-801
		<b>Total</b>	<b>227,949</b>

<b>Construction Costs</b>			
Construct 12 houses	1,153.00 sq m at	1,265.00 psm	-1,458,545
Construct Garages	168.00 sq m at	728.00 psm	-122,304
Policy - water	12.00 units at	11.00	-132
Policy - energy	12.00 units at	6,070.00	-72,840
Policy - access 20% of homes	2.40 units at	1,700.00	-4,080
External Works		20.00 %	-331,580
Contingency		3.00 %	-49,737
Professional Fee		10.00 %	-165,790
		<b>Total</b>	<b>-2,205,008</b>

<b>Planning Policy Payments</b>			
Visitor Policy	12.00 units at	249.00 a	-2,988
CIL - payment 1 25%			-27,867
CIL - payment 2 75%			-83,601
PC - informal land purchase			-8,064
PC - informal equip & maintenance			-18,340
PC - formal land purchase			-10,080
PC - formal equipping & maintenance			-19,499
		<b>Total</b>	<b>-170,439</b>

<b>Notional Land Purchase</b>			
Benchmark Land Value	0.67 hectares at	420,060.00	-281,440
SDLT say			-3,572
Professional Fees		1.25 %	-3,563
		<b>Total</b>	<b>-288,575</b>

<b>Developers Profit on GDV</b>			
Market Developers Profit at 20%			-596,000
AHO Developers Profit at 6%			-13,725
ART Developers Profit at 6%			-26,595
		<b>Total</b>	<b>-636,320</b>

Debt Interest - Overall	100.00 % of Cost	-3,354,844	(29.78% Used)
Charged Quarterly			
Compounded Quarterly	7.00 %pa	Interest	-30,511

<b>Revenue</b>	<b>3,652,000</b>
<b>Outgoings</b>	<b>-3,385,355</b>
<b>Surplus</b>	<b>266,645</b>

		1	2	3	4	5	6	7	8	9	10	11	12
		Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020
<b>8 Market Units</b>		From	To										
Capital Receipt	6	12	0	0	0	0	425,714	425,714	425,714	425,714	425,714	425,714	425,714
Direct Sale Fees	6	12	0	0	0	0	-6,386	-6,386	-6,386	-6,386	-6,386	-6,386	-6,386
Direct Sale Legal Fees	6	12	0	0	0	0	-1,064	-1,064	-1,064	-1,064	-1,064	-1,064	-1,064
<b>3 ART Units</b>		From	To										
RSL Payment 1 - 100% Capital Receipt	2	2	0	443,250	0	0	0	0	0	0	0	0	0
Legal Fees	2	2	0	-1,551	0	0	0	0	0	0	0	0	0
<b>1 AHO Units</b>		From	To										
Capital Receipt	6	12	0	0	0	0	32,679	32,679	32,679	32,679	32,679	32,679	32,679
Legal Fees	6	12	0	0	0	0	-114	-114	-114	-114	-114	-114	-114
<b>Construction Costs</b>		From	To										
Construct 12 houses	2	9	0	-182,318	-182,318	-182,318	-182,318	-182,318	-182,318	-182,318	0	0	0
Construct Garages	3	9	0	0	-17,472	-17,472	-17,472	-17,472	-17,472	-17,472	0	0	0
Policy - water	2	9	0	-17	-17	-17	-17	-17	-17	-17	0	0	0
Policy - energy	2	9	0	-9,105	-9,105	-9,105	-9,105	-9,105	-9,105	-9,105	0	0	0
Policy - access 20% of homes	2	9	0	-510	-510	-510	-510	-510	-510	-510	0	0	0
External Works	1	9	-36,842	-36,842	-36,842	-36,842	-36,842	-36,842	-36,842	-36,842	0	0	0
Contingency	1	9	-5,526	-5,526	-5,526	-5,526	-5,526	-5,526	-5,526	-5,526	0	0	0
Professional Fee	1	9	-18,421	-18,421	-18,421	-18,421	-18,421	-18,421	-18,421	-18,421	0	0	0
<b>Planning Policy Payments</b>		From	To										
Visitor Policy	6	6	0	0	0	0	-2,988	0	0	0	0	0	0
CIL - payment 1 25%	2	2	0	-27,867	0	0	0	0	0	0	0	0	0
CIL - payment 2 75%	12	12	0	0	0	0	0	0	0	0	0	0	-83,601
PC - informal land purchase	6	6	0	0	0	0	-8,064	0	0	0	0	0	0
PC - informal equip & maintenance	6	6	0	0	0	0	-18,340	0	0	0	0	0	0
PC - formal land purchase	6	6	0	0	0	0	-10,080	0	0	0	0	0	0
PC - formal equipping & maintenance	6	6	0	0	0	0	-19,499	0	0	0	0	0	0
<b>Notional Land Purchase</b>		From	To										
Benchmark Land Value	1	1	-281,440	0	0	0	0	0	0	0	0	0	0
SDLT say	1	1	-3,572	0	0	0	0	0	0	0	0	0	0
Professional Fees	1	1	-3,563	0	0	0	0	0	0	0	0	0	0
<b>Developers Profit on GDV</b>		From	To										
Market Developers Profit at 20%	12	12	0	0	0	0	0	0	0	0	0	0	-596,000
AHO Developers Profit at 6%	12	12	0	0	0	0	0	0	0	0	0	0	-13,725
ART Developers Profit at 6%	12	12	0	0	0	0	0	0	0	0	0	0	-26,595
<b>SUMMARY</b>													
Revenue			0	443,250	0	0	0	458,393	458,393	458,393	458,393	458,393	458,393
Costs			-349,365	-282,158	-270,211	-270,211	-270,211	-336,747	-277,776	-277,776	-277,776	-7,564	-7,564
Net Cashflow			-349,365	-188,272	-458,484	-728,695	-998,906	-877,260	-696,643	-516,026	-335,409	115,420	566,248
Debt Interest - Overall			-349,365	-188,272	-458,484	-728,695	-998,906	-877,260	-696,643	-516,026	-335,409	0	0
Interest Bal			-349,365	-190,298	-460,510	-730,721	-1,008,973	-887,327	-706,710	-541,287	-360,670	0	0
Interest %pa			7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest			-2,026	0	0	-8,041	0	0	-15,194	0	0	-5,249	0
Balance B/F			0	-351,391	-190,298	-460,510	-738,762	-1,008,973	-887,327	-721,904	-541,287	-360,670	84,909
Period Total			-349,365	161,092	-270,211	-270,211	-270,211	121,646	180,617	180,617	180,617	450,828	450,828
Interest			-2,026	0	0	-8,041	0	0	-15,194	0	0	-5,249	0
Balance C/F			-351,391	-190,298	-460,510	-738,762	-1,008,973	-887,327	-721,904	-541,287	-360,670	84,909	535,738

<b>13 Market Units</b>			
Capital Receipt			4,575,000
Direct Sale Fees		1.50 %	-68,625
Direct Sale Legal Fees		0.25 %	-11,438
		<b>Total</b>	<b>4,494,938</b>
<b>5 ART Units</b>			
RSL Payment 1 - 50% Capital Receipt			322,875
RSL Payment 2 - 50% Capital Receipt			322,875
Legal Fees		0.35 %	-2,260
		<b>Total</b>	<b>643,490</b>
<b>2 AHO Units</b>			
Capital Receipt			510,000
Legal Fees		0.35 %	-1,785
		<b>Total</b>	<b>508,215</b>
<b>Construction Costs</b>			
Construct 20 houses	1,789.00 sq m at	1,265.00 psm	-2,263,085
Construct Garages	189.00 sq m at	728.00 psm	-137,592
Policy - water	20.00 units at	11.00	-220
Policy - energy	20.00 units at	6,070.00	-121,400
Policy - access 20% of homes	4.00 units at	1,700.00	-6,800
External Works		20.00 %	-505,819
Contingency		3.00 %	-75,873
Professional Fee		10.00 %	-252,910
		<b>Total</b>	<b>-3,363,699</b>
<b>Planning Policy Payments</b>			
Visitor Policy	20.00 units at	249.00 a	-4,980
CIL - payment 1 25%			-42,077
CIL - payment 2 75%			-126,230
PC - informal land purchase			-12,591
PC - informal equip & maintenance			-28,637
PC - formal land purchase			-15,739
PC - formal equipping & maintenance			-30,448
		<b>Total</b>	<b>-260,702</b>
<b>Notional Land Purchase</b>			
Benchmark Land Value	1.15 hectares at	420,060.00	-483,069
SDLT say			-13,653
Professional Fees inc Bank		1.25 %	-6,209
		<b>Total</b>	<b>-502,931</b>
<b>Developers Profit on GDV</b>			
Market at 20%			-915,000
AHO at 6%			-30,600
ART at 6%			-38,745
		<b>Total</b>	<b>-984,345</b>
Debt Interest - Overall	100.00 % of Cost	-5,195,785	(39.43% Used)
Charged Quarterly			
Compounded Quarterly	7.00 %pa	Interest	-86,320
		<b>Revenue</b>	<b>5,730,750</b>
		<b>Outgoings</b>	<b>-5,282,105</b>
		<b>Profit</b>	<b>448,645</b>

