



Financial Viability Report NWCC Site

December 2019

18 December 2019

London Borough of Brent
Brent Civic Centre
Engineers Way
Wembley
London
HA9 0JF

FAO: Marie Frederick

Ref: NWCC/RAO

Dear Sirs

Financial Viability Report, NWCC Site

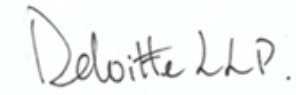
We enclose our report ("the Report") on the financial viability of the NWCC Site: 1-8 Neville House, 1-64 Winterleys, 113-128 Carlton House and Carlton Hall ("the Site"), in connection with the addendum to Planning Application LPA ref. 18/4920 which has been prepared for the purpose of submission to the London Borough of Brent Planning Authority, in accordance with our contract dated 10 April 2018 ("the Contract"). This report supersedes our report dated 13 December 2019. This report contains information provided by you, and your consultants, namely Strutt & Parker, Pollard Thomas Edwards and Lichfields.

This Report has been prepared in accordance with the terms of the Contract with the London Borough of Brent ("the Client"), and is subject to the restrictions on use specified in the Contract. No party other than the Client is entitled to rely on this Report for any purpose whatsoever and we accept no responsibility or liability to any party other than the Client in respect of the contents of this Report.

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The figures contained within this report are presented in the context of commenting on the viability of the NWCC Site. They are not formal valuations and under no circumstances should be relied upon as such. Our figures are specifically excluded from the provisions of the RICS Valuation - Professional Standards 2017 (Red Book). They should not therefore be construed as a formal valuation for accounts, lending or any other purposes or for purposes in connection with s.123 of the Local Government Act 1972, or s.233 of the Town and Country Planning Act 1990. All values, costs and figures are provided as at the date of this report unless stated otherwise.

Yours faithfully

A handwritten signature in black ink that reads "Deloitte LLP." The signature is written in a cursive, flowing style.

Deloitte LLP

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1 Introduction

Instructions

- 1.1 Deloitte has been instructed by the London Borough of Brent ("the Council") to prepare an updated financial viability report in connection with the addendum to Planning Application LPA ref. 18/4920 for the NWCC Site (hereafter known as the "NWCC Site" or "Site"). Where we refer to the "Council", we mean the applicant, rather than the Planning Authority.
- 1.2 The NWCC Site comprises the following properties: 1-8 Neville House, 1-64 Winterleys, 113-128 Carlton House and Carlton Hall.
- 1.3 The Site is in multiple ownerships. The Council's aspiration, as the majority landowner, is to apply for planning permission to redevelop the Site to facilitate the redevelopment of up to 219 residential units.

Background

- 1.4 The Council has appointed Pollard Thomas Edwards architects ("PTEa") to develop a scheme for the Site, for which a full planning application is now to be submitted. PTEa are managing a wider team of sub consultants, including engineers, highway consultants and landscape architects, collectively referred to as the ("Design Team").
- 1.5 A planning application with relevant drawings and supporting documents, including a previous financial viability report was submitted in December 2018. Following extensive discussions with planning officers at LB Brent, this application is being amended. The proposed scheme is being reduced in scale and quantum to address daylight and sunlight comments raised by the Council's Planning Officers.
- 1.6 Following grant of planning permission, it is the Council's intention to then procure a development partner to take responsibility for constructing the scheme and marketing the private residential units.
- 1.7 The Amended Description of Development, as set out in the updated Planning Statement prepared by Lichfields is:

Demolition of all existing buildings and erection of a part six, nine, ten and twelve storey building arranged around a courtyard (Western Building) providing 135 units (9 x studios, 52 x 1 bed, 56 x 2 bed and 18 x 3 bed) including a concierge and residential communal room at ground floor and a part four, five, eight, nine and ten storey L shaped building (Eastern Building) providing 84 residential units (36 x 1 bed, 26 x 2 bed, 20 x 3 bed and 2 x 4 bed). Construction of a basement under the Western Building with a car lift and access from Albert Road. The provision of a pedestrian and cycle shared surface along Neville Road, with associated cycle provision, bin stores, landscaping and ancillary works.

Purpose

- 1.8 The Affordable Housing and Viability SPG (2017) requires all estate regeneration schemes to be assessed if they involve the demolition of existing affordable housing:

"The Fast Track Route does not apply in these circumstances, and all estate regeneration schemes should follow the Viability Tested Route to deliver the re-provision of the existing affordable floorspace on a like-for-like basis and maximise additional affordable housing."

- 1.9 The draft London Plan (2019) is also aligned to this and Policy H10 states that all demolition of affordable housing is required to follow the Viability Tested route:

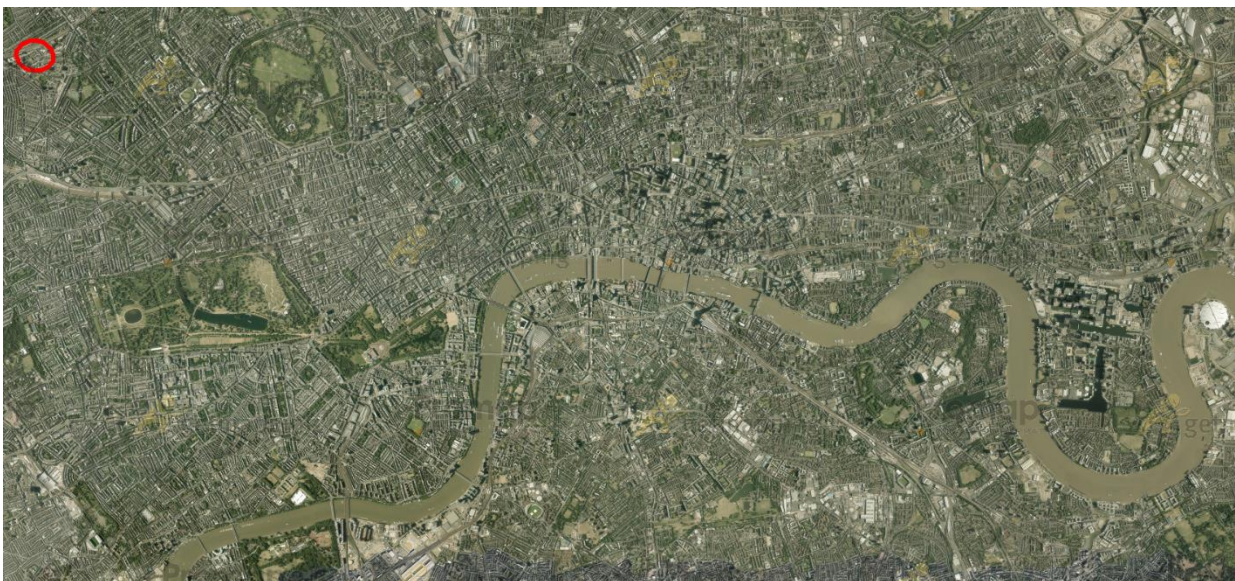
“Estate regeneration that involves the loss and replacement of affordable housing should deliver an uplift in affordable housing wherever possible. Therefore, all such estate regeneration schemes must go through the Viability Tested Route to demonstrate they have maximised the delivery of any additional affordable housing. For the purposes of this policy, existing affordable housing floorspace includes both occupied and vacant floorspace regardless of the current condition of the stock.”

- 1.10 We have prepared a Financial Viability Appraisal (FVA) which is appended to this report at **Appendix 1**. This report explains the commercial viability position of the proposed scheme, utilising industry standard viability methodology as set out in national guidance.

2 Site Description

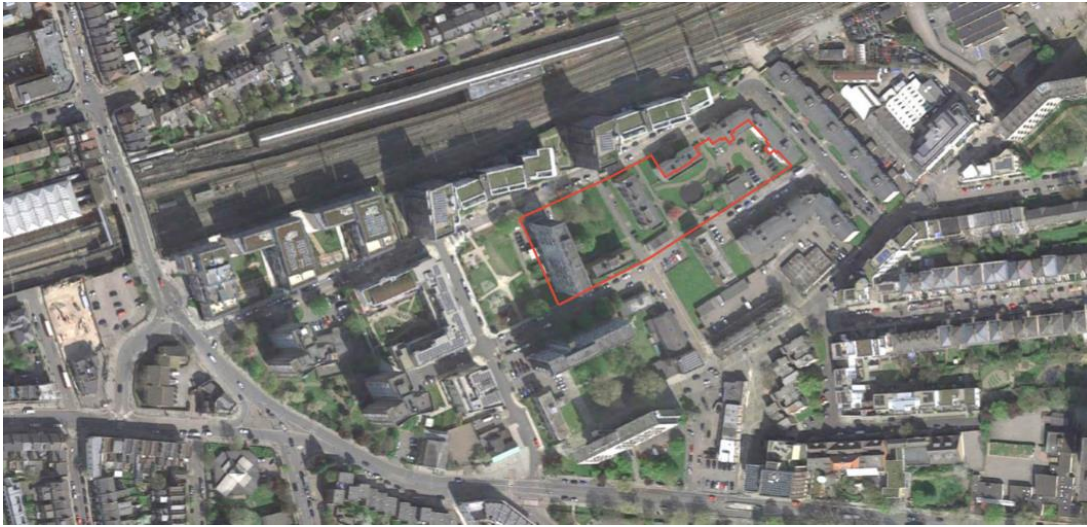
Site Location and Description

- 2.1 The Site address is 1-8 Neville House, 1-64 Winterleys, 113-128 Carlton House and Carlton Hall, South Kilburn, Brent, London NW6 5BS.
- 2.2 The NWCC site is located in the South Kilburn area of the London Borough of Brent, close to the Borough's boundary with the City of Westminster in north west London. The location of the site is illustrated by the red circle in the aerial photograph below.



Source: Google Maps

- 2.3 The Site is towards the north of the South Kilburn Regeneration Area. More specifically the Site is bound by Albert Road to the north, Denmark Road to the South, Canterbury Terrace to the east and Rupert Road to the west.
- 2.4 The site boundary for this phase of development is shown in red on the plan below.



Source: Pollard Thomas Edwards

2.5 Existing photos of the site are shown below.

Looking north-east towards Winterleys and Woodhouse Urban Park



Looking north-west from the east side of 113-128 Carlton House



Looking west from the Centre of the Carlton House Block towards Winterleys



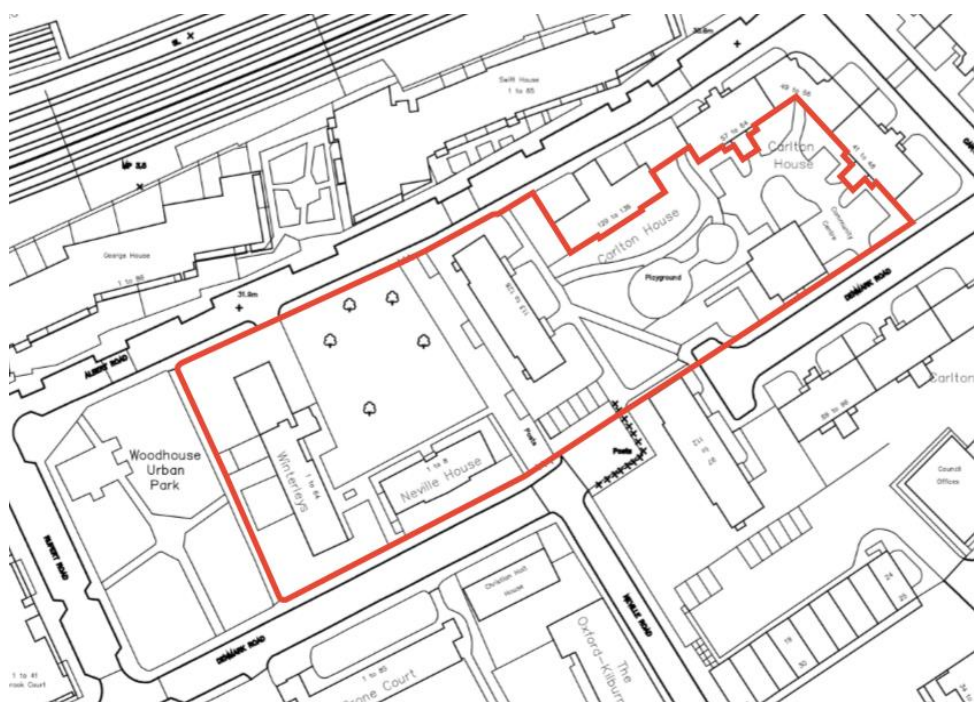
Looking north from the east side of the garages towards Albert Road



- 2.6 The NWCC Site is bound by Woodhouse Urban Park to the West and Carlton House and Carlton Hall to the East. Albert Road and Denmark Road are located to the North and South respectively.
- 2.7 The Site covers an area of approximately 0.78 hectares ("ha") and includes four buildings of between one and twelve storeys, constructed in the mid to late 20th Century, when much of the South Kilburn estate was developed.
- 2.8 The South Kilburn Conservation Area is located to the east of the Site, where there are a number of recently redeveloped buildings of greater scale.

Existing Uses

- 2.9 The Site currently comprises four residential blocks known as 1-64 Winterleys, 1-8 Neville House, and 113-128 Carlton House. There is also a hall known as Carlton Hall and a one storey garage block to the south of Neville House.
- 2.10 An existing OS map of the site is shown below.



Source: Pollard Thomas Edwards

- 2.11 At time of writing this report a total of 88 flats are located on site, of which 57 are tenanted and 31 are void or decommissioned properties. As part of the South Kilburn Regeneration Programme, the Council intends to replace these units on a better basis than existing in order to decant existing social rented tenants within the scheme.

Ownership

- 2.12 The freehold of the Site is owned by the London Borough of Brent, however the Site is subject to a number of short and long leasehold interests which are in third party ownership.

The Site's Context

- 2.13 The Site is located within the 'Civic Quarter' Character Area, in the north west of the South Kilburn regeneration area, and forms one phase of a 10-year regeneration programme.
- 2.14 The South Kilburn Conservation Area lies to the east of the Site and includes properties in Chichester Road and Princess Road and further north are Cambridge Road and Oxford Road. The area is characterised by tree-lined streets and terraced villas dating from the 1860s.
- 2.15 The Site is highly accessible, with good pedestrian links to Queens Park and Kilburn Park tube stations as well as bus routes into the centre of London on Carlton Vale road. Queens Park station is 500m to the west (Bakerloo Line, London Overground) and Kilburn Park station is 500m to the east (Bakerloo Line). There is a segregated cycle lane on Carlton Vale which links into a wider network of strategic cycle paths. The Site is highly accessible by public transport, with a PTAL rating of 5b.
- 2.16 The Site is located in the vicinity of the Paddington Recreation Ground; a substantial public open space located around 500m to the east of the site along Carlton Vale, in the City of Westminster. The open space includes sports pitches and a range of other facilities.
- 2.17 The surrounding area is largely residential in nature, with local services and commercial uses located around Queens Park station, including a bus garage.
- 2.18 The High Speed 2 tunnel linking London Euston to Birmingham is proposed to be constructed underneath part of the site. We understand that this will have no impact on the use of the property, and we have not made an allowance for any compensation costs that might be recoverable. We have taken into account the current proposed tunnel when developing our cost plan (**Appendix 3**).
- 2.19 The below plan illustrates the approximate location of the proposed HS2 tunnel in dark blue, running underneath Albert Road.



Source: HS2 Base Plan

3 Planning Policy

3.1 A summary of the Planning Policy position and Planning Application, provided by Lichfields is set out in this and the following section for ease of reference.

3.2 Section 38(6) of the Planning and Compulsory Purchase Act 2004 requires planning applications to be determined in accordance with the Development Plan, unless material considerations indicate otherwise. Specifically, Section 38(6) states:

"If regard is to be had to the development plan for the purpose of any determination to be made under the Planning Acts the determination must be made in accordance with the plan unless material considerations indicate otherwise."

3.3 Overarching planning policy is contained within the National Planning Policy Framework 2019. Within Brent, the Development Plan comprises the following documents:

- (i). The London Plan (2016);
- (ii). The Draft London Plan (2019);
- (iii). London Borough of Brent Core Strategy (2010); and
- (iv). London Borough of Brent Local Plan Development Management Policies (2016).

3.4 Other policy documents that are material to the consideration and determination of the planning application include Supplementary Planning Guidance (SPGs) and Documents (SPDs) prepared by the Greater London Authority (GLA) and the London Borough of Brent.

3.5 The site is situated within the South Kilburn Regeneration Programme which will be delivered over four distinctive phases from 2013 to 2023 and aims to provide:

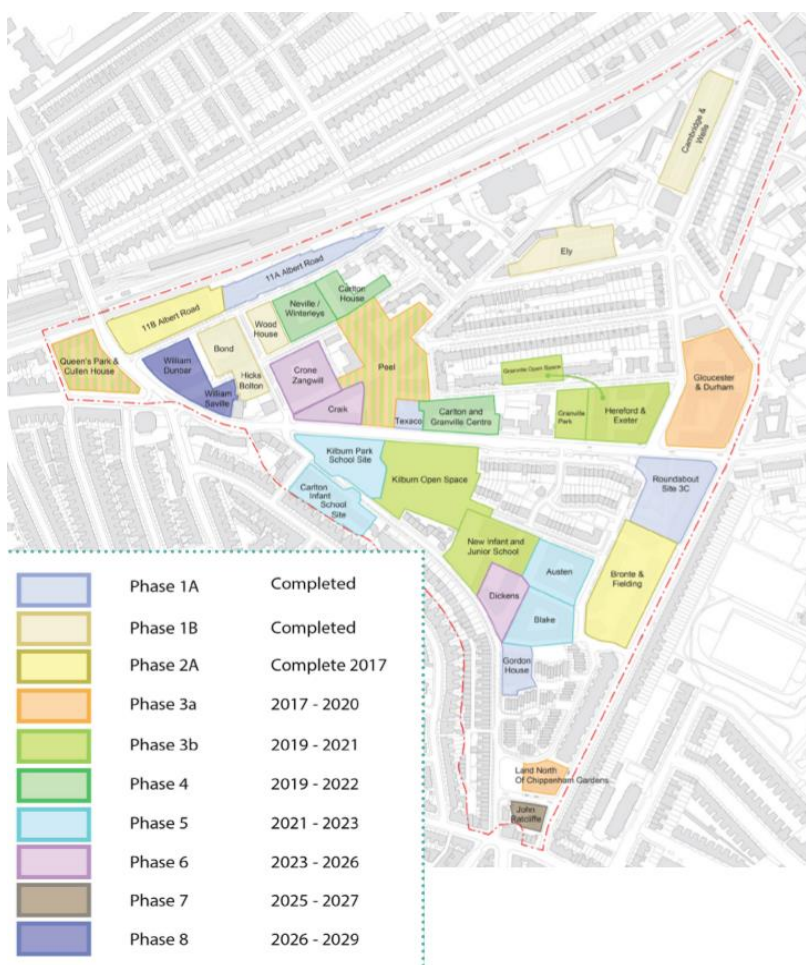
- (i). 2,400 homes of which approximately 1,200 will be made available to existing South Kilburn residents;
- (ii). A new larger high quality urban park;
- (iii). A new local primary school;
- (iv). New health facilities;
- (v). Improved environmental standards;
- (vi). An improved public realm; and
- (vii). A site wide energy solution.

3.6 A South Kilburn SPD (2017) has been prepared to reinforce the South Kilburn Masterplan (the "Masterplan") proposals and sets out a framework to guide and control future development for delivering this vision, as such, this is a material consideration in the preparation and determination of the planning application.

4 Planning Application

Planning History

- 4.1 The current planning application for the NWCC site (LPA ref. 18/490) is being amended following discussion with officers from the Council, the GLA, TfL and other consultees. The application is to be formally amended on the basis of a revised set of application drawings and supporting documents.
- 4.2 Some of the neighbouring sites that are situated within the South Kilburn Regeneration Area have also come forward as part of a phased masterplan.
- 4.3 These include the Peel Precinct, Watling Place, Bourne Place, Cambridge and Wells Court, Wood, Bond and Hicks-Bolton House, Bronte and Fielding House Site, 11b Albert Road, Gloucester House and Durham Court, Queens Park/Cullen House Site and Chippenham Gardens, where planning permission has been granted mainly for new residential development, with some commercial floor space and Woodhouse Urban Park.
- 4.4 The plan below illustrates the phasing delivery plan of the South Kilburn site.



Source: The London Borough of Brent

Proposed Development

- 4.5 The proposed development is for the phased demolition and redevelopment of all existing buildings on site, to provide new affordable and private residential accommodation.
- 4.6 The phasing of the Proposed Development has been developed to rehouse existing South Kilburn secure social tenants within the site as a priority, to be followed by the private residential accommodation.

Scheme Design

- 4.7 The proposed development comprises a total of seven buildings (buildings A to G), which are 4-12 storeys in height as illustrated below.



Source: Pollard Thomas Edwards

- 4.8 The proposed uses and number of units referenced against each of the seven buildings are as follows:

Building	Proposed Use	Number of Units
A	Private Residential	24
B	Private Residential	48
C	Private Residential	35
D	Affordable Residential	28
E	Affordable Residential	39
F	Affordable Residential	33
G	Affordable Residential	12

Residential Floor Areas

- 4.9 We have set out below a summary of unit numbers and unit mix, which is derived from the PTE accommodation schedule dated 19 November 2019. The scheme comprises a total Gross Internal Area of 19,720 sq m. An accommodation schedule prepared by PTE is included at **Appendix 2**.

- 4.10 The proposed development includes 219 residential dwellings, comprising 107 private residential units and 112 affordable units, as set out below:

Property Type	Number	Percentage
Private Units	107	49%
Affordable Units	112	51%
Total Units	219	100%

Unit Mix

- 4.11 The proposed development comprises the following mix of unit types.

Private Residential Units

Type	Units	Sub-total	Proportion
Studio (1per)	9	9	8.4%
1 bed (2per)	29	36	33.7%
1 bed (2per WCH)	7		
2 bed (3per)	12	44	41.1%
2 bed (4per)	28		
2 bed (4per+)	4		
3 bed (5per)	12	18	16.8%
3 bed (6per)	6		
Sub-total	107		

Affordable Residential Units

Type	Units	Sub-total	Proportion
1 bed (2per)	42	52	46.4%
1 bed (2per WCH)	10		
2 bed (4per)	32	38	33.9%
2 bed (4per WCH)	6		
3 bed (6per)	20	20	17.9%
4 bed (6per)	2	2	1.8%
Sub-total	112		

Habitable Rooms

Property Type	Number	Percentage
Private Habitable Rooms	283	46%
Affordable Habitable Rooms	332	54%
Total Habitable Rooms	615	100%

Family Homes

Property Type	Number	Scheme Percentage
Private Units	18	16.8%
Affordable Units	22	19.6%
Total Units	40	

Development Phasing

- 4.12 For the purposes of this FVA, we have been instructed to assume that the construction of the affordable and private blocks will commence simultaneously.
- 4.13 We have adopted the Strutt & Parker indicative sales & marketing timeline (**Appendix 4**) which assumes a 36 month build programme for the private blocks. This is illustrated in the indicative programme below.

Event	Commence	Duration (months)	End
Pre-development Lead-In	January 2020	3	March 2020
Demolition	March 2020	3	June 2020
Construction (Blocks A, B, C)	July 2020	36	June 2023
Construction (Blocks D, E, F, G)	July 2020	18	December 2021
Private Sales	May 2022	26	June 2024

- 4.14 The actual construction programme will remain subject to negotiation with prospective development partners and may be subject to change.

Car Parking

- 4.15 The scheme has been designed to promote a pedestrian and cycle friendly environment with a low car usage. The basement, required for plant, has a small car park with 18 spaces, 5 of which are DDA compliant.

5 Viability Methodology

- 5.1 In preparing the FVA, and assessing the potential to meet the Council’s policy requirements, we have had regard to the guidance as set out in the GLA Affordable Housing and Viability SPG 2017.
- 5.2 The principle of viability is well established in that a site will not be released for development if it is not possible to achieve an appropriate land value and adequate developer’s profit.
- 5.3 The residual methodology underpinning viability appraisals is a simple concept. Sales prices of the individual properties to be constructed are estimated at prices current at the valuation date and aggregated, along with any other income, including commercial property, to arrive at the total Gross Development Value (GDV).
- 5.4 From this income, the costs of building the scheme, professional fees, the cost of borrowing and all other costs are deducted. The remaining sum is the Residual Land Value as illustrated below:

GROSS DEVELOPMENT VALUE	
Less	
TOTAL DEVELOPMENT COSTS, including:	
Construction Costs	
Marketing Costs	
Municipal Costs (e.g. CIL)	
Sales and Marketing Costs	
Professional Fees	
Finance Costs	
Contingency	
Developer’s Profit	
Equals	
RESIDUAL LAND VALUE	

- 5.6 The Residual Land Value (RLV) must be compared against a Benchmark Land Value (BLV) to determine whether there is sufficient surplus within the scheme in order to provide affordable housing, and / or meet other s.106 obligations.
- 5.7 Only if the RLV exceeds the BLV does it mean a site is viable enough to deliver both a sufficient return (profit) to a developer in undertaking the scheme and sufficient value to a landowner to release the land for development. The BLV can be considered as the value below which a reasonable land owner is unlikely to release a site for redevelopment.
- 5.8 There are a number of computer valuation programmes used in the industry, and we have used Argus Developer which is a commercially available product widely used throughout the development industry.

6 Viability Appraisal Assumptions

6.1 In this section, we provide commentary to explain each of the headings within the FVA, attached at **Appendix 1**, together with the source and basis of our assumptions.

Assumptions and Exclusions

Our appraisals incorporate the following assumptions:

- (i). The Site is sold with vacant possession (see further details below);
- (ii). No allowance has been made for ground contamination, asbestos removal and abnormal utility costs, save for those explicitly set out within the accompanying cost plan (**Appendix 3**);
- (iii). No allowance has been made for any potential Party Wall works;
- (iv). Values and sales rates (provided by Strutt & Parker) reflect current market conditions, with no allowances for inflation;
- (v). Vehicular access to the site is maintained from existing adopted highways and no significant infrastructure works are required to enable development; and
- (vi). The developer seeks a blended 15% profit on GDV.

Gross Development Value

6.2 The Council has appointed Strutt & Parker to carry out market research to inform the private sales prices. Strutt & Parker's Sales and Marketing Report dated December 2019 is attached as **Appendix 4**, which provides a residential market commentary, sales forecast and pricing recommendation. We have been instructed to adopt Strutt & Parker's sales assumptions, detailed below:

Private Market Sales Assumptions

Variable	Assumption Adopted
Private Sales Values	£983 psf (blended)
Private Units Pre-Sold	60%
Subsequent Sales rate	Approximately 4 units pcm
Marketing costs	2% of private GDV

Affordable Housing Assumptions

6.3 The Council has instructed us to assume the delivery of 112 Social Rented units on Brent Target Rents within this phase of the regeneration with no intermediate housing. Whilst this represents an overall affordable housing provision of 51% for the phase by unit number, the wider regeneration of the South Kilburn Regeneration Area will deliver 50% affordable housing in total.

6.4 We have assumed that the affordable rent units will be delivered by a GLA Approved Provider which will secure £70,000 of grant funding per unit. However, there is a degree of uncertainty that this funding will be available, in particular because it is currently limited to schemes with a start on site date before March 2022. We have been instructed to assume that all 112 affordable units will be occupied by existing Brent tenants in South Kilburn, so we have

adopted Brent Target Rents. In light of the uncertainty over grant funding, we have also calculated the value based on no grant funding being available, as outlined below.

6.5 Based upon these assumptions, we have calculated the following values:

Social Rent Assumption

Variable	Assumption Adopted
Affordable Sales Values (Social Rent with £70k grant)	£206 psf
Affordable Sales Values (Social Rent with no grant)	£115 psf

Ground Rents

6.6 Central Government is currently reviewing whether to ban residential ground rents on new build apartments and houses. In light of this, we have noted that developers bidding for opportunities (including the neighbouring Peel development) have opted to assume no ground rent income. Therefore we have assumed no ground rent income.

Construction Costs

6.7 A cost plan has been prepared based on information provided by the Design Team. The cost estimate and assumptions adopted are included at **Appendix 3** and summarised below:

Summary breakdown of construction costs

Element	Total
Shell and Core and fit out	£68,190,000
External Works	£4,860,000
Enabling and Demolition works	£2,020,000
Total	£75,070,000

Developer's Contingency

6.8 Contingency refers to costs that will probably occur based on past experience, but with some uncertainty regarding the amount. It is intended to provide compensation for the accuracy of quantities assumed, unanticipated market conditions, delays and acceleration issues, lack of bidding competition, subcontractor defaults, and interfacing omissions between various work categories.

6.9 When estimating the cost for a project, there is always uncertainty as to the precise content of all items in the estimate. These uncertainties are risks to the project; however, based on previous experience, the costs will be incurred.

6.10 A development contingency has been included in the appraisal of 2.5% of the construction costs and external works which equates to £2,033,204.

Mayoral CIL / S106 Obligations

6.11 The FVA includes allowances for Mayoral and Borough CIL costs, which have been agreed with Lichfields and as summarised below:

- Mayoral CIL of £340,751;
- LB Brent CIL of £1,135,837

6.12 The s.106 agreement remains to be negotiated. For the purposes of the FVA, we have been asked to exclude any s.106 costs.

Professional and Design Fees

6.13 Professional fees have been calculated at 10% of construction costs, which equate to £7,470,954.

Marketing and Disposal Costs

6.14 Marketing costs have been calculated at 2% of Private GDV, which equates to £1,512,322.

6.15 Sales agent fees for private housing have been calculated at 1% of GDV, and legal fees for private housing have been calculated at 0.5%. In total these costs amount to £1,134,242, which has been included in the FVA.

Finance Costs

6.16 We have assumed a blended finance rate of 6%, which is intended to cover any debt and equity funding required. This cost is summarised below:

- Finance costs with affordable grant of £5,003,727;
- Finance costs without affordable grant of £5,116,136

Rights of Light Costs

6.17 [REDACTED]

6.18 We have been instructed to assume that the Council will appropriate the Site for planning purposes and that the ultimate developer will be required to indemnify the Council for any claims arising.

6.19 We have assumed that the developer will seek to insure against this risk (as was the case with the adjacent Peel development). For the purposes of the FVA we made an allowance of £150,000 for taking a rights of light indemnity insurance, and associated costs.

Residual Land Value

6.20 A summary of the residual appraisal for the Proposed Scheme is as follows:

Proposed Scheme Appraisal Summary

Element	Amount (51% AH with £70k grant per unit)	Amount (51% AH with no grant)
Gross Development Value	£93,427,957	£85,818,035
Blended profit on GDV (%)	15%	15%
Development Profit	£14,014,181	£12,872,678
Residual Land Value	-£14.5 million (Negative)	-£21.0 million (Negative)

Vacant Possession Costs

6.21 [REDACTED]

6.22 In order to offer up vacant possession of the Site, the Council is taking responsibility for acquiring these properties. The estimated cost of acquisition, as provided by the Council is [REDACTED]. This doesn't make any allowances for the costs of acquiring these units which might arise under the promotion of any potential compulsory purchase order.

- 6.23 This would commonly be treated as a development cost and could have been included in the development appraisal, which would have reduced the RLV accordingly. For the purposes of this FVA, the costs of achieving vacant possession are shown as a separate Council cost in the summary table provided in Section 8 and are not included in the RLV calculation.

7 Benchmark Land Value

- 7.1 As described in Section 5, a scheme is deemed sufficiently viable to deliver affordable housing, if in undertaking the scheme, a sufficient return (profit) to the developer is produced, and there is sufficient value provided to the landowner in order to release the land for development. This is calculated by subtracting the RLV from the BLV. The BLV is the minimum price a landowner would accept to sell their site.
- 7.2 We have previously valued the tenanted residential properties and decommissioned properties located on site in December 2018. For simplicity we refer to this as the Existing Use Value ("EUV"). We have been instructed to maintain these values as reported to the Council in December 2018.
- 7.3 Normally the costs of achieving vacant possession would be included in the BLV but for the purposes of this report these have been reported separately in Section 6.
- 7.4 On the basis that the Council is actively progressing the regeneration of South Kilburn and is prepared to release the Site to facilitate the delivery of additional homes, we have not applied a premium, which could be applicable as suggested in the RICS Financial Viability in Planning: Conduct and Reporting Professional Statement (2019). Therefore in this case the EUV is equal to the BLV.

