

Code	Indicator Name	20/21 Q4 Value	21/22 Q4 Value	22/23 Q4 Value	23/24 Q4 Value	23/24 Q4 Target	23/24 Q4 Business Manager Comments
ARK001	Arkwood - total legal completions	New for Q4 21/22	17	50	71	Trend	There are now just 5 units remaining to sell from 87 total. The sales market has picked up with 5 sales in the past 2 months. We have 9 customers with sales agreed that have yet to move in. We were aiming for several more legal completions in 23/24, however a combination of build delays and customers in sales chains or with Easter holiday commitments meant circa 6 units carried over to complete early in the current financial year.
ARK002	Arkwood - number of units delivered	New for Q3 21/22	20	55	79	Trend	8 units left to complete, behind target programme to complete by end March 2024. All 8 units are at the practical completion stage and have gone through our final snagging stage. Outstanding snags are all that is left to finish off with completion due April 2024. All site landscaping works complete.
ARK003	Arkwood - plots commenced	New for Q3 21/22	79	87	87	Trend	Plots commenced is in line with programme, we do not have any further units due for commencement in this quarter.

Comment on performance in quarter four

At the end of quarter 4 there were 71 total legal completions. However, we are pleased to provide an updated figure at the time of writing this report (May 2024) that of the 87 total units developed, a number are reserved and going through the process of sale and there are now 5 units remaining to sell.