

## SENSITIVITY ANALYSIS

## INTALI PROPERTY STRATEGY

### Example Appraisal

#### Table of Profit Amount

Time (Phase Start) 0 mths		Construction Rate				
Sales Rate		-10.000%	-5.000%	0.000%	+5.000%	+10.000%
-10.000%	£2,968,095	£2,375,743	£1,782,126	£1,188,509	£594,893	
£0.00 ft <sup>2</sup>	-2,514,851	-2,593,306	-2,673,027	-2,752,747	-2,832,467	
-5.000%	£3,868,844	£3,277,911	£2,686,673	£2,093,057	£1,499,440	
£0.00 ft <sup>2</sup>	-2,483,878	-2,560,914	-2,638,256	-2,717,976	-2,797,696	
0.000%	£4,769,594	£4,178,661	£3,587,728	£2,996,795	£2,403,987	
£0.00 ft <sup>2</sup>	-2,452,905	-2,529,941	-2,606,978	-2,684,014	-2,762,925	
+5.000%	£5,670,080	£5,079,411	£4,488,478	£3,897,545	£3,306,612	
£0.00 ft <sup>2</sup>	-2,422,195	-2,498,968	-2,576,004	-2,653,041	-2,730,077	
+10.000%	£6,567,321	£5,979,072	£5,389,228	£4,798,295	£4,207,362	
£0.00 ft <sup>2</sup>	-2,394,731	-2,469,083	-2,545,031	-2,622,067	-2,699,104	
Time (Phase Start) + 3 mths		Construction Rate				
Sales Rate		-10.000%	-5.000%	0.000%	+5.000%	+10.000%
-10.000%	£2,968,095	£2,375,743	£1,782,126	£1,188,509	£594,893	
£0.00 ft <sup>2</sup>	-2,514,851	-2,593,306	-2,673,027	-2,752,747	-2,832,467	
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+10.000%	£6,567,321	£5,979,072	£5,389,228	£4,798,295	£4,207,362	
£0.00 ft <sup>2</sup>	-2,394,731	-2,469,083	-2,545,031	-2,622,067	-2,699,104	
Time (Phase Start) + 6 mths		Construction Rate				
Sales Rate		-10.000%	-5.000%	0.000%	+5.000%	+10.000%
-10.000%	£2,968,095	£2,375,743	£1,782,126	£1,188,509	£594,893	
£0.00 ft <sup>2</sup>	-2,514,851	-2,593,306	-2,673,027	-2,752,747	-2,832,467	
-5.000%	£3,868,844	£3,277,911	£2,686,673	£2,093,057	£1,499,440	
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+10.000%	£6,567,321	£5,979,072	£5,389,228	£4,798,295	£4,207,362	
£0.00 ft <sup>2</sup>	-2,394,731	-2,469,083	-2,545,031	-2,622,067	-2,699,104	
Time (Phase Start) + 9 mths		Construction Rate				
Sales Rate		-10.000%	-5.000%	0.000%	+5.000%	+10.000%
-10.000%	£2,968,095	£2,375,743	£1,782,126	£1,188,509	£594,893	
£0.00 ft <sup>2</sup>	-2,514,851	-2,593,306	-2,673,027	-2,752,747	-2,832,467	
-5.000%	£3,868,844	£3,277,911	£2,686,673	£2,093,057	£1,499,440	
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+5.000%	£5,670,080	£5,079,411	£4,488,478	£3,897,545	£3,306,612	
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+10.000%	£6,567,321	£5,979,072	£5,389,228	£4,798,295	£4,207,362	
£0.00 ft <sup>2</sup>	-2,394,731	-2,469,083	-2,545,031	-2,622,067	-2,699,104	
Time (Phase Start) + 12 mths		Construction Rate				
Sales Rate		-10.000%	-5.000%	0.000%	+5.000%	+10.000%
-10.000%	£2,968,095	£2,375,743	£1,782,126	£1,188,509	£594,893	
£0.00 ft <sup>2</sup>	-2,514,851	-2,593,306	-2,673,027	-2,752,747	-2,832,467	
-5.000%	£3,868,844	£3,277,911	£2,686,673	£2,093,057	£1,499,440	
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0.000%	£4,769,594	£4,178,661	£3,587,728	£2,996,795	£2,403,987	
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+10.000%	£6,567,321	£5,979,072	£5,389,228	£4,798,295	£4,207,362	
£0.00 ft <sup>2</sup>	-2,394,731	-2,469,083	-2,545,031	-2,622,067	-2,699,104	

## SENSITIVITY ANALYSIS

## INTALI PROPERTY STRATEGY

### Example Appraisal

#### Sensitivity Analysis : Assumptions for Calculation

##### Construction Rate

Heading	Phase	Original Value
OM Houses	1	£71.00 pf <sup>2</sup>
Shared Ownership Houses	1	£70.00 pf <sup>2</sup>
Social Rented Houses	1	£68.00 pf <sup>2</sup>
OM Flats	1	£68.00 pf <sup>2</sup>
Shared Ownership Flats	1	£71.00 pf <sup>2</sup>
Social Rented Flats	1	£75.00 pf <sup>2</sup>

These fields varied in Steps of 5.0000 % of the original value

##### Sales Rate

Heading	Phase	Original Value
OM Houses	1	£190.69 pf <sup>2</sup>
Shared Ownership Houses	1	£120.00 pf <sup>2</sup>
Social Rented Houses	1	£70.00 pf <sup>2</sup>

These fields varied in Steps of 5.0000 % of the original value

##### Time (Phase Start)

Heading	Phase	Original Value
Phase Start	1	148,470 mths

This stage varied in steps of 3 mths