Key sources and assumptions

- 7.5 Please see Section 2 for a full description of the existing uses on site.
- 7.6 We have not had sight of a Report on Title for any of the properties or reviewed the title documents. Our assessment of value assumes that the Council holds good and marketable freehold title of the Site. We have also assumed that third parties where required, hold good and marketable title of their respective interest(s).
- 7.7 We have not undertaken any check measurements and have relied on the floor areas provided to us. We assume that these have been measured in accordance with the International Property Measurement Standards: Residential Buildings 2016.
- 7.8 In respect of the Social Housing we have not had sight of a recent stock condition survey and have relied on information provided by the Council in respect of the unit types and numbers. We have, due to the absence of some information, made allowances in respect of bad debts, day to day management and maintenance costs, and any major repairs required.

Assessment of Value

- 7.9 The table below sets out a summary of the assessments of value for the leasehold interests within the site, net of purchaser's costs.

Leasehold Value	
Residential Property (Social Rent)	£4,820,000
Residential Property (Decommissioned)	£1,670,000
Value in Existing Use (net of purchaser's costs)	£6,490,000
EUV/BLV (excluding vacant possession costs)	£6,490,000

7.10 The BLV of the site (excluding any costs of obtaining vacant possession) equates to, say, **£6.5 million**.

8 Conclusion

- 8.1 This report reflects the current circumstances both in respect of market conditions and statutory provisions. The impact of the recent UK general election is still uncertain and any material changes may change either or both of these matters with a consequent impact on the assumptions made in the report and our conclusions. The report should therefore be read in that context.
- 8.2 In preparing the FVA, and assessing the potential to meet the Council's policy requirements, we have had regard to the guidance as set out in the GLA Affordable Housing and Viability SPG 2017.
- 8.3 We have set out below a comparison chart outlining the level of affordable housing provision possible.

Affordable Housing (% Units)	RLV		BLV	Vacant Possession Costs		Variance	Viable / Unviable
51% (with no grant)	(£21.0m)	less	£6.5m	████	=	████	Unviable
51% (with £70k grant per unit)	(£14.5m)	less	£6.5m	████	=	████	Unviable
18% (with no grant)	£9.9m	less	£6.5m	████	=	████	Viable
20% (with £70k grant per unit)	£10.2m	less	£6.5m	████	=	████	Viable

- 8.4 We have set out some important comments in relation to the 18% and 20% affordable housing scenarios only:
- The 18% affordable housing (with no grant) and the 20% affordable scenario (with grant) are hypothetical scenarios which we have prepared for illustrative purposes.
 - The proposed scheme includes affordable units which are typically larger than the private units, therefore in converting some of these units to private units for illustrative purposes has disproportionately increased the GDV. In reality, a scheme which this amount of affordable housing would result in a lower uplift to GDV.
 - The sales and marketing fees have been adjusted to apply to the 'new' private units, however, for the purposes of this exercise we have not increased the CIL costs. In reality, the liability for CIL would increase due to the increase in private accommodation provided, thereby increasing total costs and reducing the resultant 'viable' level of affordable housing.
 - For this illustrative exercise, build costs have not been adjusted to account for an increase in private units.

- For the purposes of this exercise, we have not adjusted our cash flow to account for an increase in private units. In reality a scheme with this many private units would require a longer sales period.
- 8.5 The results of the viability testing demonstrate that 20% Affordable Housing is viable on site with £70k grant per affordable unit, and 18% Affordable Housing is viable on site with no grant per affordable unit. This delivers an appropriate return (BLV) to the landowner and a competitive return (profit) to the developer. However, the applicant is committed to providing 51% Affordable Housing, all of which will be social rented housing.
- 8.6 The applicant, as a majority landowner remains committed to delivering a successful scheme and is prepared to forego its BLV in order to facilitate the redevelopment of the Site. The Council is also prepared to reinvest proceeds from other phases of the South Kilburn regeneration programme, in order to fund the acquisition of the seven long leaseholders, one commercial leaseholder and one sub tenant with a short lease on the Site.
- 8.7 In light of this and its role in facilitating regeneration, the applicant is proposing a provision of affordable housing which is greater than the amount the scheme can otherwise afford.
- 8.8 On the basis of the viability testing, the Planning Authority should therefore accept the 51% affordable housing proposed by the developer, noting that it results in a significant land value deficit to the applicant.

Deloitte LLP
18 December 2019

Appendix 1 – Financial Viability Appraisal

Brent South Kilburn
Development Appraisal
NWCC Site (Affordable Housing with no Grant)

Development Appraisal
Prepared by PH & LT
Licensed Copy
10 December 2019

APPRAISAL SUMMARY**LICENSED COPY**

Brent South Kilburn
Development Appraisal
NWCC Site (Affordable Housing with no Grant)

Appraisal Summary for Phase 1 Phase 1

Currency in £

REVENUE

Sales Valuation	Units	ft²	Sales Rate ft²	Unit Price	Gross Sales
Private Units	107	76,948	982.69	706,693	75,616,100
Affordable Units	112	83,626	138.00	103,039	11,540,322
Basement Parking - Private	<u>13</u>	<u>8,041</u>	72.75	45,000	<u>585,000</u>
Totals	232	168,614			87,741,422

NET REALISATION **87,741,422**

OUTLAY**ACQUISITION COSTS**

Residualised Price (Negative land)	(19,372,195)	
	(19,372,195)	
Town Planning	25,000	
Survey	25,000	
		50,000
Other Acquisition		
ROL Indemnity	150,000	
		150,000

CONSTRUCTION COSTS

Construction	ft²	Build Rate ft²	Cost	
Private Units	98,525	333.00	32,808,728	
Affordable Units	102,608	333.00	34,168,464	
Basement Parking - DDA	3,093	106.00	327,858	
Basement Parking - Private	<u>8,041</u>	106.00	<u>852,346</u>	
Totals	212,267 ft²		68,157,396	68,157,396
Developers Contingency		2.50%	2,033,204	
Borough CIL			1,135,837	
Mayoral CIL			340,751	
				3,509,792
Other Construction				
Demolition & Facilitating			2,020,000	
External Works			4,860,000	
				6,880,000

PROFESSIONAL FEES

Professional Fees	10.00%	7,470,954	
			7,470,954

MARKETING & LETTING

Marketing	2.00%	1,512,322	
			1,512,322

DISPOSAL FEES

Sales Agent Fee	1.00%	756,161	
Sales Legal Fee	0.50%	378,081	
			1,134,242

APPRAISAL SUMMARY**LICENSED COPY**

**Brent South Kilburn
Development Appraisal
NWCC Site (Affordable Housing with no Grant)**

FINANCE

Debit Rate 6.000%, Credit Rate 0.000% (Nominal)

Land	(3,146,604)	
Construction	7,942,456	
Other	291,874	
Total Finance Cost		5,087,726

TOTAL COSTS**74,580,236****PROFIT****13,161,186****Performance Measures**

Profit on Cost%	17.65%
Profit on GDV%	15.00%
Profit on NDV%	15.00%

IRR% (without Interest) 24.87%

Profit Erosion (finance rate 6.000) 2 yrs 9 mths

Brent South Kilburn
Development Appraisal
NWCC Site (Affordable Housing with Grant)

Development Appraisal
Prepared by PH & LT
Licensed Copy
10 December 2019

APPRAISAL SUMMARY**LICENSED COPY**

Brent South Kilburn
Development Appraisal
NWCC Site (Affordable Housing with Grant)

Appraisal Summary for Phase 1 Phase 1

Currency in £

REVENUE

Sales Valuation	Units	ft²	Sales Rate ft²	Unit Price	Gross Sales
Private Units	107	76,948	982.69	706,693	75,616,100
Affordable Units	112	83,626	229.00	170,984	19,150,244
Basement Parking - Private	<u>13</u>	<u>8,041</u>	72.75	45,000	<u>585,000</u>
Totals	232	168,614			95,351,344

NET REALISATION **95,351,344**

OUTLAY**ACQUISITION COSTS**

Residualised Price (Negative land)	(12,793,970)	
	(12,793,970)	
Town Planning	25,000	
Survey	25,000	
		50,000
Other Acquisition		
ROL Indemnity	150,000	
		150,000

CONSTRUCTION COSTS

Construction	ft²	Build Rate ft²	Cost	
Private Units	98,525	333.00	32,808,728	
Affordable Units	102,608	333.00	34,168,464	
Basement Parking - DDA	3,093	106.00	327,858	
Basement Parking - Private	<u>8,041</u>	106.00	<u>852,346</u>	
Totals	212,267 ft²		68,157,396	68,157,396
Developers Contingency		2.50%	2,033,204	
Borough CIL			1,135,837	
Mayoral CIL			340,751	
				3,509,792
Other Construction				
Demolition & Facilitating			2,020,000	
External Works			4,860,000	
				6,880,000

PROFESSIONAL FEES

Professional Fees	10.00%	7,470,954	
			7,470,954

MARKETING & LETTING

Marketing	2.00%	1,512,322	
			1,512,322

DISPOSAL FEES

Sales Agent Fee	1.00%	756,161	
Sales Legal Fee	0.50%	378,081	
			1,134,242

Brent South Kilburn
Development Appraisal
NWCC Site (Affordable Housing with Grant)

FINANCE			
Debit Rate 6.000%, Credit Rate 0.000% (Nominal)			
Land	(2,065,842)		
Construction	6,784,546		
Other	259,208		
Total Finance Cost		4,977,912	
TOTAL COSTS		81,048,647	
PROFIT		14,302,698	

Performance Measures		
Profit on Cost%	17.65%	
Profit on GDV%	15.00%	
Profit on NDV%	15.00%	
IRR% (without Interest)	23.35%	
Profit Erosion (finance rate 6.000)	2 yrs 9 mths	

Appendix 2 – Area Schedule

17_085 - NWCC Phase 4
SCHEDULE OF AREAS

11.12.18	Rev E	
07.11.2019	Rev F	Planning Draft Addendum, IPMS 3B issue only
19.11.2019	Rev G	M_2B3P-1 WCH area was missing from IPM3B total, correction made to total
12.12.2019	Rev H	2B3P wheelchair units removed, amended to 2B4P
16.12.2019	Rev I	error corrected in number of 2B3P flats

Document fivided in 3 sections:

SECTION 1: DATA & CRITERIA

SECTION 2: TOTAL SUMMARY OF THE SCHEME

SECTION 3: BREAKDOWN BY CORES AND FLOORS

SECTION 1: DATA & CRITERIA

Notes

Note 1: Schedule reflects Stage 3 drawings issued on the 02/11/2018

Note 2: All areas are m²

Note 4: Colour coding of cells indicates the following:

Market block	Affordable block	- N	- N	Duplex
--------------	------------------	-----	-----	--------

Criteria

Crit 1: IPMS standards have been used with deviations as stated in the Criteria notes below

Crit 2: Total areas exclude Balconies/veranda

Crit 3: Terms "Veranda" and "Catwalk" are as defined in IPMS Standards, September 2016

Crit 4: Catwalks are excluded of total areas as per IPMS Standards Sep'16

Crit 5: Car lift to the basement car park is located in GF of Core A and considered within the thermal envelope

Crit 6: Horizontal circulation of Cores A-B-C-D have been considered as internal around cores and as catwalks outside them, including bridges and top deck access.

WEST BLOCK

IPMS 3B Residential - Market block. Areas by flat types

Market Cores A-B-C		Excluded			Garden/ Terrace/ Balcony
	IPMS 3B	Balcony	Veranda	No.	
Type					
M_Studio-1	39.1	5		5	B
M_Studio-2	39.8	5		4	B
M_1B2P-1	50.3	5.7	7	19	B-G
M_1B2P-2 WCH	59	5	24.9	7	B-G
M_1B2P-3	50.5	5.9	5.5	10	B-G
M_2B3P-1	65.2	14.5	22.3	12	B-G
M_2B3P-1 WCH	71.7	9.7		0	B
M_2B4P-1	71.2	10	16	18	B-G
M_2B4P-2	71	9.7	5.1	10	B-G
M_2B4P+	79.1	13.4		4	B
M_3B5P-1	89.9	16.7		5	B
M_3B5P-2	88.5	10	12.1	7	B-G
M_3B6P-1	125.7	15		1	T
M_3B6P-2	125.5	15		1	T
M_3B6P-3	119.4	26.4		1	T
M_3B6P-4	128	43.3		1	T
M_3B6P-5	137.4	28		1	T
M_3B6P-6	122.9	20.3		1	T
TOTAL	7146.7	1053.4 m²	108.9 m²	107	

EAST BLOCK

IPMS 3B Residential - Affordable block. Areas by flat types

Affordable Cores E-F-G		Excluded			Garden/ Terrace/ Balcony	Note
	IPMS 3B	Balcony	Veranda	No.		
Type						
A_1B2P-1	51	5		23	B	IPMS 3B differs on 4 units
A_1B2P-2 WCH	54.9	5.7		9	B	
A_1B2P-3	50.9	5.9		3	B	
A_1B2P-5 WCH	60.3		8.8	1	G	
A_2B4P-1	71.4	7.1		8	B	IPMS 3B differs on one unit
A_2B4P-2	70.4	7		8	B	
A_2B4P-3	70.3	7	7.2	10	G-B	
A_3B6PM-1 GF	106		41.4	9	G	
A_3B6PM-2 UF	103.2	10.2		11	T	IPMS 3B differs on one unit
A_4B6PM-1 GF	111.5		33.1	2	G	
TOTAL	6031.8	479 m²	454.8 m²	84		

WEST BLOCK

IPMS 3B Residential - Affordable block. Areas by flat types

Affordable Core D		Excluded			Garden/ Terrace/ Balcony
	IPMS 3B	Balcony	Veranda	No.	
Type					
A_1B2P-1	51	5.3	32.5	11	B-G
A_1B2P-3	51.4	6.1		5	B
A_2B4P-4	71.8	7	58.4	6	B-G
A_2B4P WCH	81.3	7.5	14	6	B-G
TOTAL	1736.6	175.8 m²	791.9 m²	28	

TOTAL AREA	
MARKET BLOCK	7146.7 m²
AFFORDABLE BLOCK	7768.4 m²

SECTION 2: TOTAL SUMMARY OF THE STAGE 3 SCHEME (Excludes basement)

Market	Studio	1B2P	2B3P	2B4P	2B4P+	3B5P	3B6P	-	IPMS1	IPMS2	IPMS3B	IPMS3B / IPMS1	IPMS3B / IPMS2	IPMS2 / IPMS1
107	9	36	12	28	4	12	6	-	10637.8	9153.3	7148.8	67.20%	78.10%	86.05%
Affordable	-	1B2P	-	2B4P	-	-	3B6PM	4B6PM	IPMS1	IPMS2	IPMS3B	IPMS3B / IPMS1	IPMS3B / IPMS2	IPMS2 / IPMS1
112	-	52	-	38	-	-	20	2	10965.8	9532.5	7769.3	70.85%	81.50%	86.93%
TOTAL	9	88	12	66	4	12	26	2	21603.6	18685.8	14918.1	69.05%	79.84%	86.49%

SECTION 3: BREAKDOWN BY FLOOR AND TENURE

WEST BLOCK

Market	IPMS1	IPMS2	IPMS3B
11F	179.1	155.7	131.1
10F	208.5	177.8	129.2
9F	406.4	346.4	250.7
8F	728.1	613	499.9
7F	752.3	651.4	499.9
6F	792.1	687.8	534.5
5F	1263.1	1104.6	933.4
4F	1263.1	1104.6	933.4
3F	1263.1	1104.6	933.3
2F	1263.2	1104.5	933.4
1F	1263.5	1021.4	893.6
0 - GF	1255.3	1081.5	476.4
-1F	Refer to basement parking table		
Total	10637.8	9153.3	7148.8

WEST BLOCK

Afford	IPMS1	IPMS2	IPMS3B
11F			
10F			
9F			
8F			
7F			
6F			
5F	395.5	341.4	306.5
4F	395.5	341.4	306.5
3F	395.5	341.4	306.5
2F	395.5	341.4	306.5
1F	394.7	341.4	306.5
0 - GF	394.3	343.2	204.1
-1F	Refer to basement parking table		
Total	2371	2050.2	1736.6

EAST BLOCK

Afford	IPMS1	IPMS2	IPMS3B
11F			
10F			
9F	200.9	169.1	125.2
8F	419.8	354.5	267
7F	654.7	575.5	473.5
6F	654.7	575.5	473.6
5F	662.8	571	471.7
4F	1086	950.3	832.3
3F	1196.1	1054.7	883.4
2F	1214.1	1038.7	880
1F	1277.4	1120.8	927.2
0 - GF	1228.3	1072.2	698.8
Total	8594.8	7482.3	6032.7

Basement

ABCD	IPMS1	IPMS2	IPMS3B
-1F		1034.4	N/A

Appendix 3 – Cost Plan

South Kilburn NWCC

Order of Cost Estimate Stage 3 Design Planning Addendum

London Borough of Brent

Contents

- 1.0 Executive Summary
- 2.0 Cost Summaries
- 3.0 Basis Assumptions and Exclusions
- 4.0 Area Schedule
- 5.0 Building Works Estimate

South Kilburn NWCC

Order of Cost Estimate Stage 3 Design Planning Addendum

Advice No 3 | 10 Dec 2019

Context Initial Order of Cost Estimate for Re-development of the residential scheme on the above site

Advice

Description (Rounded to the nearest £1,000)	Quantity	Rate £	Est Cost £
Construction Works			
Facilitating works	1 item	2,020,000	2,020,000
Shell and Core	1 item	48,790,000	48,790,000
Fit Out	1 item	19,400,000	19,400,000
External Works	1 item	4,860,000	4,860,000
Sub Total			75,070,000
MC Preliminaries	1 item	Included	
MC Overheads & Profits - Incl	1 item	Included	
Contingency - Incl	1 item	Included	
Pre Commencement Inflation	1 item	excluded	
Construction Period Inflation	1 item	excluded	
Total			75,070,000
Cost per m2			
Based upon GIA	20,309 m ²		3,696
Based upon NIA	15,092 m ²		4,974

Area

Assumptions

Refer to section 3 - Basis of Estimate and Exclusions for full details

Prices are current day

Exclusions

Refer to section 3 - Basis of Estimate and Exclusions for full details

South Kilburn NWCC

Order of Cost Estimate Stage 3 Design Planning Addendum

Advice No 3 | 10 Dec 2019

Internal Review

This Advice was prepared by Chris Moore, approved by Peter Heslington and the EQAR Review provided by Mike Cuthbert

Issued To

London Borough of Brent
Copied to Project Team
(Note : for review and comment)

Deloitte.

This Advice has been prepared in accordance with the terms of our engagement dated 10 Apr 2018.

This Advice is confidential to London Borough of Brent and is subject to the restrictions on use specified in our Terms and Conditions / Contract. Therefore you should not, without our prior written consent, refer to this Advice for any other purpose or disclose it or make it available to any other party.

No party other than London Borough of Brent is entitled to rely on our Advice for any purpose whatsoever and we accept no responsibility or liability to any other party in respect of the contents of this Advice.

We draw your attention to the assumptions and exclusions. You should read these carefully together with the rest of the document to ensure that it is consistent with your understanding of the project. Where this advice provides an estimate of cost based on those assumptions and exclusions it is not an assurance or guarantee that those will be the costs actually incurred.

This Advice was completed on 10 Dec 2019 and we have not updated our work since that date.

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Disclaimer version | 01 March 2018

1.0 Executive Summary

1.1 Introduction

This Cost Plan has been produced to advise estimated construction costs for the demolition of the existing buildings and construction of new build residential apartments on the site known South Kilburn NWCC (Neville and Winterly Sites) in South Kilburn. The proposed scheme provides both private and affordable accommodation.

The costs are based upon Stage 3 Design Information - Planning scheme produced by Pollard Thomas Edwards Architects. Revised Structural or Services information has not been issued in time for this Cost Plan. **Deloitte have made pro-rata adjustments to reflect their understanding of how the revised architectural information will impact the previous design information issued by the Structural and M&E Services Consultants. Once the information is available we will update.** The costs have been separated into different headings as shown opposite.

Section 2.0 outlines the assumptions and exclusions that form the basis of this cost plan.

In accordance with our appointment we have prepared this cost plan setting our estimate of the construction costs at 4Q 2018 and inflated to Q4 2019 Current day fixed price in relation to the above development, we have **excluded** forecast inflation from the cost plan in accordance with 'current day costs' being inpftted into the Deloitte site appraisal.

Please note that we have taken in to account current proposed structural solution to allow for a proposed HS2 tunnel beneath the East Block, however the solution is currently being developed and is subject to potential change. Furthermore, no allowance has been made for anti-vibration methods to mitigate movement during HS2 construction and operation. Moreover, we have assumed that connection to the District Energy Network (DEN) is available on day 1 of operation. The S278 costs are apportioned based on area.

Total South Kilburn Cost Plan Stage 3	68,190,000	218,604	311.93
West Block;	39,974,224	136,513	292.82
East Block;	27,318,885	82,090	332.79

Area as % of GIA	Private	Social	Other
Peel Cost Plan (Rev 3)	70%	18%	12%
Countryside Tender (No Basement Parking)	53%	37%	10%
NWCC Scheme as of Stage 2	53.0%	43.0%	4.0%
NWCC Scheme as of Stage 3	53.3%	42.3%	4.4%
Current NWCC Scheme Stage 3 Planning update	48.0%	52.0%	0.0%

1.2 Summary of construction costs and areas

Breakdown of Costs	Total	GIA	NIA
Rounded to the nearest Ten Thousand	£	£ / ft ²	£ / ft ²
Facilitating works	2,020,000	9	12
Shell and Core	48,790,000	223	300
Fit Out	19,400,000	89	119
External Works	4,860,000	22	29
Landscaping	2,430,974		
S278	2,429,026		
Inflation from 4Q 2018 to 4Q 2019 4%	Included		
Sub Total	75,070,000	342	461
MC Preliminaries	Included		
MC Overheads & Profits - Incl	Included		
Contingency - Incl	Included		
Sub Total	75,070,000	342	461
Pre Commencement Inflation	excluded		
Construction Period Inflation	excluded		
Total Estimated Construction Cost	75,070,000	342	461
Summary of Areas	Efficiency	GIA	NIA
	%	m ²	m ²
West Block	78%	11,544	9,009
East Block	80%	7,626	6,083
Subtotal	79%	19,170	15,092
Basements	0%	1,139	-
Total	74%	20,309	15,092
Cost Options			£

Communal heating if DEN not available	253,100
---------------------------------------	---------

2.0 Cost Summary

2.1 Elemental Summaries - Facilitating works

			Totals £ Total	GEA £/ft²	GIA £/ft²	NIA £/ft²	Element Unit Quantity	Element Unit Rate	Graphic of GIA £/ft2
Facilitating works	Toxic/hazardous/cont treatment		-		-	-	20,309 m²		
	Major demolition works		1,675,570		7.66	10.31	20,309 m²	83	
	Temporary support to adj structures		-		-	-	20,309 m²		
	Specialist groundworks		65,000		0.30	0.40	20,309 m²	3	
	Diversion of services		220,000		1.01	1.35	20,309 m²	11	
	Extraordinary site investigation		-		-	-	20,309 m²		
	Attendances by Demolition Contractor		-		-	-	20,309 m²		
Sub Total			1,960,570	-	8.97	12.07		97	
	Main Contractor preliminaries	12.5%			-	-	20,309 m²		Included above
	Main Contractor Ohp's and Profit	5.5%			-	-	20,309 m²		Included above
	Design reserve & contgy	5.0%			-	-	20,309 m²		Included above
	BCIS Inflation from Q4 2018 to Q4 2019	3.3%	64,377		0.29	0.40	20,309 m²	3	Included above
Total			2,024,947	-	8.97	12.07		97	

2.0 Cost Summary

2.2.1 Elemental Summaries - Buildings - West Block

Entire Building Totals, £/sqft and Elemental Unit Analysis										Shell and Core										Fit Out									
		Totals £ Total	GEA £/ft²	GIA £/ft²	NIA £/ft²	Element Unit Quantity	Element Unit Rate	Graphic of GIA £/ft²		Totals £ Total	GEA £/ft²	GIA £/ft²	NIA £/ft²	Element Unit Quantity	Element Unit Rate	Graphic of GIA £/ft²		Totals £ Total	GIA £/ft²	NIA £/ft²	Element Unit Quantity	Element Unit Rate	Graphic of GIA £/ft²						
Substructure	Foundations	1,310,170	9.23	9.60	13.51	12,683 m²	103			1,310,170	9.23	9.60	13.51	12,683 m²	103			-	-	-	12,683 m²								
	Lowest floor construction	1,367,240	9.64	10.02	14.10	12,683 m²	108			1,367,240	9.64	10.02	14.10	12,683 m²	108			-	-	-	12,683 m²								
	Basement excavation	664,780	4.69	4.87	6.86	12,683 m²	52			664,780	4.69	4.87	6.86	12,683 m²	52			-	-	-	12,683 m²								
	Basement retaining walls	129,860	0.92	0.95	1.34	12,683 m²	10			129,860	0.92	0.95	1.34	12,683 m²	10			-	-	-	12,683 m²								
Superstructure	Frame	1,889,500	13.32	13.84	19.49	12,683 m²	149			1,889,500	13.32	13.84	19.49	12,683 m²	149			-	-	-	12,683 m²								
	Upper floors	1,620,780	11.42	11.87	16.71	12,683 m²	128			1,620,780	11.42	11.87	16.71	12,683 m²	128			-	-	-	12,683 m²								
	Roof	2,246,670	15.83	16.46	23.17	12,683 m²	177			2,246,670	15.83	16.46	23.17	12,683 m²	177			-	-	-	12,683 m²								
	Stairs and ramps	540,000	3.81	3.96	5.57	12,683 m²	43			540,000	3.81	3.96	5.57	12,683 m²	43			-	-	-	12,683 m²								
Internal Finish	External walls	7,065,990	49.80	51.76	72.87	12,683 m²	557			7,065,990	49.80	51.76	72.87	12,683 m²	557			-	-	-	12,683 m²								
	Windows and external doors	30,000	0.21	0.22	0.31	12,683 m²	2			30,000	0.21	0.22	0.31	12,683 m²	2			-	-	-	12,683 m²								
	Internal Walls and partitions	469,130	3.31	3.44	4.84	12,683 m²	37			469,130	3.31	3.44	4.84	12,683 m²	37			-	-	-	12,683 m²								
	Internal doors	152,190	1.07	1.11	1.57	12,683 m²	12			152,190	1.07	1.11	1.57	12,683 m²	12			-	-	-	12,683 m²								
FF&E	Wall finishes	45,040	0.32	0.33	0.46	12,683 m²	4			45,040	0.32	0.33	0.46	12,683 m²	4			-	-	-	12,683 m²								
	Floor finishes	152,190	1.07	1.11	1.57	12,683 m²	12			152,190	1.07	1.11	1.57	12,683 m²	12			-	-	-	12,683 m²								
	Ceiling finishes	114,140	0.80	0.84	1.18	12,683 m²	9			114,140	0.80	0.84	1.18	12,683 m²	9			-	-	-	12,683 m²								
	Fittings, furnishings and	9,111,370	64.21	66.74	93.96	12,683 m²	718			130,980	0.92	0.96	1.35	12,683 m²	10			8,980,390	65.78	92.61	12,683 m²	708							
Services	Sanitaryware	2,540	0.02	0.02	0.03	12,683 m²	0			2,540	0.02	0.02	0.03	12,683 m²	0			-	-	-	12,683 m²								
	Services Equipment	-	-	-	-	12,683 m²	-			-	-	-	-	12,683 m²	-			-	-	-	12,683 m²								
	Disposal Installations	293,080	2.07	2.15	3.02	12,683 m²	23			293,080	2.07	2.15	3.02	12,683 m²	23			-	-	-	12,683 m²								
	Water Installations	457,800	3.23	3.35	4.72	12,683 m²	36			457,800	3.23	3.35	4.72	12,683 m²	36			-	-	-	12,683 m²								
Sub Total	Heat Source	60,600	0.43	0.44	0.62	12,683 m²	5			60,600	0.43	0.44	0.62	12,683 m²	5			-	-	-	12,683 m²								
	Space Heating & Air Treatment	360,370	2.54	2.64	3.72	12,683 m²	28			360,370	2.54	2.64	3.72	12,683 m²	28			-	-	-	12,683 m²								
	Ventilation	146,040	1.03	1.07	1.51	12,683 m²	12			146,040	1.03	1.07	1.51	12,683 m²	12			-	-	-	12,683 m²								
	Electrical Installations	983,530	6.93	7.20	10.14	12,683 m²	78			983,530	6.93	7.20	10.14	12,683 m²	78			-	-	-	12,683 m²								
Sub Total	Gas Installations	-	-	-	-	12,683 m²	-			-	-	-	-	12,683 m²	-			-	-	-	12,683 m²								
	Fire & Lightning Protection	284,220	2.00	2.08	2.93	12,683 m²	22			284,220	2.00	2.08	2.93	12,683 m²	22			-	-	-	12,683 m²								
	Communications	505,360	3.56	3.70	5.21	12,683 m²	40			505,360	3.56	3.70	5.21	12,683 m²	40			-	-	-	12,683 m²								
	Special Installations	226,060	1.59	1.66	2.33	12,683 m²	18			226,060	1.59	1.66	2.33	12,683 m²	18			-	-	-	12,683 m²								
Sub Total	Trade / Sub-Contractor Add-Ons	727,060	5.12	5.33	7.50	12,683 m²	57			727,060	5.12	5.33	7.50	12,683 m²	57			-	-	-	12,683 m²								
	Renewable Technologies	181,450	1.28	1.33	1.87	12,683 m²	14			181,450	1.28	1.33	1.87	12,683 m²	14			-	-	-	12,683 m²								
	Lift Installations	939,250	6.62	6.88	9.69	12,683 m²	74			939,250	6.62	6.88	9.69	12,683 m²	74			-	-	-	12,683 m²								
Sub Total	Main Contractor preliminaries	12.5%	4,009,551	28.26	29.37	12,683 m²	316			23,096,020	162.77	169.19	238	12,683 m²	1,821			8,980,390	65.78	92.61	12,683 m²	708							
	Main Contractor Ohp's and Profit	5.5%	1,984,728	13.99	14.54	12,683 m²	156			2,887,003	20.35	21.15	29.77	12,683 m²	228			1,122,549	8.22	11.58	12,683 m²	89							
	Design reserve & contngy	5.0%	1,903,534	13.42	13.94	12,683 m²	150			1,429,066	10.07	10.47	14.74	12,683 m²	113			555,662	4.07	5.73	12,683 m²	44							
	BCIS Inflation from Q4 2018 to Q4 2019	3.3%	1,312,586	9.25	9.62	12,683 m²	103			1,370,604	9.66	10.04	14.13	12,683 m²	108			532,930	3.90	5.50	12,683 m²	42							
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2.0 Cost Summary

