

## 190906 SWC Residential Appraisals\_AG-AJ\_ Sheltered Housing v2 - Version Notes

Date	Version	Comments
190906	v2	

Scheme Ref: **AG**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		55 Units					
AH Policy requirement (% Target)		40%					
AH tenure split %		Affordable Rent:	0.0%		70.0% % Rented		
		Social Rent:	70.0%		12.0% % of total (>10% for HWP (Feb 2017))		
		Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%				
Open Market Sale (OMS) housing		60%		100.0%			
		100%		100.0%			
CIL Rate (£ psm)		40.00 £ psm					
<b>Unit mix -</b>	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	60.0%	19.8	60.0%	13.2	60%	33.0	
2 bed Flat	40.0%	13.2	40.0%	8.8	40%	22.0	
Total number of units	100.0%	33.0	100.0%	22.0	100%	55.0	
<b>OMS Unit Floor areas -</b>		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqft)			
1 bed House	0.0	0	%	0.0	0		
2 bed House	0.0	0		0.0	0		
3 bed House	0.0	0		0.0	0		
4 bed House	0.0	0		0.0	0		
5 bed House	0.0	0		0.0	0		
1 bed Flat	50.0	538	75.0%	66.7	718		
2 bed Flat	75.0	807	75.0%	100.0	1,076		
<b>AH Unit Floor areas -</b>		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqft)			
1 bed House	0.0	0	%	0.0	0		
2 bed House	0.0	0		0.0	0		
3 bed House	0.0	0		0.0	0		
4 bed House	0.0	0		0.0	0		
5 bed House	0.0	0		0.0	0		
1 bed Flat	50.0	538	75.0%	66.7	718		
2 bed Flat	75.0	807	75.0%	100.0	1,076		
<b>Total Gross Floor areas -</b>		Mkt Units GIA (sqm)	AH units GIA (sqm)	Total GIA (all units) (sqft)			
1 bed House	0	0	0	0	0		
2 bed House	0	0	0	0	0		
3 bed House	0	0	0	0	0		
4 bed House	0	0	0	0	0		
5 bed House	0	0	0	0	0		
1 bed Flat	1,320	14,208	880	9,472	2,200	23,681	
2 bed Flat	1,320	14,208	880	9,472	2,200	23,681	
	2,640	28,417	1,760	18,944	4,400	47,361	
AH % by floor area:		40.00% AH % by floor area due to mix					
<b>Open Market Sales values (£) -</b>		£ OMS (per unit)	£psm	£psf	total MV (£ (no AH))		
1 bed House	0	#DIV/0!	#DIV/0!		0		
2 bed House	0	#DIV/0!	#DIV/0!		0		
3 bed House	0	#DIV/0!	#DIV/0!		0		
4 bed House	0	#DIV/0!	#DIV/0!		0		
5 bed House	0	#DIV/0!	#DIV/0!		0		
1 bed Flat	225,000	4,500	418		7,425,000		
2 bed Flat	300,000	4,000	372		6,600,000		
					14,025,000		
<b>Affordable Housing values (£) -</b>		Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV
1 bed House	0	37.5%	0	37.5%	0	70%	
2 bed House	0	37.5%	0	37.5%	0	70%	
3 bed House	0	37.5%	0	37.5%	0	70%	
4 bed House	0	37.5%	0	37.5%	0	70%	
5 bed House	0	37.5%	0	37.5%	0	70%	
1 bed Flat	84,375	37.5%	84,375	37.5%	157,500	70%	
2 bed Flat	112,500	37.5%	112,500	37.5%	210,000	70%	

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GROSS DEVELOPMENT VALUE					
<b>OMS GDV -</b> (part houses due to % mix)					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	19.8	@	225,000		4,455,000
2 bed Flat	13.2	@	300,000		3,960,000
	33.0				8,415,000
<b>Affordable Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	84,375		-
2 bed Flat	0.0	@	112,500		-
	0.0				-
<b>Social Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	9.2	@	84,375		779,625
2 bed Flat	6.2	@	112,500		693,000
	15.4				1,472,625
<b>Intermediate GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	4.0	@	157,500		623,700
2 bed Flat	2.6	@	210,000		554,400
	6.6	22.0			1,178,100
<b>Sub-total GDV Residential</b>	<b>55</b>				<b>11,065,725</b>
<b>AH on-site cost analysis:</b>				<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>2,959,275</b>
			<b>673 £ psm (total GIA sqm)</b>	<b>53,805 £ per unit (total units)</b>	
<b>Grant</b>	<b>55</b>	@	<b>0</b>		-
<b>Total GDV</b>					<b>11,065,725</b>

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(70,000)
Statutory Planning Fees (Residential)					(23,549)
CIL					(105,600)
	CIL analysis:	2,640 sqm (Market only)	40.00 £ psm		
		0.95% % of GDV	1,920 £ per unit (total units)		
Site Specific S106 Contributions (inc. Education)	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @	2,000 per unit		(110,000)
<b>AH Commuted Sum</b>	<b>S106 analysis:</b>	<b>250,000 £ per ha</b>	<b>0.99% % of GDV</b>	<b>2,000 £ per unit (total ur</b>	<b>(110,000)</b>
	<b>Comm. Sum analysis:</b>		<b>4,400 sqm (total)</b>	<b>0 £ psm</b>	-
			<b>0.00% % of GDV</b>		

cont./

**Scheme Ref:** AG  
**No Units:** 55 **Location / Value Zone:** Higher **Development Scenario:** Greenfield  
**Notes:** Sheltered Housing

<b>Construction Costs -</b>					
Site Clearance and Demolition		1.09 acres @		0 £ per acre (if brownfield)	-
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House	-	sqm @		0 psm	-
2 bed House	-	sqm @		0 psm	-
3 bed House	-	sqm @		0 psm	-
4 bed House	-	sqm @		0 psm	-
5 bed House	-	sqm @		0 psm	-
1 bed Flat		2,200 sqm @		1,287 psm	(2,831,400)
2 bed Flat	4,400	2,200 sqm @		1,287 psm	(2,831,400)
External works		5,662,800 @		10.0% 10,296 £ per unit	(566,280)
M4(2) Category 2 Housing	Aff units	units @	0% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	33 units @	90% @	521 £ per unit	(15,474)
M4(3) Category 3 Housing	Mrkt units	33 units @	10% @	10,111 £ per unit	(33,366)
Water Efficiency additional cost		55 units @		10 £ per unit	(550)
Low Carbon Energy cost		55 units @		3,375 £ per unit	(185,625)
Contingency		6,464,095 @		3.0% (GF/BF)	(193,923)
<b>Professional Fees</b>		6,464,095 @		6.5%	(420,166)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		8,415,000 OMS @		1.00% 1,530 £ per unit	(84,150)
Residential Sales Legal Costs		33 OM Units @		0.35% 900 £ per unit	(29,700)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		8,415,000 OMS @		3.00% 4,590 £ per unit 6,842 £ per unit	(252,450)
<b>Interest (on Development Costs) -</b>					
			6.50% APR	0.526% pcm	(74,659)
<b>Developers Profit -</b>					
Margin on AH		2,650,725		6.00% on AH values	(159,044)
Profit on OMS		8,415,000		20.00%	(1,683,000)
<b>Profit analysis:</b>		7,838,292		23.50% on costs	(1,842,044)
		11,065,725		16.65% blended GDV	(1,842,044)
<b>TOTAL COSTS</b>					<b>(9,680,335)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,385,390
SDLT		1,385,390 @		(slabbed)	(58,769)
Acquisition Agent fees		1,385,390 @		1.0%	(13,854)
Acquisition Legal fees		1,385,390 @		0.5%	(6,927)
Interest on Land		1,385,390 @		6.50%	(90,050)
Residual Land Value					<b>1,215,789</b>
<b>RLV analysis:</b>	22,105 £ per plot	2,763,157 £ per ha		1,118,234 £ per acre	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		125.0 dph			
Site Area (Net)		0.44 ha		1.09 acres	
<b>Density analysis:</b>		10,000 sqm/ha		43,561 sqft/ac	
Benchmark Land Value (Net)	5,436 £ per plot	679,525 £ per ha		275,000 £ per acre	<b>298,991</b>

<b>BALANCE</b>					
Surplus/(Deficit)		2,083,632 £ per ha		843,234 £ per acre	<b>916,798</b>

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**SENSITIVITY ANALYSIS**  
 The following sensitivity tables show the balance of the appraisal (RLV-BLV) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		10%	15%	20%	25%	30%	35%	40%	
CIL £psm 40.00	916,798	0	2,143,508	1,956,079	1,768,215	1,580,328	1,392,005	1,203,581	1,015,157
	10	2,107,009	1,921,450	1,735,601	1,549,692	1,363,317	1,176,942	990,567	
	20	2,070,510	1,886,797	1,702,986	1,518,955	1,334,629	1,150,303	965,977	
	30	2,033,916	1,852,144	1,670,372	1,488,217	1,305,941	1,123,664	941,388	
	40	1,997,224	1,817,491	1,637,708	1,457,480	1,277,253	1,097,026	916,798	
	50	1,960,533	1,782,838	1,604,922	1,426,743	1,248,565	1,070,387	892,208	
	60	1,923,842	1,748,185	1,572,136	1,396,006	1,219,877	1,043,748	867,619	
	70	1,887,150	1,713,429	1,539,349	1,365,269	1,191,189	1,017,109	843,029	
	80	1,850,459	1,678,594	1,506,563	1,334,532	1,162,501	990,471	818,440	
	90	1,813,741	1,643,759	1,473,777	1,303,795	1,133,814	963,832	793,850	
	100	1,776,856	1,608,924	1,440,991	1,273,058	1,105,126	937,193	769,260	
	110	1,739,972	1,574,088	1,408,205	1,242,321	1,076,438	910,554	744,671	
	120	1,703,087	1,539,253	1,375,419	1,211,584	1,047,750	883,915	720,081	
	130	1,666,203	1,504,418	1,342,632	1,180,847	1,019,062	857,277	695,491	
	140	1,629,318	1,469,582	1,309,846	1,150,110	990,374	830,638	670,902	
	150	1,592,434	1,434,747	1,277,060	1,119,373	961,686	803,999	646,312	
	160	1,555,550	1,399,912	1,244,274	1,088,636	932,998	777,360	621,602	
	170	1,518,665	1,365,076	1,211,488	1,057,899	904,310	750,722	596,883	
	180	1,481,781	1,330,241	1,178,702	1,027,162	875,622	724,083	572,164	
	190	1,444,896	1,295,406	1,145,915	996,425	846,935	697,349	547,445	
	200	1,408,012	1,260,571	1,113,129	965,688	818,247	670,570	522,726	
	210	1,371,127	1,225,735	1,080,343	934,951	789,559	643,791	498,007	
	220	1,334,243	1,190,900	1,047,557	904,214	760,736	617,012	473,288	
	230	1,297,358	1,156,065	1,014,771	873,477	731,897	590,233	448,569	
	240	1,260,474	1,121,229	981,985	842,662	703,058	563,454	423,850	
	250	1,223,590	1,086,394	949,198	811,763	674,219	536,675	399,131	

**TABLE 2**

		Site Specific S106							
Balance (RLV - BLV)		90%	100%	110%	120%	130%	140%	150%	
CIL £psm 40.00	916,798	0	1,025,112	1,015,157	1,005,201	995,245	985,289	975,333	965,378
	10	1,000,523	990,567	980,611	970,655	960,700	950,744	940,788	
	20	975,933	965,977	956,022	946,066	936,110	926,154	916,198	
	30	951,344	941,388	931,432	921,476	911,520	901,564	891,609	
	40	926,754	916,798	906,842	896,886	886,931	876,975	867,019	
	50	902,164	892,208	882,253	872,297	862,341	852,385	842,429	
	60	877,575	867,619	857,663	847,707	837,751	827,796	817,840	
	70	852,985	843,029	833,073	823,118	813,162	803,206	793,250	
	80	828,395	818,440	808,484	798,528	788,572	778,616	768,661	
	90	803,806	793,850	783,894	773,938	763,983	754,027	744,071	
	100	779,216	769,260	759,305	749,349	739,393	729,437	719,481	
	110	754,627	744,671	734,715	724,759	714,803	704,847	694,892	
	120	730,037	720,081	710,125	700,169	690,214	680,258	670,302	
	130	705,447	695,491	685,536	675,580	665,624	655,668	645,712	
	140	680,858	670,902	660,946	650,990	641,034	631,078	621,122	
	150	656,268	646,312	636,356	626,400	616,444	606,488	596,532	
	160	631,679	621,723	611,767	601,811	591,855	581,899	571,943	
	170	607,089	597,133	587,177	577,221	567,265	557,309	547,353	
	180	582,499	572,543	562,587	552,631	542,675	532,719	522,763	
	190	557,909	547,953	537,997	528,041	518,085	508,129	498,173	
	200	533,319	523,363	513,407	503,451	493,495	483,539	473,583	
	210	508,729	498,773	488,817	478,861	468,905	458,949	448,993	
	220	484,139	474,183	464,227	454,271	444,315	434,359	424,403	
	230	459,549	449,593	439,637	429,681	419,725	409,769	399,813	
	240	434,959	424,003	414,047	404,091	394,135	384,179	374,223	
	250	410,369	400,413	390,457	380,501	370,545	360,589	350,633	

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**TABLE 3**

Balance (RLV - BLV)	916,798	Profit (on OMS) 20%						
		15%	16%	17%	18%	19%	20%	21%
0		1,381,209	1,307,999	1,234,788	1,161,578	1,088,367	1,015,157	941,946
10		1,356,620	1,283,409	1,210,199	1,136,988	1,063,778	990,567	917,357
20		1,332,030	1,258,819	1,185,609	1,112,398	1,039,188	965,977	892,767
30		1,307,440	1,234,230	1,161,019	1,087,809	1,014,598	941,388	868,177
40		1,282,851	1,209,640	1,136,430	1,063,219	990,009	916,798	843,588
CIL £psm		1,258,261	1,185,050	1,111,840	1,038,629	965,419	892,208	818,998
40.00		1,233,671	1,160,461	1,087,250	1,014,040	940,829	867,619	794,408
		1,209,082	1,135,871	1,062,661	989,450	916,240	843,029	769,819
		1,184,492	1,111,282	1,038,071	964,861	891,650	818,440	745,229
		1,159,902	1,086,692	1,013,481	940,271	867,060	793,850	720,639
		1,135,313	1,062,102	988,892	915,681	842,471	769,260	696,050
		1,110,723	1,037,513	964,302	891,092	817,881	744,671	671,460
		1,086,134	1,012,923	939,713	866,502	793,292	720,081	646,871
		1,061,544	988,333	915,123	841,912	768,702	695,491	622,281
		1,036,954	963,744	890,533	817,323	744,112	670,902	597,691
		1,012,365	939,154	865,944	792,733	719,523	646,312	573,102
		987,655	914,444	841,234	768,023	694,813	621,602	548,392
		962,936	889,725	816,515	743,304	670,094	596,883	523,673
		938,217	865,006	791,796	718,585	645,375	572,164	498,954
		913,498	840,287	767,077	693,866	620,656	547,445	474,235
		888,779	815,568	742,358	669,147	595,937	522,726	449,516
		864,060	790,849	717,639	644,428	571,218	498,007	424,797
		839,341	766,130	692,920	619,709	546,499	473,288	400,078
		814,622	741,411	668,201	594,990	521,780	448,569	375,359
		789,903	716,692	643,482	570,271	497,061	423,850	350,640
		765,184	691,973	618,763	545,552	472,342	399,131	325,921

**TABLE 4**

Balance (RLV - BLV)	916,798	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		1,151,062	1,096,700	1,042,338	987,976	933,614	879,252	824,890
10		1,126,472	1,072,110	1,017,748	963,386	909,024	854,662	800,300
20		1,101,882	1,047,520	993,158	938,796	884,434	830,072	775,710
30		1,077,293	1,022,931	968,569	914,207	859,845	805,483	751,121
40		1,052,703	998,341	943,979	889,617	835,255	780,893	726,531
CIL £psm		1,028,113	973,751	919,389	865,027	810,665	756,303	701,941
40.00		1,003,524	949,162	894,800	840,438	786,076	731,714	677,352
		978,934	924,572	870,210	815,848	761,486	707,124	652,762
		954,345	899,983	845,621	791,259	736,897	682,535	628,173
		929,755	875,393	821,031	766,669	712,307	657,945	603,583
		905,165	850,803	796,441	742,079	687,717	633,355	578,993
		880,576	826,214	771,852	717,490	663,128	608,766	554,404
		855,986	801,624	747,262	692,900	638,538	584,176	529,814
		831,396	777,034	722,672	668,310	613,948	559,586	505,224
		806,807	752,445	698,083	643,721	589,359	534,997	480,635
		782,217	727,855	673,493	619,131	564,769	510,407	456,045
		757,507	703,145	648,783	594,421	540,059	485,697	431,335
		732,788	678,426	624,064	569,702	515,340	460,978	406,616
		708,069	653,707	599,345	544,983	490,621	436,259	381,897
		683,350	628,988	574,626	520,264	465,902	411,540	357,178
		658,631	604,269	549,907	495,545	441,183	386,821	332,459
		633,912	579,550	525,188	470,826	416,464	362,102	307,740
		609,193	554,831	500,469	446,107	391,745	337,383	283,021
		584,474	530,112	475,750	421,388	367,026	312,664	258,302
		559,755	505,393	451,031	396,669	342,307	287,945	233,583
		535,036	480,674	426,312	371,950	317,588	263,226	208,864