Typology 2 - Main Town / Service Village (20 dwellings) - (Cashflow) - Page 1

			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
			Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep 2020
13 Market Units			From	To														
Capital Receipt	9	16	0	0	0	0	0	0	0	0	571,875	571,875	571,875	571,875	571,875	571,875	571,875	571,875
Direct Sale Fees	9	16	0	0	0	0	0	0	0	0	-8,578	-8,578	-8,578	-8,578	-8,578	-8,578	-8,578	-8,578
Direct Sale Legal Fees	9	16	0	0	0	0	0	0	0	0	-1,430	-1,430	-1,430	-1,430	-1,430	-1,430	-1,430	-1,430
5 ART Units			From	To														
RSL Payment 1 - 50% Capital Receipt	2	2	0	322,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0
RSL Payment 2 - 50% Capital Receipt	6	6	0	0	0	0	0	322,875	0	0	0	0	0	0	0	0	0	0
Legal Fees	2	2	0	-2,260	0	0	0	0	0	0	0	0	0	0	0	0	0	0
2 AHO Units			From	To														
Capital Receipt	9	10	0	0	0	0	0	0	0	0	255,000	255,000	0	0	0	0	0	0
Legal Fees	9	10	0	0	0	0	0	0	0	0	-893	-893	0	0	0	0	0	0
Construction Costs			From	To														
Construct 20 houses	2	12	0	-205,735	-205,735	-205,735	-205,735	-205,735	-205,735	-205,735	-205,735	-205,735	-205,735	-205,735	0	0	0	0
Construct Garages	5	12	0	0	0	0	-17,199	-17,199	-17,199	-17,199	-17,199	-17,199	-17,199	-17,199	0	0	0	0
Policy - water	2	12	0	-20	-20	-20	-20	-20	-20	-20	-20	-20	-20	-20	0	0	0	0
Policy - energy	2	12	0	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	0	0	0	0
Policy - access 20% of homes	2	12	0	-618	-618	-618	-618	-618	-618	-618	-618	-618	-618	-618	0	0	0	0
External Works	1	12	-42,152	-42,152	-42,152	-42,152	-42,152	-42,152	-42,152	-42,152	-42,152	-42,152	-42,152	-42,152	0	0	0	0
Contingency	1	12	-6,323	-6,323	-6,323	-6,323	-6,323	-6,323	-6,323	-6,323	-6,323	-6,323	-6,323	-6,323	0	0	0	0
Professional Fee	1	12	-21,076	-21,076	-21,076	-21,076	-21,076	-21,076	-21,076	-21,076	-21,076	-21,076	-21,076	-21,076	0	0	0	0
Planning Policy Payments			From	To														
Visitor Policy	9	9	0	0	0	0	0	0	0	0	-4,980	0	0	0	0	0	0	0
CIL - payment 1 25%	2	2	0	-42,077	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CIL - payment 2 75%	12	12	0	0	0	0	0	0	0	0	0	0	0	-126,230	0	0	0	0
PC - informal land purchase	9	9	0	0	0	0	0	0	0	0	-12,591	0	0	0	0	0	0	0
PC - informal equip & maintenance	9	9	0	0	0	0	0	0	0	0	-28,637	0	0	0	0	0	0	0
PC - formal land purchase	9	9	0	0	0	0	0	0	0	0	-15,739	0	0	0	0	0	0	0
PC - formal equipping & maintenance	9	9	0	0	0	0	0	0	0	0	-30,448	0	0	0	0	0	0	0
Notional Land Purchase			From	To														
Benchmark Land Value	1	1	-483,069	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SDLT say	1	1	-13,653	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Professional Fees inc Bank	1	1	-6,209	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Developers Profit on GDV			From	To														
Market at 20%	16	16	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-915,000
AHO at 6%	16	16	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-30,600
ART at 6%	16	16	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-38,745
SUMMARY																		
Revenue			0	322,875	0	0	0	322,875	0	0	826,875	826,875	571,875	571,875	571,875	571,875	571,875	571,875
Costs			-572,481	-331,297	-286,960	-286,960	-304,159	-304,159	-304,159	-304,159	-407,454	-315,059	-314,167	-440,397	-10,008	-10,008	-10,008	-994,353
Net Cashflow			-572,481	-580,903	-867,863	-1,154,822	-1,458,981	-1,440,265	-1,744,424	-2,048,582	-1,629,161	-1,117,345	-859,637	-728,158	-166,291	395,576	957,443	534,965
Debt Interest - Overall			-572,481	-580,903	-867,863	-1,154,822	-1,458,981	-1,440,265	-1,744,424	-2,048,582	-1,629,161	-1,117,345	-859,637	-728,158	-166,291	0	0	0
Interest Bal			-572,481	-584,223	-871,183	-1,158,143	-1,477,528	-1,458,811	-1,762,970	-2,094,532	-1,675,111	-1,163,295	-934,393	-802,915	-241,048	0	0	0
Interest %pa			7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest			-3,320	0	0	-15,226	0	0	-27,403	0	0	-28,807	0	0	-11,564	0	0	0
Balance B/F			0	-575,801	-584,223	-871,183	-1,173,369	-1,477,528	-1,458,811	-1,790,373	-2,094,532	-1,675,111	-1,192,102	-934,393	-802,915	-252,611	309,256	871,123
Period Total			-572,481	-8,422	-286,960	-286,960	-304,159	18,716	-304,159	-304,159	419,421	511,816	257,708	131,478	561,867	561,867	561,867	-422,478
Interest			-3,320	0	0	-15,226	0	0	-27,403	0	0	-28,807	0	0	-11,564	0	0	0
Balance C/F			-575,801	-584,223	-871,183	-1,173,369	-1,477,528	-1,458,811	-1,790,373	-2,094,532	-1,675,111	-1,192,102	-934,393	-802,915	-252,611	309,256	871,123	448,645

<b>34 Market Units</b>			
Capital Receipt			12,320,000
Direct Sale Fees		1.25 %	-154,000
Direct Sale Legal Fees		0.25 %	-30,800
		<b>Total</b>	<b>12,135,200</b>

<b>12 ART Units</b>			
RSL Payment 1 - 25% Capital Receipt			828,000
RSL Payment 2 - 25% Capital Receipt			828,000
Legal Fees		0.35 %	-5,796
		<b>Total</b>	<b>1,650,204</b>

<b>4 AHO Units</b>			
Capital Receipt			1,020,000
Legal Fees		0.35 %	-3,570
		<b>Total</b>	<b>1,016,430</b>

<b>Construction Costs</b>			
Construct 50 houses	4,685.00 sq m at	1,265.00 psm	-5,926,525
Construct Garages	609.00 sq m at	728.00 psm	-443,352
Policy - water	50.00 units at	11.00	-550
Policy - energy	50.00 units at	6,070.00	-303,500
Policy - access 20% of homes	10.00 units at	1,700.00	-17,000
External Works		20.00 %	-1,338,185
Contingency		3.00 %	-200,728
Professional Fee		10.00 %	-669,093
		<b>Total</b>	<b>-8,898,933</b>

<b>Planning Policy Payments</b>			
Visitor Policy	50.00 units at	249.00 a	-12,450
CIL - payment 1 25%			-113,360
CIL - payment 2 75%			-340,079
PC - informal land purchase			-32,821
PC - informal equip & maintenance			-74,646
PC - formal land purchase			-41,027
PC - formal equip & maintenance			-79,356
		<b>Total</b>	<b>-693,739</b>

<b>Other Outgoings</b>			
Marketing Showrooms	1.00 units at	50,000.00 a	-50,000
		<b>Total</b>	<b>-50,000</b>

<b>Notional Land Purchase</b>			
Benchmark Land Value	1.82 hectares at	367,553.00	-668,946
SDLT say			-22,947
Professional Fees		1.25 %	-8,649
		<b>Total</b>	<b>-700,542</b>

<b>Developers Profit on GDV</b>			
Market @ 17.5%			-2,156,000
AHO @ 6%			-61,200
ART @ 6%			-99,360
		<b>Total</b>	<b>-2,316,560</b>

Debt Interest - Overall	100.00 % of Cost	-12,853,940	(27.16% Used)
Charged Quarterly			
Compounded Quarterly	7.00 %pa	Interest	-161,227

<b>Revenue</b>	<b>14,996,000</b>
<b>Outgoings</b>	<b>-13,015,167</b>
<b>Profit</b>	<b>1,980,833</b>



Typology 3 - Main Town ervice Village (50 dwellings) - (Cashflow) - Page 1

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27		
	Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep 2020	Oct 2020	Nov 2020	Dec 2020	Jan 2021	Feb 2021	Mar 2021	Apr 2021	May 2021	Jun 2021	Jul 2021	Aug 2021		
<b>34 Market Units</b>	From To																												
Capital Receipt	12	28	0	0	0	0	0	0	0	0	0	0	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706		
Direct Sale Fees	12	28	0	0	0	0	0	0	0	0	0	0	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059		
Direct Sale Legal Fees	12	28	0	0	0	0	0	0	0	0	0	0	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812		
<b>12 ART Units</b>	From To																												
RSL Payment 1 - 25% Capital Receipt	2	2	0	828,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
RSL Payment 2 - 25% Capital Receipt	12	12	0	0	0	0	0	0	0	0	0	828,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Legal Fees	2	2	0	-5,796	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
<b>4 AHO Units</b>	From To																												
Capital Receipt	12	15	0	0	0	0	0	0	0	0	0	255,000	255,000	255,000	255,000	0	0	0	0	0	0	0	0	0	0	0	0		
Legal Fees	12	15	0	0	0	0	0	0	0	0	0	-893	-893	-893	-893	0	0	0	0	0	0	0	0	0	0	0	0		
<b>Construction Costs</b>	From To																												
Construct 50 houses	4	24	0	0	0	-282,215	-282,215	-282,215	-282,215	-282,215	-282,215	-282,215	-282,215	-282,215	-282,215	-282,215	-282,215	-282,215	-282,215	-282,215	-282,215	-282,215	-282,215	-282,215	-282,215	0	0	0	
Construct Garages	8	24	0	0	0	0	0	0	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	0	0	0	
Policy - water	4	24	0	0	0	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	0	0	0	
Policy - energy	4	24	0	0	0	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	0	0	0	
Policy - access 20% of homes	4	24	0	0	0	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	0	0	0	
External Works	1	24	-55,758	-55,758	-55,758	-55,758	-55,758	-55,758	-55,758	-55,758	-55,758	-55,758	-55,758	-55,758	-55,758	-55,758	-55,758	-55,758	-55,758	-55,758	-55,758	-55,758	-55,758	-55,758	-55,758	0	0	0	
Contingency	1	24	-8,364	-8,364	-8,364	-8,364	-8,364	-8,364	-8,364	-8,364	-8,364	-8,364	-8,364	-8,364	-8,364	-8,364	-8,364	-8,364	-8,364	-8,364	-8,364	-8,364	-8,364	-8,364	-8,364	0	0	0	
Professional Fee	1	24	-27,879	-27,879	-27,879	-27,879	-27,879	-27,879	-27,879	-27,879	-27,879	-27,879	-27,879	-27,879	-27,879	-27,879	-27,879	-27,879	-27,879	-27,879	-27,879	-27,879	-27,879	-27,879	-27,879	0	0	0	
<b>Planning Policy Payments</b>	From To																												
Visitor Policy	12	12	0	0	0	0	0	0	0	0	0	0	-12,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
CIL - payment 1 25%	2	2	0	-113,360	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
CIL - payment 2 75%	12	12	0	0	0	0	0	0	0	0	0	-340,079	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
PC - informal land purchase	12	12	0	0	0	0	0	0	0	0	0	-32,821	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
PC - informal equip & maintenance	12	12	0	0	0	0	0	0	0	0	0	-74,646	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
PC - formal land purchase	12	12	0	0	0	0	0	0	0	0	0	-41,027	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
PC - formal equip & maintenance	12	12	0	0	0	0	0	0	0	0	0	-79,356	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
<b>Other Outgoings</b>	From To																												
Marketing Showrooms	11	28	0	0	0	0	0	0	0	0	0	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	
<b>Notional Land Purchase</b>	From To																												
Benchmark Land Value	1	1	-668,946	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
SDLT say	1	1	-22,947	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
Professional Fees	1	1	-8,649	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
<b>Developers Profit on GDV</b>	From To																												
Market @ 17.5%	28	28	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
AHO @ 6%	28	28	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
ART @ 6%	28	28	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0		
<b>SUMMARY</b>																													
Revenue	0	828,000	0	0	0	0	0	0	0	0	0	0	1,807,706	979,706	979,706	979,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706		
Costs	-792,542	-211,156	-92,000	-389,504	-389,504	-389,504	-389,504	-415,583	-415,583	-415,583	-418,361	-1,010,503	-430,124	-430,124	-430,124	-429,232	-429,232	-429,232	-429,232	-429,232	-429,232	-429,232	-429,232	-429,232	-429,232	-13,648	-13,648	-13,648	
Net Cashflow	-792,542	-175,699	-267,699	-657,203	-1,046,707	-1,436,210	-1,825,714	-2,241,297	-2,656,881	-3,072,464	-3,490,825	-2,693,623	-2,144,041	-1,594,459	-1,044,878	-749,403	-453,929	-158,455	137,019	432,493	727,967	1,023,442	1,318,916	1,614,390	2,325,447	3,036,505	3,747,562		
Debt Interest - Overall	-792,542	-175,699	-267,699	-657,203	-1,046,707	-1,436,210	-1,825,714	-2,241,297	-2,656,881	-3,072,464	-3,490,825	-2,693,623	-2,144,041	-1,594,459	-1,044,878	-749,403	-453,929	-158,455	0	0	0	0	0	0	0	0	0		
Interest Bal	-792,542	-180,295	-272,295	-661,799	-1,057,787	-1,447,291	-1,836,795	-2,277,680	-2,693,263	-3,108,846	-3,574,312	-2,777,109	-2,227,527	-1,728,035	-1,178,453	-882,979	-609,639	-314,164	-18,690	0	0	0	0	0	0	0	0		
Interest %pa	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00		
Interest	-4,596	0	0	-6,484	0	0	-25,301	0	0	-47,104	0	0	-50,089	0	0	-22,134	0	0	-5,518	0	0	0	0	0	0	0	0		
Balance B/F	0	-797,139	-180,295	-272,295	-668,284	-1,057,787	-1,447,291	-1,862,096	-2,277,680	-2,693,263	-3,155,950	-3,574,312	-2,777,109	-2,277,616	-1,728,035	-1,178,453	-905,113	-609,639	-314,164	-24,208	271,266	566,740	862,215	1,157,689	1,453,163	2,164,220	2,875,278		
Period Total	-792,542	616,844	-92,000	-389,504	-389,504	-389,504	-389,504	-415,583	-415,583	-415,583	-418,361	797,203	549,582	549,582	549,582	295,474	295,474	295,474	295,474	295,474	295,474	295,474	295,474	295,474	295,474	711,058	711,058	711,058	
Interest	-4,596	0	0	-6,484	0	0	-25,301	0	0	-47,104	0	0	-50,089	0	0	-22,134	0	0	-5,518	0	0	0	0	0	0	0	0		
Balance C/F	-797,139	-180,295	-272,295	-668,284	-1,057,787	-1,447,291	-1,862,096	-2,277,680	-2,693,263	-3,155,950	-3,574,312	-2,777,109	-2,277,616	-1,728,035	-1,178,453	-905,113	-609,639	-314,164	-24,208	271,266	566,740	862,215	1,157,689	1,453,163	2,164,220	2,875,278	3,586,335		

