Site deets	R3 zone	R4 zone
LPI valuation		
Existing use site value	$ 5,228,427	40% of GRV
EUV + 20% premium	$ 6,274,113	$ 6,274,113
Site area (sqm)	750	750
Existing FSR (to 1)	0.9	1.5
Allowable GFA	675	1125
Feasibility inputs		
Residential FSR (to 1)	0.9	1.5
Residential GFA	675	1125
Residential NSA	574	956
Residential GBA	743	1238
Balconies (sqm)	72	120
Car parking*	9	15
Units	9	15
Uplift scenarios		
15% uplift GFA	776	1294
NSA	699	1164
GBA	854	1423
Balconies (sqm)	83	138
Car parking*	10	17
Units	10	17
30% uplift GFA	878	1463
NSA	790	1316
GBA	965	1609
Balconies (sqm)	94	156
Car parking*	12	20
Units	12	20

Scenarios tested
- Base case
- 1% cont with no uplift across whole development for R3 and R4
- 3% cont with no uplift across whole development for R3 and R4
- 15% uplift and see what the max viable contribution is for R3 and R4
- 30% uplift and see what the max viable contribution is for R3 and R4
- Above scenarios with hypothetical $10K/new dwelling contribution for R3

REVENUE

Gross realisation/sqm	
Rose Bay	$ 22,000
Bronte	$ 25,000
Waverley	$ 22,500
Dover Heights	$ 22,000
Bondi	$ 24,000
Vaucluse	$ 25,000
Bondi Beach	$ 22,000
Bondi Junction	$ 21,000
North Bondi	$ 21,600
Tamarama	$ 23,000
Queens Park	$ 22,500
Average	**$ 22,782**

Case studies, testing each of the three development types proposed to be applicable for the 1% contribution have been undertaken, finding that all development types remain feasible.

In Waverley the standards of recent construction are exadorinarily high in terms of finishes - even for development that proposes to dedicate units to affordable housing (such as the RFB at 21 Waverley Crescent, BJ). This results in consistently high sales.

Actual construction costs (QS reports submitted with DA's) and sales prices (from LPI and real estate websites - see "LPI data" tab) were used. Other data was aligned with the base case information.

Testing for 1% - LGA Average for high density residential development in an R3 zone w/ 0.9:1 FSR

Revenue *based on GFA	Base case	Base case - 1% AH contribution across whole devt.	Base case - 3% AH contribution across whole devt.	15% uplift	30% uplift
Gross sales revenue	$ 13,071,068	$ 13,071,068	$ 13,071,068	$ 15,915,948	$ 17,991,941
Less selling costs	$ 392,132	$ 392,132	$ 392,132	$ 477,478	$ 539,758
Less purchasers costs					
NET SALES REVENUE	$ 12,678,936	$ 12,678,936	$ 12,678,936	$ 15,438,469	$ 17,452,183
TOTAL REVENUE (before GST paid)	$ 12,678,936	$ 12,678,936	$ 12,678,936	$ 15,438,469	$ 17,452,183
Less GST paid on all revenue	$ 1,267,894	$ 1,267,894	$ 1,267,894	$ 1,543,847	$ 1,745,218
TOTAL REVENUE (after GST paid)	$ 11,411,043	$ 11,411,043	$ 11,411,043	$ 13,894,622	$ 15,706,964
Costs *based on GBA					
Land purchase cost	$ 5,228,427	$ 5,228,427	$ 5,228,427	$ 5,228,427	$ 5,228,427
Construction**	$ 2,986,065	$ 2,986,065	$ 2,986,065	$ 3,351,071	$ 3,716,078
Professional fees	$ 298,607	$ 298,607	$ 298,607	$ 335,107	$ 371,608
Statutory fees	$ 29,861	$ 29,861	$ 29,861	$ 33,511	$ 37,161
Section 7.12	$ 29,861	$ 29,861	$ 29,861	$ 33,511	$ 37,161
Affordable housing contributions					
1%		$ 130,711			
3%			$ 392,132		
10%				$ 1,591,595	
15%					$ 2,698,791
Land holding costs					
TOTAL DEVELOPMENT COST	$ 8,572,820	$ 8,703,531	$ 8,964,952	$ 10,573,222	$ 12,089,225
Funding					
Finance charges (inc. line fees)	$ 85,728	$ 87,035	$ 89,650	$ 105,732	$ 120,892
Interest expense	$ 636,532	$ 646,237	$ 665,648	$ 785,062	$ 897,625
TOTAL COSTS (before GST reclaimed)	$ 9,295,080	$ 9,436,803	$ 9,720,249	$ 11,464,016	$ 13,107,742
Less GST reclaimed					
Plus corporate tax					
TOTAL DEVT COSTS (after GST reclaimed)	$ 9,295,080	$ 9,436,803	$ 9,720,249	$ 11,464,016	$ 13,107,742
Performance indicators					
Gross development profit	$ 2,115,962	$ 1,974,239	$ 1,690,793	$ 2,430,607	$ 2,599,222
Net developer's profit after profit share	$ 2,115,962	$ 1,974,239	$ 1,690,793	$ 2,430,607	$ 2,599,222
Development margin (profit/risk margin)	22.76%	20.92%	17.39%	21.20%	19.83%
Target development margin	15%	15%	15%	15%	15%
Residual land value (target margin)	$ 6,531,059	$ 6,360,991	$ 6,020,856	$ 6,411,916	$ 6,251,786
	VIABLE	VIABLE	VIABLE	VIABLE	VIABLE