Scheme Ref: **AG**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

**TABLE 5**

Balance (RLV - BLV)	916,798	Density (dph)						
		25	30	35	40	45	50	55
0		(180,807)	68,352	246,323	379,801	483,617	566,670	634,623
10		(205,397)	43,762	221,733	355,211	459,027	542,081	610,033
20		(229,987)	19,173	197,143	330,621	434,438	517,491	585,443
30		(254,576)	(5,417)	172,554	306,032	409,848	492,901	560,854
40		(279,166)	(30,007)	147,964	281,442	385,259	468,312	536,264
CIL £psm		(303,756)	(54,596)	123,374	256,853	360,669	443,722	511,674
40.00		(328,345)	(79,186)	98,785	232,263	336,079	419,132	487,085
60		(352,935)	(103,776)	74,195	207,673	311,490	394,543	462,495
70		(377,524)	(128,365)	49,606	183,084	286,900	369,953	437,906
80		(402,114)	(152,955)	25,016	158,494	262,310	345,363	413,316
100		(426,704)	(177,544)	426	133,904	237,721	320,774	388,726
110		(451,293)	(202,134)	(24,163)	109,315	213,131	296,184	364,137
120		(475,883)	(226,724)	(48,753)	84,725	188,542	271,595	339,547
130		(500,473)	(251,313)	(73,343)	60,136	163,952	247,005	314,957
140		(525,062)	(275,903)	(97,932)	35,546	139,362	222,415	290,368
150		(549,652)	(300,493)	(122,522)	10,956	114,773	197,826	265,778
160		(574,242)	(325,083)	(147,112)	(13,754)	90,063	173,116	241,068
170		(598,832)	(349,673)	(171,702)	(38,473)	65,344	148,397	216,349
180		(623,422)	(374,263)	(196,292)	(63,192)	40,625	123,678	191,630
190		(648,012)	(398,853)	(220,882)	(87,811)	15,906	98,959	166,911
200		(672,602)	(423,443)	(245,472)	(112,400)	(8,813)	74,240	142,192
210		(697,192)	(448,033)	(270,062)	(137,090)	(33,532)	49,521	117,473
220		(721,782)	(472,623)	(294,652)	(161,680)	(58,251)	24,802	92,754
230		(746,372)	(497,213)	(319,242)	(186,270)	(82,970)	83	68,035
240		(770,962)	(521,803)	(343,832)	(210,860)	(107,660)	(24,636)	43,316
250		(795,552)	(546,393)	(368,422)	(235,450)	(132,250)	(49,355)	18,597

**TABLE 6**

Balance (RLV - BLV)	916,798	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
0		1,699,555	1,360,015	1,015,157	667,210	314,745	(41,345)	(418,301)
10		1,675,230	1,335,554	990,567	642,610	290,026	(66,194)	(446,863)
20		1,650,897	1,311,094	965,977	617,891	265,307	(91,043)	(425,425)
30		1,626,564	1,286,533	941,388	593,172	240,588	(115,892)	(404,085)
40		1,602,231	1,261,974	916,798	568,453	215,869	(140,741)	(382,747)
CIL £psm		1,577,898	1,237,364	892,208	543,734	191,150	(165,590)	(361,401)
40.00		1,553,565	1,212,774	867,619	519,015	166,431	(190,439)	(340,062)
60		1,529,233	1,188,185	843,029	494,296	141,712	(215,288)	(318,723)
70		1,504,900	1,163,595	818,440	469,577	116,993	(240,138)	(297,384)
80		1,480,567	1,139,006	793,850	444,858	92,273	(264,987)	(276,045)
90		1,456,234	1,114,416	769,260	420,139	67,424	(290,037)	(254,706)
100		1,431,901	1,089,826	744,671	395,420	42,575	(318,599)	(233,367)
110		1,407,568	1,065,237	720,081	370,701	17,726	(347,161)	(212,028)
120		1,383,235	1,040,647	695,491	345,982	(7,123)	(375,723)	(190,689)
130		1,358,902	1,016,057	670,902	321,263	(31,972)	(404,285)	(169,350)
140		1,334,569	991,468	646,312	296,543	(56,821)	(432,847)	(148,011)
150		1,309,236	966,878	621,723	271,824	(81,670)	(461,410)	(126,672)
160		1,284,903	942,289	597,134	247,105	(106,519)	(489,955)	(105,333)
170		1,260,570	917,699	572,545	222,386	(131,368)	(518,500)	(84,014)
180		1,236,237	893,109	547,956	197,667	(156,217)	(547,045)	(62,675)
190		1,211,904	868,520	523,367	172,948	(181,067)	(576,133)	(41,336)
200		1,187,571	843,930	498,778	148,229	(205,916)	(604,684)	(20,017)
210		1,163,238	819,340	474,189	123,510	(230,765)	(633,230)	(1,011,133)
220		1,138,905	794,751	449,600	98,791	(255,614)	(662,275)	(1,030,184)
230		1,114,572	770,161	425,011	73,976	(280,463)	(690,820)	(1,049,235)
240		1,090,239	745,572	400,422	49,127	(307,825)	(719,365)	(1,068,286)
250		1,065,906	720,983	375,833	24,278			

Scheme Ref: **AG**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

**TABLE 7**

		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	916,798							
	0	447,167	731,439	1,015,157	1,298,874	1,581,854	1,863,728	2,144,832
	10	422,448	706,850	990,567	1,274,284	1,557,393	1,839,395	2,120,627
	20	397,728	682,260	965,977	1,249,695	1,532,932	1,815,062	2,096,421
	30	373,009	657,671	941,388	1,225,105	1,508,471	1,790,729	2,072,216
	40	348,290	633,081	916,798	1,200,515	1,484,010	1,766,396	2,047,995
CIL £psm	50	323,571	608,491	892,208	1,175,926	1,459,549	1,742,063	2,023,662
40.00	60	298,852	583,822	867,619	1,151,336	1,435,053	1,717,682	1,999,329
	70	274,133	559,103	843,029	1,126,746	1,410,464	1,693,221	1,974,996
	80	249,414	534,384	818,440	1,102,157	1,385,874	1,668,760	1,950,663
	90	224,695	509,665	793,850	1,077,567	1,361,284	1,644,299	1,926,330
	100	199,976	484,946	769,260	1,052,978	1,336,695	1,619,838	1,901,997
	110	175,257	460,227	744,671	1,028,388	1,312,105	1,595,377	1,877,664
	120	150,538	435,508	720,081	1,003,798	1,287,516	1,570,916	1,853,331
	130	125,819	410,789	695,491	979,209	1,262,926	1,546,455	1,828,999
	140	101,100	386,070	670,902	954,619	1,238,336	1,521,995	1,804,588
	150	76,381	361,351	646,312	930,029	1,213,747	1,497,464	1,780,127
	160	51,662	336,632	621,602	905,440	1,189,157	1,472,874	1,755,666
	170	26,833	311,913	596,883	880,850	1,164,567	1,448,285	1,731,205
	180	1,984	287,194	572,164	856,261	1,139,978	1,423,695	1,706,745
	190	(22,865)	262,475	547,445	831,671	1,115,388	1,399,105	1,682,284
	200	(47,714)	237,756	522,726	807,081	1,090,799	1,374,516	1,657,823
	210	(72,563)	213,037	498,007	782,492	1,066,209	1,349,926	1,633,362
	220	(97,413)	188,318	473,288	757,902	1,041,619	1,325,337	1,608,901
	230	(122,262)	163,599	448,569	733,312	1,017,030	1,300,747	1,584,440
	240	(147,111)	138,880	423,850	708,723	992,440	1,276,157	1,559,874
	250	(171,960)	114,161	399,131	684,101	967,850	1,251,568	1,535,285

**NOTES**

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs



Scheme Ref: **AG**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		55 Units					
AH Policy requirement (% Target)		0%					
AH tenure split %		Affordable Rent:	0.0%	70.0% % Rented			
		Social Rent:	70.0%	0.0% % of total (>10% for HWP (Feb 2017))			
		Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%				
Open Market Sale (OMS) housing		100%	100%	100.0%			
CIL Rate (£ psm)		40.00 £ psm					
<b>Unit mix -</b>	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	60.0%	33.0	60.0%	0.0	60%	33.0	
2 bed Flat	40.0%	22.0	40.0%	0.0	40%	22.0	
Total number of units	100.0%	55.0	100.0%	0.0	100%	55.0	
<b>OMS Unit Floor areas -</b>		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqft)			
1 bed House	0.0	0		0.0	0	0	
2 bed House	0.0	0		0.0	0	0	
3 bed House	0.0	0		0.0	0	0	
4 bed House	0.0	0		0.0	0	0	
5 bed House	0.0	0		0.0	0	0	
1 bed Flat	50.0	538	75.0%	66.7	718	718	
2 bed Flat	75.0	807	75.0%	100.0	1,076	1,076	
<b>AH Unit Floor areas -</b>		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqft)			
1 bed House	0.0	0		0.0	0	0	
2 bed House	0.0	0		0.0	0	0	
3 bed House	0.0	0		0.0	0	0	
4 bed House	0.0	0		0.0	0	0	
5 bed House	0.0	0		0.0	0	0	
1 bed Flat	50.0	538	75.0%	66.7	718	718	
2 bed Flat	75.0	807	75.0%	100.0	1,076	1,076	
<b>Total Gross Floor areas -</b>		Mkt Units GIA (sqm)	AH units GIA (sqm)	Total GIA (all units) (sqft)			
1 bed House	0	0	0	0	0	0	
2 bed House	0	0	0	0	0	0	
3 bed House	0	0	0	0	0	0	
4 bed House	0	0	0	0	0	0	
5 bed House	0	0	0	0	0	0	
1 bed Flat	2,200	23,681	0	0	2,200	23,681	
2 bed Flat	2,200	23,681	0	0	2,200	23,681	
	4,400	47,361	0	0	4,400	47,361	
AH % by floor area:		0.00% AH % by floor area due to mix					
<b>Open Market Sales values (£) -</b>		£ OMS (per unit)	£psm	£psf	total MV (£ (no AH))		
1 bed House	0	#DIV/0!	#DIV/0!		0	0	
2 bed House	0	#DIV/0!	#DIV/0!		0	0	
3 bed House	0	#DIV/0!	#DIV/0!		0	0	
4 bed House	0	#DIV/0!	#DIV/0!		0	0	
5 bed House	0	#DIV/0!	#DIV/0!		0	0	
1 bed Flat	225,000	4,500	418		7,425,000	7,425,000	
2 bed Flat	300,000	4,000	372		6,600,000	6,600,000	
					14,025,000	14,025,000	
<b>Affordable Housing values (£) -</b>		Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV
1 bed House	0	37.5%	0	37.5%	0	70%	
2 bed House	0	37.5%	0	37.5%	0	70%	
3 bed House	0	37.5%	0	37.5%	0	70%	
4 bed House	0	37.5%	0	37.5%	0	70%	
5 bed House	0	37.5%	0	37.5%	0	70%	
1 bed Flat	84,375	37.5%	84,375	37.5%	157,500	70%	
2 bed Flat	112,500	37.5%	112,500	37.5%	210,000	70%	

Scheme Ref: **AG**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

GROSS DEVELOPMENT VALUE					
<b>OMS GDV -</b> (part houses due to % mix)					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	33.0	@	225,000		7,425,000
2 bed Flat	22.0	@	300,000		6,600,000
	55.0				14,025,000
<b>Affordable Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	84,375		-
2 bed Flat	0.0	@	112,500		-
	0.0				-
<b>Social Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	84,375		-
2 bed Flat	0.0	@	112,500		-
	0.0				-
<b>Intermediate GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	157,500		-
2 bed Flat	0.0	@	210,000		-
	0.0	0.0			-
<b>Sub-total GDV Residential</b>	<b>55</b>				<b>14,025,000</b>
<b>AH on-site cost analysis:</b>				<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			<b>0 £ psm (total GIA sqm)</b>	<b>0 £ per unit (total units)</b>	
<b>Grant</b>	55	@	0		-
<b>Total GDV</b>					<b>14,025,000</b>

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(70,000)
Statutory Planning Fees (Residential)					(23,549)
CIL					(176,000)
CIL analysis:		4,400 sqm (Market only)	40.00 £ psm		
		1.25% % of GDV	3,200 £ per unit (total units)		
Site Specific S106 Contributions (inc. Education)	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @	2,000 per unit		(110,000)
<b>AH Commuted Sum</b>	<b>S106 analysis:</b>	250,000 £ per ha	0.78% % of GDV	2,000 £ per unit (total ur	(110,000)
<b>Comm. Sum analysis:</b>			4,400 sqm (total)	351 £ psm	(1,546,309)
			11.03% % of GDV		

cont./

**Scheme Ref:** AG  
**No Units:** 55 **Location / Value Zone:** Higher **Development Scenario:** Greenfield  
**Notes:** Sheltered Housing

<b>Construction Costs -</b>					
Site Clearance and Demolition		1.09 acres @		0 £ per acre (if brownfield)	-
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House	-	sqm @		0 psm	-
2 bed House	-	sqm @		0 psm	-
3 bed House	-	sqm @		0 psm	-
4 bed House	-	sqm @		0 psm	-
5 bed House	-	sqm @		0 psm	-
1 bed Flat		2,200 sqm @		1,287 psm	(2,831,400)
2 bed Flat	4,400	2,200 sqm @		1,287 psm	(2,831,400)
External works		5,662,800 @		10.0% 10,296 £ per unit	(566,280)
M4(2) Category 2 Housing	Aff units	units @	0% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	55 units @	90% @	521 £ per unit	(25,790)
M4(3) Category 3 Housing	Mrkt units	55 units @	10% @	10,111 £ per unit	(55,611)
Water Efficiency additional cost		55 units @		10 £ per unit	(550)
Low Carbon Energy cost		55 units @		3,375 £ per unit	(185,625)
Contingency		6,496,655 @		3.0% (GF/BF)	(194,900)
<b>Professional Fees</b>		6,496,655 @		6.5%	(422,283)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		14,025,000 OMS @		1.00% 2,550 £ per unit	(140,250)
Residential Sales Legal Costs		55 OM Units @		0.35% 900 £ per unit	(49,500)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		14,025,000 OMS @		3.00% 7,650 £ per unit 11,282 £ per unit	(420,750)
<b>Interest (on Development Costs) -</b>					
			6.50% APR	0.526% pcm	(174,415)
<b>Developers Profit -</b>					
Margin on AH		0		6.00% on AH values	-
Profit on OMS		14,025,000		20.00%	(2,805,000)
<b>Profit analysis:</b>		9,834,610		28.52% on costs	(2,805,000)
		14,025,000		20.00% blended GDV	(2,805,000)
<b>TOTAL COSTS</b>					<b>(12,639,610)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,385,390
SDLT		1,385,390 @		(slabbed)	(58,769)
Acquisition Agent fees		1,385,390 @		1.0%	(13,854)
Acquisition Legal fees		1,385,390 @		0.5%	(6,927)
Interest on Land		1,385,390 @		6.50%	(90,050)
Residual Land Value					<b>1,215,789</b>
<b>RLV analysis:</b>	22,105 £ per plot	2,763,157 £ per ha		1,118,234 £ per acre	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		125.0 dph			
Site Area (Net)		0.44 ha		1.09 acres	
<b>Density analysis:</b>		10,000 sqm/ha		43,561 sqft/ac	
Benchmark Land Value (Net)	5,436 £ per plot	679,525 £ per ha		275,000 £ per acre	<b>298,991</b>

<b>BALANCE</b>					
Surplus/(Deficit)		2,083,632 £ per ha		843,234 £ per acre	<b>916,798</b>