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Sep 2021

34 Market Units	From	To	
Capital Receipt	12	28	724,706
Direct Sale Fees	12	28	-9,059
Direct Sale Legal Fees	12	28	-1,812

12 ART Units	From	To	
RSL Payment 1 - 25% Capital Receipt	2	2	0
RSL Payment 2 - 25% Capital Receipt	12	12	0
Legal Fees	2	2	0

4 AHO Units	From	To	
Capital Receipt	12	15	0
Legal Fees	12	15	0

Construction Costs	From	To	
Construct 50 houses	4	24	0
Construct Garages	8	24	0
Policy - water	4	24	0
Policy - energy	4	24	0
Policy - access 20% of homes	4	24	0
External Works	1	24	0
Contingency	1	24	0
Professional Fee	1	24	0

Planning Policy Payments	From	To	
Visitor Policy	12	12	0
CIL - payment 1 25%	2	2	0
CIL - payment 2 75%	12	12	0
PC - informal land purchase	12	12	0
PC - informal equip & maintenance	12	12	0
PC - formal land purchase	12	12	0
PC - formal equip & maintenance	12	12	0

Other Outgoings	From	To	
Marketing Showrooms	11	28	-2,778

Notional Land Purchase	From	To	
Benchmark Land Value	1	1	0
SDLT say	1	1	0
Professional Fees	1	1	0

Developers Profit on GDV	From	To	
Market @ 17.5%	28	28	-2,156,000
AHO @ 6%	28	28	-61,200
ART @ 6%	28	28	-99,360

SUMMARY			
Revenue			724,706
Costs			-2,330,208
Net Cashflow			2,142,060
Debt Interest - Overall			0
Interest Bal			0
Interest %pa			7.00
Interest			0
Balance B/F			3,586,335
Period Total			-1,605,502
Interest			0
Balance C/F			1,980,833

<b>8 Market Units</b>			
Capital Receipt			2,980,000
Direct Sale Fees		1.50 %	-44,700
Direct Sale Legal Fees		0.25 %	-7,450
		<b>Total</b>	<b>2,927,850</b>

<b>3 ART Units</b>			
RSL Payment 1 - 100% Capital Receipt			443,250
Legal Fees		0.35 %	-1,551
		<b>Total</b>	<b>441,699</b>

<b>1 AHO Units</b>			
Capital Receipt			228,750
Legal Fees		0.35 %	-801
		<b>Total</b>	<b>227,949</b>

<b>Construction Costs</b>			
Construct 12 houses	1,153.00 sq m at	1,482.00 psm	-1,708,746
Construct Garages	168.00 sq m at	728.00 psm	-122,304
Policy - water	12.00 units at	11.00	-132
Policy - energy	12.00 units at	6,070.00	-72,840
Policy - access 20% of homes	2.40 units at	1,700.00	-4,080
External Works		20.00 %	-381,620
Contingency		3.00 %	-57,243
Professional Fee		10.00 %	-190,810
		<b>Total</b>	<b>-2,537,776</b>

<b>Planning Policy Payments</b>			
Visitor Policy	12.00 units at	249.00 a	-2,988
CIL - payment 1 25%			-27,867
CIL - payment 2 75%			-83,601
PC - informal land purchase			-8,064
PC - informal equip & maintenance			-18,340
PC - formal land purchase			-10,080
PC - formal equipping & maintenance			-19,499
		<b>Total</b>	<b>-170,439</b>

<b>Notional Land Purchase</b>			
Benchmark Land Value	0.67 hectares at	420,060.00	-281,440
SDLT say			-3,572
Professional Fees		1.25 %	-3,563
		<b>Total</b>	<b>-288,575</b>

<b>Developers Profit on GDV</b>			
Market Developers Profit at 20%			-596,000
AHO Developers Profit at 6%			-13,725
ART Developers Profit at 6%			-26,595
		<b>Total</b>	<b>-636,320</b>

Debt Interest - Overall	100.00 % of Cost	-3,687,612	(31.72% Used)
Charged Quarterly			
Compounded Quarterly	7.00 %pa	Interest	-41,496

<b>Revenue</b>	<b>3,652,000</b>
<b>Outgoings</b>	<b>-3,729,107</b>
<b>Deficit</b>	<b>-77,107</b>

		1	2	3	4	5	6	7	8	9	10	11	12
		Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020
<b>8 Market Units</b>		From To											
Capital Receipt	6 12	0	0	0	0	0	425,714	425,714	425,714	425,714	425,714	425,714	425,714
Direct Sale Fees	6 12	0	0	0	0	0	-6,386	-6,386	-6,386	-6,386	-6,386	-6,386	-6,386
Direct Sale Legal Fees	6 12	0	0	0	0	0	-1,064	-1,064	-1,064	-1,064	-1,064	-1,064	-1,064
<b>3 ART Units</b>		From To											
RSL Payment 1 - 100% Capital Receipt	2 2	0	443,250	0	0	0	0	0	0	0	0	0	0
Legal Fees	2 2	0	-1,551	0	0	0	0	0	0	0	0	0	0
<b>1 AHO Units</b>		From To											
Capital Receipt	6 12	0	0	0	0	0	32,679	32,679	32,679	32,679	32,679	32,679	32,679
Legal Fees	6 12	0	0	0	0	0	-114	-114	-114	-114	-114	-114	-114
<b>Construction Costs</b>		From To											
Construct 12 houses	2 9	0	-213,593	-213,593	-213,593	-213,593	-213,593	-213,593	-213,593	-213,593	0	0	0
Construct Garages	3 9	0	0	-17,472	-17,472	-17,472	-17,472	-17,472	-17,472	-17,472	0	0	0
Policy - water	2 9	0	-17	-17	-17	-17	-17	-17	-17	-17	0	0	0
Policy - energy	2 9	0	-9,105	-9,105	-9,105	-9,105	-9,105	-9,105	-9,105	-9,105	0	0	0
Policy - access 20% of homes	2 9	0	-510	-510	-510	-510	-510	-510	-510	-510	0	0	0
External Works	1 9	-42,402	-42,402	-42,402	-42,402	-42,402	-42,402	-42,402	-42,402	-42,402	0	0	0
Contingency	1 9	-6,360	-6,360	-6,360	-6,360	-6,360	-6,360	-6,360	-6,360	-6,360	0	0	0
Professional Fee	1 9	-21,201	-21,201	-21,201	-21,201	-21,201	-21,201	-21,201	-21,201	-21,201	0	0	0
<b>Planning Policy Payments</b>		From To											
Visitor Policy	6 6	0	0	0	0	0	-2,988	0	0	0	0	0	0
CIL - payment 1 25%	2 2	0	-27,867	0	0	0	0	0	0	0	0	0	0
CIL - payment 2 75%	12 12	0	0	0	0	0	0	0	0	0	0	0	-83,601
PC - informal land purchase	6 6	0	0	0	0	0	-8,064	0	0	0	0	0	0
PC - informal equip & maintenance	6 6	0	0	0	0	0	-18,340	0	0	0	0	0	0
PC - formal land purchase	6 6	0	0	0	0	0	-10,080	0	0	0	0	0	0
PC - formal equipping & maintenance	6 6	0	0	0	0	0	-19,499	0	0	0	0	0	0
<b>Notional Land Purchase</b>		From To											
Benchmark Land Value	1 1	-281,440	0	0	0	0	0	0	0	0	0	0	0
SDLT say	1 1	-3,572	0	0	0	0	0	0	0	0	0	0	0
Professional Fees	1 1	-3,563	0	0	0	0	0	0	0	0	0	0	0
<b>Developers Profit on GDV</b>		From To											
Market Developers Profit at 20%	12 12	0	0	0	0	0	0	0	0	0	0	0	-596,000
AHO Developers Profit at 6%	12 12	0	0	0	0	0	0	0	0	0	0	0	-13,725
ART Developers Profit at 6%	12 12	0	0	0	0	0	0	0	0	0	0	0	-26,595
<b>SUMMARY</b>													
Revenue		0	443,250	0	0	0	458,393	458,393	458,393	458,393	458,393	458,393	458,393
Costs		-358,539	-322,607	-310,660	-310,660	-310,660	-377,196	-318,225	-318,225	-318,225	-7,564	-7,564	-727,485
Net Cashflow		-358,539	-237,895	-548,556	-859,216	-1,169,877	-1,088,680	-948,512	-808,344	-668,176	-217,347	233,481	-35,612
Debt Interest - Overall		-358,539	-237,895	-548,556	-859,216	-1,169,877	-1,088,680	-948,512	-808,344	-668,176	-217,347	0	-35,612
Interest Bal		-358,539	-239,975	-550,635	-861,296	-1,181,571	-1,100,374	-960,206	-838,959	-698,791	-247,962	0	-76,663
Interest %pa		7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest		-2,079	0	0	-9,615	0	0	-18,920	0	0	-10,437	0	-445
Balance B/F		0	-360,618	-239,975	-550,635	-870,911	-1,181,571	-1,100,374	-979,127	-838,959	-698,791	-258,399	192,430
Period Total		-358,539	120,643	-310,660	-310,660	-310,660	81,197	140,168	140,168	140,168	450,828	450,828	-269,093
Interest		-2,079	0	0	-9,615	0	0	-18,920	0	0	-10,437	0	-445
Balance C/F		-360,618	-239,975	-550,635	-870,911	-1,181,571	-1,100,374	-979,127	-838,959	-698,791	-258,399	192,430	-77,107