2.2.2 Elemental Summaries - Buildings - East Block

Entire Building Totals, £/sqft and Elemental Unit Analysis										Shell and Core										Fit Out											
		Totals £ Total	GEA £/ft²	GIA £/ft²	NIA £/ft²	Element Unit Quantity	Element Unit Rate	Graphic of GIA £/ft2		Totals £ Total	GEA £/ft²	GIA £/ft²	NIA £/ft²	Element Unit Quantity	Element Unit Rate	Graphic of GIA £/ft2		Totals £ Total	GIA £/ft²	NIA £/ft²	Element Unit Quantity	Element Unit Rate	Graphic of GIA £/ft2		Totals £ Total	GIA £/ft²	NIA £/ft²	Element Unit Quantity	Element Unit Rate	Graphic of GIA £/ft2	
Substructure	Foundations	1,769,880	19.11	21.56	27.03	7,626 m²	232			1,769,880	19.11	21.56	27.03	7,626 m²	232			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Lowest floor construction	586,970	6.34	7.15	8.96	7,626 m²	77			586,970	6.34	7.15	8.96	7,626 m²	77			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Basement excavation	108,970	1.18	1.33	1.66	7,626 m³	14			108,970	1.18	1.33	1.66	7,626 m³	14			-	-	-	7,626 m³				-	-	-	7,626 m³			
	Basement retaining walls	36,690	0.40	0.45	0.56	7,626 m³	5			36,690	0.40	0.45	0.56	7,626 m³	5			-	-	-	7,626 m³				-	-	-	7,626 m³			
Superstructure	Frame	1,417,680	15.31	17.27	21.65	7,626 m²	186			1,417,680	15.31	17.27	21.65	7,626 m²	186			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Upper floors	1,076,250	11.62	13.11	16.44	7,626 m²	141			1,076,250	11.62	13.11	16.44	7,626 m²	141			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Roof	2,039,190	22.02	24.84	31.14	7,626 m²	267			2,039,190	22.02	24.84	31.14	7,626 m²	267			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Stairs and ramps	345,000	3.73	4.20	5.27	7,626 m³	45			345,000	3.73	4.20	5.27	7,626 m³	45			-	-	-	7,626 m³				-	-	-	7,626 m³			
Internal Finish	External walls	4,296,740	46.39	52.34	65.62	7,626 m²	563			4,296,740	46.39	52.34	65.62	7,626 m²	563			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Windows and external doors	5,000	0.05	0.06	0.08	7,626 m²	1			5,000	0.05	0.06	0.08	7,626 m²	1			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Internal Walls and partitions	454,130	4.90	5.53	6.94	7,626 m²	60			454,130	4.90	5.53	6.94	7,626 m²	60			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Internal doors	115,810	1.25	1.41	1.77	7,626 m²	15			115,810	1.25	1.41	1.77	7,626 m²	15			-	-	-	7,626 m²				-	-	-	7,626 m²			
FF&E	Wall finishes	45,040	0.49	0.55	0.69	7,626 m²	6			45,040	0.49	0.55	0.69	7,626 m²	6			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Floor finishes	91,520	0.99	1.11	1.40	7,626 m²	12			91,520	0.99	1.11	1.40	7,626 m²	12			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Ceiling finishes	68,640	0.74	0.84	1.05	7,626 m²	9			68,640	0.74	0.84	1.05	7,626 m²	9			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Fittings, furnishings and Sanitaryware	6,444,860	69.59	78.51	98.43	7,626 m²	845			67,600	0.73	0.82	1.03	7,626 m²	9			6,377,260	77.69	97.39	7,626 m²				836						
Services	Sanitaryware	1,530	0.02	0.02	0.02	7,626 m²	0			1,530	0.02	0.02	0.02	7,626 m²	0			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Services Equipment	-	-	-	-	7,626 m²	-			-	-	-	-	7,626 m²	-			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Disposal Installations	164,170	1.77	2.00	2.51	7,626 m²	22			164,170	1.77	2.00	2.51	7,626 m²	22			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Water Installations	275,780	2.98	3.36	4.21	7,626 m²	36			275,780	2.98	3.36	4.21	7,626 m²	36			-	-	-	7,626 m²				-	-	-	7,626 m²			
Sub Total	Heat Source	23,200	0.25	0.28	0.35	7,626 m²	3			23,200	0.25	0.28	0.35	7,626 m²	3			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Space Heating & Air Treatment	209,010	2.26	2.55	3.19	7,626 m²	27			209,010	2.26	2.55	3.19	7,626 m²	27			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Ventilation	116,570	1.26	1.42	1.78	7,626 m²	15			116,570	1.26	1.42	1.78	7,626 m²	15			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Electrical Installations	638,090	6.89	7.77	9.74	7,626 m²	84			638,090	6.89	7.77	9.74	7,626 m²	84			-	-	-	7,626 m²				-	-	-	7,626 m²			
Sub Total	Gas Installations	-	-	-	-	7,626 m²	-			-	-	-	-	7,626 m²	-			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Fire & Lightning Protection	174,070	1.88	2.12	2.66	7,626 m²	23			174,070	1.88	2.12	2.66	7,626 m²	23			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Communications	253,870	2.74	3.09	3.88	7,626 m²	33			253,870	2.74	3.09	3.88	7,626 m²	33			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Special Installations	154,160	1.66	1.88	2.35	7,626 m²	20			154,160	1.66	1.88	2.35	7,626 m²	20			-	-	-	7,626 m²				-	-	-	7,626 m²			
Sub Total	Trade / Sub-Contractor Add-Ons	506,200	5.47	6.17	7.73	7,626 m²	66			506,200	5.47	6.17	7.73	7,626 m²	66			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Renewable Technologies	132,400	1.43	1.61	2.02	7,626 m²	17			132,400	1.43	1.61	2.02	7,626 m²	17			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Lift Installations	370,000	4.00	4.51	5.65	7,626 m²	49			370,000	4.00	4.51	5.65	7,626 m²	49			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Main Contractor preliminaries	12.5%	2,740,178	29.59	33.38	7,626 m²	2,874			15,544,160	167.84	189.35	237.39	7,626 m²	2,038			6,377,260	77.69	97.39	7,626 m²				836						
Total	Main Contractor Ohp's and Profit	5.5%	1,356,388	14.65	16.52	7,626 m²	178			961,795	10.38	11.72	14.69	7,626 m²	126			-	-	-	7,626 m²				-	-	-	7,626 m²			
	Design reserve & contngy	5.0%	1,300,899	14.05	15.85	7,626 m²	171			922,449	9.96	11.24	14.09	7,626 m²	121			-	-	-	7,626 m²				-	-	-	7,626 m²			
	BCIS Inflation from Q4 2018 to Q4 2019	3.3%	897,038	9.69	10.93	7,626 m²	118			636,077	6.87	7.75	9.71	7,626 m²	83			260,961	1.04	1.58	7,626 m²				34						
			28,215,923	305	344	431	7,626 m²	3,700		20,007,500	216	244	306	7,626 m²	2,623			8,208,422	83.95	106.89	7,626 m²				1,042						

2.0 Cost Summary

2.3 Elemental Summaries - External Works

			Totals	GIA	NIA	Element Unit	Element	Graphic of GIA £/ft2	
			£ Total	£/ft²	£/ft²	Quantity	Unit Rate		
External Works	Site preparation works		-	-	-	20,309 m²			
	Landscaping Generally		1,195,560	5.47	7.36	20,309 m²	59		
	Soft landscaping, planting and irrigation systems		-	-	-	20,309 m²			
	Fencing, railings and walls		-	-	-	20,309 m²			
	External fixtures		75,000	0.34	0.46	20,309 m²	4		
	External drainage		357,260	1.63	2.20	20,309 m²	18		
	External services		2,151,400	9.84	13.24	20,309 m²	106		
	Minor buildings and ancillary buildings		-	-	-	20,309 m²			
Sub Total			3,779,220	17.29	23.26	20,309	186		
	Main Contractor preliminaries	12.5%	472,403	2.16	2.91	20,309 m²	23		
	Main Contractor Ohp's and Profit	5.5%	233,839.24	1.07	1.44	20,309 m²	12		
	Design reserve & contgy	5.0%	224,273	1.03	1.38	20,309 m²	11		
	BCIS Inflation from Q4 2018 to Q4 2019	3.3%	154,648.01	0.71	0.95	20,309 m²	8		
Total			4,864,383	21.54	28.99	22,833	232		

Allocation of costs above

	Landscaping	Apportioned Infrastructure services	S278 Works including Services	Total
West Courtyard - Outer ring	165,243	458,852	-	624,095
West Courtyard - Central	134,661	113,019	-	247,679
West Block - Apartment Gardens	211,413	371,244	-	582,657
East Block Courtyard - Walkways	182,529	276,429	-	458,958
East Block - Hard standings/Front gardens	128,662	388,922	-	517,585
Total Plot Works	822,508	1,608,466	-	2,430,974
Neville and Albert Road	121,403	-	419,481	540,884
Neville Road	259,629	-	440,627	700,255
Carlton House Car Park	125,612	-	560,785	686,397
Denmark Road	209,701	-	296,173	505,873
Total Apportioned External Works	716,345	-	1,717,065	2,433,409

3.0 Basis, Assumptions and exclusions

3.1 Introduction

This section sets out the basis, assumptions and exclusions of our work. You should read this carefully together with the rest of the report to ensure that it is consistent with your understanding of the project. The Report provides an estimate of costs based on those assumptions and exclusions and is not an assurance or guarantee that those will be the costs actually incurred.

Our work was completed on 9th December and we have not updated our work since that date.

3.2 Basis and information used

Information from the following parties was used in the production of this estimate

Architect - Pollard Thomas Edwards Stage 3 Ref F - Planning Draft

Addendum - 2019-11-07 Stage 3 Ref F

Price & Myers - Stage 3 October 2018

ESM Stage 3 November 2018

3.3 Floor Areas

All areas referred to in this document are calculated in accordance with the Internal Property Measurement Standards for Residential Buildings published September 2016

Definitions:

IPMS-3B (NIA*) Area excluding all circulation, toilets, showers, plant, storage, ducts, structure etc.

IPMS-2 (GIA*) Area up to internal face of the external wall including structure but excluding voids *

IPMS-1 (GEA*) Area up to external face of the external wall including all internal structure

*Balconies, Verandas and Catwalks being external spaces are not included but shown separately.

The internal areas are subject to construction and measurement tolerances and do not necessarily equate to net lettable / effective lettable areas.

The areas are intended for the production of this report only and should not be relied upon for any other purpose.

No allowances have been made for future multi tenancy arrangements (i.e. deductions for corridors and lobbies)

No deduction has been made against the net internal area for design development, notional lobbies or the like i.e. No contingency.

3.4 Assumptions - General

The Following assumptions have been made in preparing this estimate:

Costs have been prepared on a present date fixed priced basis, at Q4 2018 Price levels with an inflation allowance added to each summary for Tender Price inflation from Q4 2018 to Q4 2019. Inflation adjustments between Q4 2019 and commencement of site is excluded and during construction

We have assumed the project will be delivered by a developer who will use a traditional main contractor to construct the building

We have assumed that new incoming supplies will be brought into the site. However, it has been assumed that the local area network is sufficient to meet the new building load requirements. There is no allowance included for reinforcement of utility services. This continues on to the landscaping where trees are assumed not to require having any service diversions to accommodate them.

It is assumed the demolition package will be procured and carried out within an enabling works contract and costs incurred for items such as the Principal Contractor role, site hoarding etc. will be included within the Demolition Contractor's preliminaries

There is currently little design information for the finishes of residential apartments. We have applied a fit out rate per ft² commensurate with the outline specification provided for the Peel scheme, with adjustments where thought necessary

3.5 Assumptions - Primary Design Metrics

• GIA (sqft)	245,772 sqft
• Floors	5-12nr
• Storey height	3.15m
• Atrium	N/a
• Floor to wall ratio	0.93
• Structural grid	tba
• Efficiency	79%
• Loading	n/a
• Car parking	Yes; in Basement of car park
• Cycle parking	Yes; locations as shown, quantities as shown
• Plant space	Yes
• A/C solution	Comfort cooling to Private Duplexes

All buildings have a concrete frame construction with a regular piled grid foundation per the structural design with limited transfers as shown

The external facades are assumed to be a brick construction with punched windows and integral balconies with metal balustrading.

It is assumed the residential units are serviced by the connection to a DEN service that will be available at the required time..

It is assumed the premium residential apartments are mechanically cooled.

Costs for water attenuation are based on the allowance only.

The following may be required and if required should therefore be provisioned for by the client separately

- Costs arising from section 106/278 agreements
- Pre Construction Contractor Fees
- Diversion of Services
- Asbestos removal
- Asset protection costs
- Phasing Costs
- Bream / sustainability impacts
- BREEAM assessment costs
- Feature site hoardings
- Cost of project collaboration tool
- Artwork, furniture, white goods, internal planting
- Tenants standby generators and UPS systems

3.6 Exclusions

The following items are excluded from this report, this list is not exhaustive and should be used as a guide only:

The following are thought to be required and should therefore be provisioned for by the client separately

- Design and professional fees associated with construction works
- Statutory, commissioning, Legal or Building Control fees
- Site, Architectural surveys or monitoring
- Asbestos Removal
- Project insurances
- Value Added Tax
- Capital Allowances or other grants / incentives
- Developers risk or overall project contingency
- Finance costs
- Costs associated with the sub-division of the floors
- Tender Price Inflation prior to start on site
- External works and Infrastructure costs other than those costed
- Community Infrastructure Levy
- NHBC Insurances (for Residential only)

The following are thought not to be required

- Diverse (dual) electrical supplies
- IT / communications cabling
- Satellite and TV aerial installations
- Pre Construction Fees
- Flexibility of design for alternative letting/sales strategies
- Archaeological investigations
- Window boxes/planters to external walkways

Area schedules - West Block

Level	A - Vertical penetrations			B - Ext Wall	B - Structural			C - Tech	D - Hygiene areas		E - Circulation				F - Amenities		G - Workplace / Living Space etc				H - Other				GEA	GIA	
Metric																											
	Stairs	Lift Shafts	Ducts / Risers	Walls	Walls	Columns in Office Workspace	Other Columns	Plant	Toilets / Cleaners	Changing Rooms	General	Lift Lobbies	WC Lobbies	Stair Lobbies	Reception	Estate Man / BOH	A1/3 Retail	A1 Retail Limited Use	Residential	Limited Use	Cycle store	Car Park	Loading / Waste	Terraces and Balconies			
	m²	m²	m²	m²	m²	m²	m²	m²	m²	m²	m²	m²	m²	m²	m²	m²	m²	m²	m²	m²	m²	m²	m²	m²	m²	m²	m²
11	-	7	9	45	12	-	-	-	-	-	-	-	-	-	-	-	-	-	131	-	-	-	-	25	203	158	
10	14	7	3	26	11	-	-	-	-	-	-	12	-	7	-	-	-	-	130	-	-	-	-	19	209	183	
9	27	13	6	50	21	-	-	-	-	-	-	23	-	15	-	-	-	-	252	-	-	-	-	34	407	357	
8	27	18	11	74	42	-	-	-	-	-	-	33	-	15	-	-	-	-	502	-	-	-	-	45	723	648	
7	40	19	9	158	39	-	-	-	-	-	-	33	-	23	-	-	-	-	502	-	-	-	-	56	824	666	
6	40	19	9	130	41	-	-	-	-	-	-	24	-	35	-	-	-	-	537	-	-	-	-	106	835	705	
5	53	25	12	191	75	-	-	-	-	-	-	35	-	24	-	-	-	-	1,247	-	-	-	-	299	1,661	1,470	
4	53	25	12	190	77	-	-	-	-	-	-	34	-	24	-	-	-	-	1,246	-	-	-	-	299	1,661	1,471	
3	40	19	9	187	69	-	-	-	-	-	-	23	-	16	-	-	-	-	1,297	-	-	-	-	289	1,661	1,473	
2	53	19	13	186	89	-	-	-	-	-	-	33	-	24	-	-	-	-	1,244	-	-	-	-	291	1,661	1,475	
1	53	62	12	197	73	-	-	-	-	-	-	34	-	24	-	-	-	-	1,212	-	-	-	-	280	1,667	1,470	
0	61	49	24	203	70	-	-	39	72	-	-	19	-	25	42	-	-	-	709	-	187	-	171	-	1,670	1,467	
-1	26	37	6	1,139	140	-	-	270	-	-	39	-	-	-	-	-	-	-	-	-	117	503	-	-	-	1,139	
-2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Total	488	317	135	500	759	-	-	309	72	-	39	304	-	231	42	-	-	-	9,009	-	304	503	171	1,744	13,183	12,683	
Ab Grd	462	280	129	1,639	619	-	-	39	72	-	-	304	-	231	42	-	-	-	9,009	-	187	-	171	1,744		13,287	
Below	26	37	6	1,139	140	-	-	270	-	-	39	-	-	-	-	-	-	-	-	-	117	503	-	-		1,139	

Area schedules - West Block

Level	A - Vertical penetrations				46,24374	B - Structural			C - Tech	D - Hygiene areas		E - Circulation				F - Amenities		G - Workplace / Living Space etc				H - Other				GEA	GIA
Imperial	Stairs	Lift Shafts	Ducts / Risers	Walls	Walls	Columns in Office Workspace	Other Columns	Plant	Toilets / Cleaners	Changing Rooms	General	Lift Lobbies	WC Lobbies	Stair Lobbies	Reception	Estate Man / BOH	A1/3 Retail	A1 Retail Limited Use	Residential	Limited Use	Cycle store	Car Park	Loading / Waste	Terraces and Balconies			
ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	ft²	
12	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
11	-	74	92	483	124	-	-	-	-	-	-	-	-	-	-	-	-	-	1,415	-	-	-	-	-	265	2,188	1,705
10	145	74	34	278	117	-	-	-	-	-	-	131	-	75	-	-	-	-	1,397	-	-	-	-	-	205	2,250	1,972
9	287	137	64	540	231	-	-	-	-	-	-	243	-	165	-	-	-	-	2,714	-	-	-	-	-	365	4,381	3,841
8	288	197	124	802	450	-	-	-	-	-	-	353	-	162	-	-	-	-	5,402	-	-	-	-	-	486	7,777	6,976
7	435	201	94	1,703	425	-	-	-	-	-	-	359	-	250	-	-	-	-	5,400	-	-	-	-	-	607	8,867	7,164
6	433	201	95	1,398	440	-	-	-	-	-	-	262	-	372	-	-	-	-	5,783	-	-	-	-	-	1,141	8,984	7,586
5	574	265	129	2,057	807	-	-	-	-	-	-	379	-	253	-	-	-	-	13,417	-	-	-	-	-	3,219	17,882	15,825
4	572	264	130	2,048	829	-	-	-	-	-	-	370	-	255	-	-	-	-	13,411	-	-	-	-	-	3,217	17,880	15,831
3	430	201	98	2,017	744	-	-	-	-	-	-	252	-	167	-	-	-	-	13,966	-	-	-	-	-	3,115	17,876	15,859
2	575	201	142	2,005	955	-	-	-	-	-	-	358	-	256	-	-	-	-	13,391	-	-	-	-	-	3,136	17,883	15,878
1	574	669	129	2,124	785	-	-	-	-	-	-	367	-	255	-	-	-	-	13,046	-	-	-	-	-	3,013	17,948	15,824
0	656	530	253	2,187	757	-	-	420	779	-	-	200	-	272	450	-	-	-	7,629	-	2,011	-	1,835	-	17,980	15,793	
-1	284	397	65	-12,258	1,507	-	-	2,908	-	-	422	-	-	-	-	-	-	-	-	-	1,258	5,418	-	-	-	12,258	
-2	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total	5,253	3,412	1,449	5,382	8,169	-	-	3,328	779	-	422	3,275	-	2,483	450	-	-	-	96,971	-	3,269	5,418	1,835	18,769	141,895	136,513	
Ab Grd	4,969	3,015	1,384	17,640	6,663	-	-	420	779	-	-	3,275	-	2,483	450	-	-	-	96,971	-	2,011	-	1,835	18,769			
Below	284	397	65	-12,258	1,507	-	-	2,908	-	-	422	-	-	-	-	-	-	-	-	-	1,258	5,418	-	-			

[illegible]

[illegible]

5.0 Building Works Estimate

5.1 Facilitating works

Description	Quantity	Rate	Total	Element Total	Comments
Facilitating works					
0.01 Toxic / hazardous contaminated material treatment				-	
Assume N/A					Asbestos and other hazardous materials - excluded; Allowance of £300k provided by contractor assuming asbestos is found within pipe lagging and floor tiles throughout the flats
0.02 Major demolition works				1,675,570	Based of Scudder quote (Carey Group)
Pre-construction services	1 item	12,500	12,500		
Hoardings around site	1 item	72,270	72,270		
Structural investigations	1 item	4,500	4,500		
Condition surveys	1 item	2,950	2,950		
Site Clearance	1 item	14,500	14,500		
Service locating	1 item	3,250	3,250		
Asbestos surveys	1 item	-	-		Excluded; quote £17,500
Soft strip	1 item	227,640	227,640		
Scaffolding	1 item	224,950	224,950		
Hard Demolition	1 item	624,330	624,330		
Grubbing out foundations and lay piling mat	1 item	82,118	82,120		
Service disconnections	1 item	35,500	35,500		
Demolition Contractor Preliminaries	1 item	371,060	371,060		
					Excluded
0.03 Temporary support to adj structures				0.00	
0.04 Specialist groundworks				65,000	
CCTV of all gullies	1 item	15,000	15,000		Scope tbc; allowance only
Public highways requirements	1 item	50,000	50,000		Scope tbc; allowance only

0.05 Diversion of services					220,000
Allowance only	1	item	220,000	220,000	Allows limited diversion and termination and make safe of existing supplies.
0.06 Extraordinary site investigations works					-
Assume N/A					
Total					1,960,570

5.0 Building Works Estimate - West Block

5.2 Shell and Core

	Description	Quantity	Rate	Total	Element Total	Comments
1	Substructure					
1.01	Foundations				1,310,170	
	Allowance for piled foundations, assuming 18m piles, 450-600mm dia CFA on 7m grid, concrete caps; incl set up mobilisation, and removal					Note piles in protection zone will need to be shallower + larger dia + more number
	Private	115,400	ft ²	-	-	Based on GIA, rate as Peel
	Social	245,800	ft ²	-	-	Based on GIA, rate as Peel
	<u>Piling</u>					
	<u>Excavation</u>					
	Excavate to reduce levels and cart away	1,686	m ³	70.00	118,020	
	Extra over last for obstructions	169	m ³	67.00	11,300	
	Excavate for pile cap or ground beam and cart away (up to 1m deep)	586	m ³	97.00	56,840	
	Earthwork support (up to 1m deep)	-	m ²	33.21	-	
	<u>Reinforced concrete foundations</u>					
	Concrete grade C45/55 in core raft	-	m ³	183.00	-	
	Concrete grade C45/55 in pile caps	566	m ³	183.00	103,530	
	Concrete grade C32/40 in ground beams	20	m ³	172.00	3,490	
	Extra over for DS4 Sulphate conditions	586	m ³	10.00	5,860	
	Reinforcement to Pile Caps @ 100kg/m3	62	t	1,180.00	73,430	
	Reinforcement to Ground Beams @ 180kg/m3	4	t	1,180.00	4,740	
	Formwork to pile cap	713	m ²	47.27	33,720	
	Formwork to ground beams	41	m ²	47.27	1,920	
	Extra for forming lift pit as part of pile cap	2	nr	6,390.00	12,780	
	<u>Piling</u>					
	Set up / mobilisation / Remove rig from site	1	nr	40,630.00	40,630	
	Set up at pile locations	278	nr	60.00	16,680	
	600mm dia pile	5,560	m	100.00	556,000	
	Reinforcement @ 80kg/m ³	138	t	1,200.00	166,000	
	Integrity testing testing	278	nr	17.92	4,980	
	Load testing	-	nr	53,770.00	-	Excluded
	Allowance for removing excavated materials	1,572	m ³	53.77	84,530	
	Extra over for DS4 Sulphate conditions	1,572	m ³	10.00	15,720	
	Piling mat	-	m ²	67.00	-	Pilemat included in demolition quote

5.0 Building Works Estimate - West Block

5.2 Shell and Core

Description	Quantity	Rate	Total	Element Total	Comments
1.02 Lowest Floor Construction				766,640	Forming Basement
<u>Reinforced concrete ground bearing slab</u>					
Excavate to reduce levels and cart away	3,058	m³	70.00	214,060	
Extra over last for obstructions	306	m³	67.00	20,490	
Concrete grade C40/50 slab	968	m³	183.00	177,140	850thk slab
Extra over for DS4 Sulphate conditions	968	m³	10.00	9,680	
Reinforcement to above @ 175kg/m3	186	t	1,180.00	219,880	
Extra over for powerfloat finish	1,139	m²	6.68	7,610	
Extra over for construction joints	1,139	m²	7.35	8,370	
Blinding, 50mm including finish to receive membrane	1,139	m²	13.29	15,140	
Formwork to edges	156	m	22.36	3,490	
Underslab drainage to new slabs	1,139	m²	26.68	30,390	
Waterproof membrane - Grace Preprufe 300R	1,139	m²	53.02	60,390	
Void former / heave board beneath slabs (Cellcore or similar) with Terram wrapping	-	m²	51.10	-	Excluded; only required where previous existing trees removed
1.03 Basement excavation				664,780	
Mobilisation for sheet piling	1	item	16,460.00	16,460	
Probing for sheet piling to 2.5m depth	156	m	247.00	38,530	
Sheet piling left in	1,560	m²	258.00	402,480	
Propping to sheet piling (area out of ground)	468	m²	137.00	64,120	
Welding seams to sheet piling	156	m	32.93	5,140	
Shear stud / flange connection to slabs	156	m	121.00	18,830	
Cut off top of piles	156	m	21.95	3,420	
RC capping beam to sheet pile wall	156	m	550.00	85,800	
<u>Other works</u>					
Allowance for single Vehicle lift pit and structure	1	item	30,000.00	30,000	
1.04 Basement Retaining Walls				129,860	
Allowance for propping / temporary work to other elevations	1	item	30,000.00	30,000	
Concrete grade C32/40 to retaining wall	30	m³	206.00	6,180	350thk concrete wall
Extra over for DS4 Sulphate conditions	30	m³	10.00	300	
Reinforcement to retaining wall @ 75kg/m³	2	t	1,180.00	2,920	
Formwork, fair face to retaining wall	169	m²	70.00	11,830	
Waterproof membrane applied to back of wall - Grace	551	m²	53.02	29,240	
Protection board to waterproof membrane	-	m²	40.00	-	Assumed not required

5.0 Building Works Estimate - West Block

5.2 Shell and Core

Description	Quantity		Rate	Total	Element Total	Comments
140mm thick blockwork wall	72	m ²	130.00	9,310		
Fill to existing basement / working space with granular	36	m ³	51.10	1,840		
<u>Allowance for under slab drainage</u>						
Private	1,467	m ²	26	38,240		Based on GIA lowest level of slab
Social	-	m ²	26	-		Based on GIA lowest level of slab
Basement	-	m ²	26	-		Based on GIA lowest level of slab

1.05 Lowest floor construction

600,600

Allowance for ground bearing slab 250/350mm thick
incl waterproofing under
Private

Mostly basement (over basement
incl in separate item); Assumed
concrete isolated, DS4 additive
not required

Concrete slab 250mm thick	87	m ³	198	17,230		
Reinforcement to above @ 190kg/m3	18	t	1,360	24,730		Allowance
Blinding, 50mm	348	m ²	10	3,650		
Formwork to edges	239	m	23	5,560		
Waterproofing / drained cavity to slabs	348	m ²	78	27,140		
Insulation	348	m ²	25	8,700		
Concrete slab 275mm thick	-	m ³	198	-		
Reinforcement to above @ 225kg/m3	-	t	1,360	-		Allowance
Blinding, 50mm	-	m ²	10	-		
Formwork to edges	-	m	23	-		
Waterproofing / drained cavity to slabs	-	m ²	78	-		
Insulation	-	m ²	25	-		
Concrete slab 300mm thick	305	m ³	198	60,390		
Reinforcement to above @ 190kg/m3	64	t	1,360	86,690		Allowance
Blinding, 50mm	1,017	m ²	10	10,660		
Formwork to edges	199	m	23	4,640		
Waterproofing / drained cavity to slabs	1,017	m ²	78	79,300		
Insulation	1,017	m ²	25	25,420		
Concrete slab 400mm thick	163	m ³	198	32,270		
Reinforcement to above @ 160kg/m3	29	t	1,360	39,020		Allowance
Blinding, 50mm	466	m ²	10	4,890		
Formwork to edges	152	m	23	3,540		
Waterproofing / drained cavity to slabs	466	m ²	78	36,330		
Insulation	466	m ²	25	11,640		

5.0 Building Works Estimate - West Block

5.2 Shell and Core

Description	Quantity		Rate	Total	Element Total	Comments
Concrete slab 500mm thick	52	m ³	198	10,300		
Reinforcement to above @ 200kg/m3	11	t	1,360	15,560		Allowance
Blinding, 50mm	104	m ²	10	1,090		
Formwork to edges	125	m	23	2,910		
Waterproofing / drained cavity to slabs	104	m ²	78	8,110		
Formwork to Basement roof	1,066	m	45	47,430		
Insulation	104	m ²	25	2,600		
e.o for forming lift pits						Measured based on number of lifts (not no. of pits)
West	8	nr	3,850	30,800		

2

Superstructure

2.01 Frame

1,889,500

Structure Above Ground - Based on Structural Dwgs

Refer Price & Myers dwgs (from Ground upwards only, no Basement design from Architect or Struct Engineer)

Columns

Concrete grade C60 in columns						
Private	556	m3	188	104,530		
Social	-	m3	188	-		
Reinforcement to columns @ 230kg/m ³						
Private	141	tn	1,170	164,580		
Social	-	tn	1,170	-		
Formwork to columns						Not fair face
Private	6,714	m ²	44	293,400		
Social	-	m ²	44	-		

Beams

Concrete grade C60 in columns						
Private	164	m3	188	30,830		
Social	-	m3	188	-		
Reinforcement to columns @ 180kg/m ³						
Private	32	tn	1,170	37,990		
Social	-	tn	1,170	-		
Formwork to columns						
Private	338	m ²	44	14,780		
Social	-	m ²	44	-		

5.0 Building Works Estimate - West Block

5.2 Shell and Core

Description	Quantity		Rate	Total	Element Total	Comments
<u>Steel Frame</u>						
Steelwork UC152x152x30	24	tn	2,200	52,270		
Steelwork UC203x203x46	39	tn	2,200	85,310		
SHS 400 X 200 X 10	24	tn	2,300	56,190		
Allowance for fixings 7.5%	7	tn	2,200	14,350		
Intumescent Paint to above	93	tn	690	64,510		
Galvanising to above	93	tn	260	24,310		
<u>Walls</u>						
Concrete in shear or other wall						
Private	964	m3	188	181,230		
Social	-	m3	188	-		
Reinforcement to shear walls 65kg/m3						
Private	63	tn	1,170	73,310		
Social	-	tn	1,170	-		
Formwork to shear / other walls						
Private	8,141	m²	78	635,000		
Social	-	m²	78	-		
Extra for fair face to shear / other walls						
Private	8,141	m²	7	56,910		
Social	-	m²	7	-		

2.02 Upper floors

1,620,780

<u>Structure - Based on Price & Myers Structural Dwgs</u>					Areas based on GIA including verandas, balconies and catwalks
<u>Slabs 200 thick</u>					
Concrete in slabs					
Private	11	m3	153	1,740	Allowance for thermally broken slabs for inset terraces
Social	-	m3	153	-	Allowance for thermally broken slabs for inset terraces
Reinforcement to slabs @ 220kg/m³					
Private	3	tn	1,360	3,750	
Social	-	tn	1,360	-	
Formwork to 250-275mm thick slab					
Private	57	m²	45	2,540	
Social	-	m²	45	-	
<u>Slabs 250 thick</u>					
Concrete in slabs					

5.0 Building Works Estimate - West Block

5.2 Shell and Core

Description	Quantity		Rate	Total	Element Total	Comments
Private	2,564	m3	153	392,300		
Social	-	m3	153	-		
Reinforcement to slabs @ 190kg/m³						
Private	536	tn	1,360	728,800		
Social	-	tn	1,360	-		
Formwork to 250-275mm thick slab						
Private	10,256	m²	45	456,400		
Social	-	m²	45	-		
<u>Slabs 275 thick</u>						
Concrete in slabs						
Private	59	m3	153	9,000		
Social	-	m3	153	-		
Reinforcement to slabs @ 190kg/m³						
Private	12	tn	1,360	16,730		
Social	-	tn	1,360	-		
Formwork to 250-275mm thick slab						
Private	214	m²	45	9,520		
Social	-	m²	45	-		