Scheme Ref: **AG**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

**SENSITIVITY ANALYSIS**  
 The following sensitivity tables show the balance of the appraisal (RLV-BLV) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV)		916,798	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		703,508	514,466	325,424	135,939	(53,873)	(243,684)	(455,163)
	10		666,429	479,447	292,465	104,877	(82,864)	(270,604)	(483,725)
	20		629,351	444,429	259,486	73,816	(111,854)	(298,874)	(512,429)
	30		592,272	409,410	226,354	42,755	(140,845)	(329,816)	(541,141)
	40		555,194	374,391	193,222	11,693	(169,835)	(360,759)	(569,854)
	50		518,115	339,373	160,090	(19,368)	(198,826)	(391,701)	(598,566)
	60		481,037	304,344	126,957	(50,429)	(227,816)	(422,643)	(627,278)
	70		443,958	269,142	93,825	(81,491)	(256,807)	(453,586)	(655,991)
	80		406,880	233,939	60,693	(112,552)	(285,798)	(484,611)	(684,703)
	90		369,801	198,736	27,561	(143,613)	(318,718)	(515,716)	(713,416)
	100		332,637	163,533	(5,571)	(174,675)	(352,040)	(546,821)	(742,128)
	110		295,363	128,330	(38,703)	(205,736)	(385,363)	(577,926)	(770,841)
	120		258,090	93,127	(71,835)	(236,798)	(418,685)	(609,031)	(799,553)
	130		220,816	57,924	(104,967)	(267,859)	(452,008)	(640,136)	(828,265)
	140		183,543	22,722	(138,099)	(300,479)	(485,505)	(671,242)	(856,978)
	150		146,269	(12,481)	(171,231)	(336,181)	(519,003)	(702,347)	(885,690)
	160		108,995	(47,684)	(204,363)	(371,884)	(552,501)	(733,452)	(914,403)
	170		71,722	(82,887)	(237,496)	(407,587)	(585,999)	(764,557)	(943,115)
	180		34,448	(118,090)	(270,628)	(443,331)	(619,497)	(795,662)	(971,828)
	190		(2,826)	(153,293)	(306,041)	(479,222)	(652,995)	(826,767)	(1,000,540)
	200		(40,099)	(188,495)	(344,124)	(515,112)	(686,492)	(857,872)	(1,029,253)
	210		(77,373)	(223,698)	(382,207)	(551,003)	(719,990)	(888,978)	(1,058,065)
	220		(114,646)	(258,901)	(420,299)	(586,893)	(753,488)	(920,083)	(1,086,929)
	230		(151,920)	(294,943)	(458,582)	(622,784)	(786,986)	(951,188)	(1,115,792)
	240		(189,194)	(335,406)	(496,865)	(658,675)	(820,484)	(982,293)	(1,144,656)
250		(226,467)	(375,869)	(535,148)	(694,565)	(853,982)	(1,013,398)	(1,173,519)	

**TABLE 2**

		Site Specific S106							
Balance (RLV - BLV)		916,798	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		1,091,600	1,081,591	1,071,583	1,061,575	1,051,567	1,041,559	1,031,550
	10		1,050,401	1,040,393	1,030,385	1,020,377	1,010,368	1,000,360	990,352
	20		1,009,203	999,195	989,186	979,178	969,170	959,162	949,154
	30		968,005	957,996	947,988	937,980	927,972	917,964	907,955
	40		926,806	916,798	906,790	896,782	886,773	876,765	866,757
	50		885,608	875,600	865,591	855,583	845,575	835,567	825,559
	60		844,410	834,401	824,393	814,385	804,377	794,369	784,360
	70		803,211	793,203	783,195	773,187	763,178	753,170	743,162
	80		762,013	752,005	741,996	731,988	721,980	711,972	701,964
	90		720,814	710,806	700,798	690,790	680,782	670,773	660,765
	100		679,616	669,608	659,600	649,592	639,583	629,575	619,567
	110		638,418	628,410	618,401	608,393	598,385	588,377	578,369
	120		597,219	587,211	577,203	567,195	557,187	547,178	537,170
	130		556,021	546,013	536,005	525,996	515,988	505,980	495,972
	140		514,823	504,815	494,806	484,798	474,790	464,782	454,774
	150		473,624	463,616	453,608	443,600	433,592	423,584	413,576
	160		432,425	422,417	412,409	402,401	392,393	382,385	372,377
	170		391,226	381,218	371,210	361,202	351,194	341,186	331,178
	180		349,999	339,991	329,983	319,975	309,967	299,959	289,951
	190		308,770	298,762	288,754	278,746	268,738	258,730	248,722
	200		267,541	257,533	247,525	237,517	227,509	217,501	207,493
	210		226,312	216,304	206,296	196,288	186,280	176,272	166,264
	220		185,083	175,075	165,067	155,059	145,051	135,043	125,035
	230		143,854	133,846	123,838	113,830	103,822	93,814	83,806
	240		102,625	92,617	82,609	72,601	62,593	52,585	42,577
250		61,396	51,388	41,380	31,372	21,364	11,356	(686)	

Scheme Ref: **AG**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

**TABLE 3**

Balance (RLV - BLV)	916,798	Profit (on OMS) 20%						
		15%	16%	17%	18%	19%	20%	21%
0		1,691,679	1,569,661	1,447,644	1,325,626	1,203,609	1,081,591	959,574
10		1,650,481	1,528,463	1,406,446	1,284,428	1,162,411	1,040,393	918,376
20		1,609,282	1,487,265	1,365,247	1,243,230	1,121,212	999,195	877,177
30		1,568,084	1,446,066	1,324,049	1,202,031	1,080,014	957,996	835,979
40		1,526,886	1,404,868	1,282,851	1,160,833	1,038,816	916,798	794,780
CIL £psm		1,485,687	1,363,670	1,241,652	1,119,635	997,617	875,600	753,582
40.00		1,444,489	1,322,471	1,200,454	1,078,436	956,419	834,401	712,384
60		1,403,290	1,281,273	1,159,255	1,037,238	915,220	793,203	671,185
70		1,362,092	1,240,075	1,118,057	996,040	874,022	752,005	629,987
80		1,320,894	1,198,876	1,076,859	954,841	832,824	710,806	588,789
90		1,279,695	1,157,678	1,035,660	913,643	791,625	669,608	547,590
100		1,238,497	1,116,480	994,462	872,445	750,427	628,410	506,392
110		1,197,299	1,075,281	953,264	831,246	709,229	587,211	465,194
120		1,156,100	1,034,083	912,065	790,048	668,030	546,013	423,995
130		1,114,902	992,885	870,867	748,850	626,832	504,815	382,797
140		1,073,704	951,686	829,669	707,651	585,634	463,616	341,599
150		1,032,506	910,487	788,471	666,453	544,435	422,417	300,401
160		991,307	869,288	747,272	625,254	503,236	381,218	259,202
170		950,108	828,089	706,073	584,055	462,037	340,019	218,003
180		908,909	786,890	664,874	542,856	420,838	298,820	176,804
190		867,710	745,691	623,675	501,657	379,639	257,621	135,605
200		826,511	704,492	582,476	460,458	338,440	216,422	94,406
210		785,312	663,293	541,277	419,259	297,241	175,223	53,207
220		744,113	622,094	500,078	378,060	256,042	134,024	12,008
230		702,914	580,895	458,879	336,861	214,843	92,825	(28,191)
240		661,715	539,696	417,680	295,662	173,644	51,626	(69,392)
250		620,516	498,497	376,481	254,463	132,445	10,427	(120,593)

**TABLE 4**

Balance (RLV - BLV)	916,798	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		1,217,496	1,163,134	1,108,772	1,054,410	1,000,048	945,686	891,324
10		1,176,298	1,121,936	1,067,574	1,013,212	958,850	904,488	850,126
20		1,135,100	1,080,738	1,026,376	972,014	917,652	863,290	808,928
30		1,093,901	1,039,539	985,177	930,815	876,453	822,091	767,729
40		1,052,703	998,341	943,979	889,617	835,255	780,893	726,531
CIL £psm		1,011,505	957,143	902,781	848,419	794,057	739,695	685,333
40.00		970,306	915,944	861,582	807,220	752,858	698,496	644,134
60		929,108	874,746	820,384	766,022	711,660	657,298	602,936
70		887,910	833,548	779,186	724,824	670,462	616,100	561,738
80		846,711	792,349	737,987	683,625	629,263	574,901	520,539
90		805,513	751,151	696,789	642,427	588,065	533,703	479,341
100		764,315	709,953	655,591	601,229	546,867	492,505	438,143
110		723,116	668,754	614,392	560,030	505,668	451,306	396,944
120		681,918	627,556	573,194	518,832	464,470	410,108	355,746
130		640,720	586,358	531,996	477,634	423,272	368,910	314,548
140		599,521	545,159	490,797	436,435	382,073	327,711	273,349
150		558,323	503,961	449,599	395,236	340,874	286,512	232,151
160		517,124	462,762	408,401	354,037	299,675	245,313	190,952
170		475,925	421,563	367,202	312,838	258,476	204,114	149,753
180		434,726	380,364	326,003	271,639	217,277	162,915	108,554
190		393,527	339,165	284,804	230,440	176,078	121,716	67,355
200		352,328	297,966	243,605	189,241	134,879	80,517	26,156
210		311,129	256,767	202,406	148,042	93,680	39,318	(14,943)
220		270,930	215,568	161,207	106,843	52,481	(1,856)	(66,144)
230		230,731	174,369	120,008	65,644	11,282	(63,045)	(127,345)
240		190,532	133,170	78,809	24,445	(38,156)	(124,246)	(188,546)
250		150,333	91,971	37,610	(16,754)	(99,357)	(185,547)	(249,747)



Scheme Ref: **AG**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

**TABLE 5**

Balance (RLV - BLV)	916,798	Density (dph)						
		25	30	35	40	45	50	55
0		(114,373)	134,787	312,757	446,236	550,052	633,105	701,057
10		(156,571)	93,588	271,559	405,037	508,853	591,907	659,859
20		(196,769)	52,390	230,361	363,839	467,655	550,708	618,661
30		(237,968)	11,192	189,162	322,640	426,457	509,510	577,462
40		(279,166)	(30,007)	147,964	281,442	385,258	468,311	536,264
CIL £psm		(320,364)	(71,205)	106,766	240,244	344,060	427,113	495,066
40.00		(361,563)	(112,404)	65,567	199,045	302,862	385,915	453,867
60		(402,761)	(153,602)	24,369	157,847	261,663	344,716	412,669
70		(443,959)	(194,800)	(16,829)	116,649	220,465	303,518	371,471
80		(485,158)	(235,999)	(58,028)	75,450	179,267	262,320	330,272
90		(526,356)	(277,197)	(99,226)	34,252	138,068	221,121	289,074
100		(567,554)	(318,395)	(140,424)	(6,946)	96,870	179,923	247,876
110		(608,753)	(359,594)	(181,623)	(48,145)	55,672	138,725	206,677
120		(649,951)	(400,792)	(222,821)	(89,343)	14,473	97,526	165,479
130		(691,149)	(441,990)	(264,019)	(130,541)	(26,725)	56,328	124,281
140		(732,348)	(483,189)	(305,218)	(171,740)	(67,923)	15,130	83,082
150		(773,546)	(524,387)	(346,416)	(212,938)	(109,121)	(26,132)	41,820
160		(814,745)	(565,585)	(387,615)	(254,136)	(150,319)	(67,547)	405
170		(855,943)	(606,783)	(428,813)	(295,333)	(191,517)	(108,963)	(41,010)
180		(897,141)	(647,981)	(470,011)	(336,531)	(232,715)	(150,378)	(82,425)
190		(938,339)	(689,179)	(511,209)	(377,729)	(273,913)	(191,793)	(123,840)
200		(979,537)	(730,377)	(552,407)	(418,927)	(315,111)	(233,208)	(165,255)
210		(1,020,735)	(771,575)	(593,605)	(460,125)	(356,309)	(274,623)	(206,671)
220		(1,061,933)	(812,773)	(634,803)	(501,323)	(397,507)	(316,038)	(248,086)
230		(1,103,131)	(853,971)	(676,001)	(542,521)	(438,705)	(357,453)	(289,501)
240		(1,144,329)	(895,169)	(717,200)	(583,719)	(479,903)	(398,868)	(330,916)
250		(1,185,527)	(936,367)	(758,398)	(624,917)	(521,101)	(440,283)	(372,331)

**TABLE 6**

Balance (RLV - BLV)	916,798	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
0		1,773,007	1,429,037	1,081,591	730,200	375,695	16,813	(353,325)
10		1,732,024	1,388,055	1,040,393	689,002	334,280	(24,602)	(401,179)
20		1,691,041	1,347,072	999,195	647,803	292,865	(66,017)	(449,033)
30		1,650,059	1,306,089	957,996	606,605	251,450	(107,432)	(496,887)
40		1,609,076	1,265,107	916,798	565,407	210,035	(148,847)	(544,741)
CIL £psm		1,568,093	1,224,124	875,600	524,208	168,619	(190,262)	(592,595)
40.00		1,527,110	1,182,986	834,401	483,010	127,204	(231,678)	(640,449)
60		1,486,128	1,141,788	793,203	441,812	85,789	(273,093)	(688,304)
70		1,445,145	1,100,590	752,005	400,435	44,374	(318,395)	(736,158)
80		1,404,162	1,059,391	710,806	359,020	2,959	(366,074)	(784,012)
90		1,363,180	1,018,193	669,608	317,605	(38,456)	(413,928)	(831,866)
100		1,322,197	976,995	628,410	276,190	(79,871)	(461,782)	(879,720)
110		1,281,214	935,796	587,211	234,775	(121,286)	(509,636)	(927,574)
120		1,240,231	894,598	546,013	193,359	(162,702)	(557,490)	(975,428)
130		1,199,248	853,400	504,815	151,944	(204,117)	(605,344)	(1,023,282)
140		1,158,265	812,201	463,616	110,529	(245,532)	(653,198)	(1,071,136)
150		1,117,282	771,003	422,418	69,114	(286,947)	(701,052)	(1,118,990)
160		1,076,299	729,805	381,219	27,699	(328,360)	(748,906)	(1,166,844)
170		1,035,316	688,606	340,020	(13,916)	(370,166)	(796,760)	(1,214,698)
180		994,333	647,408	298,821	(55,131)	(412,971)	(844,615)	(1,262,552)
190		953,350	606,210	257,622	(96,546)	(454,776)	(892,469)	(1,310,597)
200		912,367	565,011	216,423	(137,751)	(496,581)	(940,323)	(1,358,703)
210		871,384	523,813	175,224	(179,377)	(538,386)	(988,177)	(1,406,809)
220		830,401	482,615	134,025	(220,792)	(580,191)	(1,036,031)	(1,454,915)
230		789,418	441,416	92,826	(262,207)	(622,006)	(1,083,885)	(1,503,021)
240		748,435	400,217	51,627	(303,412)	(663,821)	(1,131,739)	(1,551,127)
250		707,452	359,018	10,428	(344,613)	(705,626)	(1,180,593)	(1,600,033)



Scheme Ref: **AG**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

**TABLE 7**

		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
		90%	95%	100%	105%	110%	115%	120%	
Balance (RLV - BLV)	916,798								
		0	130,488	606,641	1,081,591	1,555,139	2,028,001	2,500,000	2,970,458
		10	89,073	565,443	1,040,393	1,514,156	1,987,018	2,459,231	2,929,903
		20	47,657	524,245	999,195	1,473,174	1,946,036	2,418,463	2,889,348
		30	6,242	483,046	957,996	1,432,191	1,905,053	2,377,695	2,848,685
		40	(35,173)	441,848	916,798	1,391,208	1,864,070	2,336,927	2,807,916
CIL £psm		50	(76,588)	400,650	875,600	1,350,225	1,823,087	2,295,949	2,767,148
40.00		60	(118,003)	359,251	834,401	1,309,243	1,782,105	2,254,967	2,726,380
		70	(159,418)	317,836	793,203	1,268,153	1,741,122	2,213,984	2,685,612
		80	(200,833)	276,421	752,005	1,226,955	1,700,139	2,173,001	2,644,844
		90	(242,248)	235,006	710,806	1,185,756	1,659,157	2,132,019	2,604,075
		100	(283,664)	193,591	669,608	1,144,558	1,618,174	2,091,036	2,563,307
		110	(330,546)	152,176	628,410	1,103,359	1,577,191	2,050,053	2,522,539
		120	(378,313)	110,760	587,211	1,062,161	1,536,208	2,009,071	2,481,771
		130	(426,167)	69,345	546,013	1,020,963	1,495,226	1,968,088	2,440,950
		140	(474,021)	27,930	504,815	979,764	1,454,243	1,927,105	2,399,967
		150	(521,875)	(13,485)	463,616	938,566	1,413,260	1,886,122	2,358,984
		160	(569,729)	(54,900)	422,354	897,368	1,372,278	1,845,140	2,318,002
		170	(617,583)	(96,315)	380,939	856,169	1,331,119	1,804,157	2,277,019
		180	(665,437)	(137,730)	339,524	814,971	1,289,921	1,763,174	2,236,036
		190	(713,291)	(179,145)	298,109	773,773	1,248,723	1,722,192	2,195,054
		200	(761,145)	(220,561)	256,694	732,574	1,207,524	1,681,209	2,154,071
		210	(808,999)	(261,976)	215,279	691,376	1,166,326	1,640,226	2,113,088
		220	(856,854)	(305,617)	173,863	650,178	1,125,128	1,599,243	2,072,105
		230	(904,708)	(353,241)	132,448	608,979	1,083,929	1,558,261	2,031,123
		240	(952,562)	(401,095)	91,033	567,781	1,042,731	1,517,278	1,990,140
		250	(1,000,416)	(448,949)	49,618	526,583	1,001,532	1,476,295	1,949,157