<b>13 Market Units</b>			
Capital Receipt			4,575,000
Direct Sale Fees		1.50 %	-68,625
Direct Sale Legal Fees		0.25 %	-11,438
		<b>Total</b>	<b>4,494,938</b>
<b>5 ART Units</b>			
RSL Payment 1 - 50% Capital Receipt			322,875
RSL Payment 2 - 50% Capital Receipt			322,875
Legal Fees		0.35 %	-2,260
		<b>Total</b>	<b>643,490</b>
<b>2 AHO Units</b>			
Capital Receipt			510,000
Legal Fees		0.35 %	-1,785
		<b>Total</b>	<b>508,215</b>
<b>Construction Costs</b>			
Construct 20 houses	1,789.00 sq m at	1,482.00 psm	-2,651,298
Construct Garages	189.00 sq m at	728.00 psm	-137,592
Policy - water	20.00 units at	11.00	-220
Policy - energy	20.00 units at	6,070.00	-121,400
Policy - access 20% of homes	4.00 units at	1,700.00	-6,800
External Works		20.00 %	-583,462
Contingency		3.00 %	-87,519
Professional Fee		10.00 %	-291,731
		<b>Total</b>	<b>-3,880,022</b>
<b>Planning Policy Payments</b>			
Visitor Policy	20.00 units at	249.00 a	-4,980
CIL - payment 1 25%			-42,077
CIL - payment 2 75%			-126,230
PC - informal land purchase			-12,591
PC - informal equip & maintenance			-28,637
PC - formal land purchase			-15,739
PC - formal equipping & maintenance			-30,448
		<b>Total</b>	<b>-260,702</b>
<b>Notional Land Purchase</b>			
Benchmark Land Value	1.15 hectares at	420,060.00	-483,069
SDLT say			-13,653
Professional Fees inc Bank		1.25 %	-6,209
		<b>Total</b>	<b>-502,931</b>
<b>Developers Profit on GDV</b>			
Market at 20%			-915,000
AHO at 6%			-30,600
ART at 6%			-38,745
		<b>Total</b>	<b>-984,345</b>
Debt Interest - Overall Charged Quarterly	100.00 % of Cost	-5,712,108	(41.68% Used)
Compounded Quarterly	7.00 %pa	Interest	-109,984
		<b>Revenue</b>	<b>5,730,750</b>
		<b>Outgoings</b>	<b>-5,822,092</b>
		<b>Deficit</b>	<b>-91,342</b>

Typology 2 - Main Town / Service Village (20 dwellings) - (Cashflow) - Page 1

		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
		Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep 2020
<b>13 Market Units</b>		From	To														
Capital Receipt	9	16	0	0	0	0	0	0	0	571,875	571,875	571,875	571,875	571,875	571,875	571,875	571,875
Direct Sale Fees	9	16	0	0	0	0	0	0	0	-8,578	-8,578	-8,578	-8,578	-8,578	-8,578	-8,578	-8,578
Direct Sale Legal Fees	9	16	0	0	0	0	0	0	0	-1,430	-1,430	-1,430	-1,430	-1,430	-1,430	-1,430	-1,430
<b>5 ART Units</b>		From	To														
RSL Payment 1 - 50% Capital Receipt	2	2	0	322,875	0	0	0	0	0	0	0	0	0	0	0	0	0
RSL Payment 2 - 50% Capital Receipt	6	6	0	0	0	0	322,875	0	0	0	0	0	0	0	0	0	0
Legal Fees	2	2	0	-2,260	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>2 AHO Units</b>		From	To														
Capital Receipt	9	10	0	0	0	0	0	0	0	255,000	255,000	0	0	0	0	0	0
Legal Fees	9	10	0	0	0	0	0	0	0	-893	-893	0	0	0	0	0	0
<b>Construction Costs</b>		From	To														
Construct 20 houses	2	12	0	-241,027	-241,027	-241,027	-241,027	-241,027	-241,027	-241,027	-241,027	-241,027	-241,027	-241,027	0	0	0
Construct Garages	5	12	0	0	0	0	-17,199	-17,199	-17,199	-17,199	-17,199	-17,199	-17,199	-17,199	0	0	0
Policy - water	2	12	0	-20	-20	-20	-20	-20	-20	-20	-20	-20	-20	-20	0	0	0
Policy - energy	2	12	0	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	0	0	0
Policy - access 20% of homes	2	12	0	-618	-618	-618	-618	-618	-618	-618	-618	-618	-618	-618	0	0	0
External Works	1	12	-48,622	-48,622	-48,622	-48,622	-48,622	-48,622	-48,622	-48,622	-48,622	-48,622	-48,622	-48,622	0	0	0
Contingency	1	12	-7,293	-7,293	-7,293	-7,293	-7,293	-7,293	-7,293	-7,293	-7,293	-7,293	-7,293	-7,293	0	0	0
Professional Fee	1	12	-24,311	-24,311	-24,311	-24,311	-24,311	-24,311	-24,311	-24,311	-24,311	-24,311	-24,311	-24,311	0	0	0
<b>Planning Policy Payments</b>		From	To														
Visitor Policy	9	9	0	0	0	0	0	0	0	-4,980	0	0	0	0	0	0	0
CIL - payment 1 25%	2	2	0	-42,077	0	0	0	0	0	0	0	0	0	0	0	0	0
CIL - payment 2 75%	12	12	0	0	0	0	0	0	0	0	0	0	-126,230	0	0	0	0
PC - informal land purchase	9	9	0	0	0	0	0	0	0	-12,591	0	0	0	0	0	0	0
PC - informal equip & maintenance	9	9	0	0	0	0	0	0	0	-28,637	0	0	0	0	0	0	0
PC - formal land purchase	9	9	0	0	0	0	0	0	0	-15,739	0	0	0	0	0	0	0
PC - formal equipping & maintenance	9	9	0	0	0	0	0	0	0	-30,448	0	0	0	0	0	0	0
<b>Notional Land Purchase</b>		From	To														
Benchmark Land Value	1	1	-483,069	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SDLT say	1	1	-13,653	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Professional Fees inc Bank	1	1	-6,209	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Developers Profit on GDV</b>		From	To														
Market at 20%	16	16	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-915,000
AHO at 6%	16	16	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-30,600
ART at 6%	16	16	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-38,745
<b>SUMMARY</b>																	
Revenue			0	322,875	0	0	0	322,875	0	0	826,875	826,875	571,875	571,875	571,875	571,875	571,875
Costs			-583,157	-377,265	-332,928	-332,928	-350,127	-350,127	-350,127	-350,127	-453,422	-361,027	-360,134	-486,364	-10,008	-10,008	-10,008
Net Cashflow			-583,157	-637,547	-970,474	-1,303,402	-1,653,529	-1,680,780	-2,030,907	-2,381,034	-2,007,581	-1,541,733	-1,329,992	-1,244,482	-682,615	-120,747	441,120
Debt Interest - Overall			-583,157	-637,547	-970,474	-1,303,402	-1,653,529	-1,680,780	-2,030,907	-2,381,034	-2,007,581	-1,541,733	-1,329,992	-1,244,482	-682,615	-120,747	0
Interest Bal			-583,157	-640,929	-973,857	-1,306,784	-1,673,931	-1,701,183	-2,051,309	-2,433,077	-2,059,624	-1,593,776	-1,417,569	-1,332,058	-770,191	-228,878	0
Interest %pa			7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest			-3,382	0	0	-17,020	0	0	-31,641	0	0	-35,533	0	0	-20,554	0	-1,854
Balance B/F			0	-586,539	-640,929	-973,857	-1,323,804	-1,673,931	-1,701,183	-2,082,951	-2,433,077	-2,059,624	-1,629,309	-1,417,569	-1,332,058	-790,745	-228,878
Period Total			-583,157	-54,390	-332,928	-332,928	-350,127	-27,252	-350,127	-350,127	373,453	465,848	211,741	85,511	561,867	561,867	561,867
Interest			-3,382	0	0	-17,020	0	0	-31,641	0	0	-35,533	0	0	-20,554	0	-1,854
Balance C/F			-586,539	-640,929	-973,857	-1,323,804	-1,673,931	-1,701,183	-2,082,951	-2,433,077	-2,059,624	-1,629,309	-1,417,569	-1,332,058	-790,745	-228,878	332,989

<b>34 Market Units</b>			
Capital Receipt			12,320,000
Direct Sale Fees		1.25 %	-154,000
Direct Sale Legal Fees		0.25 %	-30,800
		<b>Total</b>	<b>12,135,200</b>
<b>12 ART Units</b>			
RSL Payment 1 - 25% Capital Receipt			828,000
RSL Payment 2 - 25% Capital Receipt			828,000
Legal Fees		0.35 %	-5,796
		<b>Total</b>	<b>1,650,204</b>
<b>4 AHO Units</b>			
Capital Receipt			1,020,000
Legal Fees		0.35 %	-3,570
		<b>Total</b>	<b>1,016,430</b>
<b>Construction Costs</b>			
Construct 50 houses	4,685.00 sq m at	1,482.00 psm	-6,943,170
Construct Garages	609.00 sq m at	728.00 psm	-443,352
Policy - water	50.00 units at	11.00	-550
Policy - energy	50.00 units at	6,070.00	-303,500
Policy - access 20% of homes	10.00 units at	1,700.00	-17,000
External Works		20.00 %	-1,541,514
Contingency		3.00 %	-231,227
Professional Fee		10.00 %	-770,757
		<b>Total</b>	<b>-10,251,071</b>
<b>Planning Policy Payments</b>			
Visitor Policy	50.00 units at	249.00 a	-12,450
CIL - payment 1 25%			-113,360
CIL - payment 2 75%			-340,079
PC - informal land purchase			-32,821
PC - informal equip & maintenance			-74,646
PC - formal land purchase			-41,027
PC - formal equip & maintenance			-79,356
		<b>Total</b>	<b>-693,739</b>
<b>Other Outgoings</b>			
Marketing Showrooms	1.00 units at	50,000.00 a	-50,000
		<b>Total</b>	<b>-50,000</b>
<b>Notional Land Purchase</b>			
Benchmark Land Value	1.82 hectares at	367,553.00	-668,946
SDLT say			-22,947
Professional Fees		1.25 %	-8,649
		<b>Total</b>	<b>-700,542</b>
<b>Developers Profit on GDV</b>			
Market @ 17.5%			-2,156,000
AHO @ 6%			-61,200
ART @ 6%			-99,360
		<b>Total</b>	<b>-2,316,560</b>
Debt Interest - Overall	100.00 % of Cost	-14,206,078	(28.38% Used)
Charged Quarterly			
Compounded Quarterly	7.00 %pa	Interest	-229,100
		<b>Revenue</b>	<b>14,996,000</b>
		<b>Outgoings</b>	<b>-14,435,178</b>
		<b>Surplus</b>	<b>560,822</b>