2.03 Roof 2,246,670

<u>Reinforced concrete slabs, 250mm thick; including reinforcement and formwork; waterproof membrane and insulation separate (see below)</u>					Assumption only; no details
Concrete					
Private	338	m3	153	51,670	Structure included in upper floors
Social	-	m3	153	-	
Rebar					
Private	71	tn	1,360	95,990	
Social	-	tn	1,360	-	
Formwork					
Private	1,371	m²	45	61,000	
Social	-	m²	45	-	
Waterproof membrane, insulation and sedum finish to roof including perimeter treatments and working around roof projections					Assume no access so no parapets or balustrades included,
Private	1,481	m²	262	388,020	Based on GIA
Social	-	m²	262	-	Based on GIA

5.0 Building Works Estimate - West Block

5.2 Shell and Core

Description	Quantity		Rate	Total	Element Total	Comments
Standing seam zinc finish to roof including perimeter treatments and working around roof projections						
Private	-	m²	315	-		Based on GIA, £275/m2 + £40 insulation
Social	-	m²	315	-		Based on GIA
Parapets						
Private	458	m	91	41,680		
Social	-	m	-	-		
Balustrades						
Private	-	m	-	-		
Social	-	m	-	-		
e.o for edge protection as required; tbc						
Private	1	iterr	25,000	25,000		
Social	-	iterr	25,000	-		
e.o for green roof						
Private	1,050	m²	80	84,030		
Social	-	m²	80	-		
e.o for roof garden & fixtures						
Private	-	m²	350	-		Excluded
Social	-	m²	350	-		Excluded
e.o for roof terrace; assume timber decking						
Private	-	m²	150	-		Excluded
Social	-	m²	150	-		Excluded
Allowance for coverings to walkway	1	iterr	25,000	25,000		
Allowance for man safe system; Private	1,481	m²	45	66,650		
Allowance for man safe system; Social	-	m²	45	-		
<u>Internal Balconies / Walkways</u>						
200thick concrete terraces	161	m²	130.00	20,930		Not updated
Comflor 46; Metal decking	199	m²	161.00	32,040		Not updated
Timber Joists and decking	684	m²	144.00	98,500		Not updated
Waterproof membrane, insulation and stone finish to internal balcony including perimeter treatments	-	m²	232.00	-		Not required, none are above a cold spa
Extra for waterproofing to upstands to balconies	559	m	67.00	37,450		Not updated
1100mm railing to internal balconies and walkways	1,605	m	550.00	882,750		Not updated
Allowance for soffit lining	883	m²	75.00	66,230		Not updated

5.0 Building Works Estimate - West Block

5.2 Shell and Core

Description	Quantity	Rate	Total	Element Total	Comments
Allowance for insulation to internal balconies to satisfy cold bridging detail	1,605 m	90.00	144,450		Includes connectors and insulation
Finishes to Terraces and Walkways	1,044 m ²	120	125,280		Not updated

2.04 Stairs and ramps

540,000

Stair construction (two flights) incl balustrades

Block A	8	nr	15,000	120,000	
Block B	12	nr	15,000	180,000	
Block B1	-	nr	15,000	-	
Block C	10	nr	15,000	150,000	
Block C1	-	nr	8,000	-	
Block D	6	nr	15,000	90,000	

2.05 External walls

7,065,990

Allowance for façade including brick cladding and aluminium windows and doors (composite item)

Includes windows, excludes balustrades

Private	12,282	m ²	560	6,877,920	
Social	-	m ²	560	-	
Single skin brick around terraces; Private	52	m ²	450	23,390	
Single skin brick around terraces; Social	-	m ²	450	-	
E/O Acoustic Vents on widows	128	m ²	375	48,000	
Blinds	12,282	m ²	10	116,680	

2.06 Windows and external doors

30,000

Windows; spec tbc; e.o values

Private	-	m ²	200	-	Included in 2.05 above
Social	-	m ²	200	-	Included in 2.05 above
Basement	-	m ²	-	-	Included in 2.05 above

External doors

Private	-	nr	1,250	-	Included in 2.05 above
Social	-	nr	1,250	-	Included in 2.05 above
External Gates for Courtyard access	6	nr	5,000	30,000	

5.0 Building Works Estimate - West Block

5.2 Shell and Core

Description		Quantity	Rate	Total	Element Total	Comments
2.07	Internal walls and partitions				469,130	
<u>Party wall, assumed blockwork or stud partition, double layered both sides</u>						
	Private	3,753	m ²	125	469,130	
	Social	-	m ²	125	-	
2.08	Internal doors				152,190	
<u>Doors including architraves, ironmongery and decoration; spec tbc</u>						
	Private	12,683	m ²	12.00	152,190	To common parts only
	Social	-	m ²	12.00	-	
	Basement	-	m ²	10.00	-	Included
<u>Riser cupboards</u>						
	Private	12,683	m ²	-	-	To common parts only
	Social	-	m ²	-	-	Incl in door allowance above
	Basement	-	m ²	-	-	Incl in door allowance above
3	Internal Finishes				-	
3.01	Wall finishes				45,040	
<u>Finishes generally</u>						
	Private	7,506	m ²	6	45,040	
	Social	-	m ²	6	-	
	Basement	-	m ²	6	-	Assume paint only
3.02	Floor finishes				152,190	
<u>Finishes generally</u>						
	Private	12,683	m ²	12	152,190	Based on GIA, common areas only
	Social	-	m ²	12	-	
	Basement	-	m ²	30	-	Assume epoxy paint, incl skirtings

5.0 Building Works Estimate - West Block

5.2 Shell and Core

	Description	Quantity	Rate	Total	Element Total	Comments
3.03	Ceiling finishes				114,140	
	<u>Finishes generally</u>					Based on GIA, common areas only
	Private	12,683	m ²	9	114,140	
	Social	-	m ²	9	-	
	Basement	-	m ²	10	-	Assume paint only
4	Fittings, furnishings and equipment				-	
4.01	Fittings, furnishings and equipment				130,980	
	<u>Reception Desk & Furniture to Concierge</u>					
	Block B	1	iterr	5,000	5,000	assumed n/a
	<u>Post Boxes to Entrance Hall</u>					Assumed centrally located, Peel £450/no reduced here to £300
	Private	135	Nr	100	13,500	
	Social	-	Nr	100	-	allowance only
	<u>Cycle Racks</u>					
	Double Stacked Bike Stands	239	Nr	400	95,600	
	External Bike Stands	-	Nr	100	-	
	<u>Directional and Statutory Signage</u>					
	Private	135	Nr	125	16,880	
	Social	-	Nr	125	-	
5	Services				-	
	West Block; Private					
5.01	Sanitaryware				2,540	
	Sanitaryware to Landlords	12,683	m ²	0.20	2,540	
	Applied factor for tall building	-	iterr	-	-	

5.0 Building Works Estimate - West Block

5.2 Shell and Core

Description	Quantity	Rate	Total	Element Total	Comments
5.02 Services Equipment				-	
None	1	iterr	-	-	
Applied factor for tall building		item			
5.03 Disposal Installations				293,080	
Rainwater	12,683	m ²	4	49,460	
Rainwater to Terraces	135	nr	236	31,860	
Rainwater harvesting recovery	1	iterr	26,397	26,400	
Apartment Soil Waste & Vent Risers	12,683	m ²	13	164,870	
Soil Waste & Vent to Landlords facilities	12,683	m ²	1	6,340	
Allowance for drainage to plant rooms	12,683	m ²	1	12,680	
Allowance for drainage to retail unit	1	nr	1,472	1,470	
Condensate installation	-	m ²	2	-	
Applied factor for tall building	-	iterr	-	-	
5.04 Water Installations				457,800	
Incoming mains CWS	12,683	m ²	2	25,370	
	12,683	m ²	25	317,060	
Cold water services; sectional storage tank, booster pump set, pipework risers, valves and insulation					
Allowance for water connection to retail unit	1	nr	1,227	1,230	
Booster Rainwater services to apartments	12,683	m ²	8	101,460	
Hot & cold water services to Landlords facilities	12,683	m ²	1	12,680	
Domestic hot water service to apartments, including calrifiers/storage, booster pumps, pipework, valves, etc		m ²			
Applied factor for tall building	-	iterr	-	-	
5.05 Heat Source				60,600	
Connection to Site Wide Heating (inc PHX)	1,400.00	kW	29	40,600	
Buffer vessels for storage	1	iterr	20,000	20,000	
Boiler flue to roof	-	iterr	40,800	-	
Applied factor for tall building	-	iterr	-	-	

5.0 Building Works Estimate - West Block

5.2 Shell and Core

Description	Quantity	Rate	Total	Element Total	Comments
5.06 Space Heating & Air Treatment				360,370	
LTHW distribution system serving apartments, pipework, valves etc	12,683	m ²	24	304,380	
Heating to Landlord's Area (LTHW / Electric)	12,683	m ²	2	25,370	
LTHW connection to retail unit incl PHX	1	nr	12,266	12,270	
Space Heating / Air Conditioning to entrance area	94	m ²	49	4,610	
CHW installation -		kW			
CHW Distribution to apartments		m ²			
AC Split units to control rooms etc	2	nr	6,869	13,740	
Applied factor for tall building	-	iterr	-	-	
5.07 Ventilation				146,040	
Supply and Extract to Plant rooms above ground	1	iterr	9,813	9,810	
AOV's on Façade	36	nr	1,717	61,810	
Push / Pull Ventilation to extended corridors		flood			
Supply and Extract to Refuse	1	iterr	9,813	9,810	
Supply and Extract vent serving apartments/penthouse		m ²			
Run outs to apartments		nr			
Central Kitchen Extract Riser		nr			
Supply air to corridors/lift lobbies		m ²			
Reception/Entrance Area ventilation	94	m ²	49	4,610	
Applied factor for tall building	-	iterr	-	-	
E/O Mechanical smoke extract to Core in Block B	12	nr	5,000	60,000	
5.08 Electrical Installations				983,530	
Mains Installation	12,683	m ²	24	304,380	
Standby Generation	500	kVA	294	147,000	
Flue lines and storage	1	iterr	29,439	29,440	
Generator Flue to roof	1	iterr	23,748	23,750	
Small power	12,683	m ²	2	25,370	
Power to mechanical services + lifts	12,683	m ²	2	25,370	
UPS installation	1	iterr	-	-	
Lighting Installation	12,683	m ²	22	279,020	
Emergency Lighting	12,683	m ²	3	38,050	
Lighting/Feature Lighting to Entrances	94	m ²	147	13,820	
External Feature Lighting		nr			
External Lighting/Power to terraces/balconies	135	nr	196	26,460	
External Lighting/Power to external walkways	199	m ²	89	17,690	

5.0 Building Works Estimate - West Block

5.2 Shell and Core

Description	Quantity	Rate	Total	Element Total	Comments
Containment	12,683 m²	3	38,050		

5.0 Building Works Estimate - West Block

5.2 Shell and Core

Description	Quantity	Rate	Total	Element Total	Comments
Metered electrical connection to retail unit	1	m ²	2,453	2,450	
General Earth & Bonding	12,683	m ²	1	12,680	
Applied factor for tall building	-	iterr	-	-	

5.09 Gas Installations

-

Gas service to boilers		m ²			
Gas service to apartments		nr			
Applied factor for tall building	-	iterr	-	-	

5.10 Lift Installations

939,250

8 person, 1,000kg, 8 stops, 1.6m/s MRL PASSENGER lift	2	nr	80,000	160,000	
8 person, 1,000kg, 13 stops, 1.6m/s MRL PASSENGER lift	2	nr	105,000	210,000	
8 person, 1,000kg, 10 stops, 1.6m/s MRL PASSENGER lift	2	nr	90,000	180,000	
8 person, 1,000kg, 7 stops, 1.6m/s MRL PASSENGER lift	2	nr	70,000	140,000	
Extra over for fire fighting	4	nr	9,813	39,250	
Car Lift	1	nr	210,000	210,000	

5.11 Fire & Lightning Protection

284,220

Dry Riser Installation	36	nr	1,472	52,990	
Wet Riser Installation		nr			
Sprinkler Installation	12,683	m ²	16	202,920	
Sprinkler connection to retail	1	m ²	2,944	2,940	
Lightning and Surge Protection	12,683	m ²	2	25,370	
Applied factor for tall building	-	iterr	-	-	

5.0 Building Works Estimate - West Block

5.2 Shell and Core

	Description	Quantity	Rate	Total	Element Total	Comments
5.12	Communications				505,360	
	Fire alarm system	12,683	m ²	5	63,410	
	Disabled Refuge Alarm	36	nr	1,200	43,200	
	FA interface connection to retail	1	m ²	393	390	
	Fire telephone system	12,683	m ²	1	12,680	
	Telephone/Data/Satellite containment	12,683	m ²	3	38,050	
	Telephone cabling to apartments	135	nr	393	53,060	
	Television/Satellite cabling (CAT 6)	135	nr	491	66,290	
	Satellite TV Installation	12,683	m ²	5	63,410	
	CCTV System / Access Control / Security	12,683	m ²	13	164,870	
	Applied factor for tall building	-	iterr	-	-	
5.13	Special Installations				226,060	
	Building Management System / Local controls	12,683	m ²	10	126,830	
		270	nr	147	39,690	
	Remote metering to apartments, cold water services					
	Remote metering to apartments, LTHW / CHW	270	nr	147	39,690	
	Remote metering to LV supplies	135	nr	147	19,850	
	Applied factor for tall building	135	iterr	-	-	
5.14	Trade / Sub-Contractor Add-Ons				727,060	
	Trade / Sub Contractor Preliminaries	13%	iterr	3,319,600	414,950	
	Testing & Commissioning	2%	iterr	3,734,550	74,690	
	BWIC	5%	iterr	4,748,490	237,420	
5.15	Renewable Technologies				181,450	
	Photovoltaics	100	m ²	343	34,300	
	Solar Hot Water	-	m ²	834	-	
	CHP	150	kW	981	147,150	
	CCHP inc absorption chiller	-	kW	1,472	-	
					23,096,020	

5.0 Building Works Estimate - East Block

5.2 Shell and Core

	Description	Quantity	Rate	Total	Element Total	Comments
1	Substructure					
1.01	Foundations				1,769,880	
	Allowance for piled foundations, assuming 18m piles, 450-600mm dia CFA on 7m grid, concrete caps; incl set up mobilisation, and removal					Note piles in protection zone will need to be shallower + larger dia + more number
	Private	115,400	ft ²	-	-	Based on GIA, rate as Peel
	Social	245,800	ft ²	-	-	Based on GIA, rate as Peel
	<u>Piling</u>					
	<u>Excavation</u>					
	Excavate to reduce levels and cart away	1,724	m ³	70.00	120,710	
	Extra over last for obstructions	172	m ³	67.00	11,550	
	Excavate for pile cap or ground beam and cart away (up to 1m deep)	867	m ³	97.00	84,100	
	Earthwork support (up to 1m deep)	-	m ²	33.21	-	
	<u>Reinforced concrete foundations</u>					
	Concrete grade C45/55 in core raft	297	m ³	183.00	54,430	850thk
	Concrete grade C45/55 in pile caps	430	m ³	183.00	78,610	
	Concrete grade C32/40 in ground beams	140	m ³	172.00	24,080	
	Extra over for DS4 Sulphate conditions	867	m ³	10.00	8,670	
	Reinforcement to Pile caps @ 100kg/m3	43	t	1,180.00	50,690	
	Reinforcement to Rafts @ 175kg/m3	52	t	1,180.00	61,420	
	Reinforcement to Ground Beams @ 160kg/m3	22	t	1,180.00	26,430	
	Formwork to pile cap	915	m ²	47.27	43,250	
	Formwork to ground beams	386	m ²	47.27	18,250	
	Extra for forming lift pit as part of pile cap	3	nr	6,390.00	19,170	
	<u>Piling</u>					
	Set up / mobilisation / Remove rig from site	1	nr	40,630.00	40,630	
	Set up at pile locations	271	nr	60.00	16,260	
	600mm dia pile	5,420	m	100.00	542,000	
	750mm dia pile	-	m	140.00	-	
	Reinforcement @ 80kg/m ³	123	t	1,200.00	147,070	
	Integrity testing testing	271	nr	17.92	4,860	
	Load testing	-	nr	53,770.00	-	Excluded
	Allowance for removing excavated materials	1,532	m ³	53.77	82,380	
	Extra over for DS4 Sulphate conditions	1,532	m ³	10.00	15,320	
	Piling mat	-	m ²	67.00	-	Pile cap included in crush

5.0 Building Works Estimate - East Block

5.2 Shell and Core

Description	Quantity	Rate	Total	Element Total	Comments
East Block HS2 Premium	1 item	320,000.00	320,000		
1.02 Lowest Floor Construction				320,380	
<u>Reinforced concrete ground bearing slab</u>					
Excavate to reduce levels and cart away	3,499 m ³	70.00	244,950		
Extra over last for obstructions	350 m ³	67.00	23,450		
Concrete grade C40/50 slab	- m ³	183.00	-		Included above
Reinforcement to above @ 250kg/m ³	- t	1,180.00	-		
Extra over for powerfloat finish	- m ²	6.68	-		
Extra over for construction joints	- m ²	7.35	-		
Blinding, 50mm including finish to receive membrane	350 m ²	13.29	4,650		
Formwork to edges	70 m	22.36	1,560		
Underslab drainage to new slabs	350 m ²	26.68	9,340		
Waterproof membrane - Grace Preprufe 300R	350 m ²	53.02	18,550		
Void former / heave board beneath slabs (Cellcore or similar) with Terram wrapping	350 m ²	51.10	17,880		Void former provided for between underside of ground floor slab and 850 thick raft
1.03 Basement excavation				108,970	
Mobilisation for sheet piling	- item	16,460.00	-		Included in West Block
Probing for sheet piling to 2.5m depth	- m	247.00	-		
Temporary Sheet Piling	641 m ²	170.00	108,970		
Propping to sheet piling (area out of ground)	- m ²	137.00	-		
Welding seams to sheet piling	- m	32.93	-		
Shear stud / flange connection to slabs	- m	121.00	-		
Cut off top of piles	- m	21.95	-		
RC capping beam to sheet pile wall	- m	659.00	-		Raft sits over sheet pile
<u>Other works</u>					
Allowance for single car lift pit and structure	- item	30,000.00	-		
1.04 Basement Retaining Walls				36,690	
Allowance for propping / temporary work to other	- item	100,000.00	-		
Concrete grade C32/40 to retaining wall	- m ³	206.00	-		
Reinforcement to retaining wall @ 250kg/m ³	- t	1,180.00	-		
Formwork, fair face to retaining wall	- m ²	70.00	-		
Waterproof membrane applied to back of wall - Grace	- m ²	53.02	-		

5.0 Building Works Estimate - East Block

5.2 Shell and Core

Description	Quantity	Rate	Total	Element Total	Comments
Protection board to waterproof membrane	-	m ²	40.00	-	
Fill to existing basement / working space with	-	m ³	51.10	-	
Allowance for temporary works / other detailing	-	item	30,000.00	-	
Allowance for temporary propping to permanent retaining wall	-	item	0.00	-	
Allowance for single width car park ramp down to basement	-	iterr	75,000	-	
Allowance for single car lift pit and structure	-	iterr	30,000	-	
Allowance for under slab drainage					
Private	-	m ²	26	-	Based on GIA lowest level of slab
Social	1,408	m ²	26	36,690	Based on GIA lowest level of slab
Basement	-	m ²	26	-	Based on GIA lowest level of slab

1.05 Lowest floor construction

266,590

Allowance for ground bearing slab 250/350mm thick
incl waterproofing under
Social

Mostly basement (over basement incl in separate item); Assumed concrete isolated, DS4 additive not required

Concrete slab 250mm thick	264	m ³	198	52,270	
Reinforcement to above @ 225kg/m3	59	t	1,360	80,780	Allowance
Blinding, 50mm	880	m ²	10	9,230	
Formwork to edges	70	m	23	1,630	
Waterproofing / drained cavity to slabs	880	m ²	78	68,640	
Insulation	880	m ²	25	22,000	
Void former / heave board beneath slabs (Cellcore or similar) with Terram wrapping	175	m ²	51	8,940	Allowance for only under trees, 5x5 under each tree
Concrete slab 400mm thick	-	m ³	198	-	
Reinforcement to above @ 225kg/m3	-	t	1,360	-	Allowance
Blinding, 50mm	-	m ²	10	-	
Formwork to edges	-	m	23	-	
Waterproofing / drained cavity to slabs	-	m ²	78	-	
Insulation	-	m ²	25	-	
Concrete slab 500mm thick	-	m ³	198	-	
Reinforcement to above @ 225kg/m3	-	t	1,360	-	Allowance
Blinding, 50mm	-	m ²	10	-	
Formwork to edges	-	m	23	-	
Waterproofing / drained cavity to slabs	-	m ²	78	-	
Insulation	-	m ²	25	-	

5.0 Building Works Estimate - East Block

5.2 Shell and Core

Description	Quantity		Rate	Total	Element Total	Comments
e.o for forming lift pits						Measured based on number of lifts (not no. of pits)
East	6	nr	3,850	23,100		

2

Superstructure

-

2.01 Frame

1,417,680

Structure Above Ground - Based on Structural Dwgs

Columns

Concrete grade C60 in columns

Private	-	m3	188	-	
Social	367	m3	188	69,000	

Reinforcement to columns @ 230kg/m³

Private	-	tn	1,170	-	
Social	84	tn	1,170	98,760	

Formwork to columns

Not fair face

Private	-	m ²	44	-	
Social	4,487	m ²	44	196,090	

Beams

Concrete grade C60 in columns

Private	-	m3	188	-	
Social	-	m3	188	-	

Reinforcement to columns @ 180kg/m³

Private	-	tn	1,170	-	
Social	-	tn	1,170	-	

Formwork to columns

Private	338	m ²	44	14,780	
Social	-	m ²	44	-	

Steel Beams

SHS 400x200x10.0	60	t	2,300	138,340	
UB152x89x16	0	t	2,100	840	
UC152x152x30	52	t	2,100	110,000	
UC203x203x46	21	t	2,100	45,020	
Allowance for fixings 7.5%	10	tn	2,100	21,160	
Intumescent paint to above	144	t	690	99,660	
Galvanising to above	144	tn	260	37,550	

5.0 Building Works Estimate - East Block

5.2 Shell and Core

Description	Quantity		Rate	Total	Element Total	Comments
Walls						
Concrete in shear or other wall						
Private	-	m3	188	-		
Social	706	m3	188	132,730		
Reinforcement to shear walls 65kg/m3						
Private	-	tn	1,170	-		
Social	46	tn	1,170	53,690		
Formwork to shear / other walls						
Private	-	m ²	78	-		
Social	5,129	m ²	78	400,060		
Extra for fair face to shear / other walls						
Private	-	m ²	7	-		
Social	-	m ²	7	-		

2.02 Upper floors

1,076,250

Structure - Based on Price & Myers Structural Dwgs

Slabs 200 thick

Concrete in slabs						
Private	-	m3	153	-		
Social	-	m3	153	-		
Reinforcement to slabs @ 220kg/m ³						
Private	-	tn	1,360	-		
Social	-	tn	1,360	-		
Formwork to 250-275mm thick slab						
Private	-	m ²	45	-		
Social	-	m ²	45	-		

Slabs 250 thick

Concrete in slabs						
Private	-	m3	153	-		
Social	1,826	m3	153	279,380		
Reinforcement to slabs @ 190kg/m ³						
Private	-	tn	1,360	-		
Social	347	tn	1,360	471,840		
Formwork to 250-275mm thick slab						
Private	-	m ²	45	-		
Social	7,304	m ²	45	325,030		

Slabs 275 thick

Concrete in slabs						
Private	-	m3	153	-		
Social	-	m3	153	-		

5.0 Building Works Estimate - East Block

5.2 Shell and Core

Description	Quantity		Rate	Total	Element Total	Comments
Reinforcement to slabs @ 190kg/m ³						
Private	-	tn	1,360	-		
Social	-	tn	1,360	-		
Formwork to 250-275mm thick slab						
Private	-	m ²	45	-		
Social	-	m ²	45	-		

2.03 Roof

2,039,190

<u>Reinforced concrete slabs, 250mm thick; including reinforcement and formwork; waterproof membrane and insulation separate (see below)</u>						
Concrete						
Private	-	m3	153	-		
Social	286	m3	153	43,760		
Rebar						
Private	-	tn	1,360	-		
Social	54	tn	1,360	73,900		
Formwork						
Private	-	m ²	45	-		
Social	1,144	m ²	45	50,910		
Waterproof membrane, insulation and sedum finish to roof including perimeter treatments and working around roof projections						Assume no access so no parapets or balustrades included,
Private	-	m ²	262	-		Based on GIA
Social	1,277	m ²	262	334,660		Based on GIA
Standing seam zinc finish to roof including perimeter treatments and working around roof projections						
Private	-	m ²	315	-		Based on GIA, £275/m2 + £40 insulation
Social	-	m ²	315	-		Based on GIA
Parapets						
Private	-	m	-	-		
Social	199	m	91	18,110		
Balustrades						
Private	-	m	-	-		
Social	-	m	-	-		
e.o for edge protection as required; tbc						
Private	1	iterr	25,000	25,000		

5.0 Building Works Estimate - East Block

5.2 Shell and Core

Description	Quantity	Rate	Total	Element Total	Comments
Social	-	item	25,000	-	
e.o for green roof					
Private	-	m²	80	-	
Social	1,277	m²	80	102,190	
e.o for roof garden & fixtures					
Private	-	m²	350	-	Excluded
Social	-	m²	350	-	Excluded
e.o for roof terrace; assume timber decking					
Private	-	m²	150	-	Excluded
Social	-	m²	150	-	Excluded
Allowance for coverings to walkway	1	item	25,000	25,000	
Allowance for man safe system; Private	-	m²	25	-	
Allowance for man safe system; Social	1,277	m²	25	31,930	
<u>Internal Balconies / Walkways</u>					
200thick concrete terraces	391	m²	130	50,870	
Comflor 46; Metal decking	725	m²	161	116,730	
Timber Joists and decking	350	m²	144	50,400	
Waterproof membrane, insulation and stone finish to internal balcony including perimeter treatments	-	m²	232	-	Not required, none are above a cold space
Extra for waterproofing to upstands to balconies	1,266	m	67	84,820	
1100mm railing to internal balconies and walkways	1,266	m	550	696,300	
Allowance for soffit lining	1,466	m²	75	109,970	
Allowance for insulation to internal balconies to satisfy cold bridging detail	1,217	m	40	48,680	
Finishes to Terraces and Walkways	1,466	m²	120	175,960	
Stairs and ramps				345,000	
Stair construction (two flights) incl balustrades					
Block E	9	nr	15,000	135,000	
Block F	10	nr	15,000	150,000	
Block G	4	nr	15,000	60,000	

5.0 Building Works Estimate - East Block

5.2 Shell and Core

Description	Quantity	Rate	Total	Element Total	Comments
2.05 External walls				4,296,740	
<u>Allowance for façade including brick cladding and aluminium windows and doors (composite item)</u>					Includes windows, excludes balustrades
Private	-	m ²	560	-	
Social	7,444	m ²	560	4,168,640	
Single skin brick around terraces; Private	-	m ²	450	-	
Single skin brick around terraces; Social	100	m ²	450	45,000	
E/O Acoustic Vents on widows	33	m ²	375	12,380	
Blinds	7,444	m ²	9.5	70,720	
2.06 Windows and external doors				5,000	
<u>Windows; spec tbc; e.o values</u>					
Private	-	m ²	200	-	Included in 2.05 above
Social	-	m ²	200	-	Included in 2.05 above
Basement	-	m ²	-	-	Included in 2.05 above
<u>External doors</u>					
Private	-	nr	1,250	-	Included in 2.05 above
Social	-	nr	1,250	-	Included in 2.05 above
External Gates for Courtyard access	1	nr	5,000	5,000	
2.07 Internal walls and partitions				454,130	
<u>Party wall, assumed blockwork or stud partition, double layered both sides</u>					
Private	-	m ²	125	-	
Social	3,633	m ²	125	454,130	
Basement	-	m ²	35	-	Plant room walls only, based on GIA
2.08 Internal doors				115,810	
<u>Doors including architraves, ironmongery and decoration; spec tbc</u>					To common parts only
Private	-	m ²	12.00	-	
Social	9,651	m ²	12.00	115,810	
Basement	-	m ²	10.00	-	

5.0 Building Works Estimate - East Block

5.2 Shell and Core

Description	Quantity	Rate	Total	Element Total	Comments
<u>Riser cupboards</u>					To common parts only
Private	- m ²	-	-		Incl in door allowance above
Social	9,651 m ²	-	-		Incl in door allowance above
Basement	- m ²	-	-		Incl in door allowance above
3	Internal Finishes				-
3.01	Wall finishes				45,040
<u>Finishes generally</u>					
Private	7,506 m ²	6	45,040		
Social	- m ²	6	-		
Basement	- m ²	6	-		Assume paint only
3.02	Floor finishes				91,520
<u>Finishes generally</u>					Based on GIA, common areas only
Private	7,626 m ²	12	91,520		
Social	- m ²	12	-		
Basement	- m ²	30	-		Assume epoxy paint, incl skirtings
3.03	Ceiling finishes				68,640
<u>Finishes generally</u>					Based on GIA, common areas only
Private	7,626 m ²	9	68,640		
Social	- m ²	9	-		
Basement	- m ²	10	-		Assume paint only
4	Fittings, furnishings and equipment				-
4.01	Fittings, furnishings and equipment				67,600
<u>Reception Desk & Furniture to Concierge</u>					
Block E	1 iter	5,000	5,000		assumed n/a

5.0 Building Works Estimate - East Block

5.2 Shell and Core

Description	Quantity		Rate	Total	Element Total	Comments
<u>Post Boxes to Entrance Hall</u>						Assumed centrally located, Peel £450/no reduced here to £300 allowance only
Private	-	Nr	300	-		
Social	106	Nr	100	10,600		
<u>Cycle Racks</u>						
Double Stacked Bike Stands	130	Nr	400	52,000		
External Bike Stands	-	Nr	100	-		
<u>Directional and Statutory Signage</u>						
Private	-	Nr	125	-		
Social	-	Nr	125	-		

5

Services

-

West Block; Private

5.01 Sanitaryware

1,530

Sanitaryware to Landlords	7,626	m ²	0.20	1,530	
Applied factor for tall building	-	iterr	-	-	

5.02 Services Equipment

-

None	1	iterr	-	-	
Applied factor for tall building		item			

5.03 Disposal Installations

164,170

Rainwater	7,626	m ²	3.9	29,740	
Rainwater to Terraces	-	nr	236.0	-	
Rainwater harvesting recovery	1	iterr	23,846.0	23,850	
Apartment Soil Waste & Vent Risers	7,626	m ²	13.0	99,140	
Soil Waste & Vent to Landlords facilities	7,626	m ²	0.5	3,810	
Allowance for drainage to plant rooms	7,626	m ²	1.0	7,630	
Allowance for drainage to retail unit	1	nr	-	-	
Condensate installation	-	m ²	1.5	-	
Applied factor for tall building	-	iterr	-	-	