**NOTES**

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: **AH**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		55 Units					
AH Policy requirement (% Target)		40%					
AH tenure split %		Affordable Rent:	0.0%		70.0% % Rented		
		Social Rent:	70.0%		12.0% % of total (>10% for HWP (Feb 2017))		
		Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%				
Open Market Sale (OMS) housing		60%		100.0%			
		100%		100.0%			
CIL Rate (£ psm)		40.00 £ psm					
<b>Unit mix -</b>	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	60.0%	19.8	60.0%	13.2	60%	33.0	
2 bed Flat	40.0%	13.2	40.0%	8.8	40%	22.0	
Total number of units	100.0%	33.0	100.0%	22.0	100%	55.0	
<b>OMS Unit Floor areas -</b>		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqft)			
1 bed House	0.0	0	%	0.0	0		
2 bed House	0.0	0		0.0	0		
3 bed House	0.0	0		0.0	0		
4 bed House	0.0	0		0.0	0		
5 bed House	0.0	0		0.0	0		
1 bed Flat	50.0	538	75.0%	66.7	718		
2 bed Flat	75.0	807	75.0%	100.0	1,076		
<b>AH Unit Floor areas -</b>		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqft)			
1 bed House	0.0	0	%	0.0	0		
2 bed House	0.0	0		0.0	0		
3 bed House	0.0	0		0.0	0		
4 bed House	0.0	0		0.0	0		
5 bed House	0.0	0		0.0	0		
1 bed Flat	50.0	538	75.0%	66.7	718		
2 bed Flat	75.0	807	75.0%	100.0	1,076		
<b>Total Gross Floor areas -</b>		Mkt Units GIA (sqm)	AH units GIA (sqm)	Total GIA (all units) (sqft)			
1 bed House	0	0	0	0	0		
2 bed House	0	0	0	0	0		
3 bed House	0	0	0	0	0		
4 bed House	0	0	0	0	0		
5 bed House	0	0	0	0	0		
1 bed Flat	1,320	14,208	880	9,472	2,200	23,681	
2 bed Flat	1,320	14,208	880	9,472	2,200	23,681	
	2,640	28,417	1,760	18,944	4,400	47,361	
AH % by floor area:		40.00% AH % by floor area due to mix					
<b>Open Market Sales values (£) -</b>		£ OMS (per unit)	£psm	£psf	total MV (£ (no AH))		
1 bed House	0	#DIV/0!	#DIV/0!		0		
2 bed House	0	#DIV/0!	#DIV/0!		0		
3 bed House	0	#DIV/0!	#DIV/0!		0		
4 bed House	0	#DIV/0!	#DIV/0!		0		
5 bed House	0	#DIV/0!	#DIV/0!		0		
1 bed Flat	225,000	4,500	418		7,425,000		
2 bed Flat	300,000	4,000	372		6,600,000		
					14,025,000		
<b>Affordable Housing values (£) -</b>		Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV
1 bed House	0	37.5%	0	37.5%	0	70%	
2 bed House	0	37.5%	0	37.5%	0	70%	
3 bed House	0	37.5%	0	37.5%	0	70%	
4 bed House	0	37.5%	0	37.5%	0	70%	
5 bed House	0	37.5%	0	37.5%	0	70%	
1 bed Flat	84,375	37.5%	84,375	37.5%	157,500	70%	
2 bed Flat	112,500	37.5%	112,500	37.5%	210,000	70%	



Scheme Ref: **AH**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	19.8	@	225,000	4,455,000
2 bed Flat	13.2	@	300,000	3,960,000
	33.0			8,415,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	0.0	@	84,375	-
2 bed Flat	0.0	@	112,500	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	9.2	@	84,375	779,625
2 bed Flat	6.2	@	112,500	693,000
	15.4			1,472,625
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	0	-
2 bed House	0.0	@	0	-
3 bed House	0.0	@	0	-
4 bed House	0.0	@	0	-
5 bed House	0.0	@	0	-
1 bed Flat	4.0	@	157,500	623,700
2 bed Flat	2.6	@	210,000	554,400
	6.6	22.0		1,178,100
<b>Sub-total GDV Residential</b>	<b>55</b>			<b>11,065,725</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>2,959,275</b>
			673 £ psm (total GIA sqm)	53,805 £ per unit (total units)
<b>Grant</b>	55	@	0	-
<b>Total GDV</b>				<b>11,065,725</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(70,000)
Statutory Planning Fees (Residential)				(23,549)
CIL		2,640 sqm (Market only)	40.00 £ psm	(105,600)
CIL analysis:		0.95% % of GDV	1,920 £ per unit (total units)	
Site Specific S106 Contributions (inc. Education)	Year 1	0		-
	Year 2	0		-
	Year 3	0		-
	Year 4	0		-
	Year 5	0		-
	Year 6	0		-
	Year 7	0		-
	Year 8	0		-
	Year 9	0		-
	Year 10	0		-
	Year 11	0		-
	Year 12	0		-
	Year 13	0		-
	Year 14	0		-
	Year 15	0		-
	total	55 units @	2,000 per unit	(110,000)
<b>S106 analysis:</b>	250,000 £ per ha	0.99% % of GDV	2,000 £ per unit (total ur	(110,000)
AH Commuted Sum		4,400 sqm (total)	0 £ psm	-
<b>Comm. Sum analysis:</b>		0.00% % of GDV		

cont./

**Scheme Ref:** AH  
**No Units:** 55 **Location / Value Zone:** Lower **Development Scenario:** Greenfield  
**Notes:** Sheltered Housing

<b>Construction Costs -</b>					
Site Clearance and Demolition		1.09 acres @		0 £ per acre (if brownfield)	-
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House	-	sqm @		0 psm	-
2 bed House	-	sqm @		0 psm	-
3 bed House	-	sqm @		0 psm	-
4 bed House	-	sqm @		0 psm	-
5 bed House	-	sqm @		0 psm	-
1 bed Flat		2,200 sqm @		1,287 psm	(2,831,400)
2 bed Flat	4,400	2,200 sqm @		1,287 psm	(2,831,400)
External works		5,662,800 @		10.0% 10,296 £ per unit	(566,280)
M4(2) Category 2 Housing	Aff units	units @	0% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	33 units @	90% @	521 £ per unit	(15,474)
M4(3) Category 3 Housing	Mrkt units	33 units @	10% @	10,111 £ per unit	(33,366)
Water Efficiency additional cost		55 units @		10 £ per unit	(550)
Low Carbon Energy cost		55 units @		3,375 £ per unit	(185,625)
Contingency		6,464,095 @		3.0% (GF/BF)	(193,923)
<b>Professional Fees</b>		6,464,095 @		6.5%	(420,166)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		8,415,000 OMS @		1.00% 1,530 £ per unit	(84,150)
Residential Sales Legal Costs		33 OM Units @		0.35% 900 £ per unit	(29,700)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		8,415,000 OMS @		3.00% 4,590 £ per unit 6,842 £ per unit	(252,450)
<b>Interest (on Development Costs) -</b>			6.50% APR	0.526% pcm	(74,659)
<b>Developers Profit -</b>					
Margin on AH		2,650,725		6.00% on AH values	(159,044)
Profit on OMS		8,415,000		20.00%	(1,683,000)
<b>Profit analysis:</b>		7,838,292		23.50% on costs	(1,842,044)
		11,065,725		16.65% blended GDV	(1,842,044)
<b>TOTAL COSTS</b>					<b>(9,680,335)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,385,390
SDLT		1,385,390 @		(slabbed)	(58,769)
Acquisition Agent fees		1,385,390 @		1.0%	(13,854)
Acquisition Legal fees		1,385,390 @		0.5%	(6,927)
Interest on Land		1,385,390 @		6.50%	(90,050)
Residual Land Value					<b>1,215,789</b>
<b>RLV analysis:</b>	22,105 £ per plot	2,763,157 £ per ha		1,118,234 £ per acre	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		125.0 dph			
Site Area (Net)		0.44 ha		1.09 acres	
<b>Density analysis:</b>		10,000 sqm/ha		43,561 sqft/ac	
Benchmark Land Value (Net)	4,448 £ per plot	555,975 £ per ha		225,000 £ per acre	<b>244,629</b>

<b>BALANCE</b>					
Surplus/(Deficit)		2,207,182 £ per ha		893,234 £ per acre	<b>971,160</b>

Scheme Ref: **AH**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

**SENSITIVITY ANALYSIS**  
 The following sensitivity tables show the balance of the appraisal (RLV-BLV) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		971,160	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		2,197,870	2,010,441	1,822,577	1,634,690	1,446,367	1,257,943	1,069,519
	10		2,161,371	1,975,812	1,789,963	1,604,054	1,417,679	1,231,304	1,044,929
	20		2,124,872	1,941,159	1,757,348	1,573,317	1,388,991	1,204,665	1,020,339
	30		2,088,278	1,906,506	1,724,734	1,542,579	1,360,303	1,178,026	995,750
	40		2,051,586	1,871,853	1,692,070	1,511,842	1,331,615	1,151,388	971,160
	50		2,014,895	1,837,200	1,659,284	1,481,105	1,302,927	1,124,749	946,570
	60		1,978,204	1,802,547	1,626,498	1,450,368	1,274,239	1,098,110	921,981
	70		1,941,512	1,767,791	1,593,711	1,419,631	1,245,551	1,071,471	897,391
	80		1,904,821	1,732,956	1,560,925	1,388,894	1,216,863	1,044,833	872,802
	90		1,868,130	1,698,121	1,528,139	1,358,157	1,188,176	1,018,194	848,212
	100		1,831,218	1,663,286	1,495,353	1,327,420	1,159,488	991,555	823,622
	110		1,794,334	1,628,450	1,462,567	1,296,683	1,130,800	964,916	799,033
	120		1,757,449	1,593,615	1,429,781	1,265,946	1,102,112	938,277	774,443
	130		1,720,565	1,558,780	1,396,994	1,235,209	1,073,424	911,639	749,853
	140		1,683,680	1,523,944	1,364,208	1,204,472	1,044,736	885,000	725,264
	150		1,646,796	1,489,109	1,331,422	1,173,735	1,016,048	858,361	700,674
	160		1,609,912	1,454,274	1,298,636	1,142,998	987,360	831,722	675,964
	170		1,573,027	1,419,438	1,265,850	1,112,261	958,672	805,084	651,245
	180		1,536,143	1,384,603	1,233,064	1,081,524	929,984	778,445	626,526
	190		1,499,258	1,349,768	1,200,277	1,050,787	901,297	751,711	601,807
	200		1,462,374	1,314,933	1,167,491	1,020,050	872,609	724,932	577,088
	210		1,425,489	1,280,097	1,134,705	989,313	843,921	698,153	552,369
	220		1,388,605	1,245,262	1,101,919	958,576	815,098	671,374	527,650
	230		1,351,720	1,210,427	1,069,133	927,839	786,259	644,595	502,931
	240		1,314,836	1,175,591	1,036,347	897,024	757,420	617,816	478,212
	250		1,277,952	1,140,756	1,003,560	866,125	728,581	591,037	453,493

**TABLE 2**

		Site Specific S106							
Balance (RLV - BLV)		971,160	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		1,079,474	1,069,519	1,059,563	1,049,607	1,039,651	1,029,695	1,019,740
	10		1,054,885	1,044,929	1,034,973	1,025,017	1,015,062	1,005,106	995,150
	20		1,030,295	1,020,339	1,010,384	1,000,428	990,472	980,516	970,560
	30		1,005,706	995,750	985,794	975,838	965,882	955,926	945,971
	40		981,116	971,160	961,204	951,248	941,293	931,337	921,381
	50		956,526	946,570	936,615	926,659	916,703	906,747	896,791
	60		931,937	921,981	912,025	902,069	892,113	882,158	872,202
	70		907,347	897,391	887,435	877,480	867,524	857,568	847,612
	80		882,757	872,802	862,846	852,890	842,934	832,978	823,023
	90		858,168	848,212	838,256	828,300	818,345	808,389	798,433
	100		833,578	823,622	813,667	803,711	793,755	783,799	773,843
	110		808,989	799,033	789,077	779,121	769,165	759,209	749,254
	120		784,399	774,443	764,487	754,531	744,576	734,620	724,664
	130		759,809	749,853	739,898	729,942	719,986	710,030	700,074
	140		735,220	725,264	715,308	705,352	695,397	685,441	675,485
	150		710,630	700,674	690,718	680,762	670,806	660,850	650,894
	160		686,040	676,084	666,128	656,172	646,216	636,260	626,304
	170		661,450	651,494	641,538	631,582	621,626	611,670	601,714
	180		636,860	626,904	616,948	606,992	597,036	587,080	577,124
	190		612,270	602,314	592,358	582,402	572,446	562,490	552,534
	200		587,680	577,724	567,768	557,812	547,856	537,900	527,944
	210		563,090	553,134	543,178	533,222	523,266	513,310	503,354
	220		538,500	528,544	518,588	508,632	498,676	488,720	478,764
	230		513,910	503,954	493,998	484,042	474,086	464,130	454,174
	240		489,320	479,364	469,408	459,452	449,496	439,540	429,584
	250		464,730	454,774	444,818	434,862	424,906	414,950	404,994

Scheme Ref: **AH**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

**TABLE 3**

Balance (RLV - BLV)	971,160	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
0		1,435,571	1,362,361	1,289,150	1,215,940	1,142,729	1,069,519	996,308	
10		1,410,982	1,337,771	1,264,561	1,191,350	1,118,140	1,044,929	971,719	
20		1,386,392	1,313,181	1,239,971	1,166,760	1,093,550	1,020,339	947,129	
30		1,361,802	1,288,592	1,215,381	1,142,171	1,068,960	995,750	922,539	
40		1,337,213	1,264,002	1,190,792	1,117,581	1,044,371	971,160	897,950	
CIL £psm		1,312,623	1,239,412	1,166,202	1,092,991	1,019,781	946,570	873,360	
40.00		1,288,033	1,214,823	1,141,612	1,068,402	995,191	921,981	848,770	
60		1,263,444	1,190,233	1,117,023	1,043,812	970,602	897,391	824,181	
70		1,238,854	1,165,644	1,092,433	1,019,223	946,012	872,802	799,591	
80		1,214,264	1,141,054	1,067,843	994,633	921,422	848,212	775,001	
90		1,189,675	1,116,464	1,043,254	970,043	896,833	823,622	750,412	
100		1,165,085	1,091,875	1,018,664	945,454	872,243	799,033	725,822	
110		1,140,496	1,067,285	994,075	920,864	847,654	774,443	701,233	
120		1,115,906	1,042,695	969,485	896,274	823,064	749,853	676,643	
130		1,091,316	1,018,106	944,895	871,685	798,474	725,264	652,053	
140		1,066,727	993,516	920,306	847,095	773,885	700,674	627,464	
150		1,042,137	968,906	895,716	822,385	749,175	675,964	602,754	
160		1,017,547	944,296	870,126	797,575	724,565	651,245	578,035	
170		992,957	919,706	845,536	772,965	699,737	626,526	553,316	
180		968,367	895,116	820,946	748,355	675,018	601,807	528,597	
190		943,777	870,526	796,356	723,745	650,299	577,088	503,878	
200		919,187	845,936	771,766	698,135	625,580	552,369	479,159	
210		894,597	821,346	747,176	673,525	600,861	527,650	454,440	
220		869,007	796,756	722,586	648,915	576,142	502,931	429,721	
230		844,417	772,166	698,006	624,305	551,423	478,212	405,002	
240		819,827	747,576	673,416	599,695	526,704	453,493	380,283	
250									