Typology 3 - Main Town ervice Village (50 dwellings) - (Cashflow) - Page 1

			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25		
			Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep 2020	Oct 2020	Nov 2020	Dec 2020	Jan 2021	Feb 2021	Mar 2021	Apr 2021	May 2021	Jun 2021		
34 Market Units			From	To																									
Capital Receipt	12	28	0	0	0	0	0	0	0	0	0	0	0	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	
Direct Sale Fees	12	28	0	0	0	0	0	0	0	0	0	0	0	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	-9,059	
Direct Sale Legal Fees	12	28	0	0	0	0	0	0	0	0	0	0	0	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	-1,812	
12 ART Units			From	To																									
RSL Payment 1 - 25% Capital Receipt	2	2	0	828,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
RSL Payment 2 - 25% Capital Receipt	12	12	0	0	0	0	0	0	0	0	0	0	0	828,000	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Legal Fees	2	2	0	-5,796	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
4 AHO Units			From	To																									
Capital Receipt	12	15	0	0	0	0	0	0	0	0	0	0	0	255,000	255,000	255,000	255,000	0	0	0	0	0	0	0	0	0	0	0	
Legal Fees	12	15	0	0	0	0	0	0	0	0	0	0	0	-893	-893	-893	-893	0	0	0	0	0	0	0	0	0	0	0	
Construction Costs			From	To																									
Construct 50 houses	4	24	0	0	0	-330,627	-330,627	-330,627	-330,627	-330,627	-330,627	-330,627	-330,627	-330,627	-330,627	-330,627	-330,627	-330,627	-330,627	-330,627	-330,627	-330,627	-330,627	-330,627	-330,627	-330,627	-330,627	-330,627	0
Construct Garages	8	24	0	0	0	0	0	0	0	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	-26,080	0
Policy - water	4	24	0	0	0	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	-26	0
Policy - energy	4	24	0	0	0	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	-14,452	0
Policy - access 20% of homes	4	24	0	0	0	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	-810	0
External Works	1	24	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	-64,230	0
Contingency	1	24	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	-9,634	0
Professional Fee	1	24	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	-32,115	0
Planning Policy Payments			From	To																									
Visitor Policy	12	12	0	0	0	0	0	0	0	0	0	0	0	-12,450	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CIL - payment 1 25%	2	2	0	-113,360	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CIL - payment 2 75%	12	12	0	0	0	0	0	0	0	0	0	0	0	-340,079	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PC - informal land purchase	12	12	0	0	0	0	0	0	0	0	0	0	0	-32,821	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PC - informal equip & maintenance	12	12	0	0	0	0	0	0	0	0	0	0	0	-74,646	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PC - formal land purchase	12	12	0	0	0	0	0	0	0	0	0	0	0	-41,027	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
PC - formal equip & maintenance	12	12	0	0	0	0	0	0	0	0	0	0	0	-79,356	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other Outgoings			From	To																									
Marketing Showrooms	11	28	0	0	0	0	0	0	0	0	0	0	0	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	-2,778	
Notional Land Purchase			From	To																									
Benchmark Land Value	1	1	-668,946	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
SDLT say	1	1	-22,947	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Professional Fees	1	1	-8,649	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Developers Profit on GDV			From	To																									
Market @ 17.5%	28	28	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
AHO @ 6%	28	28	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
ART @ 6%	28	28	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
SUMMARY																													
Revenue			0	828,000	0	0	0	0	0	0	0	0	0	1,807,706	979,706	979,706	979,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706	724,706		
Costs			-806,521	-225,135	-105,979	-451,894	-451,894	-451,894	-451,894	-477,974	-477,974	-477,974	-480,752	-1,072,894	-492,515	-492,515	-492,515	-491,622	-491,622	-491,622	-491,622	-491,622	-491,622	-491,622	-491,622	-491,622	-491,622	-13,648	
Net Cashflow			-806,521	-203,656	-309,635	-761,530	-1,213,424	-1,665,319	-2,117,213	-2,595,187	-3,073,161	-3,551,135	-4,031,886	-3,297,074	-2,809,883	-2,322,692	-1,835,501	-1,602,417	-1,369,333	-1,136,250	-903,166	-670,082	-436,999	-203,915	29,168	262,252	973,310		
Debt Interest - Overall			-806,521	-203,656	-309,635	-761,530	-1,213,424	-1,665,319	-2,117,213	-2,595,187	-3,073,161	-3,551,135	-4,031,886	-3,297,074	-2,809,883	-2,322,692	-1,835,501	-1,602,417	-1,369,333	-1,136,250	-903,166	-670,082	-436,999	-203,915	0	0	0		
Interest Bal			-806,521	-208,334	-314,313	-766,207	-1,225,601	-1,677,496	-2,129,390	-2,636,689	-3,114,663	-3,592,637	-4,127,863	-3,393,051	-2,905,860	-2,479,533	-1,992,342	-1,759,258	-1,562,547	-1,329,464	-1,096,380	-886,578	-653,494	-420,410	-198,779	0	0		
Interest %pa			7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00		
Interest			-4,678	0	0	-7,500	0	0	-29,326	0	0	-54,474	0	0	-60,864	0	0	-36,373	0	0	-23,281	0	0	-11,452	0	0	-1,153		
Balance B/F			0	-811,199	-208,334	-314,313	-773,707	-1,225,601	-1,677,496	-2,158,716	-2,636,689	-3,114,663	-3,647,112	-4,127,863	-3,393,051	-2,966,724	-2,479,533	-1,992,342	-1,795,631	-1,562,547	-1,329,464	-1,119,661	-886,578	-653,494	-431,862	-198,779	34,305		
Period Total			-806,521	602,865	-105,979	-451,894	-451,894	-451,894	-451,894	-477,974	-477,974	-477,974	-480,752	734,812	487,191	487,191	487,191	233,084	233,084	233,084	233,084	23							



			26	27	28
			Jul 2021	Aug 2021	Sep 2021
<b>34 Market Units</b>					
	From	To			
Capital Receipt	12	28	724,706	724,706	724,706
Direct Sale Fees	12	28	-9,059	-9,059	-9,059
Direct Sale Legal Fees	12	28	-1,812	-1,812	-1,812
<b>12 ART Units</b>					
	From	To			
RSL Payment 1 - 25% Capital Receipt	2	2	0	0	0
RSL Payment 2 - 25% Capital Receipt	12	12	0	0	0
Legal Fees	2	2	0	0	0
<b>4 AHO Units</b>					
	From	To			
Capital Receipt	12	15	0	0	0
Legal Fees	12	15	0	0	0
<b>Construction Costs</b>					
	From	To			
Construct 50 houses	4	24	0	0	0
Construct Garages	8	24	0	0	0
Policy - water	4	24	0	0	0
Policy - energy	4	24	0	0	0
Policy - access 20% of homes	4	24	0	0	0
External Works	1	24	0	0	0
Contingency	1	24	0	0	0
Professional Fee	1	24	0	0	0
<b>Planning Policy Payments</b>					
	From	To			
Visitor Policy	12	12	0	0	0
CIL - payment 1 25%	2	2	0	0	0
CIL - payment 2 75%	12	12	0	0	0
PC - informal land purchase	12	12	0	0	0
PC - informal equip & maintenance	12	12	0	0	0
PC - formal land purchase	12	12	0	0	0
PC - formal equip & maintenance	12	12	0	0	0
<b>Other Outgoings</b>					
	From	To			
Marketing Showrooms	11	28	-2,778	-2,778	-2,778
<b>Notional Land Purchase</b>					
	From	To			
Benchmark Land Value	1	1	0	0	0
SDLT say	1	1	0	0	0
Professional Fees	1	1	0	0	0
<b>Developers Profit on GDV</b>					
	From	To			
Market @ 17.5%	28	28	0	0	-2,156,000
AHO @ 6%	28	28	0	0	-61,200
ART @ 6%	28	28	0	0	-99,360
<b>SUMMARY</b>					
Revenue			724,706	724,706	724,706
Costs			-13,648	-13,648	-2,330,208
Net Cashflow			1,684,367	2,395,425	789,922
Debt Interest - Overall			0	0	0
Interest Bal			0	0	0
Interest %pa			7.00	7.00	7.00
Interest			0	0	0
Balance B/F			744,210	1,455,267	2,166,325
Period Total			711,058	711,058	-1,605,502
Interest			0	0	0
Balance C/F			1,455,267	2,166,325	560,822

<b>8 Market Units</b>			
Capital Receipt			2,980,000
Direct Sale Fees		1.50 %	-44,700
Direct Sale Legal Fees		0.25 %	-7,450
		<b>Total</b>	<b>2,927,850</b>
<b>3 ART Units</b>			
RSL Payment 1 - 100% Capital Receipt			443,250
Legal Fees		0.35 %	-1,551
		<b>Total</b>	<b>441,699</b>
<b>1 AHO Units</b>			
Capital Receipt			228,750
Legal Fees		0.35 %	-801
		<b>Total</b>	<b>227,949</b>
<b>Construction Costs</b>			
Construct 12 houses	1,153.00 sq m at	1,265.00 psm	-1,458,545
Construct Garages	168.00 sq m at	728.00 psm	-122,304
Policy - water	12.00 units at	11.00	-132
Policy - energy	12.00 units at	6,070.00	-72,840
Policy - access 20% of homes	2.40 units at	1,700.00	-4,080
External Works		20.00 %	-331,580
Contingency		3.00 %	-49,737
Professional Fee		10.00 %	-165,790
		<b>Total</b>	<b>-2,205,008</b>
<b>Planning Policy Payments</b>			
Visitor Policy	12.00 units at	249.00 a	-2,988
CIL - payment 1 25%			-27,867
CIL - payment 2 75%			-83,601
PC - informal land purchase			-8,064
PC - informal equip & maintenance			-18,340
PC - formal land purchase			-10,080
PC - formal equipping & maintenance			-19,499
		<b>Total</b>	<b>-170,439</b>
<b>Notional Land Purchase</b>			
Benchmark Land Value	0.67 hectares at	420,060.00	-281,440
SDLT say			-3,572
Professional Fees		1.25 %	-3,563
		<b>Total</b>	<b>-288,575</b>
<b>Developers Profit on GDV</b>			
Market Developers Profit at 17.5%			-521,500
AHO Developers Profit at 6%			-13,725
ART Developers Profit at 6%			-26,595
		<b>Total</b>	<b>-561,820</b>
Debt Interest - Overall	100.00 % of Cost	-3,280,344	(30.45% Used)
Charged Quarterly			
Compounded Quarterly	7.00 %pa	Interest	-30,511
		<b>Revenue</b>	<b>3,652,000</b>
		<b>Outgoings</b>	<b>-3,310,855</b>
		<b>Surplus</b>	<b>341,145</b>