5.0 Building Works Estimate - East Block

5.2 Shell and Core

Description	Quantity		Rate	Total	Element Total	Comments
5.04 Water Installations					275,780	
Incoming mains CWS	7,626	m ²	2	15,250		
Cold water services; sectional storage tank, booster pump set, pipework risers, valves and insulation	7,626	m ²	25	190,660		
Allowance for water connection to retail unit	1	nr	1,227	1,230		
Booster Rainwater services to apartments	7,626	m ²	8	61,010		
Hot & cold water services to Landlords facilities	7,626	m ²	1	7,630		
Domestic hot water service to apartments, including calrifiers/storage, booster pumps, pipework, valves, etc		m ²				
Applied factor for tall building	-	iterr	-	-		
5.05 Heat Source					23,200	
Connection to Site Wide Heating (inc PHX)	800.00	kW	29	23,200		
Buffer vessels for storage	-	iterr	20,000	-		
Boiler flue to roof	-	iterr	40,800	-		
Applied factor for tall building	-	iterr	-	-		
5.06 Space Heating & Air Treatment					209,010	
LTHW distribution system serving apartments, pipework, valves etc	7,626	m ²	23	175,410		
Heating to Landlord's Area (LTHW / Electric)	7,626	m ²	2	15,250		
LTHW connection to retail unit incl PHX	1	nr	-	-		
Space Heating / Air Conditioning to entrance area	94	m ²	49	4,610		
CHW installation -		kW				
CHW Distribution to apartments		m ²				
AC Split units to control rooms etc	2	nr	6,869	13,740		
Applied factor for tall building	-	iterr	-	-		
5.07 Ventilation					116,570	
Supply and Extract to Plant rooms above ground	1	iterr	9,813	9,810		
AOV's on Façade	25	nr	1,717	42,930		
Push / Pull Ventilation to extended corridors		flood				
Supply and Extract to Refuse	1	iterr	9,813	9,810		
Supply and Extract vent serving apartments/penthouse		m ²				

5.0 Building Works Estimate - East Block

5.2 Shell and Core

Description	Quantity	Rate	Total	Element Total	Comments
Run outs to apartments	nr				
Central Kitchen Extract Riser	nr				
Supply air to corridors/lift lobbies	m ²				
Reception/Entrance Area ventilation	82	m ²	49	4,020	
Applied factor for tall building	-	iterr	-	-	
E/O Mechanical smoke extract to Core in Block F	10	nr	5,000	50,000	

5.08 Electrical Installations

638,090

Mains Installation	7,626	m ²	24	183,030	
Standby Generation	500	kVA	294	147,000	
Flue lines and storage	1	iterr	23,551	23,550	
Generator Flue to roof	1	iterr	19,037	19,040	
Small power	7,626	m ²	2	15,250	
Power to mechanical services + lifts	7,626	m ²	2	15,250	
UPS installation	1	iterr	-	-	
Lighting Installation	7,626	m ²	12	91,520	
Emergency Lighting	7,626	m ²	3	22,880	
Lighting/Feature Lighting to Entrances	82	m ²	59	4,840	
External Feature Lighting		nr			
External Lighting/Power to terraces/balconies	106	nr	196	20,780	
External Lighting/Power to external walkways	725	m ²	89	64,440	
Containment	7,626	m ²	3	22,880	
Metered electrical connection to retail unit	-	m ²	2,453	-	
General Earth & Bonding	7,626	m ²	1	7,630	
Applied factor for tall building	-	iterr	-	-	

5.09 Gas Installations

-

Gas service to boilers		m ²			
Gas service to apartments		nr			
Applied factor for tall building	-	iterr	-	-	

5.1 Lift Installations

370,000

8 person, 1,000kg, 9 stops, 1.6m/s MRL PASSENGER lift	2	nr	80,000	160,000	
8 person, 1,000kg, 8 stops, 1.6m/s MRL PASSENGER lift	1	nr	70,000	70,000	
8 person, 1,000kg, 8 stops, 1.6m/s MRL PASSENGER lift	2	nr	70,000	140,000	

5.0 Building Works Estimate - East Block

5.2 Shell and Core

Description	Quantity		Rate	Total	Element Total	Comments
13 person, 1,000kg, 7 stops, 1.6m/s MRL PASSENGER lift	-	nr	90,000	-		
17 person, 1,300kg, 19 stops, 1.6m/s MRL PASSENGER lift	-	nr	175,000	-		
Extra over for fire fighting	-	nr	9,813	-		
Car Lift	-	nr	210,000	-		

5.11 Fire & Lightning Protection

174,070

Dry Riser Installation	25	nr	1,472	36,800		
Wet Riser Installation		nr				
Sprinkler Installation	7,626	m ²	16	122,020		
Sprinkler connection to retail	-	m ²	2,944	-		
Lightning and Surge Protection	7,626	m ²	2	15,250		
Applied factor for tall building	-	iterr	-	-		

5.12 Communications

253,870

Fire alarm system	7,626	m ²	5	38,130		
Disabled Refuge Alarm	-	nr	1,200	-		
FA interface connection to retail	-	m ²	393	-		
Fire telephone system	7,626	m ²	1	7,630		
Telephone/Data/Satellite containment	7,626	m ²	3	22,880		
Telephone cabling to apartments	106	nr	393	41,660		
Television/Satellite cabling (CAT 6)	106	nr	491	52,050		
Satellite TV Installation	7,626	m ²	5	38,130		
CCTV System / Access Control / Security	7,626	m ²	7	53,390		
Applied factor for tall building	-	iterr	-	-		

5.13 Special Installations

154,160

Building Management System / Local controls	7,626	m ²	10	76,260		
	212	nr	147	31,160		
Remote metering to apartments, cold water services						
Remote metering to apartments, LTHW / CHW	212	nr	147	31,160		
Remote metering to LV supplies	106	nr	147	15,580		
Applied factor for tall building	106	iterr	-	-		

5.14 Trade / Sub-Contractor Add-Ons

506,200

Trade / Sub Contractor Preliminaries	13%	iterr	2,380,450	297,560		
Testing & Commissioning	2%	iterr	2,678,010	53,560		

5.0 Building Works Estimate - East Block

5.2 Shell and Core

Description	Quantity		Rate	Total	Element Total	Comments
BWIC	5%	iterr	3,101,570	155,080		
5.15 Renewable Technologies					132,400	
Photovoltaics	100	m²	343	34,300		
Solar Hot Water	-	m²	834	-		
CHP	100	kW	981	98,100		
CCHP inc absorption chiller	-	kW	1,472	-		
					15,544,160	

5.0 Building Works Estimate

5.4 External Works

Description	Quantity	Rate	Total	Element Total	Comments
External works					
6.01 Site preparation works				-	
Site preparation	- item	50,000	-		Included in Landscaping Generally
6.02 Landscaping Generally				1,195,560	
<u>West Courtyard - Outer ring</u>	630 m ²	-	-		
Excavate to reduce levels	315 m ³	8	2,520		
Disposal	315 m ³	49	15,440		
Allowance for type 1	189 m ³	64	12,100		
Allowance for concrete sub-base	95 m ³	160	15,130		
A393 Mesh	630 m ²	8	5,040		
Separation membrane and Geotextile terram	630 m ²	4	2,520		
Allowance for pre-cast pavers	630 m ²	120	75,630		
<u>West Courtyard - Central</u>	155 m ²	-	-		
Excavate to reduce levels	78 m ³	8	620		
Disposal	78 m ³	49	3,800		
Allowance for type 1	47 m ³	64	2,980		
Allowance for concrete sub-base	23 m ³	160	3,730		
A393 Mesh	155 m ²	8	1,240		
Separation membrane and Geotextile terram	155 m ²	4	620		
Allowance for pre-cast pavers	155 m ²	150	23,290		
Allowance for soft landscaping	324 m ²	180	58,340		
Allowance for trees	7 nr	2,500	17,500		
<u>West Block -Apartment Gardens</u>	510 m ²	-	-		
Excavate to reduce levels	255 m ³	8	2,040		
Disposal	255 m ³	49	12,490		
Allowance for type 1	153 m ³	64	9,790		
Allowance for concrete sub-base	76 m ³	160	12,240		
A393 Mesh	510 m ²	8	4,080		
Separation membrane and Geotextile terram	510 m ²	4	2,040		
Allowance for pre-cast flag stones	271 m ²	80	21,690		
Allowance for soft landscaping	239 m ²	180	43,000		
Allowance for railings and gates	197 m	200	39,380		

5.0 Building Works Estimate

5.4 External Works

Description	Quantity	Rate	Total	Element Total	Comments
External works					
<u>Neville and Albert Road</u>	576	m ²	-	-	
Excavate to reduce levels	288	m ³	8	2,300	
Disposal	288	m ³	49	14,120	
Allowance for type 1	173	m ³	64	11,060	
Allowance for concrete sub-base	86	m ³	160	13,830	
A393 Mesh	576	m ²	8	4,610	
Separation membrane and Geotextile terram	576	m ²	4	2,300	
Allowance for pre-cast flagstones	576	m ²	80	46,100	
<u>Neville Road</u>	605	m ²	-	-	
Excavate to reduce levels	303	m ³	8	2,420	
Disposal	303	m ³	49	14,830	
Allowance for type 1	182	m ³	64	11,620	
Allowance for concrete sub-base	91	m ³	160	14,530	
A393 Mesh	605	m ²	8	4,840	
Separation membrane and Geotextile terram	605	m ²	4	2,420	
Allowance for pavers to accommodate traffic	605	m ²	200	121,050	
Allowance for trees	12	nr	2,500	30,000	
<u>East Block Courtyard - Walkways</u>	380	m ²	-	-	
Excavate to reduce levels	190	m ³	8	1,520	
Disposal	190	m ³	49	9,300	
Allowance for type 1	114	m ³	64	7,290	
Allowance for concrete sub-base	57	m ³	160	9,110	
A393 Mesh	380	m ²	8	3,040	
Separation membrane and Geotextile terram	380	m ²	4	1,520	
Allowance for pre-cast flag stones	380	m ²	80	30,380	
Soft landscaping to East Courtyard	415	m ²	180	74,650	
Allowance for Furniture and equipment	1	item	5,000	5,000	
Allowance for trees	5	nr	2,500	12,500	
<u>East Block - Hard standings/Front gardens</u>	534	m ²	-	-	
Excavate to reduce levels	267	m ³	8	2,140	
Disposal	267	m ³	49	13,090	
Allowance for type 1	160	m ³	64	10,260	
Allowance for concrete sub-base	80	m ³	160	12,820	
A393 Mesh	534	m ²	8	4,270	
Separation membrane and Geotextile terram	534	m ²	4	2,140	
Allowance for pre-cast flag stones	534	m ²	80	42,740	

5.0 Building Works Estimate

5.4 External Works

Description	Quantity		Rate	Total	Element Total	Comments
External works						
Carlton House Car Park	770	m2	-	-		
Excavate to reduce levels	385	m3	8	3,080		
Disposal	385	m3	49	18,870		
Allowance for type 1	231	m3	64	14,790		
Allowance for concrete sub-base	-	m3	160	-		
A393 Mesh	-	m²	8	-		
Separation membrane and Geotextile terram	770	m²	4	3,080		
Allowance for tarmac build-up	770	m²	75	57,770		
Denmark Road	407	m²	-	-		
Excavate to reduce levels	203	m3	8	1,630		
Disposal	203	m3	49	9,970		
Allowance for type 1	122	m3	64	7,810		
Allowance for concrete sub-base	61	m3	160	9,760		
A393 Mesh	407	m²	8	3,250		
Separation membrane and Geotextile terram	407	m²	4	1,630		
Allowance for pavers to accommodate traffic	407	m²	200	81,370		
Allowance for trees	9	nr	2,500	22,500		
Allowance for street furniture	1	item	25,000	25,000		
Allowance for play equipment	1	item	10,000	10,000		
Soft landscaping, planting and irrigation systems					-	Included above
Fencing, railings and walls					-	
Included Above						
External fixtures					75,000	
External Lighting	1	item	25,000	25,000		Allowance
External CCTV	1	item	50,000	50,000		Allowance only

5.0 Building Works Estimate

5.4 External Works

Description	Quantity		Rate	Total	Element Total	Comments
External works						
External drainage					357,260	
Drainage	4,568	m²	30	137,040		
Attenuation	400	m³	550	220,220		Allowance for sheet piling within East Block
External services					2,151,400	
Incoming Electrical Supply	1	item	184,800	184,800		Allowance only - no details provided
New substation	1	item	400,000	400,000		Allowance only - no details provided
Incoming Water	1	item	143,000	143,000		Allowance only - no details provided
Incoming Gas	1	item	27,600	27,600		Allowance only - no details provided
Connections to sewer	1	item	193,000	193,000		Allowance only - no details provided
Telephone Ducts	1	item	5,000	5,000		Allowance only - no details provided
External/Feature Lighting	1	item	45,000	45,000		Allowance only - no details provided
Allowance for connecting to district CHP	1	item	50,000	50,000		Allowance only - no details provided
Utilities & services connections	1	item	552,000	552,000		Allowance of £2k per unit
Infrastructure works	380	m	1,000	380,000		Water
Trench works; excavation, bed & surround, including backfill and disposal where necessary	380	m	450	171,000		Assumed 2m wide by 1.5m deep
Minor building works and ancillary buildings					-	
Total					3,779,220	

5.0 Building Works Estimate

5.3 Fit Out

	Description	Quantity	Rate	Total	Element Total	Comments
1	Fit-Out Architectural				-	
1.01	Fit-out - Private Residential (Architectural) West Block				3,445,340	£61.22
	Studio	3,846	ft²	47	178,960	
	1 Bed	21,564	ft²	46	999,040	£46.33
	2 Bed	32,816	ft²	43	1,404,840	£42.81
	3 Bed	11,560	ft²	40	465,410	£40.26
	3 Bed Duplex	8,188	ft²	43	352,090	
	Allowance for additional stairs in Duplex	6	Nr	7,500	45,000	
1.02	Fit-out - Affordable Residential (Architectural) West Block				845,250	£55.17
	Studio	-	ft²	47	-	
	1 Bed	9,085	ft²	46	420,890	£16.97
	2 Bed	9,913	ft²	43	424,360	£20.17
	3 Bed	-	ft²	40	-	£0.00
	3 Bed Duplex	-	ft²	43	-	
	Allowance for additional stairs in Duplex	-	Nr	7,500	-	
1.03	Fit-out - Affordable Residential (Architectural) East Block				3,201,130	£60.62
	1 Bed	24,807	ft²	51	1,268,860	£51.15
	2 Bed	21,034	ft²	44	926,350	£44.04
	3 Bed	2,821	ft²	40	113,560	£5.40
	3 Bed Duplex	15,029	ft²	51	772,480	£51.40
	4 Bed	1,789	ft²	38	67,380	£37.66
	Allowance for Stairs to Duplex apartments	7	Nr	7,500	52,500	
2	Fit-Out MEP				-	
2.01	Fit-out - Private Residential (MEP) West Block				5,535,050	£98.35
	Studio	3,846	ft²	68	263,340	£68.47
	1 Bed	21,564	ft²	60	1,286,700	£59.67
	2 Bed	32,816	ft²	67	2,204,890	£67.19
	3 Bed	11,560	ft²	70	806,200	£69.74
	3 Bed Duplex	8,188	ft²	112	920,010	
	Allowance for comfort cooling to apartments on level 10 and 11	12	Nr	3,750	45,000	

5.0 Building Works Estimate

5.3 Fit Out

	Description	Quantity	Rate	Total	Element Total	Comments
1	Fit-Out Architectural				-	
	Enhanced AV to Duplex apartments at Level 10 and 11	2,812	ft ²	3	8,910	
2.02	Fit-out - Affordable Residential (MEP) West Block				930,760	£60.75
	1 Bed	9,085	ft ²	47	425,610	£42.94
	2 Bed	9,913	ft ²	51	505,150	#DIV/0!
	3 Bed Duplex	-	ft ²	44	-	#DIV/0!
	4 Bed	-	ft ²	50	-	#DIV/0!
2.03	Fit-out - Affordable Residential (MEP) East Block				3,176,130	£60.15
	1 Bed	24,807	ft ²	47	1,162,190	£46.85
	2 Bed	21,034	ft ²	51	1,071,910	£50.96
	3 Bed	2,821	ft ²	70	196,710	£69.74
	3 Bed Duplex	15,029	ft ²	44	655,250	£43.60
	4 Bed	1,789	ft ²	50	90,070	£50.34

5.0 Building Works Estimate

5.3 Fit Out

	Description	Quantity	Rate	Total	Element Total	Comments
1	Fit-Out Architectural				-	
3	Potential Savings from Peel				-	
3.01	Allowance for Potential Savings as evidenced from Peel Tender Returns				-	Based on information provided within Peel Tender Returns
	Total				17,133,660	

Report	Issue Date	Parties Sent to	Prepared by	Approved by	Checked By (EQAR)
Draft Initial Order of Cost Estimate Stage 3 to AM	10/12/2018	Deloitte	CM	PH	n/a
Draft Order of Cost Estimate Stage 3 to AM	14/12/2018	Deloitte	CM	PH	n/a
Order of Cost Estimate Stage 3 to AM	19/12/2018	Deloitte	CM	PH	MC
Order of Cost Estimate Stage 3 to AM	10/12/2019	Deloitte	CM	PH	TBC

Copy of SK4 NWCC - Cost Plan Stage 3 Planning update.xlsm

Appendix 4 – Sales and Marketing Report

South Kilburn Regeneration Phase 4: NWCC

Development Report
December 2019



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2. UK Economic & London Residential Market Updates | Local Market Commentary
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1. Introduction

REPORT CONTEXT

This report has been prepared by the London Residential Development and Investment Department of Strutt & Parker, a trading name of BNP Paribas Real Estate, in order to provide updated scheme recommendations, residential market evidence, a target market analysis, a sales strategy and a pricing recommendation for Brent Council's development of the site at NWCC, NW6.

The figures provided within this report do not represent formal valuations and should not be relied upon as such. This report is not an RICS compliant valuation report. It is addressed to Brent Council, and no liability is given to any third party. The contents of this report should not be reproduced without our prior permission.

METHODOLOGY

Our advice is based on market evidence which has come into our possession from numerous sources. We cannot accept liability for any errors or omissions in third party information from other agents, valuers and databases, provided in good faith but without liability.

2. UK Economic & London Residential Market Updates

ECONOMIC SUMMARY

Brexit continues to be a major source of uncertainty within British politics. The EU and UK agreed a delay to the UK's withdrawal until 31st October 2019, and have agreed an amended deal with concessions made over the controversial backstop. However, UK political parties remain in dispute about the deal that has been reached, with risks of a further extension, no-deal and/or another general election.

The National Institute for Economic and Social Research (NIESR) GDP tracker indicates that, over the 3 months to August 2019, the UK economy grew by 0.3%, and predicts that the economy is on track for growth of 0.5% in Q3 2019, thus avoiding recession.

The HM Treasury consensus forecast has continued to fall, with a central estimate of growth of 1.2% over the course of 2019 (forecast down from 1.4% in Q2 2019), with forecasts ranging from 1.0% to 1.9%. For 2020 the expectation has also been downgraded, to 1.1% (from 1.2% expected last quarter), with forecasts ranging from -0.5% to 2.0%.

The British Chamber of Commerce (BCC) have lowered their forecast for 2020 from 1.0% to 0.8% (which was itself brought down from 1.3% in Q2 2019). For 2021 their forecast growth of 1.2% remains unchanged. The BCC points to the continued Brexit impasse, together with a weaker outlook for investment, trade and productivity.

The ICAEW measures business confidence on a scale of -100 to +100 (+100 being extremely confident, 0 being neutral, -100 being extremely negative). It bounced around from marginally positive to marginally negative over the course of 2018, with variation by region and sector. Confidence has been negative throughout the whole of 2019 however, and remains so in Q3 2019. In Q1 2019, the UK scored -16.4, which fell further to -16.6 in Q2 2019, the lowest level for nearly a decade. Despite a marginal bounce back in Q3 2019, it remains negative at -10.3. ICAEW quote the absence of a resolution to Brexit, and the fractured politics that are linked to it, as well as global economic uncertainty. Export sales growth has weakened, reflecting continuing global slowdown.

The latest figures from the ONS show that inflation (CPIH) as of September 2019 is at 1.7%, down from 2.0% in July 2019. This is broadly in line with the 2.0% target. The inflation rate has fallen slightly from November 2018 (2.0%) and continues the steady fall since November 2017 (2.8%).

The BoE has maintained the 0.75% interest rate. Forecasters still expect interest rates to rise gradually over the next few years, although expectations are now expecting this to be even slower than previously thought, with no expectation of further rises until late-2020s at the earliest and rates of 1%-1.25% by 2022. Although much depends on the outcome of Brexit.

The FTSE 100 has recovered from its trough that took place over the course of December and January. As at late July 2019, the FTSE 100 stood at its highest point in the last year, however August was volatile and suffered from a large drop. In the first ten days of October, the FTSE saw some growth as optimism around a Brexit deal grew, but this has since largely been lost again, and it remains to be seen if this can be achieved or not.

LONDON RESIDENTIAL

Our agents have reported an increase in buyer interest over the last three quarters, including new applicant registrations and viewings. This increased activity is beginning to discernibly convert into transactions within the London residential market. Pricing levels have adjusted over the past year, with sellers' expectations becoming more realistic and aligned with buyers' perceptions of value. We are therefore experiencing an uptick in transaction numbers in the majority of Central London price brackets. The continued low value of Sterling, combined with more

realistic pricing, means that both owner-occupiers and investors are beginning to consider this a good time to enter the London residential market, in comparison to the past four years.

Purchasers' increased willingness to enter the market in light of recent adjustments to London residential pricing highlights the importance of well-considered and correct pricing from developers from the outset.

It should be noted that the Help to Buy portion of the market in London continues to outperform other categories, with transaction volumes for qualifying properties remaining significantly higher, and discounts at lower percentage levels.

From 2020 onwards we expect the market to have bottomed out with growth returning. The exact timing and scale of growth is hard to predict given recently erratic transaction volumes and various possible outcomes of the forthcoming UK General Election, but the aforementioned pent-up demand points to a continued improvement in market conditions.

Transaction levels across all price brackets in the London market remain low by historic standards (54% down on 2013 volumes) and have been volatile. The lower volumes make forecasting more difficult, as discretionary buyers and sellers are more cautious and good quality stock still transacts at strong price points.

FOCUS: LONDON NEW-BUILD

The continued decline in Sterling, and London's reputation as an established and desirable investment spot, are the two principal factors supporting the capital's new homes market that have played a significant role in the success of recent developments at all price points. The UK's (and especially London's) soft power of culture, arts, time zone, language, diversity, history, architecture, tolerance, and vibrancy along with appropriately priced properties and the continued attractiveness of Sterling continue to be key factors attracting international buyers.

As reported by Molior, the most 'at-risk' sector of the new-build market is that priced in excess of £1,200 per sqft. Below this level, sales evidence and market commentary indicate that demand continues to remain more robust. Ongoing demand at the lower-priced levels of the market is provided by domestic and international owner-occupiers, who tend to focus on schemes that represent 'good value.' A purchaser's ability to secure a favourable discount from the asking price has increasingly featured as a deciding factor in transactions.

There continues to be demand for new-build in London from the Asian markets. The most consistent sales are seen sub-£1,000psf. It should be noted that these sales are highly discount-motivated with newly released product transacting on average at 8% below asking, and market-exposed product trading at up to 20% below asking.

Going forward, the key questions will be:

- Whether sales rates will continue to keep pace with construction starts
- Whether investor activity in high-supply locations will continue, in order to absorb the potential supply prior to completion

We expect that developers will closely monitor sales rates, and will continue to adjust phasing and pricing in order to maintain low levels of stock units.

The quality of location, quality of specification and effectiveness of marketing strategy, together with sensible pricing, will continue to be key in achieving best price and take-up.

CONCLUSION

Substantial economic and political uncertainty remains both nationally and globally and whether a Brexit deal is struck or not, it does not look likely to change any time soon. The fundamentals of the UK economy remain broadly positive. Naturally then, sentiment remains cautious resulting in indecision within many markets.

Appropriate pricing and the continued attractiveness of Sterling will continue to be key factors affecting market activity levels in the middle and higher price sectors. There is the possibility of further price decreases as we go into 2020, as the global and domestic economy and political environment remain volatile. Beyond this, it is extremely difficult to forecast this market with any certainty. Once the terms of the UK withdrawal become clear, we would expect some bounce-back as the political and economic environment becomes more stable, but this is broadly dependent on how Brexit unfolds.

The route adopted by the UK going forward (i.e. the exact terms of the Brexit agreement) will have significant implications for the future strength of the UK economy.

Going forward, the UK domestic market will be impacted by purchaser sentiment and the UK economic outlook. The likelihood of increases in construction costs may well reduce supply levels and have the unintended consequence of putting further upwards pressure on prices, even as demand levels soften.

Product that is selling well in today's market is being driven by the following factors:

- **Location** | Existing strong locations with good transport links and amenities, which may have not yet realised their growth potential.
- **Price** | Developments that are selling well have been priced sensitively and accurately for today's market, rather than being subject to a typical "new build" premium. Capital values are also becoming increasingly more important compared with £psf rates. Developments that include a large proportion of units within the Help to Buy bracket (i.e. priced beneath £600,000) are experiencing higher-than-average transaction volumes.
- **Product** | Studio, one, and small two bedroom apartments are still in high demand across all London locations. The demographic of buyer is vast for this type of product, and such units will therefore remain attractive despite market impacts.

LOCAL MARKET COMMENTARY: NW6 AND KILBURN

In NW6, the main driver for local market price growth in recent years has been the consistent shortage of good quality housing stock. According to Molior in Q4 2019, this is now being addressed, with the London Borough of Brent having 5,228 units under construction compared to 1,269 in the adjacent London Borough of Camden.¹

House price data, covering both development and second-hand sales for the Borough of Brent, shows that the average house price in the borough as of May 2019 is £485,225, an increase of 0.9% on the previous year, which is perhaps due to ongoing regeneration in the Borough. House prices in Brent peaked to £519,103 in August 2018 and then decreased to £481,062 in Q1 2019, representing a house price drop of 7% over the period and reflecting the recently stagnant state of the Greater London market within the majority of price brackets. However, since then prices have continued to rise.²

The overall volume of sales within the borough has decreased from the levels seen in 2014-17. Between 2014 and 2017 the average number of units sold per month in Brent was 236, whereas during 2018 the rate was averaging 165

¹ Molior Database

² UK Government Land Registry Data

per month. This trend was reflected in a number of London boroughs and highlights the growing issue of affordability for domestic buyers.³

Overall, the housing market outlook in Brent appears relatively positive. The sustained and increasing lack of affordability in more central areas of the Capital means that buyers are seeking options in alternative well-connected neighbourhoods that offer better value for money. The convenient transport links serving the Borough of Brent, and the area of the subject site in particular, continue to attract buyers and encourage regeneration.

In terms of pricing, we believe that Phase 4 of the South Kilburn Masterplan would sit at the lower end of the Central London new development market, with average dealing prices anticipated at circa **£983 psf**.

Despite wider economic uncertainty still affecting overall demand and buyer confidence, this price point appeals to a number of markets. The subject location provides generally affordably priced private sector accommodation compared to more central locations. The regeneration of the site will contribute to buyers' general perception of South Kilburn as an improving area with potential for price growth, making it an attractive prospect from both owner-occupier and investment perspectives.

³ Ibid.

3. Scheme Proposals and 2019 Planning Addendum

OVERVIEW

The site is located in the NW6 postcode in the London Borough of Brent, directly to the north of the increasingly popular neighbourhoods of Kensal Town and West Kilburn in the Borough of Westminster, and in close proximity to the affluent Ladbroke Grove neighbourhood in the Royal Borough of Kensington & Chelsea. It forms part of the South Kilburn Masterplan that will result in approximately 2,400 new homes over 8 phases on a 48-acre site.

The South Kilburn Masterplan represents a major transformation of a large and valuable portion of North West London. The objective of the project is to regenerate the existing neighbourhood to create:

- 2,400 high-quality new homes, of which around 1,200 will be made available to existing South Kilburn existing secure tenants
- A new larger high quality urban park and improved public realm
- A new primary school and health facilities
- New retail facilities
- Improved environmental standards and a site-wide energy solution

Future accommodation within the South Kilburn Masterplan will benefit from an excellent location in terms of transport links and facilities. The proposed set of buildings will be in close proximity (easy walking distance) to Queen's Park Station on the Bakerloo Underground and London Overground lines, and to Kilburn Park on the Bakerloo Underground line. The proposed development will also benefit from proximity to two main roads into/out of London (A40 and A41).

London Borough of Brent have appointed Pollard Thomas Edwards to prepare a detailed planning application and detailed design specification for the redevelopment of NWCC, in order to deliver a new high quality residential-led redevelopment, and provide commercial space on the ground floor.

We were provided with a scheme document prepared by Pollard Thomas Edwards in March 2018, followed by updated plans in August 2018 and further revised plans in November/December 2019.

The site in question is located to the east of the completed Queen's Park Place scheme, which has already gone some way towards increasing the desirability of the immediate local area. The NWCC site will also benefit from the ongoing South Kilburn Masterplan, the development and completion of which will ensure the significant elevation of the standing of the area from a residential perspective, and potentially drive sales rates and sales values in the private portion of the NWCC site.

At the subject site, well-conceived architecture, site design and provision of good-quality amenities, to reflect the ambitions, branding and ethos of the South Kilburn Masterplan, will drive sales rates and sales values.

PRIVATE ACCOMODATION

- **Unit Mix:** According to the most recent plans, we understand that the subject scheme will consist of the following private unit mix over a maximum of 11 storeys within 3 blocks:

Unit Type	Total Number	% of Total
1B1P	9	8.4%
1B2P	36	33.6%
2B3P	12	11.2%
2B4P	32	29.9%
3B5P	12	11.2%
3B6P	6	5.6%
TOTALS	107	100%

- **Specification:** We understand from the developer that the proposed specification at the scheme will be in line with market competition, and similar to that at Queen's Park Place.
Please see *Section 6: Internal Specification* for full specification recommendations.
- **Tenure Mix:** The Affordable and private portions of accommodation are largely separated, but a portion of the affordable element (constituting 28 units) has been repositioned to the north-east corner (Block D) of the West Block, which was originally destined to consist exclusively of private accommodation.

In order to make way for the part-repositioning of the affordable element in the West Block, the private element of the scheme has been reduced by a total of 41 units. This represents a loss of circa 28% of the originally planned private element, with the changes apportioned to the different unit types as follows:

Original Private Unit Mix		Revised Unit Mix		% Change
Studio	23	Studio	9	-61%
1B2P	53	1B2P	36	-32%
2B3P	17	2B3P	12	-29%
2B4P	33	2B4P	32	-3%
3B5P	16	3B5P	12	-25%
3B6P	6	3B6P	6	0%
TOTAL	148	TOTAL	107	-28%

AMENITIES

We understand that the residential amenities at the subject scheme will be as follows:

- A residents' room and concierge for the private element of the scheme
- Landscaped communal areas surrounding the site, and between the West and East blocks
- 18 car parking spaces (of which 5 will be allocated to disabled users), accessible via a car lift
- Cycle storage areas
- 9 storage units, available for purchase at additional cost

2019 PLANNING ADDENDUM

In 2019 we were provided with a Planning Addendum for the proposed redevelopment of the NWCC Site by the developer's architects, Pollard Thomas Edwards. The developer has requested commentary on the required alterations to the original plans (affecting the private element of the scheme), which can be summarised as follows:

- The addition of 28 affordable homes to the West Block of the scheme, which was originally destined to consist exclusively of private accommodation
- 3B5P units have been removed from the top of the West Block of the scheme, reducing it by 2 storeys
- A stack of 1B1P units has been re-designed to provide more 2B units

The above alterations were made due an assessment on daylight and sunlight impacts from the Planning Authority.