**TABLE 4**

Balance (RLV - BLV)	971,160	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		1,151,062	1,096,700	1,042,338	987,976	933,614	879,252	824,890
10		1,126,472	1,072,110	1,017,748	963,386	909,024	854,662	800,300
20		1,101,882	1,047,520	993,158	938,796	884,434	830,072	775,710
30		1,077,293	1,022,931	968,569	914,207	859,845	805,483	751,121
40		1,052,703	998,341	943,979	889,617	835,255	780,893	726,531
CIL £psm		1,028,113	973,751	919,389	865,027	810,665	756,303	701,941
40.00		1,003,524	949,162	894,800	840,438	786,076	731,714	677,352
60		978,934	924,572	870,210	815,848	761,486	707,124	652,762
70		954,345	899,983	845,621	791,259	736,897	682,535	628,173
80		929,755	875,393	821,031	766,669	712,307	657,945	603,583
90		905,165	850,803	796,441	742,079	687,717	633,355	578,993
100		880,576	826,214	771,852	717,490	663,128	608,766	554,404
110		855,986	801,624	747,262	692,900	638,538	584,176	529,814
120		831,396	777,034	722,672	668,310	613,948	559,586	505,224
130		806,807	752,445	698,083	643,721	589,359	534,997	480,635
140		782,217	727,855	673,493	619,131	564,769	510,407	456,045
150		757,627	703,265	648,903	594,521	540,059	485,697	431,335
160		733,037	678,675	624,313	569,911	515,340	460,978	406,616
170		708,447	654,085	600,723	545,301	490,621	436,259	381,897
180		683,857	629,495	576,133	520,691	465,902	411,540	357,178
190		659,267	604,905	551,543	496,081	441,183	386,821	332,459
200		634,677	580,315	526,953	471,471	416,464	362,102	307,740
210		610,087	555,725	502,363	446,861	391,745	337,383	283,021
220		585,497	531,135	477,773	422,251	367,026	312,664	258,302
230		560,907	506,545	453,183	397,641	342,307	287,945	233,583
240		536,317	481,955	428,593	373,031	317,588	263,226	208,864
250								

Scheme Ref: **AH**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

**TABLE 5**

Balance (RLV - BLV)	971,160	Density (dph)						
		25	30	35	40	45	50	55
	0	91,003	294,860	440,473	549,682	634,623	702,575	758,173
	10	66,413	270,271	415,883	525,092	610,033	677,986	733,583
	20	41,823	245,681	391,293	500,503	585,443	653,396	708,993
	30	17,234	221,091	366,704	475,913	560,854	628,806	684,404
	40	(7,356)	196,502	342,114	451,323	536,264	604,217	659,814
CIL £psm	50	(31,946)	171,912	317,524	426,734	511,674	579,627	635,224
40.00	60	(56,535)	147,322	292,935	402,144	487,085	555,037	610,635
	70	(81,125)	122,733	268,345	377,555	462,495	530,448	586,045
	80	(105,714)	98,143	243,756	352,965	437,906	505,858	561,456
	90	(130,304)	73,553	219,166	328,375	413,316	481,268	536,866
	100	(154,894)	48,964	194,576	303,786	388,726	456,679	512,276
	110	(179,483)	24,374	169,987	279,196	364,137	432,089	487,687
	120	(204,073)	(215)	145,397	254,606	339,547	407,500	463,097
	130	(228,663)	(24,805)	120,807	230,017	314,957	382,910	438,507
	140	(253,252)	(49,395)	96,218	205,427	290,368	358,320	413,918
	150	(277,842)	(73,984)	71,628	180,838	265,778	333,731	389,328
	160	(302,552)	(98,694)	46,918	156,128	241,068	309,021	364,618
	170	(327,271)	(123,413)	22,199	131,409	216,349	284,302	339,899
	180	(351,990)	(148,132)	(2,520)	106,690	191,630	259,583	315,180
	190	(376,709)	(172,851)	(27,239)	81,971	166,911	234,864	290,461
	200	(401,428)	(197,570)	(51,958)	57,252	142,192	210,145	265,742
	210	(426,147)	(222,289)	(76,677)	32,533	117,473	185,426	241,023
	220	(450,866)	(247,008)	(101,396)	7,814	92,754	160,707	216,304
	230	(475,585)	(271,727)	(126,115)	(16,905)	68,035	135,988	191,585
	240	(500,304)	(296,446)	(150,834)	(41,624)	43,316	111,269	166,866
	250	(525,023)	(321,165)	(175,553)	(66,343)	18,597	86,550	142,147

**TABLE 6**

Balance (RLV - BLV)	971,160	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
	0	1,753,917	1,414,377	1,069,519	721,572	369,107	13,017	(363,939)
	10	1,729,592	1,389,916	1,044,929	696,972	344,388	(11,832)	(392,501)
	20	1,705,259	1,365,456	1,020,339	672,253	319,669	(36,681)	(421,063)
	30	1,680,926	1,340,905	995,750	647,534	294,950	(61,530)	(449,723)
	40	1,656,593	1,316,316	971,160	622,815	270,231	(86,379)	(478,435)
CIL £psm	50	1,632,260	1,291,726	946,570	598,096	245,512	(111,228)	(507,148)
40.00	60	1,607,927	1,267,136	921,981	573,377	220,793	(136,077)	(535,860)
	70	1,583,595	1,242,547	897,391	548,658	196,074	(160,926)	(564,573)
	80	1,559,262	1,217,957	872,802	523,939	171,355	(185,776)	(593,285)
	90	1,534,801	1,193,368	848,212	499,220	146,635	(210,625)	(621,997)
	100	1,510,340	1,168,778	823,622	474,501	121,786	(235,675)	(650,710)
	110	1,485,879	1,144,188	799,033	449,782	96,937	(264,237)	(679,422)
	120	1,461,419	1,119,599	774,443	425,063	72,088	(292,799)	(708,135)
	130	1,436,958	1,095,009	749,853	400,344	47,239	(321,361)	(736,847)
	140	1,412,497	1,070,419	725,264	375,625	22,390	(349,923)	(765,560)
	150	1,388,036	1,045,830	700,674	350,905	(2,459)	(378,485)	(794,272)
	160	1,363,575	1,021,240	675,964	326,186	(27,308)	(407,048)	(822,984)
	170	1,339,015	996,651	651,245	301,467	(52,157)	(435,633)	(851,697)
	180	1,314,425	972,061	626,526	276,748	(77,006)	(464,346)	(880,409)
	190	1,289,836	947,471	601,807	252,029	(101,855)	(493,058)	(909,122)
	200	1,265,246	922,882	577,088	227,310	(126,705)	(521,771)	(937,834)
	210	1,240,656	898,292	552,369	202,591	(151,554)	(550,483)	(966,547)
	220	1,216,067	873,702	527,650	177,872	(176,403)	(579,195)	(995,316)
	230	1,191,477	849,113	502,931	153,153	(201,252)	(607,908)	(1,024,179)
	240	1,166,887	824,523	478,212	128,338	(226,101)	(636,620)	(1,053,043)
	250	1,142,298	799,934	453,493	103,489	(253,463)	(665,333)	(1,081,906)

Scheme Ref: **AH**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

**TABLE 7**

		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
Balance (RLV - BLV)	971,160							
	0	501,529	785,801	1,069,519	1,353,236	1,636,216	1,918,090	2,199,194
	10	476,810	761,212	1,044,929	1,328,646	1,611,755	1,893,757	2,174,989
	20	452,090	736,622	1,020,339	1,304,057	1,587,294	1,869,424	2,150,783
	30	427,371	712,033	995,750	1,279,467	1,562,833	1,845,091	2,126,578
	40	402,652	687,443	971,160	1,254,877	1,538,372	1,820,758	2,102,357
CIL £psm	50	377,933	662,853	946,570	1,230,288	1,513,911	1,796,425	2,078,024
	40.00	60	353,214	638,184	921,981	1,205,698	1,489,415	1,772,044
	70	328,495	613,465	897,391	1,181,108	1,464,826	1,747,583	2,029,358
	80	303,776	588,746	872,802	1,156,519	1,440,236	1,723,122	2,005,025
	90	279,057	564,027	848,212	1,131,929	1,415,646	1,698,661	1,980,692
	100	254,338	539,308	823,622	1,107,340	1,391,057	1,674,200	1,956,359
	110	229,619	514,589	799,033	1,082,750	1,366,467	1,649,739	1,932,026
	120	204,900	489,870	774,443	1,058,160	1,341,878	1,625,278	1,907,693
	130	180,181	465,151	749,853	1,033,571	1,317,288	1,600,817	1,883,361
	140	155,462	440,432	725,264	1,008,981	1,292,698	1,576,357	1,858,950
	150	130,743	415,713	700,674	984,391	1,268,109	1,551,826	1,834,489
	160	106,024	390,994	675,964	959,802	1,243,519	1,527,236	1,810,028
	170	81,195	366,275	651,245	935,212	1,218,929	1,502,647	1,785,567
	180	56,346	341,556	626,526	910,623	1,194,340	1,478,057	1,761,107
	190	31,497	316,837	601,807	886,033	1,169,750	1,453,467	1,736,646
	200	6,648	292,118	577,088	861,443	1,145,161	1,428,878	1,712,185
	210	(18,201)	267,399	552,369	836,854	1,120,571	1,404,288	1,687,724
	220	(43,051)	242,680	527,650	812,264	1,095,981	1,379,699	1,663,263
	230	(67,900)	217,961	502,931	787,674	1,071,392	1,355,109	1,638,802
	240	(92,749)	193,242	478,212	763,085	1,046,802	1,330,519	1,614,236
	250	(117,598)	168,523	453,493	738,463	1,022,212	1,305,930	1,589,647

**NOTES**

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: **AH**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		55 Units					
AH Policy requirement (% Target)		0%					
AH tenure split %		Affordable Rent:	0.0%		70.0% % Rented		
		Social Rent:	70.0%		0.0% % of total (>10% for HWP (Feb 2017))		
		Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%				
Open Market Sale (OMS) housing		100%		100.0%			
CIL Rate (£ psm)		40.00 £ psm					
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	60.0%	33.0	60.0%	0.0	60%	33.0	
2 bed Flat	40.0%	22.0	40.0%	0.0	40%	22.0	
Total number of units	100.0%	55.0	100.0%	0.0	100%	55.0	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>			
		(sqm)	(sqft)	%	(sqm)	(sqft)	
1 bed House	0.0	0			0.0	0	
2 bed House	0.0	0			0.0	0	
3 bed House	0.0	0			0.0	0	
4 bed House	0.0	0			0.0	0	
5 bed House	0.0	0			0.0	0	
1 bed Flat	50.0	538	75.0%		66.7	718	
2 bed Flat	75.0	807	75.0%		100.0	1,076	
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>			
		(sqm)	(sqft)	%	(sqm)	(sqft)	
1 bed House	0.0	0			0.0	0	
2 bed House	0.0	0			0.0	0	
3 bed House	0.0	0			0.0	0	
4 bed House	0.0	0			0.0	0	
5 bed House	0.0	0			0.0	0	
1 bed Flat	50.0	538	75.0%		66.7	718	
2 bed Flat	75.0	807	75.0%		100.0	1,076	
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA</b>	<b>AH units GIA</b>	<b>Total GIA (all units)</b>			
		(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	
1 bed House	0	0	0	0	0	0	
2 bed House	0	0	0	0	0	0	
3 bed House	0	0	0	0	0	0	
4 bed House	0	0	0	0	0	0	
5 bed House	0	0	0	0	0	0	
1 bed Flat	2,200	23,681	0	0	2,200	23,681	
2 bed Flat	2,200	23,681	0	0	2,200	23,681	
	4,400	47,361	0	0	4,400	47,361	
AH % by floor area:		0.00% AH % by floor area due to mix					
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£psf</b>	<b>total MV (£ (no AH))</b>		
1 bed House	0	#DIV/0!	#DIV/0!		0		
2 bed House	0	#DIV/0!	#DIV/0!		0		
3 bed House	0	#DIV/0!	#DIV/0!		0		
4 bed House	0	#DIV/0!	#DIV/0!		0		
5 bed House	0	#DIV/0!	#DIV/0!		0		
1 bed Flat	225,000	4,500	418		7,425,000		
2 bed Flat	300,000	4,000	372		6,600,000		
					14,025,000		
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>Intermediate £</b>	<b>% of MV</b>
1 bed House	0	37.5%	0	37.5%	0	70%	
2 bed House	0	37.5%	0	37.5%	0	70%	
3 bed House	0	37.5%	0	37.5%	0	70%	
4 bed House	0	37.5%	0	37.5%	0	70%	
5 bed House	0	37.5%	0	37.5%	0	70%	
1 bed Flat	84,375	37.5%	84,375	37.5%	157,500	70%	
2 bed Flat	112,500	37.5%	112,500	37.5%	210,000	70%	

Scheme Ref: **AH**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

GROSS DEVELOPMENT VALUE					
<b>OMS GDV -</b> (part houses due to % mix)					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	33.0	@	225,000		7,425,000
2 bed Flat	22.0	@	300,000		6,600,000
	55.0				14,025,000
<b>Affordable Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	84,375		-
2 bed Flat	0.0	@	112,500		-
	0.0				-
<b>Social Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	84,375		-
2 bed Flat	0.0	@	112,500		-
	0.0				-
<b>Intermediate GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	157,500		-
2 bed Flat	0.0	@	210,000		-
	0.0	0.0			-
<b>Sub-total GDV Residential</b>	<b>55</b>				<b>14,025,000</b>
<b>AH on-site cost analysis:</b>					
				<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			<b>0 £ psm (total GIA sqm)</b>	<b>0 £ per unit (total units)</b>	
<b>Grant</b>	55	@	0		-
<b>Total GDV</b>					<b>14,025,000</b>

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(70,000)
Statutory Planning Fees (Residential)					(23,549)
CIL					(176,000)
	CIL analysis:	4,400 sqm (Market only)	40.00 £ psm		
		1.25% % of GDV	3,200 £ per unit (total units)		
Site Specific S106 Contributions (inc. Education)	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @	2,000 per unit		(110,000)
	<b>S106 analysis:</b>	250,000 £ per ha	0.78% % of GDV	2,000 £ per unit (total ur)	(110,000)
AH Commuted Sum		4,400 sqm (total)	351 £ psm		(1,546,309)
	<b>Comm. Sum analysis:</b>	11.03% % of GDV			

cont./



**Scheme Ref:** AH  
**No Units:** 55 **Location / Value Zone:** Lower **Development Scenario:** Greenfield  
**Notes:** Sheltered Housing

<b>Construction Costs -</b>					
Site Clearance and Demolition		1.09 acres @		0 £ per acre (if brownfield)	-
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House	-	sqm @		0 psm	-
2 bed House	-	sqm @		0 psm	-
3 bed House	-	sqm @		0 psm	-
4 bed House	-	sqm @		0 psm	-
5 bed House	-	sqm @		0 psm	-
1 bed Flat		2,200 sqm @		1,287 psm	(2,831,400)
2 bed Flat	4,400	2,200 sqm @		1,287 psm	(2,831,400)
External works		5,662,800 @		10.0% 10,296 £ per unit	(566,280)
M4(2) Category 2 Housing	Aff units	units @	0% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	55 units @	90% @	521 £ per unit	(25,790)
M4(3) Category 3 Housing	Mrkt units	55 units @	10% @	10,111 £ per unit	(55,611)
Water Efficiency additional cost		55 units @		10 £ per unit	(550)
Low Carbon Energy cost		55 units @		3,375 £ per unit	(185,625)
Contingency		6,496,655 @		3.0% (GF/BF)	(194,900)
<b>Professional Fees</b>		6,496,655 @		6.5%	(422,283)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		14,025,000 OMS @		1.00% 2,550 £ per unit	(140,250)
Residential Sales Legal Costs		55 OM Units @		0.35% 900 £ per unit	(49,500)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		14,025,000 OMS @		3.00% 7,650 £ per unit 11,282 £ per unit	(420,750)
<b>Interest (on Development Costs) -</b>			6.50% APR	0.526% pcm	(174,415)
<b>Developers Profit -</b>					
Margin on AH		0		6.00% on AH values	-
Profit on OMS		14,025,000		20.00%	(2,805,000)
<b>Profit analysis:</b>		9,834,610		28.52% on costs	(2,805,000)
		14,025,000		20.00% blended GDV	(2,805,000)
<b>TOTAL COSTS</b>					<b>(12,639,610)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,385,390
SDLT		1,385,390 @		(slabbed)	(58,769)
Acquisition Agent fees		1,385,390 @		1.0%	(13,854)
Acquisition Legal fees		1,385,390 @		0.5%	(6,927)
Interest on Land		1,385,390 @		6.50%	(90,050)
Residual Land Value					<b>1,215,789</b>
<b>RLV analysis:</b>	22,105 £ per plot	2,763,157 £ per ha		1,118,234 £ per acre	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		125.0 dph			
Site Area (Net)		0.44 ha		1.09 acres	
<b>Density analysis:</b>		10,000 sqm/ha		43,561 sqft/ac	
Benchmark Land Value (Net)	4,448 £ per plot	555,975 £ per ha		225,000 £ per acre	<b>244,629</b>

<b>BALANCE</b>					
Surplus/(Deficit)		2,207,182 £ per ha		893,234 £ per acre	<b>971,160</b>