**GFA*high standard average, balconies*average, car parking*average, number of units*landscaping rate

	DA-395/2018/B	DA-459/2016/1	DA-483/2018 and mods
DA number	553.9	382.51	10956.44
Site Area	1346	464.2	7,072
Residential GFA			

CASE STUDIES for 1% with R3

RFB - 21 Waverley Crescent, BJ	Multi Dwelling Housing - 1 Short Street, Waverley	Waverley bowling club Independent Living Units - DA
$ 21,206	$ 19,000	$ 26,000
$ 28,543,196	$ 8,819,800	$ 183,872,000
$ 856,296	$ 264,594	$ 5,516,160
$ 27,686,900	$ 8,555,206	$ 178,355,840
$ 27,686,900	$ 8,555,206	$ 178,355,840
$ 2,768,690	$ 855,520.60	$ 17,835,584.00
$ 24,918,209.68	$ 7,699,685.40	$ 160,520,256.00
$ 9,000,000	$ 2,200,000	$ 33,000,000
$ 7,000,000	$ 1,800,000	$ 83,042,442
$ 700,000	$ 180,000	$ 8,304,244
$ 70,000.00	$ 18,000.00	$ 830,424.42
$ 70,000	$ 18,000	$ 830,424
$ 285,432	$ 88,198	$ 1,838,720
$ 17,125,432	$ 4,304,198	$ 127,846,255
$ 171,254	$ 43,042	$ 1,278,463
$ 1,271,563	$ 319,587	$ 9,492,584
$ 18,568,250	$ 4,666,827	$ 138,617,302
$ 18,568,250	$ 4,666,827	$ 138,617,302
$ 6,349,960	$ 3,032,859	$ 21,902,954
$ 6,349,960	$ 3,032,859	$ 21,902,954
34.20%	64.99%	15.80%
15%	15%	15%
$ 13,436,310	$ 4,739,493	$ 33,779,494
VIABLE	VIABLE	VIABLE

Testing for 1% - LGA Average for high density residential development in an R4 zone with 1.5:1 FSR