In our opinion, the key alterations affecting achievable values in the revised NWCC proposals are as follows:

1) *The relocation of some affordable units to the West Block*

- We understand that the developer is planning to carry out the preferred option of providing a separate entrance and clean core for the affordable accommodation in the West Block. We do therefore not expect the relocation of the 28 affordable units to affect the values of the private units.
- In order to maintain achievable values and a good sales rate within the private portion of the scheme, the 28 affordable units within the West Block should not have access to the private residents' designated facilities within the scheme

2) *An altered private unit mix*

As per both schedules of accommodation provided to us by Pollard Thomas Edwards, the original and revised unit mixes at the subject scheme compare as follows:

Original Private Unit Mix		Revised Unit Mix		% Change
Studio	23	Studio	9	-61%
1B2P	53	1B2P	36	-32%
2B3P	17	2B3P	12	-29%
2B4P	33	2B4P	32	-3%
3B5P	16	3B5P	12	-25%
3B6P	6	3B6P	6	0%
TOTAL	148	TOTAL	107	-28%

We note that the largest percentage reductions are to the number of studios and 1 bedroom units.

As per our target market analysis for the subject scheme provided by us to the client in 2018, we estimate that studios and 1 bedroom units will experience the highest levels of demand from purchasers.

We would therefore encourage the client to reconsider the revised unit mix, allowing for a smaller reduction in studios and 1 bedroom units and a greater reduction in 2B4P units. Due to reduced demand, we estimate that the latter unit type will experience a slightly slower sales rate and a lower average £psf rate in comparison to smaller unit types.

Due to the higher average achievable £psf rates for the smaller units in both pricing scenarios, an increase in studios and 1 bedroom units in the revised mix would also likely result in a higher achievable GDV. Due to the predicted higher demand for these unit types, we would expect that a good provision of these would also drive the sales rate and sales momentum at the scheme.

Our research demonstrates that local new-build schemes benefitting from a larger proportion of smaller units have also experienced more positive sales rates than developments with a greater number of large units.

3) *An overall reduction in the number of private units*

The number of private units has been significantly reduced from 148 in the original plans to 107 in the revised plans.

Our new unit-by-unit pricing exercise demonstrates the estimated net effect to achievable GDV at the scheme (see **Appendix ii**).

The estimated loss in GDV due to the reduction in number of private units can be summarised as follows:

Original Estimated Achievable Values		Revised Estimated Achievable Values		% Change
Studio	£10,337,500	Studio	£3,952,500	-61.8%
1B2P	£30,592,000	1B2P	£19,890,500	-35%
2B3P	£11,705,000	2B3P	£8,070,000	-31%
2B4P	£25,425,000	2B4P	£23,885,000	-6%
3B5P	£14,622,500	3B5P	£10,585,000	-27.6%
3B6P	£8,820,000	3B6P	£9,625,000	-9%
GDV	£101,502,000	GDV	£75,574,000	-25.5%

4. Target Market

South Kilburn is a relatively central, well-connected residential area within TfL Zone 2 in North West London, which has lately become recognised as a suitable and cheaper alternative to South and West Hampstead, Maida Vale, North Kensington, and Ladbroke Grove. Its excellent transport links to central London's principal commercial and retail districts via nearby Overground and Underground stations typically make it an ideal residential location for individuals working in these districts, who are seeking an easy commute and a buzzing neighbourhood in addition to greater affordability compared with more traditionally popular areas.

The area's two principal and established local high streets, Salusbury Road and Chamberlayne Road, have experienced notable regeneration over the past ten years, with new high-quality independent shops, cafés, restaurants, and the renowned Queen's Park Farmers' Market, establishing NW6 as an attractive place to live. The well-maintained green space of Queen's Park contributes to the residential appeal of the location.

The new development at the subject site will be similarly regarded, and received, to the completed new-build scheme at Queen's Park Place, attracting a similar demographic in terms of nationality and age. It is likely that the new development will attract demand both from UK and overseas markets. However, since the Brexit referendum and SDLT increases for investors as well as interest offset changes, there has been a shift in ratio towards owner-occupiers in many schemes at a similar price-point across London. Reasons for purchase have become increasingly situational rather than opportunistic. It is therefore reasonable to anticipate a higher proportion of owner-occupiers than buy-to-let investors at the subject scheme. We also anticipate a large proportion of purchasers coming from the domestic market, due to the enduring trend towards UK interest in the less traditional and 'emerging' London postcodes.

Brent Council's South Kilburn Area Profile of 2018 demonstrates that currently, the area has a relatively high proportion of one-person households, with 42% of households having only one resident compared with 28% across Brent.⁴ The study also demonstrates that the age profile of residents in South Kilburn is currently slightly younger than in Brent and London. Around a quarter of South Kilburn residents are currently children aged under 16, compared with one in five in both Brent and London (24% compared to 20%). The area has a slightly lower proportion of older people; 21% are aged 50 and over, compared with 25% in Brent and London. The study demonstrates that overall, 68% of the population of South Kilburn is of working age, which is fairly close to the Brent and London average of 69%.⁵

According to the most recent UK census of 2011, the age range of inhabitants residing within the London Borough of Brent as a whole is typical of a young and increasingly affluent urban population. Of Brent's relatively young population, the most dominant age groups are 20-29 and 30-39, with the 40-49 age group following closely behind. In new Central London developments at a similar price point, the majority of purchasers fall within the 30-49 age bracket. We expect this to be reflected amongst purchasers at the subject scheme (see 'Buyer Profiles' below).⁶

⁴ Brent Council Business Intelligence Unit | Research and Intelligence: South Kilburn Area Profile, November 2018

⁵ Ibid.

⁶ London Datastore: 2011 Census

BUYER PROFILES: EMERGING TRENDS

The proposed development is likely to appeal to the following categories of buyer. The following groups describe dominant characters within the UK's creeping trends.

GLOBAL NOMADS

Global Nomads, or 'GloMads', are generally young people who are open to travelling from place to place over long periods of time for employment as they delay life decisions. They are typically early adopters of new technology. 'GloMads' have the potential to place the largest demand on rental housing stock that is suitable for one or two, with small amounts of belongings.



MYSIZERS

'My-Sizers' are those who are purchasing to better suit their evolving needs, both in terms of space and finances. They may be motivated by liquidating capital. As well as the differing life stages, policy instruments can have a significant impact on a householder's desire to 'My-Size'.

TUMBLEWEEDERS

'Tumbleweedeers' occupy homes that are too large for their needs. They tend to be individuals working in a city, who might spend weekends in other locations and may own homes in both. They might also be 'empty nesters' who have not yet downsized since their children left home. They might also have 'part-time families' (children from previous relationships living with them at weekends).



BUYER PROFILES: ESTABLISHED BUYERS

The following groups are likely to make up the core demographic of established buyers at the development.

PROFESSIONAL COUPLE

Who they are:

- Early to mid 30s. Double income, no children
- Joint income of £150,000 - £250,000
- Example: one is a lawyer in the City and the other is a senior client director at a brand agency
- Shop at Waitrose (would shop at Whole Foods if there was one close by)
- Eat out twice a week and entertain once every two weeks (dinner parties for 6-8 people)
- Aspire to live in Hampstead, but are priced out of the prime locations

What they want:

- Currently renting in Hampstead, and with combined savings can afford up to c.£800,000
- 2 bedroom flat
- Require – convenience, transport, gym, bars, restaurants, retail, green space
- They have one car between them and would require a parking space. They both have bikes and skis and will require space to store these. One may own a motorbike or scooter



UK INVESTOR FOR FAMILY

Who they are:

- Mid 50s-60s
- The family home is in the Home Counties
- Typically the parents of two children, who have decided to invest in a property for their children and/or their own retirement
- Their children are mid 20s young professionals working and renting in London
- They have a house worth £3.5m and savings which they will use for a purchase

What they want:

- 1 or 2 bedrooms (both bedrooms to be of a similar size as one could be rented out)
- Good growth prospects and a competitive rental yield
- Require – Convenience, transport, security, amenities, space for parents to stay
- Decent open-plan space with room for a desk in bedroom/sitting room



OVERSEAS INVESTOR

Who they are:

- Wealthy, with a child who aspires to go to a London University
- Live in Hong Kong, Singapore, Istanbul, Moscow
- Child will attend university in 1-10 years' time and the flat will be bought as an investment as well as a base for the child
- In the short term the flat may be rented out to young professionals
- In the long term the flat will be occupied by a member of the family

What they want:

- Recognised, traditional area
- 1 / 2 / 3 bedrooms (all bedrooms to be of a similar size as one could be rented out)
- Good growth prospects and a competitive rental yield
- Require: convenience, transport, security, amenities, space for parents to stay
- Security is a definite requirement
- Proximity to good universities
- Looking for a decent open-plan space with room for desk in bedroom/sitting room



COMMERCIAL INVESTOR

Who they are:

- Successful businessperson working in a high-powered role or running own business.
- Based anywhere in the world
- See London as a safe haven for investment and own a diversified property portfolio
- Flat will be held for the medium to long term and is destined to be rented out

What they want:

- 1 / 2 bedrooms (all bedrooms to be of a similar size)
- Good growth prospects and a competitive rental yield
- Competitive pricing compared to comparable schemes
- Require – Convenience, transport, security, amenities
- Competitive service charge



LOCAL DOWNSIZER

Who they are:

- Late 60s/70s with limited cash flow
- Own, and live in, a villa in Queen's Park / Hampstead
- Long term local resident who wishes to stay in the area
- Cash buyer
- Children are grown up with own families

What they want:

- 2/3 bedrooms with some outside space
- Security/concierge
- Lateral living
- Lock up and leave



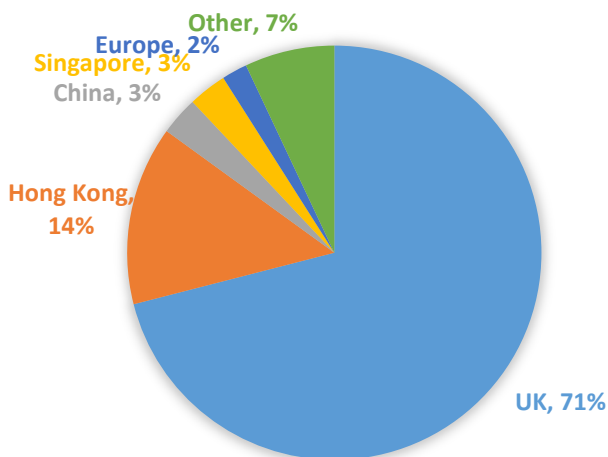
TARGET MARKET CASE STUDIES

London schemes in broadly comparable Zone 2 locations with good links to central areas, have attracted buyer profiles as follows:

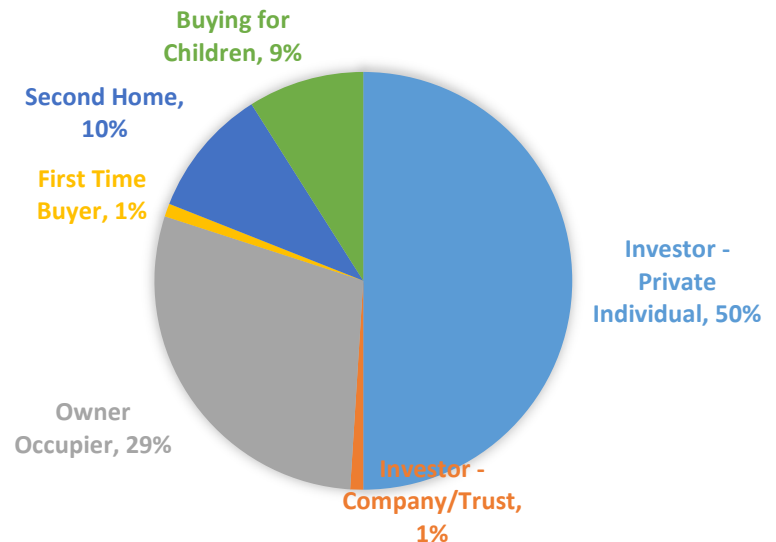
- **Television Centre, W12 | Average asking: £1,250 psf | Launched Q3 2015**

The sales & marketing campaign at this scheme, which has recently sold out of its first phase, set out to capture a majority of owner-occupiers in order to ensure and maintain a vibrant atmosphere at the development. It followed that the majority of buyers came from the domestic market. The higher price point of this scheme, in comparison to the expected £psf rate at the subject site, likely dissuaded a significant number of overseas individuals from purchasing. However, the excellent placemaking at the site, which comprises several internationally recognised brands including a branch of Soho House, is likely to have increased appeal to certain buyers on a global level.

BUYER NATIONALITY



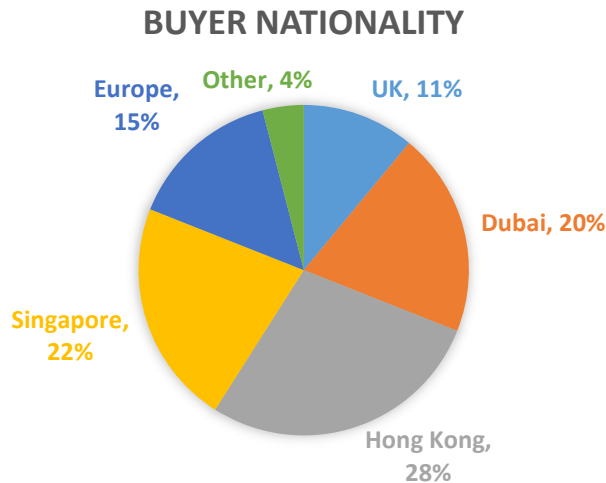
REASON FOR PURCHASE



We would expect the proportion of domestic versus overseas purchasers at the subject scheme to approximately reflect the above. Lower capital values at the subject scheme will appeal to the overseas market, while UK buyers will be attracted by the Help to Buy incentive available on a large proportion of the studios and 1 bedroom units. While many overseas buyers might be dissuaded by the relatively low-rise nature of the proposed building and its non-traditional location, the height of the building will be less important to UK buyers, who are also likely to recognise the relative affordability and ongoing regeneration of the area.

- **The Ladbroke Grove, W10 | Average asking: £1,166 psf | Launched Q4 2013**

In the case of this scheme, the relatively high number of international purchasers was strongly influenced by a successful overseas sales & marketing campaign that included exhibitions and one-on-one meetings in Dubai, Singapore and Hong Kong. The widely recognised W10 postcode, the scheme's proximity to Notting Hill, and an internationally recognised developer brand (Taylor Wimpey), contributed to the appeal of the development during the overseas marketing stage.



At the subject scheme we would expect a larger proportion of buyers to come from the domestic market. However, take-up from international purchasers is likely to form a portion of sales. International buyers are likely to come from China, Asia Pacific and the Middle East.

- **Queen's Park Place, NW6 | Average asking: £965 psf (currently available resale units) | Launched Q1 2014**

We understand from the developer that this scheme sold to the following groups:

- One trip to South East Asia was made for the overseas sales & marketing campaign, at which circa 25% of the scheme was sold to overseas buyers
- Following practical completion, all purchases were made by domestic buyers
- The majority of penthouses within the scheme were purchased by individuals downsizing from large Victorian houses in the vicinity
- There was an approximate 50:50 split between investor purchasers and owner-occupiers (professionals and downsizers)
- Investors tended to purchase off-plan; many of these were 'legacy investors,' renting the property out in the short term with a view to having it for family use in the future

According to our research and experience on similarly sized developments at Zone 2 locations, with a similar quality of specification and amenities, we estimate that the target market at the subject scheme might be composed as follows:

Purchaser Type		Product Demand	SQFT	Budget	Anticipated Purchasers	
Investors	International	All	421 – 1,478	Up to £1.675m	15%	35%
	UK	All	421 – 1,478	Up to £1.675m	10%	
	UK Investor for Family	1 beds, 2 beds	541 – 851	Up to £907,500	10%	
Owner-Occupiers	Young Professionals	Studios, 1 beds, small 2 beds	421 – 772	Up to £720,000	35%	65%
	Pied-à-Terre	Studios, 1 beds, small 2 beds	421 – 772	Up to £720,000	15%	
	Families	3 beds	952 – 1,478	Up to £1.675m	10%	
	Downsizers	2 beds, 3 beds	702 – 1,478	Up to £1.675m	5%	

5. Unit Mix

Given the anticipated target demographic for the proposed scheme, we advocate a larger number of smaller units within the private unit mix.

In the most recent plans provided by the developer's architects, the following unit mix of private accommodation has been agreed upon:

Unit Type	Total Number	% of Total
1B1P	9	8.4%
1B2P	36	33.6%
2B3P	12	11.2%
2B4P	32	29.9%
3B5P	12	11.2%
3B6P	6	5.6%
TOTALS	107	100%

As per our above analysis of the expected target market for this development, it is likely that there will be strong demand from first-time-buyers, professional couples, investors and downsizers. These groups are expected to be price-sensitive in terms of capital values and £psf rates, with limited readily available liquid funds, and lifestyles or investment plans that favour logistical convenience over living space. In view of sales rates for the different unit types, and unit mixes, at closely comparable schemes such as Queen's Park Place, we would recommend limiting the number of 2B4P and 3B apartments as far as possible within planning allowances.

It is our opinion that the above submitted unit mix could be improved, within planning parameters, to reflect anticipated demand from the target market, and therefore drive sales and achievable values.

- The relatively low percentage of smaller units (1B1P to 2B3P) accounts for only 57.9% of the total private portion of accommodation. This is compared to the percentage of smaller units at the following local schemes which experienced positive post-launch sales rates:
 - **Kilburn Quarter** (78.5% one and two bedroom units; average sales rate of 5.25 pcm)
 - **NOMA** (70.6% one and two bedroom units; average sales rate of 3.75 pcm)
 - **Abbey Road Cross** (86.6% one and two bedroom units; average sales rate of 4.3 pcm)

In contrast, the relatively low percentage of smaller units at the following schemes resulted in weaker sales rates as follows, reflecting a failure to cater to target market requirements:

- **The Avenue** (43% studio and one bedroom units; 57% two and three bedroom units – 1.5 pcm)
- **Park Place** (22% one bedroom units; 78% two and four bedroom units – 2 pcm)
- **Prime Place** (31% one bedroom units; 69% two and four bedroom units – 1.7 pcm)

An optimum unit mix for this scheme, at our anticipated price point, might broadly appear as follows (should this option be acceptable within planning recommendations):

Unit Type	Total Number	% of Total
1B1P	19	55%
1B2P	40	
2B3P	20	30%
2B4P	12	
3B5P	10	15%
3B6P	6	
TOTALS	107	100%

We consider that a good provision of smaller units presents the opportunity to achieve a higher average £psf rate than if these were replaced with fewer, larger units.

Our target market analysis also demonstrates that there is likely to be stronger demand for smaller units with lower capital values.

- We consider that the relatively small proportion of planned 3 bedroom units (16.8% of the existing total) will limit the risk of a slower sales rate. It is our opinion that the percentage of 3 bedroom units should be capped at 16.8%. At many developments at this price point, the 3-bedroom unit type takes the longest to sell and developers are often pushed to accept higher discounts to prevent these from lingering on the market. An example of higher discounts on larger units occurred at Queen's Park Place, where we understand that two penthouse units lingered on the market post-completion. The last of these was sold after being discounted from £1.995m to £1.75m.

3 bedroom units at the proposed scheme will suffer from a greater level of competition than the smaller units, specifically from second-hand market supply (e.g. small Victorian terraced houses and well-refurbished apartments in local period terraces). Increased market competition is likely to result in a slower rate of sale for these larger units, resulting in likely discounting and a lower achieved £psf rate.

It therefore follows that we recommend, as per the above unit mix, that the developer reduces the number of 3B5P units to 10.

- The already limited supply of larger 3-bedroom penthouse apartments (6 in total) will likely act as an effective marketing tool and help to push values. We believe that the already limited supply of these would not enable the maximisation of achievable values.

We understand that the developer's architects have not been asked to re-design the remaining parts of the private portion of the scheme, excluding the repositioning of the affordable element in the West Block and the consequential loss of some private units. We note that a redesign according to our above recommendations would increase construction costs, since it would require locating different unit types in stacks, thus compromising the existing cost-effective stacking strategy.

6. Unit Layouts and Access

We have found that purchasers at the expected price point of this development tend to favour **open-plan lateral layouts**, which maximise space and the flow of natural light.

Competing schemes in the local new-build market have typically been able to sell open-plan lateral apartments at a more positive rate than duplexes, or indeed units with separate kitchens etc.

As per the architects' plans for the subject scheme, we note that the majority of apartments benefit from a lateral layout, with only the six penthouse units arranged as duplexes. This is likely to appeal to purchasers' requirements and aspirations, and will help to drive the sales rate and achievable values.

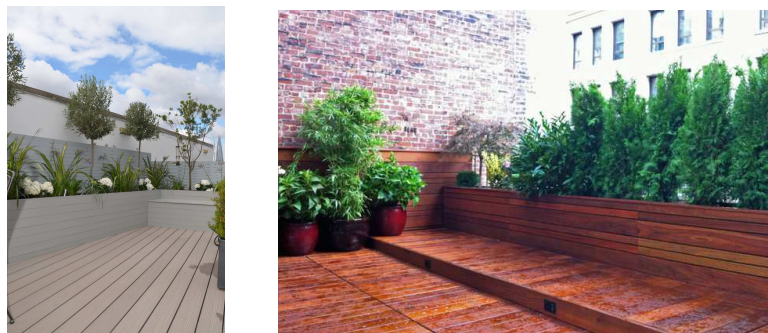
We have experienced a general lack of demand from purchasers for apartments that are accessed via communal **gallery access**. Purchasers of new-build property at this level of the London market traditionally value privacy and security, and therefore prefer apartment access from an internal core that is accessed via a secure residents' lobby. Gallery access also tends to be perceived negatively on an aesthetic level.

We note from the architects' plans that a large proportion of the private units have gallery access, and our achievable pricing for these specific units reflects the anticipated reduced demand. However, we also take into account the **dual aspect** made possible by the gallery access, which might outweigh the disadvantage of access style.

Gallery access can have a 10-15% negative impact on values, and therefore the following measures should be taken by the developer in order to maintain values:

- Give the gallery access areas an architectural feel and make them an attractive selling point by:
 - Maximising light (e.g. use glass instead of brickwork or railings)
 - Maximising planting (e.g. a mixture of low areas and tall columns of box hedging)
 - Maximising the use of natural and attractive materials (e.g. smart durable decking)
 - Avoiding apartment front doors being directly visible from the street

Each area of gallery access should be designed with the above features in mind in order to drive the sales rate and maximise the achievable values on these units.



Purchasers across the board are coming to expect the provision of a **balcony or terrace**. The provision of private outside space to all apartments will help to push achievable values and to distinguish these offerings from local competition in the second-hand market. Balconies to studio apartments will significantly maximise the impression of available and usable space.

We note from the architects' plans that each private unit in the subject scheme will benefit from a balcony or terrace, which will drive the sales rate and achievable values.

7. Internal Specification

Comments and Recommendations

In general, it is our opinion that the above level of specification is suitable for the development in light of target market aspirations and requirements, and in light of the levels of specification provided by local competition (see below).

Our comments and recommendations are as follows:

- **General:** The developer should ensure that the colour palette chosen for walls, floors and built-in units is neutral and 'on brand'
- **Kitchen worktops:** The provision of granite or silestone worktops to all kitchens will appeal to buyers and help to push achievable values, since these are widely considered to be superior options to laminate, and more durable than wood.
The increased cost to the developer of materials and installation for superior worktops will likely be offset by the overall uplift in value to the apartments. This is due to buyers typically focusing on kitchen worktops, among other factors, as a signifier of overall apartment quality.
- **Kitchen appliances:** The developer should ensure that Siemens or equivalent is chosen as the brand for the majority of the principal appliances, since this is now widely expected by buyers at this level of the market
- **Bathroom fittings:** The developer should ensure that a good-quality brand is chosen for the bathroom fittings, since this is now widely expected by buyers at this level of the market
- **Bathrooms:** The 'shower-over-bath' configuration should be avoided where space permits, with separate shower units being installed to the larger bathrooms
- **Flooring:** Consider installing the engineered timber flooring in a herringbone design, as this is a design feature that is increasingly well-received by new-build purchasers
- **Media/AV:** Should the developer wish to push achievable values at the building, they may wish to consider installing cabling to allow purchasers to add a surround-sound system to the penthouse apartments
- **Heating/cooling:** Should the developer wish to push achievable values at the building, they may wish to consider providing comfort cooling and underfloor heating to habitable rooms in all standard and penthouse apartments
- **Storage:** Ample in-built storage to be provided to all apartments, with a separate cloakroom/storage cupboard to larger apartments for washing/drying machines. The developer might consider providing a built-in wardrobe to all bedrooms in all apartment types, in order to push achievable values
- **Windows:** Floor-to-ceiling windows where possible, to maximise light and give a contemporary feel

Purchasers from the target market for the proposed development will likely cast their net relatively wide in their property search, and will have a several comparable options to choose from.

It is therefore of importance that the level of specification places the development in line with competition in the market.

Comparable schemes that have experienced good sales rates, such as Queen's Park Place and West Hampstead Square, demonstrate the excellent level of finish, and consistent quality throughout, that buyers expect from apartment interiors, amenities and communal areas. These completed developments have successfully responded to buyers' evolving tastes and lifestyle choices.

A consistent level of good quality fixtures, fittings, materials and brands should be chosen to mirror the aspirations of expected purchasers. Internal finishes should be of streamlined, neutral design.

Competitor Specification

Below is a summary of the specification on offer at new-build schemes in the local area.

Development	Flooring	Bathrooms	Bedrooms	Kitchens	Heating / Cooling
Queens Park Place	Engineered Timber & Carpets	Porcelain & Ceramic	Built in storage to master	Contemporary design Bosch/Miele appliances	Underfloor
NOMA	Carpet	Ceramic floor and wall tiles	Built-in sliding wardrobes	Handleless with quartz worktops Siemens integrated appliances	Underfloor
The Avenue	Wooden flooring to living; high quality carpet to bedrooms	Natural stone / ceramic wall and floor tiles	Fitted wardrobe to all bedrooms	Contemporary handle-less units, quartz worktops, Siemens appliances, four-ring hob, integrated wine coolers to 2 & 3 bedroom units	Underfloor heating
Park Place	Engineered oak & matt lacquer finish & carpets	Porcelain wall and floor tiles	Built in storage to master and second bedrooms	Poggenpohl handleless, composite stone work surfaces, Siemens integrated appliances	Underfloor heating in all areas
Kilburn Quarter	Laminate & Carpets	Ceramic	Built in storage to master	Silestone worktops Neff appliances	Underfloor
Prime Place	Porcelanosa & carpets	Porcelanosa tiles to walls and floors	Built in storage to master	Porcelanosa handleless with integrated appliances	Centrally provided heating
Argo House	Engineered Oak & Carpet	Ceramic	No built in storage	Granite worktops & integrated appliances	Underfloor
Westbourne Place	Engineered oak; carpet to bedrooms	Porcelain floor and wall tiling	NKN	Contemporary kitchen units with soft-close mechanism; LED lighting under wall units; quartz worktops; Smeg appliances; built-in wine cooler (except 1 beds)	Underfloor
West Hampstead Square	Oak parquet floor & Carpet	Marble	Storage to all bedrooms	Marble worktops with integrated appliances	Comfort cooling
The Ladbroke Grove	Choice of flooring available	High quality floor and wall tiles	Built in storage to master	Bespoke kitchens Siemens/Miele	Underfloor
Portobello Square	Engineered oak flooring to living spaces; high quality carpet to bedrooms	Villeroy & Boch sanitaryware	Built-in full-height wardrobes to master bedrooms and some second bedrooms	Silestone worktops with upstands; Siemens appliances	Underfloor

Penthouses

The developer may wish to consider increasing the specification of the 6 penthouse units, in order to market these apartments as premium offerings and add value. We would suggest the following:

- Larger outside terraces (wraparounds where possible)
- Two en-suite bathrooms (separate bath & shower to master & shower-over-bath to secondary) plus a separate family bathroom OR preferably: three en-suite bathrooms with a separate cloakroom/WC should space permit
- Comfort cooling and underfloor heating systems to principal rooms and bedrooms
- Fitted wardrobes to all bedrooms
- Increased specification kitchens (corian/marble worktops, island units or extra storage, 'up-spec' appliances such as Miele)
- Separate baths and showers to the principal bathrooms and en-suites
- Three ensuite bathrooms plus a separate cloakroom
- Integrated technology such as surround-sound and smart home technology

8. Amenities

CAR PARKING

In plans for NWCH Phase 4, a total of 18 car parking spaces have been planned, located in a secure basement parking facility. It is our opinion that there will likely be some demand for car parking by purchasers.

As detailed in our previous report on the subject scheme, it is unlikely that the development will require a ratio of parking spaces to apartments of 1:1, and in our experience parking is more likely to be of interest to purchasers of larger units. We would not anticipate offering a large number of parking spaces to purchasers of the smaller units. Limiting car parking availability to purchasers of larger or higher value units has proved successful at recent schemes such as Television Centre, W12.

Due to the limited number of spaces, we would recommend making these available for purchase solely to the buyers of selected high-value apartments (e.g. penthouses). We would recommend offering each space for £45,000 (see below for local comparables).

We would assume that 100% of the spaces allocated to the private apartments will be sold at full value. We would also recommend the provision of storage cages to be offered for sale at additional cost, as well as ample cycle storage.

Development	No. Private Units	No. Car Spaces	Cost/Space	Cost/Storage Space
Queen's Park Place	116	19	£40,000	Included w/parking
West Hampstead Square	145	0	N/A	N/A
The Ladbrooke Grove	96	72	£55,000	£15,000
Kilburn Quarter	126	90	Included w/ selected units	N/A

LOBBY, CONCIERGE AND COMMUNAL AREAS FOR PRIVATE RESIDENTS

We note that the updated architects' plans allow provision for a central lobby and concierge space, adjacent to a Residents' Room, at ground floor level within Block B of the West Block.

New developments at this price point are increasingly prioritising the design of an attractively designed entrance lobby in order to maximise buyers' and residents' first impressions of space and luxury.

A suitable and attractive entrance lobby at this price point might include:

- A double-height ceiling (building design permitting)
- A comfortable, contemporary and well-dressed seating area with coffee table and accessories
- A staffed concierge desk with parcel storage facility
- WC/Cloakroom (space permitting)

The exact configuration of lobby spaces varies across comparable developments, but successful examples have made use of natural light with floor-to-ceiling windows, or have used statement low lighting and plush furnishings in a design-led approach.

Security will be an important consideration as a feature of the lobby area, meaning that full 24/7 CCTV coverage is to be recommended. Good outside lighting and CCTV around the buildings will also be essential.

At this price point, purchasers are increasingly sensitive to elevated service charges that cover non-essential services and amenities. We would therefore advocate limiting the concierge to a daytime service (covering parcel delivery and collection etc.) rather than a full 24h provision.

In light of service charge sensitivities, we would also encourage the developer to limit additional private residential amenities to the Residents' Room. This should be dressed as a comfortable living space, containing options for:

- Conversion into a screening room (overhead projector and suitable seating)
- Conversion into a dining space (suitable furniture)
- Conversion into a games room (fold-away table tennis etc.)

The above provision would represent a relatively low-cost means of attracting buyers to the scheme, whilst controlling the annual service charge.

A good provision of attractive gyms in the local area (for example the range of fitness, yoga and pilates studios located on Salusbury Road) negates the requirement for an on-site gym, which would likely result in an elevated service charge and would reduce the flexibility of the Residents' Room.

9. Sales & Marketing Strategy and Expected Sales Rate

SALES & MARKETING BUDGET

For this type of scheme with a projected 107 private units and a limited range of amenities, we would recommend an indicative marketing budget of circa 1.5 - 2% of the GDV. An estimated allocation of the budget might appear as follows:

- | | |
|-----------------------------|---|
| ○ General marketing: 18% | ○ Launches/exhibitions/advertising: 30% |
| ○ Printed materials: 10% | ○ Marketing suite: 30% |
| ○ Hoarding/signage: 5% | ○ Public relations: 2% |
| ○ Digital media/website: 5% | |

SALES & MARKETING STRATEGY

In order to maximise the sales rate at the scheme, at the same time as maintaining the level of achievable values across the private residential units, we believe that a phased sales strategy should be implemented.