Scheme Ref: **AH**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

**SENSITIVITY ANALYSIS**  
 The following sensitivity tables show the balance of the appraisal (RLV-BLV) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV)		971,160	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		757,870	568,828	379,786	190,301	489	(189,322)	(400,801)
	10		720,791	533,809	346,827	159,239	(28,502)	(216,242)	(429,363)
	20		683,713	498,791	313,848	128,178	(57,492)	(244,512)	(458,067)
	30		646,634	463,772	280,716	97,117	(86,483)	(275,454)	(486,779)
	40		609,556	428,753	247,584	66,055	(115,473)	(306,397)	(515,492)
	50		572,477	393,735	214,452	34,994	(144,464)	(337,339)	(544,204)
	60		535,399	358,706	181,319	3,933	(173,454)	(368,281)	(572,916)
	70		498,320	323,504	148,187	(27,129)	(202,445)	(399,224)	(601,629)
	80		461,242	288,301	115,055	(58,190)	(231,436)	(430,249)	(630,341)
	90		424,163	253,098	81,923	(89,251)	(264,356)	(461,354)	(659,054)
	100		386,999	217,895	48,791	(120,313)	(297,678)	(492,459)	(687,766)
	110		349,725	182,692	15,659	(151,374)	(331,001)	(523,564)	(716,479)
	120		312,452	147,489	(17,473)	(182,436)	(364,323)	(554,669)	(745,191)
	130		275,178	112,286	(50,605)	(213,497)	(397,646)	(585,774)	(773,903)
	140		237,905	77,084	(83,737)	(246,117)	(431,143)	(616,880)	(802,616)
	150		200,631	41,881	(116,869)	(281,819)	(464,641)	(647,985)	(831,328)
	160		163,357	6,678	(150,001)	(317,522)	(498,139)	(679,090)	(860,041)
	170		126,084	(28,525)	(183,134)	(353,225)	(531,637)	(710,195)	(888,753)
	180		88,810	(63,728)	(216,266)	(388,969)	(565,135)	(741,300)	(917,466)
	190		51,536	(98,931)	(251,679)	(424,860)	(598,633)	(772,405)	(946,178)
	200		14,263	(134,133)	(289,762)	(460,750)	(632,130)	(803,510)	(974,891)
	210		(23,011)	(169,336)	(327,845)	(496,641)	(665,628)	(834,616)	(1,003,703)
	220		(60,284)	(204,539)	(365,937)	(532,531)	(699,126)	(865,721)	(1,032,567)
	230		(97,558)	(240,581)	(404,220)	(568,422)	(732,624)	(896,826)	(1,061,430)
	240		(134,832)	(281,044)	(442,503)	(604,313)	(766,122)	(927,931)	(1,090,294)
250		(172,105)	(321,507)	(480,786)	(640,203)	(799,620)	(959,036)	(1,119,157)	

**TABLE 2**

		Site Specific S106 (where 110% is a 10% increase etc.)							
Balance (RLV - BLV)		971,160	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		1,145,962	1,135,953	1,125,945	1,115,937	1,105,929	1,095,921	1,085,912
	10		1,104,763	1,094,755	1,084,747	1,074,739	1,064,730	1,054,722	1,044,714
	20		1,063,565	1,053,557	1,043,548	1,033,540	1,023,532	1,013,524	1,003,516
	30		1,022,367	1,012,358	1,002,350	992,342	982,334	972,326	962,317
	40		981,168	971,160	961,152	951,144	941,135	931,127	921,119
	50		939,970	929,962	919,953	909,945	899,937	889,929	879,921
	60		898,772	888,763	878,755	868,747	858,739	848,731	838,722
	70		857,573	847,565	837,557	827,549	817,540	807,532	797,524
	80		816,375	806,367	796,358	786,350	776,342	766,334	756,326
	90		775,176	765,168	755,160	745,152	735,144	725,135	715,127
	100		733,978	723,970	713,962	703,954	693,945	683,937	673,929
	110		692,780	682,772	672,763	662,755	652,747	642,739	632,731
	120		651,581	641,573	631,565	621,557	611,549	601,540	591,532
	130		610,383	600,375	590,367	580,358	570,350	560,342	550,334
	140		569,185	559,177	549,168	539,160	529,152	519,144	509,136
	150		527,986	517,978	507,970	497,962	487,954	477,946	467,938
	160		486,787	476,779	466,771	456,763	446,755	436,747	426,739
	170		445,588	435,580	425,572	415,564	405,556	395,548	385,540
	180		404,389	394,381	384,373	374,365	364,357	354,349	344,341
	190		363,190	353,182	343,174	333,166	323,158	313,150	303,142
	200		321,991	311,983	301,975	291,967	281,959	271,951	261,943
	210		280,792	270,784	260,776	250,768	240,760	230,752	220,744
	220		239,593	229,585	219,577	209,569	199,561	189,553	179,545
	230		198,394	188,386	178,378	168,370	158,362	148,354	138,346
	240		157,195	147,187	137,179	127,171	117,163	107,155	97,147
250		115,996	105,988	95,980	85,972	75,964	65,956	55,948	



Scheme Ref: **AH**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

**TABLE 3**

Balance (RLV - BLV)	971,160	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
	0	1,746,041	1,624,023	1,502,006	1,379,988	1,257,971	1,135,953	1,013,936	
	10	1,704,843	1,582,825	1,460,808	1,338,790	1,216,773	1,094,755	972,738	
	20	1,663,644	1,541,627	1,419,609	1,297,592	1,175,574	1,053,557	931,539	
	30	1,622,446	1,500,428	1,378,411	1,256,393	1,134,376	1,012,358	890,341	
	40	1,581,248	1,459,230	1,337,213	1,215,195	1,093,178	971,160	849,142	
CIL £psm	50	1,540,049	1,418,032	1,296,014	1,173,997	1,051,979	929,962	807,944	
40.00	60	1,498,851	1,376,833	1,254,816	1,132,798	1,010,781	888,763	766,746	
	70	1,457,652	1,335,635	1,213,617	1,091,600	969,582	847,565	725,547	
	80	1,416,454	1,294,437	1,172,419	1,050,402	928,384	806,367	684,349	
	90	1,375,256	1,253,238	1,131,221	1,009,203	887,186	765,168	643,151	
	100	1,334,057	1,212,040	1,090,022	968,005	845,987	723,970	601,952	
	110	1,292,859	1,170,842	1,048,824	926,807	804,789	682,772	560,754	
	120	1,251,661	1,129,643	1,007,626	885,608	763,591	641,573	519,556	
	130	1,210,462	1,088,445	966,427	844,410	722,392	600,375	478,357	
	140	1,169,264	1,047,247	925,229	803,212	681,194	559,177	437,159	
	150	1,128,066	1,006,048	884,031	762,013	639,996	517,978	395,961	
	160	1,086,868	964,786	842,769	720,751	598,734	476,716	354,699	
	170	1,045,669	923,524	801,507	679,493	557,495	435,458	313,440	
	180	1,004,471	882,262	760,249	638,254	516,256	394,219	272,181	
	190	963,272	841,000	719,000	597,015	475,777	353,000	230,922	
	200	922,074	799,738	677,742	555,776	434,538	311,761	189,663	
	210	880,875	758,480	636,486	514,537	393,299	270,512	148,404	
	220	839,676	717,222	595,237	473,536	352,050	229,263	107,145	
	230	798,477	675,964	554,038	432,535	310,801	188,014	65,886	
	240	757,278	634,706	512,789	391,534	269,552	146,765	24,627	
	250	716,079	593,448	471,540	350,533	228,303	105,516	(16,532)	

**TABLE 4**

Balance (RLV - BLV)	971,160	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
	0	1,217,496	1,163,134	1,108,772	1,054,410	1,000,048	945,686	891,324
	10	1,176,298	1,121,936	1,067,574	1,013,212	958,850	904,488	850,126
	20	1,135,100	1,080,738	1,026,376	972,014	917,652	863,290	808,928
	30	1,093,901	1,039,539	981,977	930,815	876,453	822,091	767,729
	40	1,052,703	998,341	943,979	889,617	835,255	780,893	726,531
CIL £psm	50	1,011,505	957,143	902,781	848,419	794,057	739,695	685,333
40.00	60	970,306	915,944	861,582	807,220	752,858	698,496	644,134
	70	929,108	874,746	820,384	766,022	711,660	657,298	602,936
	80	887,910	833,548	779,186	724,824	670,462	616,100	561,738
	90	846,711	792,349	737,987	683,625	629,263	574,901	520,539
	100	805,513	751,151	696,789	642,427	588,065	533,703	479,341
	110	764,315	709,953	655,591	601,229	546,867	492,505	438,143
	120	723,116	668,754	614,392	560,030	505,668	451,306	396,944
	130	681,918	627,556	573,194	518,832	464,470	410,108	355,746
	140	640,720	586,358	531,996	477,634	423,272	368,910	314,548
	150	599,521	545,159	490,797	436,435	382,073	327,711	273,349
	160	558,323	503,961	449,599	395,237	340,811	286,449	232,151
	170	517,124	462,763	408,407	353,979	299,573	245,201	190,953
	180	475,925	421,565	367,215	312,781	258,315	203,953	149,755
	190	434,726	379,366	326,023	271,583	217,057	162,805	108,557
	200	393,527	338,167	284,831	230,385	175,811	121,607	67,359
	210	352,328	296,968	243,633	189,187	134,563	80,359	26,160
	220	311,129	255,769	202,435	147,989	93,315	39,111	(14,038)
	230	269,930	214,570	161,236	106,791	52,067	(7,130)	(57,839)
	240	228,731	173,371	120,037	65,593	10,819	(42,882)	(99,234)
	250	187,532	132,172	78,838	24,395	(31,925)	(86,287)	(140,649)



Scheme Ref: **AH**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

**TABLE 5**

Balance (RLV - BLV)	971,160	Density (dph)						
		25	30	35	40	45	50	55
	0	157,437	361,295	506,907	616,117	701,057	769,010	824,607
	10	116,239	320,097	465,709	574,918	659,859	727,812	783,409
	20	75,041	278,898	424,511	533,720	618,661	686,613	742,211
	30	33,842	237,700	383,312	492,522	577,462	645,415	701,012
	40	(7,356)	196,501	342,114	451,323	536,264	604,216	659,814
CIL £psm	50	(48,554)	155,303	300,916	410,125	495,066	563,018	618,616
40.00	60	(89,753)	114,105	259,717	368,927	453,867	521,820	577,417
	70	(130,951)	72,906	218,519	327,728	412,669	480,621	536,219
	80	(172,149)	31,708	177,321	286,530	371,471	439,423	495,021
	90	(213,348)	(9,490)	136,122	245,332	330,272	398,225	453,822
	100	(254,546)	(50,689)	94,924	204,133	289,074	357,026	412,624
	110	(295,744)	(91,887)	53,726	162,935	247,876	315,828	371,426
	120	(336,943)	(133,085)	12,527	121,737	206,677	274,630	330,227
	130	(378,141)	(174,284)	(28,671)	80,538	165,479	233,431	289,029
	140	(419,339)	(215,482)	(69,869)	39,340	124,281	192,233	247,831
	150	(460,538)	(256,680)	(111,068)	(1,858)	83,082	151,035	206,632
	160	(501,800)	(297,942)	(152,330)	(43,120)	41,820	109,773	165,370
	170	(543,215)	(339,357)	(193,745)	(84,536)	405	68,358	123,955
	180	(584,630)	(380,773)	(235,160)	(125,951)	(41,010)	26,942	82,540
	190	(626,045)	(422,188)	(276,575)	(167,366)	(82,425)	(14,473)	41,125
	200	(667,460)	(463,603)	(317,990)	(208,781)	(123,840)	(55,888)	(290)
	210	(708,875)	(505,018)	(359,405)	(250,196)	(165,255)	(97,303)	(41,705)
	220	(750,291)	(546,433)	(400,821)	(291,611)	(206,671)	(138,718)	(83,121)
	230	(791,706)	(587,848)	(442,236)	(333,026)	(248,086)	(180,133)	(124,536)
	240	(833,121)	(629,263)	(483,651)	(374,441)	(289,501)	(221,548)	(165,951)
	250	(874,536)	(670,678)	(525,066)	(415,857)	(330,916)	(262,963)	(207,366)

**TABLE 6**

Balance (RLV - BLV)	971,160	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
	0	1,827,369	1,483,399	1,135,953	784,562	430,057	71,175	(298,963)
	10	1,786,386	1,442,417	1,094,755	743,364	388,642	29,760	(346,817)
	20	1,745,403	1,401,434	1,053,557	702,165	347,227	(11,655)	(394,671)
	30	1,704,421	1,360,451	1,012,358	660,967	305,812	(53,070)	(442,525)
	40	1,663,438	1,319,469	971,160	619,769	264,397	(94,485)	(490,379)
CIL £psm	50	1,622,455	1,278,486	929,962	578,570	222,981	(135,900)	(538,233)
40.00	60	1,581,472	1,237,348	888,763	537,372	181,566	(177,316)	(586,087)
	70	1,540,490	1,196,150	847,565	496,174	140,151	(218,731)	(633,942)
	80	1,499,507	1,154,952	806,367	454,797	98,736	(264,033)	(681,796)
	90	1,458,524	1,113,753	765,168	413,382	57,321	(311,712)	(729,650)
	100	1,417,542	1,072,555	723,970	371,967	15,906	(359,566)	(777,504)
	110	1,376,559	1,031,357	682,772	330,552	(25,509)	(407,420)	(825,358)
	120	1,335,576	990,158	641,573	289,137	(66,924)	(455,274)	(873,212)
	130	1,294,593	948,960	600,375	247,721	(108,340)	(503,128)	(921,066)
	140	1,253,541	907,762	559,177	206,306	(149,755)	(550,982)	(968,920)
	150	1,212,342	866,563	517,978	164,891	(191,170)	(598,836)	(1,016,774)
	160	1,171,144	825,365	476,716	123,476	(232,585)	(646,690)	(1,064,628)
	170	1,129,946	784,167	435,301	82,061	(279,958)	(694,544)	(1,112,482)
	180	1,088,747	742,968	393,886	40,646	(327,720)	(742,398)	(1,160,336)
	190	1,047,549	701,770	352,471	(769)	(375,574)	(790,253)	(1,208,190)
	200	1,006,351	660,572	311,056	(42,184)	(423,428)	(838,107)	(1,256,235)
	210	965,152	619,373	269,641	(83,600)	(471,282)	(885,961)	(1,304,341)
	220	923,954	578,175	228,225	(125,015)	(519,136)	(933,815)	(1,352,447)
	230	882,756	536,977	186,810	(166,430)	(566,991)	(981,669)	(1,400,553)
	240	841,557	495,778	145,395	(207,845)	(614,845)	(1,029,523)	(1,448,659)
	250	800,359	454,399	103,980	(251,521)	(662,699)	(1,077,377)	(1,496,765)



Scheme Ref: **AH**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Sheltered Housing

**TABLE 7**

		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
		90%	95%	100%	105%	110%	115%	120%	
Balance (RLV - BLV)	971,160								
	0	184,850	661,003	1,135,953	1,609,501	2,082,363	2,554,362	3,024,820	
	10	143,435	619,805	1,094,755	1,568,518	2,041,380	2,513,593	2,984,265	
	20	102,019	578,607	1,053,557	1,527,536	2,000,398	2,472,825	2,943,710	
	30	60,604	537,408	1,012,358	1,486,553	1,959,415	2,432,057	2,903,047	
	40	19,189	496,210	971,160	1,445,570	1,918,432	2,391,289	2,862,278	
CIL £psm	50	(22,226)	455,012	929,962	1,404,587	1,877,449	2,350,311	2,821,510	
	40.00	60	(63,641)	413,613	888,763	1,363,605	1,836,467	2,309,329	2,780,742
	70	(105,056)	372,198	847,565	1,322,515	1,795,484	2,268,346	2,739,974	
	80	(146,471)	330,783	806,367	1,281,317	1,754,501	2,227,363	2,699,206	
	90	(187,886)	289,368	765,168	1,240,118	1,713,519	2,186,381	2,658,437	
	100	(229,302)	247,953	723,970	1,198,920	1,672,536	2,145,398	2,617,669	
	110	(276,184)	206,538	682,772	1,157,721	1,631,553	2,104,415	2,576,901	
	120	(323,951)	165,122	641,573	1,116,523	1,590,570	2,063,433	2,536,133	
	130	(371,805)	123,707	600,375	1,075,325	1,549,588	2,022,450	2,495,312	
	140	(419,659)	82,292	559,177	1,034,126	1,508,605	1,981,467	2,454,329	
	150	(467,513)	40,877	517,978	992,928	1,467,622	1,940,484	2,413,346	
	160	(515,367)	(538)	476,716	951,730	1,426,640	1,899,502	2,372,364	
	170	(563,221)	(41,953)	435,301	910,531	1,385,481	1,858,519	2,331,381	
	180	(611,075)	(83,368)	393,886	869,333	1,344,283	1,817,536	2,290,398	
	190	(658,929)	(124,783)	352,471	828,135	1,303,085	1,776,554	2,249,416	
	200	(706,783)	(166,199)	311,056	786,936	1,261,886	1,735,571	2,208,433	
	210	(754,637)	(207,614)	269,641	745,738	1,220,688	1,694,588	2,167,450	
	220	(802,492)	(251,255)	228,225	704,540	1,179,490	1,653,605	2,126,467	
	230	(850,346)	(298,879)	186,810	663,341	1,138,291	1,612,623	2,085,485	
	240	(898,200)	(346,733)	145,395	622,143	1,097,093	1,571,640	2,044,502	
	250	(946,054)	(394,587)	103,980	580,945	1,055,894	1,530,657	2,003,519	