		1	2	3	4	5	6	7	8	9	10	11	12
		Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020
<b>8 Market Units</b>		From	To										
Capital Receipt	6	12	0	0	0	0	425,714	425,714	425,714	425,714	425,714	425,714	425,714
Direct Sale Fees	6	12	0	0	0	0	-6,386	-6,386	-6,386	-6,386	-6,386	-6,386	-6,386
Direct Sale Legal Fees	6	12	0	0	0	0	-1,064	-1,064	-1,064	-1,064	-1,064	-1,064	-1,064
<b>3 ART Units</b>		From	To										
RSL Payment 1 - 100% Capital Receipt	2	2	0	443,250	0	0	0	0	0	0	0	0	0
Legal Fees	2	2	0	-1,551	0	0	0	0	0	0	0	0	0
<b>1 AHO Units</b>		From	To										
Capital Receipt	6	12	0	0	0	0	32,679	32,679	32,679	32,679	32,679	32,679	32,679
Legal Fees	6	12	0	0	0	0	-114	-114	-114	-114	-114	-114	-114
<b>Construction Costs</b>		From	To										
Construct 12 houses	2	9	0	-182,318	-182,318	-182,318	-182,318	-182,318	-182,318	-182,318	0	0	0
Construct Garages	3	9	0	0	-17,472	-17,472	-17,472	-17,472	-17,472	-17,472	0	0	0
Policy - water	2	9	0	-17	-17	-17	-17	-17	-17	-17	0	0	0
Policy - energy	2	9	0	-9,105	-9,105	-9,105	-9,105	-9,105	-9,105	-9,105	0	0	0
Policy - access 20% of homes	2	9	0	-510	-510	-510	-510	-510	-510	-510	0	0	0
External Works	1	9	-36,842	-36,842	-36,842	-36,842	-36,842	-36,842	-36,842	-36,842	0	0	0
Contingency	1	9	-5,526	-5,526	-5,526	-5,526	-5,526	-5,526	-5,526	-5,526	0	0	0
Professional Fee	1	9	-18,421	-18,421	-18,421	-18,421	-18,421	-18,421	-18,421	-18,421	0	0	0
<b>Planning Policy Payments</b>		From	To										
Visitor Policy	6	6	0	0	0	0	-2,988	0	0	0	0	0	0
CIL - payment 1 25%	2	2	0	-27,867	0	0	0	0	0	0	0	0	0
CIL - payment 2 75%	12	12	0	0	0	0	0	0	0	0	0	0	-83,601
PC - informal land purchase	6	6	0	0	0	0	-8,064	0	0	0	0	0	0
PC - informal equip & maintenance	6	6	0	0	0	0	-18,340	0	0	0	0	0	0
PC - formal land purchase	6	6	0	0	0	0	-10,080	0	0	0	0	0	0
PC - formal equipping & maintenance	6	6	0	0	0	0	-19,499	0	0	0	0	0	0
<b>Notional Land Purchase</b>		From	To										
Benchmark Land Value	1	1	-281,440	0	0	0	0	0	0	0	0	0	0
SDLT say	1	1	-3,572	0	0	0	0	0	0	0	0	0	0
Professional Fees	1	1	-3,563	0	0	0	0	0	0	0	0	0	0
<b>Developers Profit on GDV</b>		From	To										
Market Developers Profit at 17.5%	12	12	0	0	0	0	0	0	0	0	0	0	-521,500
AHO Developers Profit at 6%	12	12	0	0	0	0	0	0	0	0	0	0	-13,725
ART Developers Profit at 6%	12	12	0	0	0	0	0	0	0	0	0	0	-26,595
<b>SUMMARY</b>													
Revenue			0	443,250	0	0	0	458,393	458,393	458,393	458,393	458,393	458,393
Costs			-349,365	-282,158	-270,211	-270,211	-270,211	-336,747	-277,776	-277,776	-277,776	-7,564	-7,564
Net Cashflow			-349,365	-188,272	-458,484	-728,695	-998,906	-877,260	-696,643	-516,026	-335,409	115,420	566,248
Debt Interest - Overall			-349,365	-188,272	-458,484	-728,695	-998,906	-877,260	-696,643	-516,026	-335,409	0	0
Interest Bal			-349,365	-190,298	-460,510	-730,721	-1,008,973	-887,327	-706,710	-541,287	-360,670	0	0
Interest %pa			7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest			-2,026	0	0	-8,041	0	0	-15,194	0	0	-5,249	0
Balance B/F			0	-351,391	-190,298	-460,510	-738,762	-1,008,973	-887,327	-721,904	-541,287	-360,670	84,909
Period Total			-349,365	161,092	-270,211	-270,211	-270,211	121,646	180,617	180,617	180,617	450,828	450,828
Interest			-2,026	0	0	-8,041	0	0	-15,194	0	0	-5,249	0
Balance C/F			-351,391	-190,298	-460,510	-738,762	-1,008,973	-887,327	-721,904	-541,287	-360,670	84,909	535,738

**13 Market Units**

Capital Receipt			4,575,000
Direct Sale Fees		1.50 %	-68,625
Direct Sale Legal Fees		0.25 %	-11,438
		<b>Total</b>	<b>4,494,938</b>

**5 ART Units**

RSL Payment 1 - 50% Capital Receipt			322,875
RSL Payment 2 - 50% Capital Receipt			322,875
Legal Fees		0.35 %	-2,260
		<b>Total</b>	<b>643,490</b>

**2 AHO Units**

Capital Receipt			510,000
Legal Fees		0.35 %	-1,785
		<b>Total</b>	<b>508,215</b>

**Construction Costs**

Construct 20 houses	1,789.00 sq m at	1,265.00 psm	-2,263,085
Construct Garages	189.00 sq m at	728.00 psm	-137,592
Policy - water	20.00 units at	11.00	-220
Policy - energy	20.00 units at	6,070.00	-121,400
Policy - access 20% of homes	4.00 units at	1,700.00	-6,800
External Works		20.00 %	-505,819
Contingency		3.00 %	-75,873
Professional Fee		10.00 %	-252,910
		<b>Total</b>	<b>-3,363,699</b>

**Planning Policy Payments**

Visitor Policy	20.00 units at	249.00 a	-4,980
CIL - payment 1 25%			-42,077
CIL - payment 2 75%			-126,230
PC - informal land purchase			-12,591
PC - informal equip & maintenance			-28,637
PC - formal land purchase			-15,739
PC - formal equipping & maintenance			-30,448
		<b>Total</b>	<b>-260,702</b>

**Notional Land Purchase**

Benchmark Land Value	1.15 hectares at	420,060.00	-483,069
SDLT say			-13,653
Professional Fees inc Bank		1.25 %	-6,209
		<b>Total</b>	<b>-502,931</b>

**Developers Profit on GDV**

Market at 17.5%			-800,625
AHO at 6%			-30,600
ART at 6%			-38,745
		<b>Total</b>	<b>-869,970</b>

Debt Interest - Overall	100.00 % of Cost	-5,081,410	(40.32% Used)
Charged Quarterly			
Compounded Quarterly	7.00 %pa	Interest	-86,320

<b>Revenue</b>	<b>5,730,750</b>
<b>Outgoings</b>	<b>-5,167,730</b>
<b>Surplus</b>	<b>563,020</b>

Typology 2 - Main Town / Service Village (20 dwellings) - (Cashflow) - Page 1

			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
			Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep 2020
<b>13 Market Units</b>			From	To														
Capital Receipt	9	16	0	0	0	0	0	0	0	0	571,875	571,875	571,875	571,875	571,875	571,875	571,875	571,875
Direct Sale Fees	9	16	0	0	0	0	0	0	0	0	-8,578	-8,578	-8,578	-8,578	-8,578	-8,578	-8,578	-8,578
Direct Sale Legal Fees	9	16	0	0	0	0	0	0	0	0	-1,430	-1,430	-1,430	-1,430	-1,430	-1,430	-1,430	-1,430
<b>5 ART Units</b>			From	To														
RSL Payment 1 - 50% Capital Receipt	2	2	0	322,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0
RSL Payment 2 - 50% Capital Receipt	6	6	0	0	0	0	0	322,875	0	0	0	0	0	0	0	0	0	0
Legal Fees	2	2	0	-2,260	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>2 AHO Units</b>			From	To														
Capital Receipt	9	10	0	0	0	0	0	0	0	0	255,000	255,000	0	0	0	0	0	0
Legal Fees	9	10	0	0	0	0	0	0	0	0	-893	-893	0	0	0	0	0	0
<b>Construction Costs</b>			From	To														
Construct 20 houses	2	12	0	-205,735	-205,735	-205,735	-205,735	-205,735	-205,735	-205,735	-205,735	-205,735	-205,735	-205,735	0	0	0	0
Construct Garages	5	12	0	0	0	0	-17,199	-17,199	-17,199	-17,199	-17,199	-17,199	-17,199	-17,199	0	0	0	0
Policy - water	2	12	0	-20	-20	-20	-20	-20	-20	-20	-20	-20	-20	-20	0	0	0	0
Policy - energy	2	12	0	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	0	0	0	0
Policy - access 20% of homes	2	12	0	-618	-618	-618	-618	-618	-618	-618	-618	-618	-618	-618	0	0	0	0
External Works	1	12	-42,152	-42,152	-42,152	-42,152	-42,152	-42,152	-42,152	-42,152	-42,152	-42,152	-42,152	-42,152	0	0	0	0
Contingency	1	12	-6,323	-6,323	-6,323	-6,323	-6,323	-6,323	-6,323	-6,323	-6,323	-6,323	-6,323	-6,323	0	0	0	0
Professional Fee	1	12	-21,076	-21,076	-21,076	-21,076	-21,076	-21,076	-21,076	-21,076	-21,076	-21,076	-21,076	-21,076	0	0	0	0
<b>Planning Policy Payments</b>			From	To														
Visitor Policy	9	9	0	0	0	0	0	0	0	0	-4,980	0	0	0	0	0	0	0
CIL - payment 1 25%	2	2	0	-42,077	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CIL - payment 2 75%	12	12	0	0	0	0	0	0	0	0	0	0	0	-126,230	0	0	0	0
PC - informal land purchase	9	9	0	0	0	0	0	0	0	0	-12,591	0	0	0	0	0	0	0
PC - informal equip & maintenance	9	9	0	0	0	0	0	0	0	0	-28,637	0	0	0	0	0	0	0
PC - formal land purchase	9	9	0	0	0	0	0	0	0	0	-15,739	0	0	0	0	0	0	0
PC - formal equipping & maintenance	9	9	0	0	0	0	0	0	0	0	-30,448	0	0	0	0	0	0	0
<b>Notional Land Purchase</b>			From	To														
Benchmark Land Value	1	1	-483,069	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SDLT say	1	1	-13,653	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Professional Fees inc Bank	1	1	-6,209	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Developers Profit on GDV</b>			From	To														
Market at 17.5%	16	16	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-800,625
AHO at 6%	16	16	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-30,600
ART at 6%	16	16	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-38,745
<b>SUMMARY</b>																		
Revenue			0	322,875	0	0	0	322,875	0	0	826,875	826,875	571,875	571,875	571,875	571,875	571,875	571,875
Costs			-572,481	-331,297	-286,960	-286,960	-304,159	-304,159	-304,159	-304,159	-407,454	-315,059	-314,167	-440,397	-10,008	-10,008	-10,008	-879,978
Net Cashflow			-572,481	-580,903	-867,863	-1,154,822	-1,458,981	-1,440,265	-1,744,424	-2,048,582	-1,629,161	-1,117,345	-859,637	-728,158	-166,291	395,576	957,443	649,340
Debt Interest - Overall			-572,481	-580,903	-867,863	-1,154,822	-1,458,981	-1,440,265	-1,744,424	-2,048,582	-1,629,161	-1,117,345	-859,637	-728,158	-166,291	0	0	0
Interest Bal			-572,481	-584,223	-871,183	-1,158,143	-1,477,528	-1,458,811	-1,762,970	-2,094,532	-1,675,111	-1,163,295	-934,393	-802,915	-241,048	0	0	0
Interest %pa			7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest			-3,320	0	0	-15,226	0	0	-27,403	0	0	-28,807	0	0	-11,564	0	0	0
Balance B/F			0	-575,801	-584,223	-871,183	-1,173,369	-1,477,528	-1,458,811	-1,790,373	-2,094,532	-1,675,111	-1,192,102	-934,393	-802,915	-252,611	309,256	871,123
Period Total			-572,481	-8,422	-286,960	-286,960	-304,159	18,716	-304,159	-304,159	419,421	511,816	257,708	131,478	561,867	561,867	561,867	-308,103
Interest			-3,320	0	0	-15,226	0	0	-27,403	0	0	-28,807	0	0	-11,564	0	0	0
Balance C/F			-575,801	-584,223	-871,183	-1,173,369	-1,477,528	-1,458,811	-1,790,373	-2,094,532	-1,675,111	-1,192,102	-934,393	-802,915	-252,611	309,256	871,123	563,020