The overall sales strategy and phased releases should link in with the construction programme and any funding or financial requirements. The strategy will take into account: current market conditions, anticipated future market conditions, mix and availability of units, differing tenures, and potential release dates. By introducing a number of key phases across the UK, and an international sales and marketing campaign, a natural urgency can be created amongst buyers based on the notion that if they delay committing to a purchase, they run the risk of losing their preferred unit at either an attractive price or to another buyer.

Different unit types and values naturally sell best at different stages of the sales and marketing campaign. Certain styles of unit will not maximise their 'off-plan potential' due to a variety of reasons, such as higher value, position in the building, or internal layout. These will most likely sell to owner-occupiers when completed. Other unit types (those that are typically compact and well positioned) can achieve the best possible value off-plan, should the sales and marketing campaign deliver the correct levels of momentum and urgency.

As per our Indicative Sales & Marketing Timeline, we would recommend dividing the sales & marketing process into distinct phases as follows:

- | | |
|----------------------------------|--|
| • Pre-Launch | • Phase 3: Ongoing sales, including overseas sales |
| • Phase 1: Pre-sales | • Phase 4: Show apartments |
| • Phase 2: Marketing suite sales | • Phase 5: Post-practical completion |

OVERSEAS INITIATIVES

As per the Target Market analysis for this scheme, it is our opinion that the majority of purchasers will come from the domestic market. This is due to multiple factors including the location of the development, the massing of the building, and the relative lack of on-site amenities.

However, we do anticipate there being some demand from overseas purchasers, who should be targeted as part of the sales & marketing strategy. This is due to the relative affordability of the scheme in comparison to more centrally located options, in addition to the well-sized units which help to control capital values, and the strong rental market for this type of product.

PHASING WITH WIDER SOUTH KILBURN REGENERATION ZONE

We understand that the following phases within the South Kilburn Regeneration Zone are currently under construction, and the launch dates of these will need to be taken into account when ascertaining the launch date for the subject scheme:

Development Name	Construction Start	Launch	Estimated PC	Private Units
Chippenham Gardens	2020	TBC	2021/2022	30
Peel Place	2019	Phase 2: Q4 2022 Phase 3: Q3 2023 Phase 4: Q1 2025	2022 / 2023 / 2025	187
Queens Park Cullen House	TBC	TBC	TBC	98
H&E	TBC	Q1 2025	TBC	93

N.B.: We are still waiting for the above 'TBC' dates to be confirmed by Brent Council, and will provide a recommendation on launch dates for the subject scheme once these have been provided.

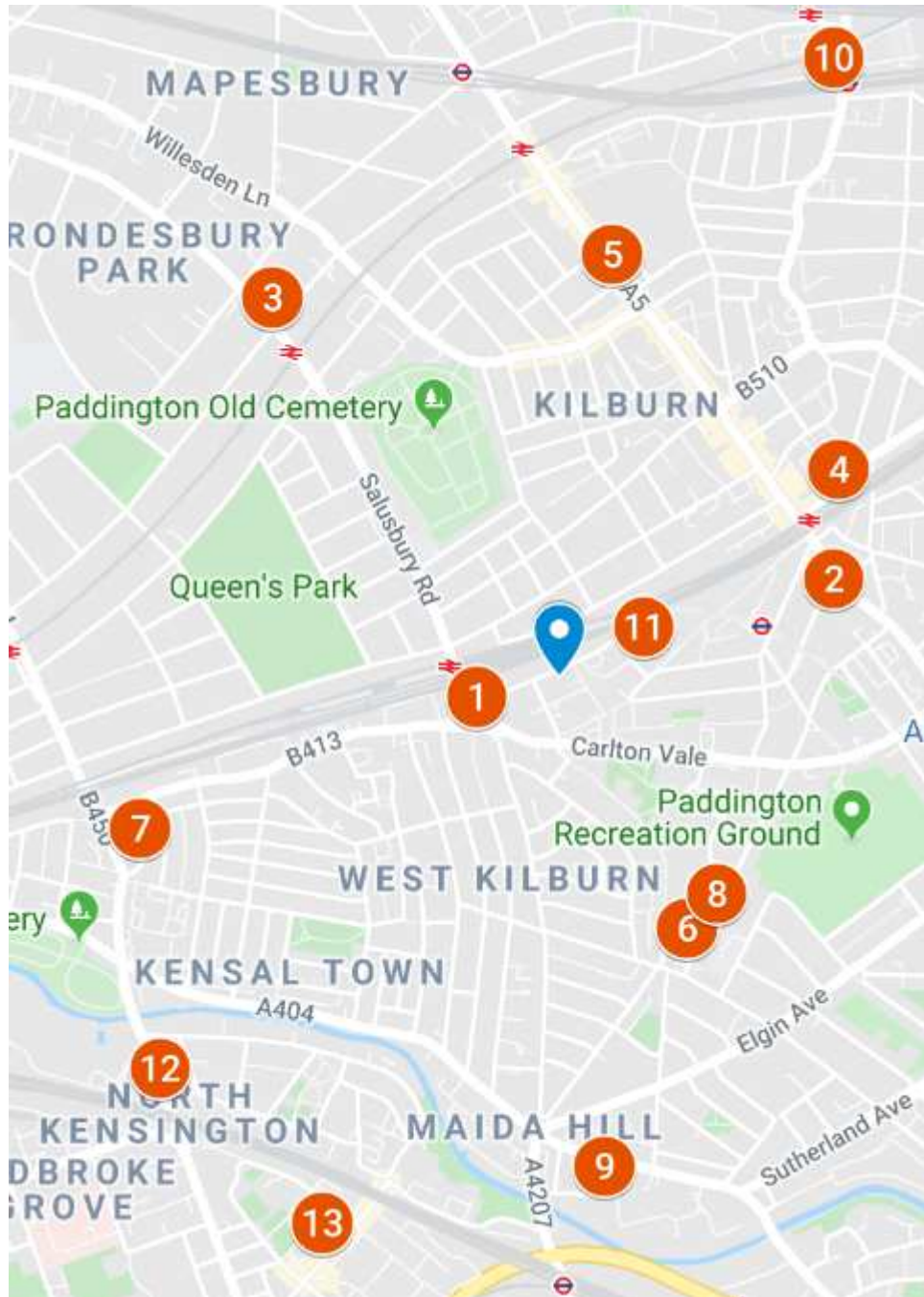
With 107 private units anticipated to come to the market from NWCC, along with private units in the Hereford & Exeter, Gloucester & Durham, and QPCH sites that are forecast to complete over the course of the next 3-4 years, it is vital that the timing of delivery is managed carefully. The successful post-launch sales rate at Queens Park Place, for instance, demonstrates that there is a demand for new homes at this location; however, the sales and absorption rate is likely to be negatively affected by a potential oversupply of units should these be delivered in too high a volume over too tight a timescale. Spacing out delivery will help to sustain sales rates and £psf values across the regeneration site.

We would advise the developer to release groups of units in separate phases, with a strong sales push at the off-plan stage before the development reaches practical completion. Launches of the separate phases should be isolated in timescale from those happening at other schemes on the regeneration site in order to keep supply limited, maintain a good level of buyer demand, and support achievable sales prices over each individual release.

INDICATIVE SALES & MARKETING TIMELINE

Please see **Appendix i** for our indicative sales & marketing timeline, which assumes a 36-month build programme. The demonstrated sales rate (average of 4 pcm from official sales launch) is based upon our current experience, and on the sales rate at completed and sold comparable sites. This sales rate assumes a sales launch at 15 months prior to PC, with UK and overseas initiatives, and is also based on our pricing assumptions detailed in Section 10.

10. Residential Values: Comparable Evidence



NWCC

Queen's Park Place

NOMA

The Avenue

Abbey Road Cross

Park Place

Kilburn Quarter

Prime Place

Argo House

Westbourne Place

West Hampstead Square

Canterbury Lofts

The Ladbrooke Grove

Portobello Square

Queen's Park Place



Development	Queen's Park Place, NW6 5DT
Developer	Londonewcastle / London Borough of Brent
Total Units (Private)	116
Private Unit Mix	36 x 1 beds; 80 x 2 beds; 28 x 3 beds
Maximum height	7 storeys
Leases	250 years
Amenities	24-hour hotel-style concierge, Underground car and cycle parking, Storage spaces Car charging points, On-site M&S Simply Food store, Landscaped courtyard gardens
Service Charge	Estimated £3.95 psf per annum
Launch Date	Q1 2014
Current Status	Sold out Q3 2017
Sales Rate	3 units pcm
Average Achieved Price £psf	£988 (recent resales)
Average Asking Price £psf	£970 (currently available)
Completion	Q2 2016

Source: Molior

We understand that pricing at the scheme at launch was as follows:

	Max	Avg	Min		Max	Avg	Min
Price:	£1,995,000	£720,000	£510,000	1 Bedroom	£610,000	£530,500	£510,000
£psf	£1,326	£867	£702	2 Bedroom	£865,000	£698,421	£635,000
Sq. ft	1,506	793	540	3 Bedroom	£1,995,000	£1,872,500	£1,750,000

Source: Molior

Recent Resales

Address	Floor	Beds	Sqft	£Achieved	Sold £/sf	Exchange Date
3 Birchside Apartments	1	1	525	£530,000	£1,010	10/05/2019
56 Birchside Apartments	5	1	742	£570,000	£768	28/02/2019
13 Queens Park Penthouse	4	3	1,349	£1,376,000	£1,020	25/01/2019
28 Birchside Apartments	2	1	556	£585,000	£1,052	06/06/2018
12 Queens Park Penthouses	4	2	871	£1,080,000	£1,240	14/06/2018
41 Alderside Apartments	5	2	784	£715,000	£912	07/03/2018
11 Alderside Apartments	2	1	563	£515,000	£915	07/03/2018

Sources: LonRes

Currently Available Units:

Unit	Floor	Beds	Asking Price	Sqft	Asking £/SqFt
14 Cedarside	3	2	£735,000	780	£942
Birchside Apartments	3	1	£900,000	945	£952
Birchside Apartments	5	1	£595,000	554	£1,074
Cedarside Apartments	4	2	£800,000	777	£1,030
Cedarside Apartments	2	2	£750,000	802	£935
Birchside Apartments	1	2	£995,000	1,026	£970
n/a	1	2	£750,000	840	£893

Sources: LonRes & Rightmove

Comparison with NWCC:

Queen's Park Place is the most relevant comparable development to the subject scheme, due to its geographical proximity, comparable footprint, similar number of units, similar amenities, similar internal specification and identical lease length. Although it sold out from the developer in Q3 2017, we have access to some recent resales which provide a useful guide to achievable values in the subject scheme.

We expect the private units at the subject scheme to achieve a similar average rate £psf as the recent resales at Queen's Park Place. Both schemes enjoy a very similar location, expected internal specification and range of amenities. While Queen's Park Place benefits from a 24/7 concierge in a double-height lobby, as well as a slightly superior location in greater proximity to transport links, NWCC will benefit from being brand new and having a greater number of storeys.

We would encourage the developer of the subject scheme to replicate the 'sense of arrival' offered by the well-designed double-height lobby at Queen's Park Place, which set the tone for the branding of the development and marked it out against local competition.

We would, however, note that the proposed communal space at NWCC will not benefit from exclusive use for private residents in the same way that Queen's Park Place does.

NOMA Westminster



Development	Noma Westminster, NW6 5SN
Developer	Clarion Housing Group
Total Units (Private)	109 private
Private Unit Mix	32 x 1 beds, 45 x 2 beds, 24 x 3 beds, 8 x 4 beds
Maximum height	9 storeys
Leases	999 year leasehold
Amenities	12-hour concierge, Residents-only gym, landscaped gardens
Service Charge	Estimated to be £3.20 psf
Launch Date	Q3 2018
Current Status	As of Q3 2019, 40 units are sold
Sales Rate	3.75 units pcm
Average Achieved Price £psf	£845
Average Asking Price £psf	£901
Completion	Expected Q3/Q4 2019

Source: Molior

We understand that pricing at the scheme at launch was as follows:

	Max	Avg	Min
Price:	£1,048,500	£741,410	£480,000
£psf	£985	£901	£743
Sq. ft	1,227	817	538

Source: Molior

	Max	Avg	Min
1 Bedroom	£510,000	£497,000	£480,000
2 Bedroom	£874,000	£785,310	£725,000
3 Bedroom	£1,048,500	£951,500	£897,000

Recent Sales:

Address	Floor	Beds	Sq ft	Achieved	Achieved £/sf	Exchange Date
D.1.03	1	1	592	£484,500	£818	H1 2019
D.1.04	1	1	635	£510,500	£804	H1 2019
D.3.07	3	2	904	£750,000	£830	H1 2019
D.4.01	4	2	807	£761,000	£943	H1 2019
D.4.03	4	3	990	£853,000	£862	H1 2019
D.7.01	7	3	1,442	£1,175,000	£815	H1 2019

Source: Developer

Available Units:

Unit	Floor	Beds	Asking Price	Sqft	Asking £/SqFt
D.1.06	1	2	£756,000	840	£900
D.2.10	2	2	£763,000	775	£985
D.4.07	4	2	£824,000	883	£934
D.5.01	5	3	£991,500	1,033	£960
D.1.02	1	3	£897,000	969	£926
NKN	1	2	£781,000	907	£861

Source: Lonres & Rightmove

Comparison with NWCC:

We would expect the apartments at the subject scheme to achieve a significant premium over the units at NOMA Westminster. This is principally due to the significantly superior location of the subject scheme in a more attractive residential area that is close to the desirable stretch of Salusbury Road, in addition to a planned higher level of specification at the subject scheme, a stronger developer brand and a greater number of storeys.

The Avenue



Development	The Avenue, NW6 7YG
Developer	Regal London
Total Units (Private)	68
Private Unit Mix	9 x studio, 20 x 1 beds, 23 x 2 beds, 16 x 3 beds
Maximum height	5 storeys
Leases	999 years
Amenities	Concierge, cycle storage, parking, gym, communal courtyard
Service Charge	£3.40 psf
Launch Date	Q4 2016
Current Status	13 units remain unsold at the as of Q4 2019
Sales Rate	1.5 units pcm
Average Achieved Price £psf	£980 (recent sales)
Average Asking Price £psf	£1,016 (original average)
Completion	Q4 2018

We understand that pricing at the scheme at launch was as follows:

Source: Molior

	Max	Avg	Min
Price:	£2,000,000	£1,240,357	£595,000
£psf	£1,172	£1,016	£855
Sq. ft	1,890	1,110	415

Source: Molior

	Max	Avg	Min
Studio	£595,000	£595,000	£595,000
1 Bedroom	£775,000	£681,667	£595,000
2 Bedroom	£1,450,000	£1,100,909	£960,000
3 Bedroom	£2,000,000	£1,536,923	£1,200,00

Recent Sales

Source: Molior / Agent

Address	Floor	Beds	Sqft	£Achieved	Sold £/sf	Exchange Date
Flat 4	LG	2	904	£730,000	£807	08/04/2019
Flat 52	NKN	1	549	£525,000	£956	02/08/2019
Flat 56	NKN	1	549	£550,000	£1,001	20/08/2019
FLAT 5	LG	2	990	£920,000	£929	12/04/2019
FLAT 33	NKN	2	915	£1,137,500	£1,243	18/03/2019
FLAT 14	G	Studio	398	£400,000	£1,004	07/02/2019
FLAT 18	LG	1	538	£540,000	£1,003	01/02/2019
FLAT 51	1	2	936	£996,000	£1,063	18/01/2019
FLAT 8	LG	2	710	£650,000	£914	14/01/2019
FLAT 1	NKN	2	990	£928,220	£937	20/12/2018
FLAT 13	NKN	1	560	£539,400	£963	19/12/2018
FLAT 47	NKN	1	603	£593,875	£985	14/12/2018
FLAT 41	NKN	1	624	£576,600	£923	05/12/2018

Currently Available Units

Unit	Floor	Beds	Asking Price	Sqft	Asking £/SqFt
B104	1	2	£985,000	911	£1,081
B202	2	3	£1,325,000	1,201	£1,103
A203	2/3	3	£2,000,000	1,846	£1,083
D202	2/3	4	£2,000,000	1,868	£1,071
C202	2/3	2	£1,305,000	1,445	£903

Source: Rightmove

Comparison with NWCC:

We would expect the units at the subject scheme to achieve a similar level £psf as recent sales at The Avenue. While this development does not benefit from as good proximity to an Underground station as the subject scheme, it occupies a more established and leafy area. It also does not benefit from the same number of storeys as the subject scheme. The level of specification at The Avenue is relatively high, and similar to what is planned at the subject scheme.

Although The Avenue benefits from a gym, the superior location of the subject scheme will compensate for this.

The scheme launched in 2016 and as of Q4 2019 we note that there are still two units available at this development measuring 1,846 sqft and 1,868 sqft respectively, asking £2m each. This demonstrates the tendency for larger apartments with higher capital values to linger on the market for longer.

Abbey Road Cross



Development	Abbey Road Cross, NW6 4BR
Developer	London Borough of Camden
Total Units (Private)	127
Private Unit Mix	38 x 1 beds; 72 x 2 beds; 17 x 3 beds
Maximum height	13 storeys
Leases	130 years
Amenities	On-site convenience store, concierge service, parking available
Service Charge	c.£3/4 psf including heating bill
Launch Date	Q4 2018
Current Status	43 units have sold as of Q3 2019
Sales Rate	4.3 units pcm
Average Achieved Price £psf	£817
Average Asking Price £psf	£885
Completion	Under Construction – 52 units remain to be built

Source: Molior

We understand that pricing at the scheme at launch was as follows:

	Max	Avg	Min
Price:	£1,140,000	£655,125	£470,000
£psf	£986	£885	£796
Sq. ft	1,318	758	533

	Max	Avg	Min
1 Bedroom	£570,000	£516,667	£470,000
2 Bedroom	£752,500	£711,333	£650,000
3 Bedroom	£1,140,000	£1,140,000	£1,140,000

Source: Molior

Recent Sales

Address	Floor	Beds	Achieved Price	Size (Sq Ft)	£/sf	Date
5	2	1	£459,200	538	£853	Jul-19
10	3	2	£660,750	861	£767	Aug-19
13	4	1	£470,000	538	£873	Jul-19
17	5	1	£475,000	538	£882	Jun-19
6	2	2	£667,000	897	£744	Jun-19
27	7	2	£668,000	851	£785	Aug-19
33	9	1	£499,999	548	£912	May-19

Source: Agent

Currently Available Units

Unit	Floor	Beds	Asking Price	Sqft	Asking £/SqFt
1	1	1	£470,000	541	£869
21	7	1	£500,000	541	£924
4	1	2	£650,000	817	£796
36	9	2	£727,500	845	£861
42	11	2	£752,500	847	£888
9	2	1	£480,000	541	£887
41	11	1	£520,000	533	£976
12	4	2	£672,000	817	£823
24	6	2	£705,000	847	£832
28	7	2	£712,500	845	£843

Source: Rightmove / Marketing suite

Comparison with NWCC:

We would expect the apartments at the subject scheme to achieve a significant premium over the units at Abbey Road Cross. This is principally due to the lesser location of Abbey Road Cross at a busy and less desirable Kilburn High Road location, in addition to a lower level of internal specification than what is planned for the subject scheme. It also has a significantly shorter lease than is expected at the subject scheme.

Although this development benefits from a slightly greater number of storeys than the subject scheme, we believe that developments within the South Kilburn Regeneration will command a premium due to the emergence of a significantly more desirable micro-environment that includes attractive amenities.

We note that the sales rate at this development has been relatively positive, which can be attributed to an attractive unit mix (a large number of smaller units) combined with sensible asking prices, positioning many of the 1 bedroom units beneath the Help to Buy threshold.

Park Place



Development	Park Place, NW6 2BS
Developer	Godfrey London
Total Units (Private)	45
Private Unit Mix	10 x 1 beds; 20 x 2 beds; 15 x 4 beds
Maximum height	6 storeys
Leases	250 years
Amenities	Part-time concierge, gym, lift, cycle storage, gated courtyard, communal gardens
Service Charge	£2.77 psf
Launch Date	Q2 2018
Current Status	As of Q3 2019, circa 30 units have been sold
Sales Rate	2 units pcm
Average Achieved Price £psf	£895 (recent sales)
Average Asking Price £psf	£913
Completion	Q4 2019

Source: Molior

We understand that pricing at the scheme at launch was as follows:

	Max	Avg	Min		Max	Avg	Min
Price	£1,125,000	£785,357	£515,000	1 Bedroom	£570,000	£535,000	£515,000
£psf	£1,026	£913	£827	2 Bedroom	£825,000	£747,500	£715,000
Sq. ft	1,246	822	543	3 Bedroom	£1,125,000	£914,286	£795,000

Source: Molior

Recent Sales

Address	Floor	Beds	Achieved Price	Size (Sq Ft)	£/sf	Date
204	2	1	£515,000	560	£920	10/2019
409	4	2	£715,000	752	£851	10/2019
408	4	3	£900,000	1,081	£833	10/2019
402	4	2	£650,000	714	£910	10/2019
202	2	2	£600,000	697	£861	2019
207	2	1	£520,000	543	£958	2019
303	3	1	£505,000	549	£920	2019
508	5	3	£990,000	1,162	£852	2019
509	5	1	£530,000	560	£946	2019

Source: Agent

Currently Available Units

Unit	Floor	Beds	Asking Price	Sqft	Asking £/SqFt
509	5	1	£570,000	560	£1,018
409	4	2	£715,000	752	£951
408	4	3	£900,000	1,081	£833
507	5/6	3	£1,125,000	1,246	£903
402	4	2	£650,000	714	£910
504	5	2	£910,000	950	£958
407	4	2	£735,000	812	£905
204	2	1	£515,000	560	£920

Source: LonRes

Comparison with NWCC:

Park Place is located on a relatively busy artery road between Brondesbury and Kilburn High Road. It does not benefit from the same quality of location as the subject scheme in terms of attractiveness or convenience (e.g. for transport), and we would therefore expect the subject scheme to achieve a higher rate £psf.

The subject scheme also benefits from a significantly greater number of storeys than Park Place, and will benefit from the attractive micro-environment of the South Kilburn Regeneration Zone.

This development and the subject scheme have comparable levels of internal specification.

Kilburn Quarter



Development	Kilburn Quarter, NW6 5LF
Developer	Network Homes / London Borough of Brent
Total Units (Private)	126
Private Unit Mix	47 x 1 bed; 52 x 2 bed; 24 x 3 bed; 3 x 4 bed
Maximum height	6 floors
Leases	250 years
Amenities	Underground parking and communal gardens
Service Charge	£1.90/sqft
Launch Date	Q2 2016
Current Status	Sold out Q1 2018
Sales Rate	5.25 units pcm
Average Achieved Price £psf	£645 (recent sales and resales)
Average Asking Price £psf	£801 (currently available units)
Completion	Q2 2017

Source: Molior

We understand that pricing at the scheme at launch was as follows:

	Max	Avg	Min
Price:	£1,195,000	£743,305	£530,000
£psf	£978	£826	£682
Sq. ft	1,739	939	557

	Max	Avg	Min
1 Bedroom	£570,000	£547,119	£530,000
2 Bedroom	£775,000	£706,471	£655,000
3 Bedroom	£1,195,000	£1,045,711	£835,000

Source: Molior

Recent Sales and Resales:

Address	Floor	Beds	Achieved Price	Size Sq Ft	£/sf	Date
FLAT 3, CAMBRIDGE ROAD	NKN	2	£615,000	990	£621	10/01/2019
FLAT 13, KILBURN PARK ROAD	NKN	3	£1,047,000	1,711	£611	19/12/2018
FLAT 12, KILBURN PARK ROAD	NKN	3	£910,000	1,561	£583	16/03/2018
FLAT 10, CAMBRIDGE ROAD	NKN	1	£470,000	560	£839	08/01/2018
FLAT 1, CAMBRIDGE ROAD	G	1	£515,000	695	£741	03/02/2017

Source: Molior

Currently Available Units:

Unit	Floor	Beds	Asking Price	Sqft	Asking £/SqFt
NKN	G	3	£789,000	1,034	£763
NKN	2	2	£699,999	849	£825
NKN	1	2	£720,000	828	£869
NKN	G	3	£789,000	1,034	£763

Source: Rightmove

Comparison with NWCC:

We would expect the apartments at the subject scheme to achieve a significant premium over the apartments at Kilburn Quarter (including recent resales). This is principally due to the subject scheme being brand new, and benefitting from the now more advanced regeneration of the immediate area, which is currently better presented, more recognised, and increasingly desirable from a residential perspective.

However, the subject scheme also occupies a slightly more desirable location in closer proximity to the attractive Salisbury Road. It benefits from a greater number of storeys, better projected on-site amenities, and a better projected level of internal specification.

It should be noted that Kilburn Quarter experienced a relatively positive sales rate after launch, which was likely due in part to the large number of smaller units which catered well to the budget and requirements of the target market.

Prime Place



Development	Kensal Rise – Prime Place, W10 4AH
Developer	Eco World London
Total Units (Private)	71
Private Unit Mix	22 x 1 beds; 34 x 2 beds; 15 x 4 beds
Maximum height	7 storeys
Leases	250 years
Amenities	Architecturally designed and landscaped roof garden, balcony, pool, spa and health suite, dance and fitness studios
Service Charge	TBC
Launch Date	Q1 2016
Current Status	The scheme sold out during Q2 2019
Sales Rate	1.7 units pcm
Average Achieved Price £psf	£818 in 2019
Average Asking Price £psf	£864 (currently available units)
Completion	Q3 2018

Source: Molior

We understand that pricing at the scheme at launch was as follows:

	Max	Avg	Min
Price:	£1,400,000	£771,157	£499,950
£psf	£991	£848	£706
Sq. ft	1,647	928	530

	Max	Avg	Min
1 Bedroom	£560,000	£528,921	£499,950
2 Bedroom	£765,000	£690,413	£630,000

Source: Molior

Recent Sales:

Address	Floor	Beds	Achieved Price	Size (Sq Ft)	£/sf	Date
FLAT 40	2	2	£670,000	786	£852	20/05/2019
FLAT 10	3	2	£600,000	872	£688	26/04/2019
FLAT 9	NKN	2	£615,000	721	£852	15/04/2019
FLAT 42	4	2	£600,000	829	£723	11/04/2019
FLAT 16	2	1	£468,421	549	£853	01/02/2019
FLAT 33	4	2	£705,000	743	£949	18/01/2019
FLAT 19	2 / 3	1	£500,000	603	£829	05/07/2019
FLAT 68	7	2	£680,000	814	£835	17/05/2019

Source: Molior / LonRes

Currently Available Units:

Unit	Floor	Beds	Asking Price	Sqft	Asking £/SqFt
35	4	1	£700,000	731	£958
UKN	3	2	£775,000	977	£793
UKN	5	1	£525,000	608	£863

Source: LonRes & Rightmove

Comparison with NWCC:

We would expect the subject scheme to achieve a significantly higher overall £psf rate than the rate achieved at this development over 2019. This is a slightly smaller development than the subject scheme in terms of total private unit count, and it is less impressive from ‘placemaking’ and architectural design perspectives. It also occupies a significantly lesser location than the subject scheme, being on the busy corner of Kilburn Lane and Chamberlayne Road, to the east of Queen’s Park.

In addition, this development does not benefit from very close proximity to transport compared with the subject scheme, being at least ten minutes’ walk from the nearest Underground station at Kensal Green.

We note that the currently available units at this development are slightly oversized, at over 600sqft and 700sqft for the 1 bedrooms and over 900sqft for the 2 bedroom. These sizes will likely negatively affect the achievable £psf rate on the units. In addition, the provision of 15 4-bedroom townhouses is likely to have brought down the overall achieved £psf rate.

Argo House



Development	Argo House, NW6 5FA
Developer	James Taylor Developments
Total Units (Private)	65
Private Unit Mix	19 x 1 bed, 36 x 2 bed, 10 x 3 bed
Maximum height	4 floors
Leases	999 years
Amenities	Concierge and parking
Service Charge	£3/sqft
Launch Date	Q4 2014
Current Status	Sold out Q4 2016
Sales Rate	3 units pcm
Average Achieved Price £psf	£827 (resales)
Average Asking Price £psf	£1,020 (currently available units)
Completion	Q4 2016

Source: Molior

We understand that pricing at the scheme at launch was as follows:

	Max	Avg	Min
Price:	£1,400,000	£780,490	£510,000
£psf	£1,111	£1,009	£956
Sq. ft	1,442	778	495

	Max	Avg	Min
1 Bedroom	£640,000	£604,167	£510,000
2 Bedroom	£905,000	£772,188	£670,000
3 Bedroom	£1,400,000	£1,120,714	£1,030,000

Source: Molior

Recent Resales:

Address	Floor	Beds	Achieved Price	Achieved £/SqFt	Size (Sq Ft)	Exchange Date
24 Argo House	1	2	£565,000	£740	764	13/05/2019
A08 Argo House	2	2	£625,000	£696	898	21/12/2017
65 Argo House	3	3	£1,020,000	£929	1,098	18/12/2017
42 Argo House	3	3	£995,000	£943	1,055	09/03/2018

Source: Land Registry / LonRes

Currently Available Units:

Unit	Floor	Beds	Asking Price	Sqft	Asking £/SqFt
NKN	1	1	£520,000	495	£1,051
NKN	1	1	£490,000	495	£990

Source: Rightmove

Comparison with NWCC:

We would expect the apartments at the subject scheme to achieve a significant premium on a £psf basis compared to the apartments at Argo House (recent resales). This is due to the subject scheme being brand new, and Argo House having been completed three years ago. The age of this scheme means it cannot compete on the same level as brand-new-build stock.

In addition, the subject scheme benefits from a greater number of storeys than this development, a larger site within the future attractive South Kilburn Regeneration Zone, and a better location in closer proximity to transport.

Westbourne Place



Development	Westbourne Place, W9 3RD
Developer	Redrow London
Total Units (Private)	49
Private Unit Mix	22 x 1 beds; 27 x 2 beds
Maximum height	4 floors
Leases	999 years
Amenities	Central Gardens, Car Club membership (instead of on-site/residents' parking) Grade II* listed building
Service Charge	£5.50/sqft
Launch Date	Q1 2016
Current Status	Sold out Q1 2018
Sales Rate	2 units pcm
Average Achieved Price £psf	£872 (recent sales)
Average Asking Price £psf	£939 (original average)
Completion	Q3 2017

Source: Molior

We understand that pricing at the scheme at launch was as follows:

	Max	Avg	Min		Max	Avg	Min
Price:	£1,020,000	£785,400	£550,000	1 Bedroom	£600,000	£577,143	£550,000
£psf	£1,131	£939	£721	2 Bedroom	£875,000	£760,000	£695,000
Sq. ft	1,325	843	525	3 Bedroom	£1,020,000	£943,091	£850,000

Source: Molior

Recent Sales:

Address	Floor	Beds	Achieved	Sq ft	Achieved £/sf	Exchange Date
39	NKN	1	£565,000	611	£925	H1 2018
8	NKN	NKN	£747,865	837	£894	H1 2018
7	NKN	NKN	£785,000	904	£868	H1 2018
2	NKN	2	£988,888	1,325	£746	H1 2018
15	NKN	1	£553,000	574	£963	H1 2018
29	NKN	1	£550,000	553	£995	H1 2018

Source: Savills

Currently Available Units:

Address	Floor	Beds	Asking	Sq Ft	£/sf
Westbourne Place	NKN	2	£750,000	837	£896
17 Butler House	1	3	£850,000	1,051	£809

Source: Rightmove

Comparison with NWCC:

We would expect the apartments at the subject scheme to achieve a premium in £psf over the most recently sold apartments at Westbourne Place. Although Westbourne Place is a more boutique-style scheme that benefits from being within an attractive Grade II* listed building and occupies more traditionally recognised residential location, it is situated on the relatively busy Harrow Road and is not close to any major transport links.

The subject scheme will benefit from a greater number of on-site amenities and significantly better proximity to transport (i.e. Underground).