Revenue *based on GFA	Base case	Base case - 1% AH contribution across whole devt.	Base case - 3% AH contribution across whole devt.	15% uplift	30% uplift
Gross sales revenue	$ 21,785,114	$ 21,785,114	$ 21,785,114	$ 26,526,580	$ 29,986,568
Less selling costs	$ 653,553	$ 653,553	$ 653,553	$ 795,797	$ 899,597
Less purchasers costs					
NET SALES REVENUE	$ 21,131,560	$ 21,131,560	$ 21,131,560	$ 25,730,782	$ 29,086,971
TOTAL REVENUE (before GST paid)	$ 21,131,560	$ 21,131,560	$ 21,131,560	$ 25,730,782	$ 29,086,971
Less GST paid on all revenue	$ 1,267,894	$ 1,267,894	$ 1,267,894	$ 1,543,847	$ 1,745,218
TOTAL REVENUE (after GST paid)	$ 19,863,667	$ 19,863,667	$ 19,863,667	$ 24,186,935	$ 27,341,753
Costs *based on GBA					
Land purchase cost	$ 5,228,427	$ 5,228,427	$ 5,228,427	$ 5,228,427	$ 5,228,427
Construction**	$ 4,976,775	$ 4,976,775	$ 4,976,775	$ 5,585,119	$ 6,193,463
Professional fees	$ 497,678	$ 497,678	$ 497,678	$ 558,512	$ 619,346
Statutory fees	$ 49,768	$ 49,768	$ 49,768	$ 55,851	$ 61,935
Section 7.12	$ 49,768	$ 49,768	$ 49,768	$ 55,851	$ 61,935
Affordable housing contributions					
1%		$ 217,851			
3%			$ 653,553		
10%				$ 2,652,658	
15%					$ 4,497,985
Land holding costs					
TOTAL DEVELOPMENT COST	$ 10,802,415	$ 11,020,266	$ 11,455,969	$ 14,136,418	$ 16,663,091
Funding					
Finance charges (inc. line fees)	$ 108,024	$ 110,203	$ 114,560	$ 141,364	$ 166,631
Interest expense	$ 802,079	$ 818,255	$ 850,606	$ 1,049,629	$ 1,237,234
TOTAL COSTS (before GST reclaimed)	$ 11,712,519	$ 11,948,724	$ 12,421,134	$ 15,327,411	$ 18,066,956
Less GST reclaimed					
Plus corporate tax					
TOTAL DEVT COSTS (after GST reclaimed)	$ 11,712,519	$ 11,948,724	$ 12,421,134	$ 15,327,411	$ 18,066,956
Performance indicators					
Gross development profit	$ 8,151,148	$ 7,914,943	$ 7,442,533	$ 8,859,524	$ 9,274,797
Net developer's profit after profit share	$ 8,151,148	$ 7,914,943	$ 7,442,533	$ 8,859,524	$ 9,274,797
Development margin (profit/risk margin)	69.59%	66.24%	59.92%	57.80%	51.34%
Target development margin	15%	15%	15%	15%	15%
Residual land value (target margin)	$ 12,082,757	$ 11,799,311	$ 11,232,418	$ 12,068,154	$ 11,935,519
	VIABLE	VIABLE	VIABLE	VIABLE	VIABLE

E1 and MU1 zones where shop top housing is permitted have similar FSR's to the R4 zone, so this analysis is generally reflective of high density development in the employment

Waverley Crescent

Short Street

Birrell Street

Testing the proposed Housing And Productivity Contribution of $10K per new dwelling, for R3 scenario					
Contribution	$ 90,000	$ 90,000	$ 90,000	$ 100,000	$ 120,000
Development Costs without contribution	$ 9,295,080	$ 9,436,803	$ 9,720,249	$ 11,464,016	$ 13,107,742
Development Costs with contribution	$ 9,385,080	$ 9,526,803	$ 9,810,249	$ 11,564,016	$ 13,227,742
Gross development profit	$ 2,025,962	$ 1,884,239	$ 1,600,793	$ 2,330,607	$ 2,479,222
Development margin (profit/risk margin)	21.59%	19.78%	16.32%	20.15%	18.74%
Target development margin	15%	15%	15%	15%	15%
	VIABLE	VIABLE	VIABLE	VIABLE	VIABLE