<b>8 Market Units</b>			
Capital Receipt			2,980,000
Direct Sale Fees		1.50 %	-44,700
Direct Sale Legal Fees		0.25 %	-7,450
		<b>Total</b>	<b>2,927,850</b>
<b>3 ART Units</b>			
RSL Payment 1 - 100% Capital Receipt			443,250
Legal Fees		0.35 %	-1,551
		<b>Total</b>	<b>441,699</b>
<b>1 AHO Units</b>			
Capital Receipt			228,750
Legal Fees		0.35 %	-801
		<b>Total</b>	<b>227,949</b>
<b>Construction Costs</b>			
Construct 12 houses	1,153.00 sq m at	1,482.00 psm	-1,708,746
Construct Garages	168.00 sq m at	728.00 psm	-122,304
Policy - water	12.00 units at	11.00	-132
Policy - energy	12.00 units at	6,070.00	-72,840
Policy - access 20% of homes	2.40 units at	1,700.00	-4,080
External Works		20.00 %	-381,620
Contingency		3.00 %	-57,243
Professional Fee		10.00 %	-190,810
		<b>Total</b>	<b>-2,537,776</b>
<b>Planning Policy Payments</b>			
Visitor Policy	12.00 units at	249.00 a	-2,988
CIL - payment 1 25%			-27,867
CIL - payment 2 75%			-83,601
PC - informal land purchase			-8,064
PC - informal equip & maintenance			-18,340
PC - formal land purchase			-10,080
PC - formal equipping & maintenance			-19,499
		<b>Total</b>	<b>-170,439</b>
<b>Notional Land Purchase</b>			
Benchmark Land Value	0.67 hectares at	420,060.00	-281,440
SDLT say			-3,572
Professional Fees		1.25 %	-3,563
		<b>Total</b>	<b>-288,575</b>
<b>Developers Profit on GDV</b>			
Market Developers Profit at 17.5%			-521,500
AHO Developers Profit at 6%			-13,725
ART Developers Profit at 6%			-26,595
		<b>Total</b>	<b>-561,820</b>
Debt Interest - Overall	100.00 % of Cost	-3,613,112	(32.38% Used)
Charged Quarterly			
Compounded Quarterly	7.00 %pa	Interest	-41,064
		<b>Revenue</b>	<b>3,652,000</b>
		<b>Outgoings</b>	<b>-3,654,175</b>
		<b>Deficit</b>	<b>-2,175</b>

		1	2	3	4	5	6	7	8	9	10	11	12
		Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020
<b>8 Market Units</b>		From	To										
Capital Receipt	6	12	0	0	0	0	425,714	425,714	425,714	425,714	425,714	425,714	425,714
Direct Sale Fees	6	12	0	0	0	0	-6,386	-6,386	-6,386	-6,386	-6,386	-6,386	-6,386
Direct Sale Legal Fees	6	12	0	0	0	0	-1,064	-1,064	-1,064	-1,064	-1,064	-1,064	-1,064
<b>3 ART Units</b>		From	To										
RSL Payment 1 - 100% Capital Receipt	2	2	0	443,250	0	0	0	0	0	0	0	0	0
Legal Fees	2	2	0	-1,551	0	0	0	0	0	0	0	0	0
<b>1 AHO Units</b>		From	To										
Capital Receipt	6	12	0	0	0	0	32,679	32,679	32,679	32,679	32,679	32,679	32,679
Legal Fees	6	12	0	0	0	0	-114	-114	-114	-114	-114	-114	-114
<b>Construction Costs</b>		From	To										
Construct 12 houses	2	9	0	-213,593	-213,593	-213,593	-213,593	-213,593	-213,593	-213,593	0	0	0
Construct Garages	3	9	0	0	-17,472	-17,472	-17,472	-17,472	-17,472	-17,472	0	0	0
Policy - water	2	9	0	-17	-17	-17	-17	-17	-17	-17	0	0	0
Policy - energy	2	9	0	-9,105	-9,105	-9,105	-9,105	-9,105	-9,105	-9,105	0	0	0
Policy - access 20% of homes	2	9	0	-510	-510	-510	-510	-510	-510	-510	0	0	0
External Works	1	9	-42,402	-42,402	-42,402	-42,402	-42,402	-42,402	-42,402	-42,402	0	0	0
Contingency	1	9	-6,360	-6,360	-6,360	-6,360	-6,360	-6,360	-6,360	-6,360	0	0	0
Professional Fee	1	9	-21,201	-21,201	-21,201	-21,201	-21,201	-21,201	-21,201	-21,201	0	0	0
<b>Planning Policy Payments</b>		From	To										
Visitor Policy	6	6	0	0	0	0	-2,988	0	0	0	0	0	0
CIL - payment 1 25%	2	2	0	-27,867	0	0	0	0	0	0	0	0	0
CIL - payment 2 75%	12	12	0	0	0	0	0	0	0	0	0	0	-83,601
PC - informal land purchase	6	6	0	0	0	0	-8,064	0	0	0	0	0	0
PC - informal equip & maintenance	6	6	0	0	0	0	-18,340	0	0	0	0	0	0
PC - formal land purchase	6	6	0	0	0	0	-10,080	0	0	0	0	0	0
PC - formal equipping & maintenance	6	6	0	0	0	0	-19,499	0	0	0	0	0	0
<b>Notional Land Purchase</b>		From	To										
Benchmark Land Value	1	1	-281,440	0	0	0	0	0	0	0	0	0	0
SDLT say	1	1	-3,572	0	0	0	0	0	0	0	0	0	0
Professional Fees	1	1	-3,563	0	0	0	0	0	0	0	0	0	0
<b>Developers Profit on GDV</b>		From	To										
Market Developers Profit at 17.5%	12	12	0	0	0	0	0	0	0	0	0	0	-521,500
AHO Developers Profit at 6%	12	12	0	0	0	0	0	0	0	0	0	0	-13,725
ART Developers Profit at 6%	12	12	0	0	0	0	0	0	0	0	0	0	-26,595
<b>SUMMARY</b>													
Revenue			0	443,250	0	0	0	458,393	458,393	458,393	458,393	458,393	458,393
Costs			-358,539	-322,607	-310,660	-310,660	-310,660	-377,196	-318,225	-318,225	-318,225	-7,564	-7,564
Net Cashflow			-358,539	-237,895	-548,556	-859,216	-1,169,877	-1,088,680	-948,512	-808,344	-668,176	-217,347	233,481
Debt Interest - Overall			-358,539	-237,895	-548,556	-859,216	-1,169,877	-1,088,680	-948,512	-808,344	-668,176	-217,347	0
Interest Bal			-358,539	-239,975	-550,635	-861,296	-1,181,571	-1,100,374	-960,206	-838,959	-698,791	-247,962	0
Interest %pa			7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00
Interest			-2,079	0	0	-9,615	0	0	-18,920	0	0	-10,437	0
Balance B/F			0	-360,618	-239,975	-550,635	-870,911	-1,181,571	-1,100,374	-979,127	-838,959	-698,791	-258,399
Period Total			-358,539	120,643	-310,660	-310,660	-310,660	81,197	140,168	140,168	140,168	450,828	450,828
Interest			-2,079	0	0	-9,615	0	0	-18,920	0	0	-10,437	0
Balance C/F			-360,618	-239,975	-550,635	-870,911	-1,181,571	-1,100,374	-979,127	-838,959	-698,791	-258,399	192,430

<b>13 Market Units</b>			
Capital Receipt			4,575,000
Direct Sale Fees		1.50 %	-68,625
Direct Sale Legal Fees		0.25 %	-11,438
		<b>Total</b>	<b>4,494,938</b>
<b>5 ART Units</b>			
RSL Payment 1 - 50% Capital Receipt			322,875
RSL Payment 2 - 50% Capital Receipt			322,875
Legal Fees		0.35 %	-2,260
		<b>Total</b>	<b>643,490</b>
<b>2 AHO Units</b>			
Capital Receipt			510,000
Legal Fees		0.35 %	-1,785
		<b>Total</b>	<b>508,215</b>
<b>Construction Costs</b>			
Construct 20 houses	1,789.00 sq m at	1,482.00 psm	-2,651,298
Construct Garages	189.00 sq m at	728.00 psm	-137,592
Policy - water	20.00 units at	11.00	-220
Policy - energy	20.00 units at	6,070.00	-121,400
Policy - access 20% of homes	4.00 units at	1,700.00	-6,800
External Works		20.00 %	-583,462
Contingency		3.00 %	-87,519
Professional Fee		10.00 %	-291,731
		<b>Total</b>	<b>-3,880,022</b>
<b>Planning Policy Payments</b>			
Visitor Policy	20.00 units at	249.00 a	-4,980
CIL - payment 1 25%			-42,077
CIL - payment 2 75%			-126,230
PC - informal land purchase			-12,591
PC - informal equip & maintenance			-28,637
PC - formal land purchase			-15,739
PC - formal equipping & maintenance			-30,448
		<b>Total</b>	<b>-260,702</b>
<b>Notional Land Purchase</b>			
Benchmark Land Value	1.15 hectares at	420,060.00	-483,069
SDLT say			-13,653
Professional Fees inc Bank		1.25 %	-6,209
		<b>Total</b>	<b>-502,931</b>
<b>Developers Profit on GDV</b>			
Market at 17.5%			-800,625
AHO at 6%			-30,600
ART at 6%			-38,745
		<b>Total</b>	<b>-869,970</b>
Debt Interest - Overall	100.00 % of Cost	-5,597,733	(42.54% Used)
Charged Quarterly			
Compounded Quarterly	7.00 %pa	Interest	-109,458
		<b>Revenue</b>	<b>5,730,750</b>
		<b>Outgoings</b>	<b>-5,707,191</b>
		<b>Profit</b>	<b>23,559</b>