West Hampstead Square



Development	West Hampstead Square, NW6 2LJ
Developer	Ballymore
Total Units (Private)	145 private
Private Unit Mix	50 x 1 beds; 87 x 2 beds; 8 x 3 beds
Maximum height	11 storeys
Leases	999 years
Amenities	24hr concierge and security, gym and spa (with sauna and steam room), on-site M&S Simply Food, private gardens, balconies/terraces to all units
Service Charge	£4.80/sqft
Launch Date	Q3 2013
Current Status	Sold out Q2 2014
Sales Rate	12 units pcm
Average Achieved Price £psf	£1,240 (recent resales)
Average Asking Price £psf	£1,162 (currently available resales)
Completion	Q2 2017

Source: Molior

We understand that pricing at the scheme at launch was as follows:

	Max	Avg	Min
1 Bedroom	£595,000	£595,000	£595,000
2 Bedroom	£850,000	£797,619	£750,000

Source: Molior

	Max	Avg	Min
Price:	£850,000	£788,409	£595,000
£psf	£1,049	£986	£933
Sq. ft	856	800	567

Recent Resales:

Address	Floor	Beds	Achieved	Achieved £/sf	Sqft	Exchange Date
103 Lessing Building	1	2	£845,000	£1,046	807	24/08/2018
605 Orwell Building	6	1	£639,988	£1,149	557	30/06/2017
E902 Milne Building	9	1	£865,000	£1,526	567	28/04/2017

Source: LonRes / Molior

Currently Available Resales:

Address	Floor	Beds	Asking Price	Asking £/SqFt	Size (Sq Ft)
502 Beckford Building	5	1	£525,000	£1,201	437
704 Milne Building	7	1	£650,000	£1,190	546
302 Hardy Building	3	2	£895,000	£1,089	822
D808 Lessing Building	8	2	£899,950	£1,100	818
401 Hardy Building	4	3	£2,100,000	£1,235	1,701
803 Lessing Building	8	2	£899,950	£1,088	827
Beckford Building	2	1	£525,000	£1,193	440

Source: LonRes

Comparison with NWCC:

We would expect the apartments at the subject scheme to achieve less on a £psf basis to recent resales at West Hampstead Square, although the sold unit on the 9th floor significantly elevates the average £psf rate achieved.

This is due to the superior location of West Hampstead Square, on the fringes of a very traditionally popular residential location that is well connected to Central London. The scale of this development is slightly larger than that of the subject scheme, which has allowed for a larger range of high-quality residents' amenities including gym and spa.

It should also be noted that the impressive sales rate at this scheme, and the high values achieved, were partly driven by the effective international sales & marketing campaign implemented by Ballymore. The sales rate was also driven by the more buoyant state of the London new-build residential market over the sales & marketing period.

We believe that units from the subject scheme will provide credible competition for the resales at West Hampstead Square, due to their equally convenient location for transport and similarly good levels of internal specification.

Canterbury Lofts



Development	Canterbury Lofts, NW6 5ST
Developer	Hamilton Court Developments
Total Units (Private)	23
Private Unit Mix	6 x 1 bed; 15 x 2 bed; 2 x 3 bed
Maximum height	4 floors
Leases	250 years leasehold
Amenities	Fitness centre, 10 off-street car parking spaces
Service Charge	£2.50 psf
Launch Date	Q4 2015
Current Status	Sold out Q4 2016
Sales Rate	1.6 units pcm
Average Achieved Price £psf	£925 (sales and resales as per the below)
Average Asking Price £psf	£799 (currently available)
Completion	Q3 2016

Source: Molior

Sales and Resales:

Address	Floor	Beds	Achieved Price	Achieved £/SqFt	Sq Ft	Exchange Date
23 Canterbury Lofts	NKN	1	£475,000	£865	549	01/02/2018
15 Canterbury Lofts	2	2	£750,000	£870	862	30/11/2016
6 Canterbury Lofts	Ground	2	£630,000	£956	659	22/11/2015
10 Canterbury Lofts	1	2	£660,000	£908	727	22/11/2015
2 Canterbury Lofts	Ground	1	£408,250	£1,028	397	20/11/2015

Source: Molior

Currently Available Units:

Address	Floor	Beds	Asking Price	Sq Ft	£/sf
Canterbury Lofts	3	2	£750,000	862	£870
Canterbury Lofts	G/1	3	£1,100,000	1,475	£746
Canterbury Lofts	G/1	2	£895,000	1,230	£728
Canterbury Lofts	G/1	2	£875,000	1,006	£870
Canterbury Lofts	G/1	2	£895,000	1,192	£751
Canterbury Lofts	G/1	2	£750,000	860	£872
Canterbury Lofts	1	2	£750,000	906	£828

Source: Rightmove /LonRes/Zoopla

Comparison with NWCC:

We would expect the apartments at the subject scheme to achieve a slight premium over the average achieved £psf at Canterbury Lofts. However, there have been very few recent resales, so we have also had regard to current asking prices as above. The majority of these have been listed on the market since April 2019, and we note that the

average asking price is significantly lower than what we would expect at the subject scheme. It is worth noting, however, that several of the 2 bedroom units currently available are oversized at over 1,000sqft, which is likely to reduce the £psf rate for these.

Although Canterbury Lofts is the conversion of an attractive period building, it is on a much smaller scale than the subject scheme and therefore does not benefit from the same range of residential amenities. It lacks any form of concierge, for example. It is also situated at a lesser location that is further from transport links and the popular amenities of Salusbury Road.

Ladbroke Grove



Development	The Ladbroke Grove, W10 5AH
Developer	Taylor Wimpey Central London
Total Units (Private)	93
Private Unit Mix	10 x studio; 31 x 1 bed; 45 x 2 bed; 10 x 3 bed
Maximum height	5 storeys
Leases	999 year leasehold
Amenities	Car parking
Service Charge	£3.20psf
Launch Date	Q4 2013
Current Status	Sold out Q3 2016
Sales Rate	3.1 units pcm
Average Achieved Price £psf	£922 (recent resales: £957)
Average Asking Price £psf	£1,166
Completion	Q2 2016

Pricing at the scheme at launch was as follows:

	Max	Avg	Min
Price:	£1,375,000	£916,306	£470,000
£psf	£1,372	£1,166	£1,010
Sq. ft	1,002	783	393

Source: Molior

	Max	Avg	Min
Studio	£495,000	£482,500	£470,000
1 Bedroom	£700,000	£617,800	£565,000
2 Bedroom	£1,150,000	£913,333	£795,000
3 Bedroom	£1,375,000	£1,154,995	£949,950

Sales from the Developer:

Unit	Floor	Beds	Sq Ft	Achieved Price	Achieved £/SqFt	Date
Apartment 8	1	3	950	£900,000	£947	30/03/2016
Apartment 21	3	1	574	£543,000	£946	13/03/2016
Apartment 51	1	Studio	393	£321,050	£818	13/03/2016
Apartment 16	2	1	541	£454,000	£839	23/10/2015
Apartment 54	1	2	750	£611,425	£815	13/03/2016
Apartment 12	1	3	941	£925,000	£967	18/12/2015
Apartment 88	4 / 5	3	1,002	£1,125,000	£1,122	30/03/2016

Source: Strutt & Parker

Most Recent Resales:

Address	Floor	Beds	Size (Sq Ft)	Achieved	£/SqFt	Exchange Date
28 Atrium Apartments	2	1	402	£365,000	£908	25/06/2019
57 Atrium Apartments	4	1	652	£650,000	£997	01/12/2017
39 Atrium Apartments	3	Studio	397	£380,000	£957	01/12/2017
17 Atrium Apartments	1	1	540	£447,500	£829	16/08/2017
49 Atrium Apartments	4th/5th	3	1002	£930,000	£928	24/01/2017
25 Nautilus House	4	2	828	£780,000	£942	11/08/2017
35 Nautilus House	5	1	568	£646,000	£1,137	10/07/2017
29 Nautilus House	4	1	550	£525,000	£955	20/06/2017

Source: Lonres

Comparison with NWCC:

We would expect the apartments at the subject scheme to achieve a premium, on a £psf basis, over the average rate that the units at The Ladbroke Grove achieved in 2016, as well as a slight premium over the most recent resales as above.

Although The Ladbroke Grove benefits from a more prestigious W10 postcode and has the cachet of being close to Notting Hill, it is not located in very close proximity to Underground stations and is situated on a relatively busy artery road. Some of the apartments have gallery access via refurbished post-war architecture that detracts from the attractiveness of the new-build portion. In addition, there are no amenities except for car parking. We would also expect the subject scheme to achieve a higher rate £psf than the recent resales due to the fact that it will be brand new and will enjoy a more attractive micro-environment within the South Kilburn Regeneration Zone.

It should be noted that there is a good provision of smaller-sized studios and 1 bedroom apartments at The Ladbroke Grove, which has helped drive up the achieved £psf.

Portobello Square



Development	Portobello Square, W10 5NN
Developer	Catalyst Housing
Total Units (Private)	Phase 1: 149 / Phase 2: 142
Private Unit Mix	Phase 2: 95 x 1 beds; 36 x 2 beds; 11 x 3 beds
Maximum height	7 storeys
Leases	999 years
Amenities	Bicycle storage, lifts to all floors
Service Charge	£2 psf
Launch Date	Phase 1: Q1 2012 / Phase 2: Q2 2019
Current Status	Phase 1 sold out Q4 2017; Phase 2 launched Q2 2019 with no sales to date
Sales Rate	Phase 1: 2.5 units pcm; Phase 2 - N/A
Average Achieved Price £psf	Phase 1: £933
Average Asking Price £psf	Phase 1 : £988; Phase 2 - £1,166
Completion	Phase 2: Q4 2019

Source: Molior

We understand that pricing at the scheme for Phase 2 is as follows:

	Max	Avg	Min		Max	Avg	Min
Price:	£875,000	£750,500	£665,000	1 Bedroom	£755,000	£697,500	£665,000
£psf	£1,243	£1,166	£1,044	2 Bedroom	£875,000	£830,000	£765,000
Sq. ft	775	648	551				

Source: Molior

Currently Available Units (Phase 2):

Unit	Floor	Beds	Asking Price	Sqft	Asking £/SqFt
61 Bond Mansions	G	1	£780,000	830	£940
62 Bond Mansions	G	2	£700,000	733	£955
63 Bond Mansions	G	2	£825,000	813	£955
64 Bond Mansions	1	2	£835,000	775	£1077
65 Bond Mansions	1	1	£665,000	563	£1,181
66 Bond Mansions	1	1	£680,000	551	£1,234
68 Bond Mansions	2	2	£845,000	775	£1,900
74 Bond Mansions	3	1	£675,000	551	£1,225
78 Bond Mansions	4	1	£680,000	551	£1,234
82 Bond Mansions	5	1	£685,000	551	£1,243
83 Bond Mansions	6	2	£875,000	775	£1,129
Bond Mansions	3	2	£855,000	775	£1,103
169 Bonchurch Rd	2	1	£575,000	519	£1,108

Source: Rightmove / LonRes

Comparison with NWCC:

We would expect the private units at the subject scheme to achieve more on a £psf basis than those within Phase 1 of Portobello Square. Although this development benefits from the cachet of a W10 postcode, its location in North Kensington places it further (8 minutes' walk) from the nearest Underground station, and the immediate neighbourhood is still not as highly regarded as the streets to the south of the Westway. In contrast, the subject scheme benefits from being part of a visibly regenerating area that is very close to transport, at an equal distance from Central London.

In addition, Portobello Square does not benefit from the same range of amenities as those projected at the subject scheme (notably a concierge and residents' room), and has significantly fewer storeys than the subject scheme.

11. Second-Hand Residential Values: Comparable Evidence

We have had further regard to a number of second-hand units (nearly new or well refurbished) that have recently sold in close proximity to the subject scheme, which are summarised below.

PROPERTY ADDRESS	FLOOR	BEDS	TENURE	SOLD DATE	SOLD PRICE	GIA sqft	RATE £psf
38 Elsworthy Road, NW3 3DL	G	1	LH / SOF	29/11/2019	£726,000	626	£1,160
17 Pakenham House, 25 Lockton St, W10 6EW	5	1	LH	13/11/2019	£500,000	560	£893
Flat 1, 87 Randolph Av, W9 1DL	G	1	LH / SOF	12/11/2019	£680,000	626	£1,086
Flat 2, 25 Pilgrims Lane, NW3 1SX	1	1	LH	31/10/2019	£725,000	668	£1,085
Flat 7, 39 Sutherland Avenue, W9 2HE	4	1	SOF	25/10/2019	£370,000	452	£819
Flat A, 45 Hillfield Road, NW6 1QD	LG	1	SOF	09/10/2019	£492,175	567	£868
Flat D, 42 Christchurch Ave, NW6 7BE	1	1	SOF	02/10/2019	£350,000	417	£839
Flat C, 98 Iverson Road, NW6 2QY	2	1	LH 114	30/09/2019	£386,000	454	£850
Flat C, 21 Warrington Crescent, W9 1EY	3	2	LH / SOF	02/12/2019	£930,000	820	£1,134
25 Castellain Road, W9 1EY	2/3	2	SOF	29/11/2019	£1,175,000	1,161	£1,012
32 Howitt Road, NW3 4LL	G	2	LH	26/11/2019	£966,000	923	£1,047
158 Kilburn Lane, W10 4AJ	House	2	FH	25/11/2019	£693,000	801	£865
Flat A, 43 Broadhurst Gardens, NW6 3QT	LG	2	LH / SOF	23/11/2019	£955,000	862	£1,108
Flat A, 333 West End Lane, NW6 1RS	1	2	LH 93	21/11/2019	£482,750	575	£840
4 Kingsgate House, Kingsgate Place, NW6 4TA	1	2	LH 991	12/11/2019	£641,500	1,030	£623
Flat 10, 15 Cleve Road, NW6 3RL	3	2	SOF	05/11/2019	£695,000	760	£914
141 Lauderdale Mansions, W9 1NG	1	2	SOF	11/10/2019	£970,000	1,050	£924
123 Saltram Crescent, W9 3JT	TFF	2	LH 103	11/10/2019	£527,500	716	£737
Flat A, 171 Saltram Crescent, W9 3JU	G	2	LH 98	30/09/2019	£494,700	593	£834
63 Warlock Road, W9 3LW	LG	2	LH	25/09/2019	£673,000	839	£802
20 Solent Road, NW6 1TU	1 / 2	2	SOF	01/09/2019	£950,000	1,096	£867
195 Goldhurst Terrace, NW6 3ER	LG	3	LH 142	04/12/2019	£1,400,000	1,119	£1,251
5 Queens Court, Greencroft Gardens, NW6 3JH	2/3	3	SOF	28/11/2019	£900,000	1,202	£749
188 Third Avenue, W10 4HR	House	3	FH	28/11/2019	£840,000	847	£992
Flat B, 79 Arlington Road, NW1 7ES	1/2	3	LH / SOF	27/11/2019	£1,160,000	1,185	£979
19 Oppidan Apts, 25 Linstead St, NW6 2HA	2/3	3	LH / SOF	22/11/2019	£979,900	1,454	£674
Flat B, 6 Belsize Grove, NW3 4UN	2	3	LH / SOF	20/11/2019	£1,525,000	1,395	£1,093
Flat A, 264 Elgin Avenue, W9 1JR	LG	3	SOF	02/10/2019	£1,091,036	1,159	£941

Source: LonRes

We note that the achieved £psf rates for some of the above examples are elevated, both for second-hand sales and in comparison to our anticipated achievable £psf rates at the subject scheme. This is due to the desirable neighbourhoods adjacent to Queen's Park that include Hampstead, Ladbroke Grove and Westbourne Park.

However, we would expect some purchasers at the subject scheme to come from these areas (for example renters seeking value elsewhere, or downsizers wishing to remain relatively 'local'). The above achieved capital values therefore provide an indication of buyers' perceptions of possible market levels for each unit type.

N.B. Some of the higher achieved values must also be considered in light of oversized GIAs, in comparison to smaller stock of identical unit type at the subject scheme.

12. Pricing

In undertaking our pricing assessment of NWCC (Phase 4) of the South Kilburn Regeneration, our achievable values are based on the following assumptions:

- Queen's Park location, and proximity to Queen's Park / Kilburn Park Overground and Underground Stations
- All units benefit from outside space
- A unit mix that consists of studio, one bedroom, two bedroom and three bedroom apartments, as provided to us by the developer's architect
- Internal and external specification in line with market expectations, as detailed above
- Range and quality of amenities in line with target market expectations
- Unit layouts as per our recommendations and the architects' plans provided
- Separation of tenures as specified by the developer (November 2019), i.e. a 'clean' core for the affordable portion newly located in the West Block
- Reasonable ground rents and service charges in line with market expectations, dependant on the facilities on offer
- Lease in line with market expectations e.g. 250 years
- Ceiling heights of at least 2.6m to the principal living spaces within the apartments
- Delivered with the understanding that the developer undertakes an effective sales and marketing campaign

We would recommend capital values of below £600,000 for the majority of the studio and 1 bedroom units in the proposed scheme. This will increase the appeal of the scheme to first-time-buyers with affordability concerns, as well as to individuals using the Help to Buy initiative or equivalent (which currently has a £600,000 threshold).

N.B. It should be noted that the UK Government has announced a new Help to Buy scheme to run from April 2021. This will be restricted to first-time buyers. The existing Help to Buy scheme is set to run until March 2021.

On the basis of the sets of plans provided to us, and considering the above information, we have provided a unit-by-unit pricing recommendation (see **Appendix ii**).

A summary of our current position on pricing can be seen below. We feel comfortable that the achievable capital values, and the overall average achievable £psf level, sit well within the local and pan-London markets in order to realise the best value and maintain a steady sales rate.

Type	Count	Total SQFT	GDV	Ave £ Dealing	Ave £PSF
1B2P	36	20,166	£19,890,500	£552,514	£987
2B3P	12	8,426	£8,070,000	£672,500	£958
2B4P	32	24,840	£23,885,000	£746,406	£961
3B5P	12	11,503	£10,585,000	£882,083	£920
3B6P	6	8,168	£9,265,000	£1,544,167	£1,135
Studio	9	3,820	£3,952,500	£439,167	£1,035
Totals/Aves	107	76,923	£75,648,000	£706,991	£983

STRUTT & PARKER
BNP PARIBAS GROUP

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Pricing Assessment

Site: South Kilburn NWCC Phase 4

Building: Private Accomodation (West Building)

Date: 02/12/2019

Drawings: Pollard Thomas Edwards

Accommodation Schedule: Pollard Thomas Edwards

STRUTT & PARKER

BNP PARIBAS GROUP

FLOOR	ASPECT	TYPE	Area SQM	Area SQFT	£ Asking	£ Asking PSF	£ Dealing	£ Dealing PSF
G	Urban Park	1B2P	50.3	541.0	£ 514,500	£ 951	£ 490,000	£ 906
G	Urban Park	1B2P	59.0	635.3	£ 603,750	£ 950	£ 575,000	£ 905
G	Denmark Rd	2B3P	65.2	702.2	£ 656,250	£ 935	£ 625,000	£ 890
G	Denmark Rd	2B4P	71.2	766.4	£ 708,750	£ 925	£ 675,000	£ 881
G	Urban Park	2B4P	71.2	766.4	£ 714,000	£ 932	£ 680,000	£ 887
G	Denmark Rd / Neville Rd	2B4P	71.0	764.0	£ 708,750	£ 928	£ 675,000	£ 883
G	Urban Park / Albert Rd	3B5P	88.5	952.9	£ 853,125	£ 895	£ 812,500	£ 853
1	Urban Park	1B2P	50.2	540.8	£ 527,100	£ 975	£ 502,000	£ 928
1	Neville Rd	1B2P	50.3	541.0	£ 522,375	£ 966	£ 497,500	£ 920
1	Urban Park	1B2P	59.0	635.3	£ 616,350	£ 970	£ 587,000	£ 924
1	Denmark Rd	1B2P	50.5	544.0	£ 525,000	£ 965	£ 500,000	£ 919
1	Denmark Rd	1B2P	50.5	544.0	£ 525,000	£ 965	£ 500,000	£ 919
1	Denmark Rd	2B3P	65.2	702.2	£ 672,000	£ 957	£ 640,000	£ 911
1	Urban Park	2B3P	65.2	702.2	£ 677,250	£ 965	£ 645,000	£ 919
1	Neville Rd	2B4P	71.2	766.4	£ 724,500	£ 945	£ 690,000	£ 900
1	Urban Park	2B4P	71.2	766.4	£ 729,750	£ 952	£ 695,000	£ 907
1	Denmark Rd	2B4P	71.2	766.4	£ 724,500	£ 945	£ 690,000	£ 900
1	Denmark Rd / Neville Rd	2B4P	71.0	764.0	£ 724,500	£ 948	£ 690,000	£ 903
1	Urban Park / Denmark Rd	3B5P	89.9	967.3	£ 882,000	£ 912	£ 840,000	£ 868
1	Urban Park / Albert Rd	3B5P	88.5	952.8	£ 876,750	£ 920	£ 835,000	£ 876
1	Albert Rd	Studio	39.1	420.9	£ 443,625	£ 1,054	£ 422,500	£ 1,004
2	Urban Park	1B2P	50.3	541.0	£ 539,700	£ 998	£ 514,000	£ 950
2	Neville Rd	1B2P	50.3	541.0	£ 534,975	£ 989	£ 509,500	£ 942
2	Urban Park	1B2P	59.0	635.3	£ 628,950	£ 990	£ 599,000	£ 943
2	Denmark Rd	1B2P	50.5	544.0	£ 537,600	£ 988	£ 512,000	£ 941
2	Denmark Rd	1B2P	50.5	544.0	£ 537,600	£ 988	£ 512,000	£ 941
2	Denmark Rd	2B3P	65.2	702.2	£ 687,750	£ 979	£ 655,000	£ 933
2	Urban Park	2B3P	65.2	702.2	£ 693,000	£ 987	£ 660,000	£ 940
2	Neville Rd	2B4P	71.2	766.4	£ 740,250	£ 966	£ 705,000	£ 920
2	Urban Park	2B4P	71.2	766.4	£ 745,500	£ 973	£ 710,000	£ 926
2	Denmark Rd	2B4P	71.2	766.4	£ 740,250	£ 966	£ 705,000	£ 920
2	Denmark Rd / Neville Rd	2B4P	71.0	764.0	£ 740,250	£ 969	£ 705,000	£ 923
2	Urban Park / Denmark Rd	3B5P	89.9	967.3	£ 905,625	£ 936	£ 862,500	£ 892
2	Urban Park / Albert Rd	3B5P	88.5	952.2	£ 900,375	£ 946	£ 857,500	£ 901
2	Albert Rd	Studio	39.1	420.9	£ 451,500	£ 1,073	£ 430,000	£ 1,022
2	Albert Rd	Studio	39.8	428.9	£ 451,500	£ 1,053	£ 430,000	£ 1,003
3	Urban Park	1B2P	50.3	541.0	£ 552,300	£ 1,021	£ 526,000	£ 972
3	Neville Rd	1B2P	50.3	541.0	£ 547,575	£ 1,012	£ 521,500	£ 964
3	Urban Park	1B2P	59.0	635.3	£ 641,550	£ 1,010	£ 611,000	£ 962
3	Denmark Rd	1B2P	50.5	544.0	£ 550,200	£ 1,011	£ 524,000	£ 963
3	Denmark Rd	1B2P	50.5	544.0	£ 550,200	£ 1,011	£ 524,000	£ 963
3	Denmark Rd	2B3P	65.2	702.2	£ 703,500	£ 1,002	£ 670,000	£ 954
3	Urban Park	2B3P	65.2	702.2	£ 708,750	£ 1,009	£ 675,000	£ 961
3	Neville Rd	2B4P	71.2	766.4	£ 756,000	£ 986	£ 720,000	£ 939
3	Urban Park	2B4P	71.2	766.4	£ 761,250	£ 993	£ 725,000	£ 946
3	Denmark Rd	2B4P	71.2	766.4	£ 756,000	£ 986	£ 720,000	£ 939
3	Denmark Rd / Neville Rd	2B4P	71.0	764.0	£ 756,000	£ 990	£ 720,000	£ 942
3	Urban Park / Denmark Rd	3B5P	89.9	967.2	£ 929,250	£ 961	£ 885,000	£ 915
3	Urban Park / Albert Rd	3B5P	88.5	952.2	£ 924,000	£ 970	£ 880,000	£ 924
3	Albert Rd	Studio	39.1	420.9	£ 459,375	£ 1,091	£ 437,500	£ 1,039
3	Albert Rd	Studio	39.8	428.9	£ 459,375	£ 1,071	£ 437,500	£ 1,020
4	Urban Park	1B2P	50.3	541.0	£ 564,900	£ 1,044	£ 538,000	£ 994
4	Neville Rd	1B2P	50.3	541.0	£ 560,175	£ 1,035	£ 533,500	£ 986
4	Urban Park	1B2P	59.0	635.3	£ 654,150	£ 1,030	£ 623,000	£ 981
4	Denmark Rd	1B2P	50.5	544.0	£ 562,800	£ 1,035	£ 536,000	£ 985
4	Denmark Rd	1B2P	50.5	544.0	£ 562,800	£ 1,035	£ 536,000	£ 985
4	Denmark Rd	2B3P	65.2	702.2	£ 719,250	£ 1,024	£ 685,000	£ 976
4	Urban Park	2B3P	65.2	702.2	£ 724,500	£ 1,032	£ 690,000	£ 983
4	Neville Rd	2B4P	71.2	766.4	£ 771,750	£ 1,007	£ 735,000	£ 959
4	Urban Park	2B4P	71.2	766.4	£ 777,000	£ 1,014	£ 740,000	£ 966
4	Denmark Rd	2B4P	71.2	766.4	£ 771,750	£ 1,007	£ 735,000	£ 959
4	Denmark Rd / Neville Rd	2B4P	71.0	764.0	£ 771,750	£ 1,010	£ 735,000	£ 962
4	Urban Park / Denmark Rd	3B5P	89.9	967.3	£ 952,875	£ 985	£ 907,500	£ 938
4	Urban Park / Albert Rd	3B5P	88.5	952.2	£ 947,625	£ 995	£ 902,500	£ 948
4	Albert Rd	Studio	39.1	420.9	£ 467,250	£ 1,110	£ 445,000	£ 1,057
4	Albert Rd	Studio	39.8	428.9	£ 467,250	£ 1,089	£ 445,000	£ 1,037
5	Urban Park	1B2P	50.3	541.0	£ 577,500	£ 1,067	£ 550,000	£ 1,017
5	Neville Rd	1B2P	50.3	541.0	£ 572,775	£ 1,059	£ 545,500	£ 1,008
5	Urban Park	1B2P	59.0	635.3	£ 666,750	£ 1,049	£ 635,000	£ 999
5	Denmark Rd	1B2P	50.5	544.0	£ 575,400	£ 1,058	£ 548,000	£ 1,007
5	Denmark Rd	1B2P	50.5	544.0	£ 575,400	£ 1,058	£ 548,000	£ 1,007
5	Denmark Rd	2B3P	65.2	702.2	£ 735,000	£ 1,047	£ 700,000	£ 997
5	Urban Park	2B3P	65.2	702.2	£ 740,250	£ 1,054	£ 705,000	£ 1,004
5	Neville Rd	2B4P	71.2	766.4	£ 787,500	£ 1,028	£ 750,000	£ 979
5	Urban Park	2B4P	71.2	766.4	£ 792,750	£ 1,034	£ 755,000	£ 985
5	Denmark Rd	2B4P	71.2	766.4	£ 787,500	£ 1,028	£ 750,000	£ 979
5	Denmark Rd / Neville Rd	2B4P	71.0	764.0	£ 787,500	£ 1,031	£ 750,000	£ 982
5	Urban Park / Denmark Rd	3B5P	89.9	967.3	£ 976,500	£ 1,009	£ 930,000	£ 961
5	Urban Park / Albert Rd	3B5P	88.5	952.2	£ 971,250	£ 1,020	£ 925,000	£ 971
5	Albert Rd	Studio	39.1	420.9	£ 475,125	£ 1,129	£ 452,500	£ 1,075
5	Albert Rd	Studio	39.8	428.9	£ 475,125	£ 1,108	£ 452,500	£ 1,055
6	Urban Park	1B2P	50.3	541.0	£ 590,100	£ 1,091	£ 562,000	£ 1,039
6	Neville Rd	1B2P	50.3	541.0	£ 585,375	£ 1,082	£ 557,500	£ 1,030
6	Urban Park	1B2P	59.0	635.3	£ 679,350	£ 1,069	£ 647,000	£ 1,018
6	Urban Park	2B3P	65.2	702.2	£ 756,000	£ 1,077	£ 720,000	£ 1,025
6	Urban Park	2B4P	71.2	766.4	£ 808,500	£ 1,055	£ 770,000	£ 1,005
6	Denmark Rd / Neville Rd	2B4P	71.0	764.0	£ 803,250	£ 1,051	£ 765,000	£ 1,001
6	Urban Park / Denmark Rd	2B4P	79.1	851.3	£ 889,875	£ 1,045	£ 847,500	£ 995
6	Urban Park / Albert Rd	3B5P	88.5	952.2	£ 994,875	£ 1,045	£ 947,500	£ 995
7	Urban Park	1B2P	50.3	541.0	£ 602,700	£ 1,114	£ 574,000	£ 1,061
7	Neville Rd	1B2P	50.3	541.0	£ 597,975	£ 1,105	£ 569,500	£ 1,053
7	Denmark Rd / Neville Rd	2B4P	71.0	764.0	£ 819,000	£ 1,072	£ 780,000	£ 1,021
7	Urban Park / Denmark Rd	2B4P	79.1	851.3	£ 905,625	£ 1,064	£ 862,500	£ 1,013
7 & 8	Urban Park	3B6P	125.7	1,353.0	£ 1,590,750	£ 1,176	£ 1,515,000	£ 1,120
7 & 8	Urban Park	3B6P	125.5	1,350.9	£ 1,590,750	£ 1,178	£ 1,515,000	£ 1,121
7 & 8	Urban Park	3B6P	119.4	1,285.2	£ 1,522,500	£ 1,185	£ 1,450,000	£ 1,128
7 & 8	Urban Park / Albert Rd	3B6P	128.0	1,377.8	£ 1,611,750	£ 1,170	£ 1,535,000	£ 1,114
8	Urban Park	1B2P	50.3	541.0	£ 615,300	£ 1,137	£ 586,000	£ 1,083
8	Neville Rd	1B2P	50.3	541.0	£ 610,575	£ 1,129	£ 581,500	£ 1,075
8	Denmark Rd / Neville Rd	2B4P	71.0	764.0	£ 834,750	£ 1,093	£ 795,000	£ 1,041
8	Urban Park / Denmark Rd	2B4P	79.0	850.6	£ 921,375	£ 1,083	£ 877,500	£ 1,032
9	Urban Park	1B2P	50.3	541.0	£ 640,500	£ 1,184	£ 610,000	£ 1,127
9	Neville Rd	1B2P	50.3	541.0	£ 635,775	£ 1,175	£ 605,500	£ 1,119
9	Denmark Rd / Neville Rd	2B4P	71.0	764.0	£ 866,250	£ 1,134	£ 825,000	£ 1,080
9	Urban Park / Denmark Rd	2B4P	79.1	851.4	£ 952,875	£ 1,119	£ 907,500	£ 1,066
10 & 11	Urban Park	3B6P	137.3	1,477.9	£ 1,758,750	£ 1,190	£ 1,675,000	£ 1,133
10 & 11	Urban Park	3B6P	122.9	1,322.9	£ 1,653,750	£ 1,250	£ 1,575,000	£ 1,191
107				76,922.9			£ 75,648,000	£ 983

Note: Please note that all the figures contained in this schedule are suggested marketing prices only, do not constitute a formal valuation and maybe subject to variance depending upon market conditions and planning and/or design detail. As such they should not be relied upon by any third parties including but not restricted to financial institutions or the Inland Revenue. All areas quoted are subject to final surveys.



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