**NOTES**

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: **AI**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		55 Units					
AH Policy requirement (% Target)		40%					
AH tenure split %		Affordable Rent:	0.0%		70.0% % Rented		
		Social Rent:	70.0%		12.0% % of total (>10% for HWP (Feb 2017))		
		Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%				
Open Market Sale (OMS) housing		60%		100.0%			
		100%		100.0%			
CIL Rate (£ psm)		40.00 £ psm					
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	60.0%	19.8	60.0%	13.2	60%	33.0	
2 bed Flat	40.0%	13.2	40.0%	8.8	40%	22.0	
Total number of units	100.0%	33.0	100.0%	22.0	100%	55.0	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>			
		(sqm)	(sqft)	%	(sqm)	(sqft)	
1 bed House	0.0	0		0.0	0		
2 bed House	0.0	0		0.0	0		
3 bed House	0.0	0		0.0	0		
4 bed House	0.0	0		0.0	0		
5 bed House	0.0	0		0.0	0		
1 bed Flat	50.0	538	75.0%	66.7	718		
2 bed Flat	75.0	807	75.0%	100.0	1,076		
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>			
		(sqm)	(sqft)	%	(sqm)	(sqft)	
1 bed House	0.0	0		0.0	0		
2 bed House	0.0	0		0.0	0		
3 bed House	0.0	0		0.0	0		
4 bed House	0.0	0		0.0	0		
5 bed House	0.0	0		0.0	0		
1 bed Flat	50.0	538	75.0%	66.7	718		
2 bed Flat	75.0	807	75.0%	100.0	1,076		
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA</b>	<b>AH units GIA</b>	<b>Total GIA (all units)</b>			
		(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	
1 bed House	0	0	0	0	0		
2 bed House	0	0	0	0	0		
3 bed House	0	0	0	0	0		
4 bed House	0	0	0	0	0		
5 bed House	0	0	0	0	0		
1 bed Flat	1,320	14,208	880	9,472	2,200		
2 bed Flat	1,320	14,208	880	9,472	2,200		
	2,640	28,417	1,760	18,944	4,400		
AH % by floor area:		40.00% AH % by floor area due to mix					
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£psf</b>	<b>total MV (£ (no AH))</b>		
1 bed House	0	#DIV/0!	#DIV/0!		0		
2 bed House	0	#DIV/0!	#DIV/0!		0		
3 bed House	0	#DIV/0!	#DIV/0!		0		
4 bed House	0	#DIV/0!	#DIV/0!		0		
5 bed House	0	#DIV/0!	#DIV/0!		0		
1 bed Flat	225,000	4,500	418		7,425,000		
2 bed Flat	300,000	4,000	372		6,600,000		
					14,025,000		
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>Intermediate £</b>	<b>% of MV</b>
1 bed House	0	37.5%	0	37.5%	0	70%	
2 bed House	0	37.5%	0	37.5%	0	70%	
3 bed House	0	37.5%	0	37.5%	0	70%	
4 bed House	0	37.5%	0	37.5%	0	70%	
5 bed House	0	37.5%	0	37.5%	0	70%	
1 bed Flat	84,375	37.5%	84,375	37.5%	157,500	70%	
2 bed Flat	112,500	37.5%	112,500	37.5%	210,000	70%	

Scheme Ref: **AI**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

GROSS DEVELOPMENT VALUE					
<b>OMS GDV -</b> (part houses due to % mix)					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	19.8	@	225,000		4,455,000
2 bed Flat	13.2	@	300,000		3,960,000
	33.0				8,415,000
<b>Affordable Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	84,375		-
2 bed Flat	0.0	@	112,500		-
	0.0				-
<b>Social Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	9.2	@	84,375		779,625
2 bed Flat	6.2	@	112,500		693,000
	15.4				1,472,625
<b>Intermediate GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	4.0	@	157,500		623,700
2 bed Flat	2.6	@	210,000		554,400
	6.6	22.0			1,178,100
<b>Sub-total GDV Residential</b>	<b>55</b>				<b>11,065,725</b>
<b>AH on-site cost analysis:</b>				<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>2,959,275</b>
			<b>673 £ psm (total GIA sqm)</b>	<b>53,805 £ per unit (total units)</b>	
<b>Grant</b>	<b>55</b>	@	<b>0</b>		-
<b>Total GDV</b>					<b>11,065,725</b>

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(70,000)
Statutory Planning Fees (Residential)					(23,549)
CIL					(105,600)
	CIL analysis:	2,640 sqm (Market only)	40.00 £ psm		
		0.95% % of GDV	1,920 £ per unit (total units)		
Site Specific S106 Contributions (inc. Education)	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @	2,000 per unit		(110,000)
<b>AH Commuted Sum</b>	<b>S106 analysis:</b>	<b>250,000 £ per ha</b>	<b>0.99% % of GDV</b>	<b>2,000 £ per unit (total ur</b>	<b>(110,000)</b>
	<b>Comm. Sum analysis:</b>		<b>4,400 sqm (total)</b>	<b>0 £ psm</b>	
			<b>0.00% % of GDV</b>		

cont./

<b>Scheme Ref:</b>	<b>AI</b>	<b>Location / Value Zone:</b>	<b>Higher</b>	<b>Development Scenario:</b>	<b>Brownfield</b>
<b>No Units:</b>	<b>55</b>	<b>Sheltered Housing</b>			
<b>Notes:</b>					
<b>Construction Costs -</b>					
Site Clearance and Demolition		1.09 acres @		50,000 £ per acre (if brownfield)	(54,362)
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House		- sqm @		0 psm	-
2 bed House		- sqm @		0 psm	-
3 bed House		- sqm @		0 psm	-
4 bed House		- sqm @		0 psm	-
5 bed House		- sqm @		0 psm	-
1 bed Flat		2,200 sqm @		1,287 psm	(2,831,400)
2 bed Flat	4,400	2,200 sqm @		1,287 psm	(2,831,400)
External works		5,662,800 @		10.0% 10,296 £ per unit	(566,280)
M4(2) Category 2 Housing	Aff units	units @	0% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	33 units @	90% @	521 £ per unit	(15,474)
M4(3) Category 3 Housing	Mrkt units	33 units @	10% @	10,111 £ per unit	(33,366)
Water Efficiency additional cost		55 units @		10 £ per unit	(550)
Low Carbon Energy cost		55 units @		3,375 £ per unit	(185,625)
Contingency		6,518,457 @		5.0% (GF/BF)	(325,923)
<b>Professional Fees</b>		6,518,457 @		6.5%	(423,700)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		8,415,000 OMS @		1.00% 1,530 £ per unit	(84,150)
Residential Sales Legal Costs		33 OM Units @		0.35% 900 £ per unit	(29,700)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		8,415,000 OMS @		3.00% 4,590 £ per unit 6,842 £ per unit	(252,450)
<b>Interest (on Development Costs) -</b>			6.50% APR	0.526% pcm	(82,919)
<b>Developers Profit -</b>					
Margin on AH		2,650,725		6.00% on AH values	(159,044)
Profit on OMS		8,415,000		20.00%	(1,683,000)
<b>Profit analysis:</b>		8,036,447		22.92% on costs	(1,842,044)
		11,065,725		16.65% blended GDV	(1,842,044)
<b>TOTAL COSTS</b>					<b>(9,878,491)</b>
<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,187,234
SDLT		1,187,234 @		(slabbed)	(48,862)
Acquisition Agent fees		1,187,234 @		1.0%	(11,872)
Acquisition Legal fees		1,187,234 @		0.5%	(5,936)
Interest on Land		1,187,234 @		6.50%	(77,170)
Residual Land Value					<b>1,043,394</b>
<b>RLV analysis:</b>	18,971 £ per plot	2,371,349 £ per ha		959,672 £ per acre	
<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		125.0 dph			
Site Area (Net)		0.44 ha		1.09 acres	
<b>Density analysis:</b>		10,000 sqm/ha		43,561 sqft/ac	
Benchmark Land Value (Net)	7,907 £ per plot	988,400 £ per ha		400,000 £ per acre	<b>434,896</b>
<b>BALANCE</b>					
Surplus/(Deficit)		1,382,949 £ per ha		559,672 £ per acre	<b>608,498</b>



Scheme Ref: **AI**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

**SENSITIVITY ANALYSIS**  
 The following sensitivity tables show the balance of the appraisal (RLV-BLV) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		10%	15%	20%	25%	30%	35%	40%	
CIL £psm 40.00	608,498	0	1,836,154	1,648,340	1,460,259	1,271,908	1,083,558	895,207	706,856
	10	1,799,463	1,613,687	1,427,473	1,241,171	1,054,870	868,568	682,267	
	20	1,762,772	1,578,939	1,394,687	1,210,434	1,026,182	841,929	657,677	
	30	1,726,080	1,544,104	1,361,901	1,179,697	997,494	815,291	633,087	
	40	1,689,389	1,509,269	1,329,114	1,148,960	968,806	788,652	608,498	
	50	1,652,538	1,474,433	1,296,328	1,118,223	940,118	762,013	583,908	
	60	1,615,654	1,439,598	1,263,542	1,087,486	911,430	735,374	559,319	
	70	1,578,769	1,404,763	1,230,756	1,056,749	882,742	708,736	534,729	
	80	1,541,885	1,369,927	1,197,970	1,026,012	854,054	682,097	510,139	
	90	1,505,001	1,335,092	1,165,184	995,275	825,367	655,458	485,428	
	100	1,468,116	1,300,257	1,132,397	964,538	796,679	628,819	460,709	
	110	1,431,232	1,265,421	1,099,611	933,801	767,991	602,181	435,990	
	120	1,394,347	1,230,586	1,066,825	903,064	739,303	575,520	411,271	
	130	1,357,463	1,195,751	1,034,039	872,327	710,615	548,741	386,552	
	140	1,320,578	1,160,916	1,001,253	841,590	681,927	521,962	361,833	
	150	1,283,694	1,126,080	968,467	810,853	653,239	495,183	337,114	
	160	1,246,809	1,091,245	935,680	780,116	624,414	468,404	312,395	
	170	1,209,925	1,056,410	902,894	749,379	595,575	441,625	287,676	
	180	1,173,041	1,021,574	870,108	718,626	566,736	414,846	262,957	
	190	1,136,156	986,739	837,322	687,727	537,897	388,068	238,238	
	200	1,099,272	951,904	804,536	656,828	509,058	361,289	213,519	
	210	1,062,387	917,068	771,639	625,930	480,220	334,510	188,800	
	220	1,025,503	882,233	738,681	595,031	451,381	307,731	164,081	
	230	988,618	847,312	705,722	564,132	422,542	280,952	139,362	
	240	951,734	812,294	672,763	533,233	393,703	254,173	114,643	
	250	914,745	777,275	639,805	502,334	364,864	227,394	89,924	

**TABLE 2**

		Site Specific S106							
Balance (RLV - BLV)		90%	100%	110%	120%	130%	140%	150%	
CIL £psm 40.00	608,498	0	716,812	706,856	696,900	686,945	676,989	667,033	657,077
	10	692,222	682,267	672,311	662,355	652,399	642,443	632,488	
	20	667,633	657,677	647,721	637,765	627,810	617,854	607,898	
	30	643,043	633,087	623,132	613,176	603,220	593,264	583,308	
	40	618,454	608,498	598,542	588,586	578,630	568,675	558,719	
	50	593,864	583,908	573,952	563,997	554,041	544,085	534,129	
	60	569,274	559,319	549,363	539,407	529,451	519,495	509,539	
	70	544,685	534,729	524,773	514,817	504,841	494,833	484,825	
	80	520,095	510,139	500,139	490,130	480,122	470,114	460,106	
	90	495,436	485,428	475,420	465,411	455,403	445,395	435,387	
	100	470,717	460,709	450,701	440,692	430,684	420,676	410,668	
	110	445,998	435,990	425,982	415,973	405,965	395,957	385,949	
	120	421,279	411,271	401,263	391,254	381,246	371,238	361,230	
	130	396,560	386,552	376,544	366,535	356,527	346,519	336,511	
	140	371,841	361,833	351,825	341,816	331,808	321,800	311,792	
	150	347,122	337,114	327,106	317,097	307,089	297,081	287,073	
	160	322,403	312,395	302,387	292,378	282,370	272,362	262,354	
	170	297,684	287,676	277,668	267,659	257,651	247,643	237,635	
	180	272,965	262,957	252,949	242,940	232,932	222,924	212,916	
	190	248,246	238,238	228,230	218,221	208,213	198,205	188,197	
	200	223,527	213,519	203,511	193,502	183,494	173,486	163,478	
	210	198,808	188,800	178,792	168,783	158,775	148,767	138,759	
	220	174,089	164,081	154,073	144,064	134,056	124,048	114,040	
	230	149,370	139,362	129,354	119,345	109,337	99,329	89,321	
	240	124,651	114,643	104,635	94,626	84,618	74,610	64,602	
	250	99,932	89,924	79,916	69,907	59,899	49,891	39,883	

Scheme Ref: **AI**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

**TABLE 3**

Balance (RLV - BLV)	608,498	Profit (on OMS) 20%						
		15%	16%	17%	18%	19%	20%	21%
0		1,072,909	999,698	926,488	853,277	780,067	706,856	633,646
10		1,048,319	975,109	901,898	828,688	755,477	682,267	609,056
20		1,023,730	950,519	877,309	804,098	730,888	657,677	584,467
30		999,140	925,929	852,719	779,508	706,298	633,087	559,877
40		974,550	901,340	828,129	754,919	681,708	608,498	535,287
CIL £psm		949,961	876,750	803,540	730,329	657,119	583,908	510,698
40.00		925,371	852,161	778,950	705,740	632,529	559,319	486,108
		900,781	827,571	754,360	681,150	607,939	534,729	461,518
		876,192	802,981	729,771	656,560	583,350	510,139	436,929
		851,480	778,270	705,059	631,849	558,638	485,428	412,217
		826,761	753,551	680,340	607,130	533,919	460,709	387,498
		802,042	728,832	655,621	582,411	509,200	435,990	362,779
		777,323	704,113	630,902	557,692	484,481	411,271	338,060
		752,604	679,394	606,183	532,973	459,762	386,552	313,341
		727,885	654,675	581,464	508,254	435,043	361,833	288,622
		703,166	629,956	556,745	483,535	410,324	337,114	263,903
		678,447	605,237	532,026	458,816	385,605	312,395	239,184
		653,728	580,518	507,307	434,097	360,886	287,676	214,465
		629,009	555,799	482,588	409,378	336,167	262,957	189,746
		604,290	531,080	457,869	384,659	311,448	238,238	165,027
		579,571	506,361	433,150	359,940	286,729	213,519	140,308
		554,852	481,642	408,431	335,221	262,010	188,800	115,589
		530,133	456,923	383,712	310,502	237,291	164,081	90,870
		505,414	432,204	358,993	285,783	212,572	139,362	66,151
		480,695	407,485	334,274	261,064	187,853	114,643	41,432
		455,976	382,766	309,555	236,345	163,134	89,924	16,713

**TABLE 4**

Balance (RLV - BLV)	608,498	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		978,666	924,304	869,942	815,580	761,218	706,856	652,494
10		954,077	899,715	845,353	790,991	736,629	682,267	627,905
20		929,487	875,125	820,763	766,401	712,039	657,677	603,315
30		904,897	850,535	796,173	741,811	687,449	633,087	578,725
40		880,308	825,946	771,584	717,222	662,860	608,498	554,136
CIL £psm		855,718	801,356	746,994	692,632	638,270	583,908	529,546
40.00		831,129	776,767	722,405	668,043	613,681	559,319	504,957
		806,539	752,177	697,815	643,453	589,091	534,729	480,367
		781,949	727,587	673,225	618,863	564,501	510,139	455,777
		757,238	702,876	648,514	594,152	539,790	485,428	431,066
		732,519	678,157	623,795	569,433	515,071	460,709	406,347
		707,800	653,438	599,076	544,714	490,352	435,990	381,628
		683,081	628,719	574,357	519,995	465,633	411,271	356,909
		658,362	604,000	549,638	495,276	440,914	386,552	332,190
		633,643	579,281	524,919	470,557	416,195	361,833	307,471
		608,924	554,562	500,200	445,838	391,476	337,114	282,752
		584,205	529,843	475,481	421,119	366,757	312,395	258,033
		559,486	505,124	450,762	396,400	342,038	287,676	233,314
		534,767	480,405	426,043	371,681	317,319	262,957	208,595
		510,048	455,686	401,324	346,962	292,600	238,238	183,876
		485,329	430,967	376,605	322,243	267,881	213,519	159,157
		460,610	406,248	351,886	297,524	243,162	188,800	134,438
		435,891	381,529	327,167	272,805	218,443	164,081	109,719
		411,172	356,810	302,448	248,086	193,724	139,362	85,000
		386,453	332,091	277,729	223,367	169,005	114,643	60,281
		361,734	307,372	253,010	198,648	144,286	89,924	35,562