Typology 2 - Main Town / Service Village (20 dwellings) - (Cashflow) - Page 1

			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	
			Jun 2019	Jul 2019	Aug 2019	Sep 2019	Oct 2019	Nov 2019	Dec 2019	Jan 2020	Feb 2020	Mar 2020	Apr 2020	May 2020	Jun 2020	Jul 2020	Aug 2020	Sep 2020	
<b>13 Market Units</b>			From	To															
Capital Receipt	9	16	0	0	0	0	0	0	0	0	571,875	571,875	571,875	571,875	571,875	571,875	571,875	571,875	
Direct Sale Fees	9	16	0	0	0	0	0	0	0	0	-8,578	-8,578	-8,578	-8,578	-8,578	-8,578	-8,578	-8,578	
Direct Sale Legal Fees	9	16	0	0	0	0	0	0	0	0	-1,430	-1,430	-1,430	-1,430	-1,430	-1,430	-1,430	-1,430	
<b>5 ART Units</b>			From	To															
RSL Payment 1 - 50% Capital Receipt	2	2	0	322,875	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
RSL Payment 2 - 50% Capital Receipt	6	6	0	0	0	0	0	322,875	0	0	0	0	0	0	0	0	0	0	
Legal Fees	2	2	0	-2,260	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
<b>2 AHO Units</b>			From	To															
Capital Receipt	9	10	0	0	0	0	0	0	0	0	255,000	255,000	0	0	0	0	0	0	
Legal Fees	9	10	0	0	0	0	0	0	0	0	-893	-893	0	0	0	0	0	0	
<b>Construction Costs</b>			From	To															
Construct 20 houses	2	12	0	-241,027	-241,027	-241,027	-241,027	-241,027	-241,027	-241,027	-241,027	-241,027	-241,027	-241,027	0	0	0	0	
Construct Garages	5	12	0	0	0	0	-17,199	-17,199	-17,199	-17,199	-17,199	-17,199	-17,199	-17,199	0	0	0	0	
Policy - water	2	12	0	-20	-20	-20	-20	-20	-20	-20	-20	-20	-20	-20	0	0	0	0	
Policy - energy	2	12	0	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	-11,036	0	0	0	0	
Policy - access 20% of homes	2	12	0	-618	-618	-618	-618	-618	-618	-618	-618	-618	-618	-618	0	0	0	0	
External Works	1	12	-48,622	-48,622	-48,622	-48,622	-48,622	-48,622	-48,622	-48,622	-48,622	-48,622	-48,622	-48,622	0	0	0	0	
Contingency	1	12	-7,293	-7,293	-7,293	-7,293	-7,293	-7,293	-7,293	-7,293	-7,293	-7,293	-7,293	-7,293	0	0	0	0	
Professional Fee	1	12	-24,311	-24,311	-24,311	-24,311	-24,311	-24,311	-24,311	-24,311	-24,311	-24,311	-24,311	-24,311	0	0	0	0	
<b>Planning Policy Payments</b>			From	To															
Visitor Policy	9	9	0	0	0	0	0	0	0	0	-4,980	0	0	0	0	0	0	0	
CIL - payment 1 25%	2	2	0	-42,077	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
CIL - payment 2 75%	12	12	0	0	0	0	0	0	0	0	0	0	0	-126,230	0	0	0	0	
PC - informal land purchase	9	9	0	0	0	0	0	0	0	0	-12,591	0	0	0	0	0	0	0	
PC - informal equip & maintenance	9	9	0	0	0	0	0	0	0	0	-28,637	0	0	0	0	0	0	0	
PC - formal land purchase	9	9	0	0	0	0	0	0	0	0	-15,739	0	0	0	0	0	0	0	
PC - formal equipping & maintenance	9	9	0	0	0	0	0	0	0	0	-30,448	0	0	0	0	0	0	0	
<b>Notional Land Purchase</b>			From	To															
Benchmark Land Value	1	1	-483,069	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
SDLT say	1	1	-13,653	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Professional Fees inc Bank	1	1	-6,209	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
<b>Developers Profit on GDV</b>			From	To															
Market at 17.5%	16	16	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-800,625
AHO at 6%	16	16	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-30,600
ART at 6%	16	16	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	-38,745
<b>SUMMARY</b>																			
Revenue			0	322,875	0	0	0	322,875	0	0	826,875	826,875	571,875	571,875	571,875	571,875	571,875	571,875	
Costs			-583,157	-377,265	-332,928	-332,928	-350,127	-350,127	-350,127	-350,127	-453,422	-361,027	-360,134	-486,364	-10,008	-10,008	-10,008	-879,978	
Net Cashflow			-583,157	-637,547	-970,474	-1,303,402	-1,653,529	-1,680,780	-2,030,907	-2,381,034	-2,007,581	-1,541,733	-1,329,992	-1,244,482	-682,615	-120,747	441,120	133,017	
Debt Interest - Overall			-583,157	-637,547	-970,474	-1,303,402	-1,653,529	-1,680,780	-2,030,907	-2,381,034	-2,007,581	-1,541,733	-1,329,992	-1,244,482	-682,615	-120,747	0	0	
Interest Bal			-583,157	-640,929	-973,857	-1,306,784	-1,673,931	-1,701,183	-2,051,309	-2,433,077	-2,059,624	-1,593,776	-1,417,569	-1,332,058	-770,191	-228,878	0	0	
Interest %pa			7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	7.00	
Interest			-3,382	0	0	-17,020	0	0	-31,641	0	0	-35,533	0	0	-20,554	0	0	-1,327	
Balance B/F			0	-586,539	-640,929	-973,857	-1,323,804	-1,673,931	-1,701,183	-2,082,951	-2,433,077	-2,059,624	-1,629,309	-1,417,569	-1,332,058	-790,745	-228,878	332,989	
Period Total			-583,157	-54,390	-332,928	-332,928	-350,127	-27,252	-350,127	-350,127	373,453	465,848	211,741	85,511	561,867	561,867	561,867	-308,103	
Interest			-3,382	0	0	-17,020	0	0	-31,641	0	0	-35,533	0	0	-20,554	0	0	-1,327	
Balance C/F			-586,539	-640,929	-973,857	-1,323,804	-1,673,931	-1,701,183	-2,082,951	-2,433,077	-2,059,624	-1,629,309	-1,417,569	-1,332,058	-790,745	-228,878	332,989	23,559	

**Appendix F: Analysis of house prices (asking) in South Norfolk, New Homes only**
**13/09/2020**

Address:	Type:	No. Beds:	Price £:	Approx.			Notes:	Per Bed space £:		
				Area m²:	£/m²:					
Kells Way	Geldeston	2 storey	semi	3	340,000	90.0	3,778	Reduced, garage	113,333	<a href="#">3 bedroom semi-detached house for sale in Kells Way, Geldeston, Beccles, NR34 (rightmove.co.uk)</a>
Opp Mere	Poringland	bungalow	det	3	500,000	116.0	4,310	One off plot? Detached double garage	166,667	<a href="#">3 bedroom bungalow for sale in Stoke Road, Poringland, Norwich, Norfolk, NR14 (rightmove.co.uk)</a>
Park Lane Meadows	Woodton	2 storey	det	4	495,000	143.6	3,447	Plot 7, air source, under floor heating single garage	123,750	<a href="#">Detached house for sale in Plot 7, The Nurseries, The Street, Woodton, NR35 (rightmove.co.uk)</a>
	Swardeston	2 storey	det	4	495,000			Plot 29, residents management committee	123,750	<a href="#">4 bedroom detached house for sale in Bobbins Way, Swardeston, NR14 (rightmove.co.uk)</a>
Brook Meadow Way	Bergh Apton	house	det	4	485,000	127.0	3,819	Plot 2, double garage	121,250	<a href="#">4 bedroom detached house for sale in Plot 2, The Street, Bergh Apton, Norwich, NR15 (rightmove.co.uk)</a>
	Diss	bungalow	det	3	475,000	93.0	5,108		158,333	<a href="#">3 bedroom detached bungalow for sale in The Heywood, Diss, IP22 (rightmove.co.uk)</a>
	Gt Moulton	bungalow	det	4	440,000	153.0	2,876	Double garage	110,000	<a href="#">4 bedroom detached bungalow for sale in Station Road, Great Moulton, NR15 (rightmove.co.uk)</a>
St Wandrille Close	Poringland	house	det	4	450,000	115.0	3,913	Plot 36, single garage	112,500	<a href="#">4 bedroom detached house for sale in Poringland, NR14 (rightmove.co.uk)</a>
	Long Stratton	house	link	4	405,000			Plot 3		<a href="#">Brown &amp; Co The Acorns at Branksome Brochure.indd (rightmove.co.uk)</a>
	Ditchingham	bungalow	det	3	345,000			Attached single garage		<a href="#">3 bedroom bungalow for sale in Plot 2 Nightingale Rise, Hamilton Way, Ditchingham, Bungay, NR35 (rightmove.co.uk)</a>
	Flaxlands	house	det	3	275,000			Dev of 6 plots, garages/carports		<a href="#">3 bedroom house for sale in South Norfolk, NR16 (rightmove.co.uk)</a>
	Flaxlands	house	det	4	395,000			Currently being developed		
	Wymondham	house	det	3	330,000	92.0	3,587		110,000	<a href="#">3 bedroom detached house for sale in Norwich Common, Wymondham, NR18 (rightmove.co.uk)</a>
	Wymondham	house	det	3	318,000	93.0	3,419		106,000	<a href="#">3 bedroom detached house for sale in Norwich Common, Wymondham, NR18 (rightmove.co.uk)</a>
	Wymondham	house	end terr	3	305,000	85.1	3,584	Reduced TW	101,667	<a href="#">3 bedroom end of terrace house for sale in Silfield Road, Silfield, Wymondham, NR18 (rightmove.co.uk)</a>
Fairland Terrace				2		62.8		The Canford		
				2		79.1		The Gosford		
				3		85.1		The Easedale		
Cheneys Lane				4		143.5		The Marford		
	Wymondham	house	det	3	300,000			The Rufford		<a href="#">3 bedroom detached house for sale in Norwich Common, Wymondham, NR18 (rightmove.co.uk)</a>
	Wymondham	house	semi	3	280,000	73.0	3,836		93,333	
	Wymondham	house	terr	2	270,000	62.8	4,299	The Canford	135,000	<a href="#">2 bedroom terraced house for sale in Silfield Road, Silfield, Wymondham, NR18 (rightmove.co.uk)</a>
	Wymondham	house	terr	2	265,000	62.8	4,220		132,500	<a href="#">2 bedroom terraced house for sale in Silfield Road, Silfield, Wymondham, NR18 (rightmove.co.uk)</a>
Cheneys Lane	Wymondham	house	terr	2	260,000					

Source: Rightmove  
 Drew area roughly that of South Norfolk, 12 new builds  
 Also considered Wymondham separately, 13 dwelling many bungalows