Scheme Ref: **AI**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

**TABLE 5**

Balance (RLV - BLV)	608,498	Density (dph)						
		25	30	35	40	45	50	55
0		(1,256,856)	(847,642)	(555,443)	(336,294)	(165,844)	(29,485)	82,082
10		(1,281,575)	(872,251)	(580,033)	(360,883)	(190,434)	(54,075)	57,492
20		(1,306,294)	(896,970)	(604,622)	(385,473)	(215,024)	(78,664)	32,903
30		(1,331,013)	(921,689)	(629,315)	(410,063)	(239,613)	(103,254)	8,313
40		(1,355,732)	(946,408)	(654,034)	(434,753)	(264,203)	(127,843)	(16,277)
CIL £psm		(1,380,451)	(971,127)	(678,753)	(459,472)	(288,921)	(152,479)	(40,866)
40.00		(1,405,170)	(995,846)	(703,472)	(484,191)	(313,640)	(177,198)	(65,564)
		(1,429,889)	(1,020,565)	(728,191)	(508,910)	(338,359)	(201,917)	(90,283)
		(1,454,608)	(1,045,284)	(752,910)	(533,629)	(363,078)	(226,636)	(115,003)
		(1,479,327)	(1,070,003)	(777,629)	(558,348)	(387,797)	(251,355)	(139,722)
		(1,504,046)	(1,094,722)	(802,348)	(583,067)	(412,516)	(276,074)	(164,441)
		(1,528,765)	(1,119,441)	(827,067)	(607,786)	(437,235)	(300,793)	(189,160)
		(1,553,484)	(1,144,160)	(851,786)	(632,505)	(461,954)	(325,512)	(213,879)
		(1,578,203)	(1,168,879)	(876,505)	(657,224)	(486,673)	(350,231)	(238,598)
		(1,602,922)	(1,193,598)	(901,224)	(681,943)	(511,392)	(374,950)	(263,317)
		(1,627,641)	(1,218,317)	(925,943)	(706,662)	(536,111)	(399,669)	(288,036)
		(1,652,360)	(1,243,036)	(950,662)	(731,381)	(560,830)	(424,388)	(312,755)
		(1,677,079)	(1,267,755)	(975,381)	(756,100)	(585,549)	(449,107)	(337,474)
		(1,701,798)	(1,292,474)	(1,000,100)	(780,819)	(610,268)	(473,826)	(362,193)
		(1,726,517)	(1,317,193)	(1,024,819)	(805,538)	(634,987)	(498,545)	(386,912)
		(1,751,236)	(1,341,912)	(1,049,538)	(830,257)	(659,706)	(523,264)	(411,631)
		(1,775,955)	(1,366,631)	(1,074,257)	(854,976)	(684,425)	(547,983)	(436,350)
		(1,800,674)	(1,391,350)	(1,098,976)	(879,695)	(709,144)	(572,702)	(461,069)
		(1,825,393)	(1,416,069)	(1,123,695)	(904,414)	(733,863)	(597,421)	(485,788)
		(1,850,112)	(1,440,788)	(1,148,414)	(929,133)	(758,582)	(622,140)	(510,507)
		(1,875,831)	(1,465,507)	(1,173,133)	(953,852)	(783,301)	(646,859)	(535,226)

**TABLE 6**

Balance (RLV - BLV)	608,498	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	120%	
0		1,405,443	1,058,316	706,856	351,733	(7,291)	(370,886)	(785,193)
10		1,381,110	1,033,726	682,267	327,014	(32,010)	(395,735)	(813,905)
20		1,356,759	1,009,137	657,677	302,295	(56,799)	(420,584)	(842,617)
30		1,332,299	984,547	633,087	277,576	(81,648)	(445,576)	(871,330)
40		1,307,838	959,958	608,498	252,857	(106,497)	(470,568)	(900,042)
CIL £psm		1,283,377	935,368	583,908	228,137	(131,346)	(505,701)	(928,755)
40.00		1,258,916	910,778	559,319	203,418	(156,195)	(530,693)	(957,467)
		1,234,455	886,189	534,729	178,699	(181,044)	(562,825)	(986,180)
		1,209,994	861,599	510,139	153,980	(205,893)	(591,387)	(1,014,892)
		1,185,533	837,009	485,428	129,261	(230,742)	(619,949)	(1,043,605)
		1,161,037	812,420	460,709	104,542	(255,591)	(648,654)	(1,072,317)
		1,136,448	787,830	435,990	79,823	(280,440)	(677,366)	(1,101,029)
		1,111,858	763,241	411,271	55,104	(305,289)	(706,079)	(1,129,742)
		1,087,268	738,651	386,552	30,385	(330,138)	(734,791)	(1,158,454)
		1,062,679	714,061	361,833	5,666	(354,987)	(763,504)	(1,187,232)
		1,038,089	689,472	337,114	(19,053)	(379,837)	(792,216)	(1,216,095)
		1,013,499	664,882	312,395	(43,773)	(404,686)	(820,929)	(1,244,959)
		988,910	640,292	287,676	(68,622)	(430,303)	(849,641)	(1,273,822)
		964,320	615,703	262,957	(93,471)	(458,865)	(878,354)	(1,302,686)
		939,731	591,113	238,238	(118,320)	(487,427)	(907,066)	(1,331,549)
		915,141	566,524	213,519	(143,169)	(515,989)	(935,778)	(1,360,413)
		890,551	541,934	188,800	(168,018)	(544,551)	(964,491)	(1,389,276)
		865,962	517,344	164,081	(192,867)	(573,113)	(993,203)	(1,418,140)
		841,372	492,754	139,362	(217,716)	(601,675)	(1,021,916)	(1,447,003)
		816,782	468,164	114,643	(242,565)	(630,284)	(1,050,628)	(1,475,867)
		792,193	443,574	89,924	(267,414)	(658,997)	(1,079,341)	(1,504,730)



Scheme Ref: **AI**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

**TABLE 7**

		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)								
		608,498	90%	95%	100%	105%	110%	115%	120%	
Balance (RLV - BLV)	0		137,959	422,929	706,856	990,573	1,274,291	1,557,049	1,838,774	
	10		113,240	398,210	682,267	965,984	1,249,701	1,532,588	1,814,441	
	20		88,521	373,491	657,677	941,394	1,225,111	1,508,128	1,790,109	
	30		63,802	348,772	633,087	916,805	1,200,522	1,483,667	1,765,776	
	40		39,083	324,053	608,498	892,215	1,175,932	1,459,206	1,741,443	
	CIL £psm	50	14,364	299,334	583,908	867,625	1,151,343	1,434,745	1,717,110	
		60	(10,355)	274,615	559,319	843,036	1,126,753	1,410,284	1,692,777	
		70	(35,074)	249,896	534,729	818,446	1,102,163	1,385,823	1,668,417	
		80	(59,793)	225,177	510,139	793,856	1,077,574	1,361,291	1,643,956	
		90	(84,512)	200,458	485,428	769,267	1,052,984	1,336,701	1,619,495	
		100	(109,343)	175,739	460,709	744,677	1,028,394	1,312,112	1,595,034	
		110	(134,192)	151,020	435,990	720,088	1,003,805	1,287,522	1,570,573	
		120	(159,041)	126,301	411,271	695,498	979,215	1,262,932	1,546,112	
		130	(183,890)	101,582	386,552	670,908	954,626	1,238,343	1,521,651	
		140	(208,739)	76,863	361,833	646,319	930,036	1,213,753	1,497,190	
	150	(233,588)	52,144	337,114	621,729	905,446	1,189,164	1,472,729		
	160	(258,437)	27,425	312,395	597,139	880,857	1,164,574	1,448,268		
	170	(283,286)	2,706	287,676	572,550	856,267	1,139,984	1,423,702		
	180	(308,136)	(22,013)	262,957	547,927	831,677	1,115,395	1,399,112		
	190	(332,985)	(46,732)	238,238	523,208	807,088	1,090,805	1,374,522		
	200	(357,834)	(71,481)	213,519	498,489	782,498	1,066,215	1,349,933		
	210	(382,683)	(96,330)	188,800	473,770	757,909	1,041,626	1,325,343		
	220	(407,532)	(121,179)	164,081	449,051	733,319	1,017,036	1,300,753		
	230	(433,574)	(146,028)	139,362	424,332	708,729	992,447	1,276,164		
	240	(462,136)	(170,877)	114,643	399,613	684,140	967,857	1,251,574		
	250	(490,698)	(195,727)	89,924	374,894	659,550	943,267	1,226,985		

**NOTES**

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: **AI**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

ASSUMPTIONS - RESIDENTIAL USES						
Total number of units in scheme		55 Units				
AH Policy requirement (% Target)		0%				
AH tenure split %		Affordable Rent:	0.0%		70.0% % Rented	
		Social Rent:	70.0%		0.0% % of total (>10% for HWP (Feb 2017))	
		Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%			
Open Market Sale (OMS) housing		100%		100.0%		
CIL Rate (£ psm)		40.00 £ psm				
<b>Unit mix -</b>	Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat	60.0%	33.0	60.0%	0.0	60%	33.0
2 bed Flat	40.0%	22.0	40.0%	0.0	40%	22.0
Total number of units	100.0%	55.0	100.0%	0.0	100%	55.0
<b>OMS Unit Floor areas -</b>		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqft)		
1 bed House	0.0	0		0.0	0	
2 bed House	0.0	0		0.0	0	
3 bed House	0.0	0		0.0	0	
4 bed House	0.0	0		0.0	0	
5 bed House	0.0	0		0.0	0	
1 bed Flat	50.0	538	75.0%	66.7	718	
2 bed Flat	75.0	807	75.0%	100.0	1,076	
<b>AH Unit Floor areas -</b>		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqft)		
1 bed House	0.0	0		0.0	0	
2 bed House	0.0	0		0.0	0	
3 bed House	0.0	0		0.0	0	
4 bed House	0.0	0		0.0	0	
5 bed House	0.0	0		0.0	0	
1 bed Flat	50.0	538	75.0%	66.7	718	
2 bed Flat	75.0	807	75.0%	100.0	1,076	
<b>Total Gross Floor areas -</b>		Mkt Units GIA (sqm)	AH units GIA (sqm)	Total GIA (all units) (sqft)		
1 bed House	0	0	0	0	0	
2 bed House	0	0	0	0	0	
3 bed House	0	0	0	0	0	
4 bed House	0	0	0	0	0	
5 bed House	0	0	0	0	0	
1 bed Flat	2,200	23,681	0	0	2,200 23,681	
2 bed Flat	2,200	23,681	0	0	2,200 23,681	
	4,400	47,361	0	0	4,400 47,361	
AH % by floor area:		0.00% AH % by floor area due to mix				
<b>Open Market Sales values (£) -</b>		£ OMS (per unit)	£psm	£psf	total MV (£ (no AH))	
1 bed House	0	#DIV/0!	#DIV/0!		0	
2 bed House	0	#DIV/0!	#DIV/0!		0	
3 bed House	0	#DIV/0!	#DIV/0!		0	
4 bed House	0	#DIV/0!	#DIV/0!		0	
5 bed House	0	#DIV/0!	#DIV/0!		0	
1 bed Flat	225,000	4,500	418		7,425,000	
2 bed Flat	300,000	4,000	372		6,600,000	
					14,025,000	
<b>Affordable Housing values (£) -</b>		Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £ % of MV
1 bed House	0	37.5%	0	37.5%	0	70%
2 bed House	0	37.5%	0	37.5%	0	70%
3 bed House	0	37.5%	0	37.5%	0	70%
4 bed House	0	37.5%	0	37.5%	0	70%
5 bed House	0	37.5%	0	37.5%	0	70%
1 bed Flat	84,375	37.5%	84,375	37.5%	157,500	70%
2 bed Flat	112,500	37.5%	112,500	37.5%	210,000	70%

Scheme Ref: **AI**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

GROSS DEVELOPMENT VALUE					
<b>OMS GDV -</b> (part houses due to % mix)					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	33.0	@	225,000		7,425,000
2 bed Flat	22.0	@	300,000		6,600,000
	55.0				14,025,000
<b>Affordable Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	84,375		-
2 bed Flat	0.0	@	112,500		-
	0.0				-
<b>Social Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	84,375		-
2 bed Flat	0.0	@	112,500		-
	0.0				-
<b>Intermediate GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	157,500		-
2 bed Flat	0.0	@	210,000		-
	0.0	0.0			-
<b>Sub-total GDV Residential</b>	<b>55</b>				<b>14,025,000</b>
<b>AH on-site cost analysis:</b>				<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			<b>0 £ psm (total GIA sqm)</b>	<b>0 £ per unit (total units)</b>	
<b>Grant</b>	<b>55</b>	@	<b>0</b>		-
<b>Total GDV</b>					<b>14,025,000</b>

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(70,000)
Statutory Planning Fees (Residential)					(23,549)
CIL					(176,000)
CIL analysis:		4,400 sqm (Market only)	40.00 £ psm		
		1.25% % of GDV	3,200 £ per unit (total units)		
Site Specific S106 Contributions (inc. Education)	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @	2,000 per unit		(110,000)
<b>AH Commuted Sum</b>	<b>S106 analysis:</b>	<b>250,000 £ per ha</b>	<b>0.78% % of GDV</b>	<b>2,000 £ per unit (total ur</b>	<b>(110,000)</b>
<b>Comm. Sum analysis:</b>			<b>4,400 sqm (total)</b>	<b>351 £ psm</b>	<b>(1,544,711)</b>
			<b>11.01% % of GDV</b>		

cont./

**Scheme Ref:** AI  
**No Units:** 55 **Location / Value Zone:** Higher **Development Scenario:** Brownfield  
**Notes:** Sheltered Housing

<b>Construction Costs -</b>					
Site Clearance and Demolition		1.09 acres @		50,000 £ per acre (if brownfield)	(54,362)
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House		- sqm @		0 psm	-
2 bed House		- sqm @		0 psm	-
3 bed House		- sqm @		0 psm	-
4 bed House		- sqm @		0 psm	-
5 bed House		- sqm @		0 psm	-
1 bed Flat		2,200 sqm @		1,287 psm	(2,831,400)
2 bed Flat	4,400	2,200 sqm @		1,287 psm	(2,831,400)
External works		5,662,800 @		10.0% 10,296 £ per unit	(566,280)
M4(2) Category 2 Housing	Aff units	units @	0% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	55 units @	90% @	521 £ per unit	(25,790)
M4(3) Category 3 Housing	Mrkt units	55 units @	10% @	10,111 £ per unit	(55,611)
Water Efficiency additional cost		55 units @		10 £ per unit	(550)
Low Carbon Energy cost		55 units @		3,375 £ per unit	(185,625)
Contingency		6,551,017 @		5.0% (GF/BF)	(327,551)
<b>Professional Fees</b>		6,551,017 @		6.5%	(425,816)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		14,025,000 OMS @		1.00% 2,550 £ per unit	(140,250)
Residential Sales Legal Costs		55 OM Units @		0.35% 900 £ per unit	(49,500)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		14,025,000 OMS @		3.00% 7,650 £ per unit 11,282 £ per unit	(420,750)
<b>Interest (on Development Costs) -</b>			6.50% APR	0.526% pcm	(183,622)
<b>Developers Profit -</b>					
Margin on AH		0		6.00% on AH values	-
Profit on OMS		14,025,000		20.00%	(2,805,000)
<b>Profit analysis:</b>		10,032,766		27.96% on costs	(2,805,000)
		14,025,000		20.00% blended GDV	(2,805,000)
<b>TOTAL COSTS</b>					<b>(12,837,766)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,187,234
SDLT		1,187,234 @		(slabbed)	(48,862)
Acquisition Agent fees		1,187,234 @		1.0%	(11,872)
Acquisition Legal fees		1,187,234 @		0.5%	(5,936)
Interest on Land		1,187,234 @		6.50%	(77,170)
Residual Land Value					<b>1,043,394</b>
<b>RLV analysis:</b>	18,971 £ per plot	2,371,350 £ per ha		959,672 £ per acre	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		125.0 dph			
Site Area (Net)		0.44 ha		1.09 acres	
<b>Density analysis:</b>		10,000 sqm/ha		43,561 sqft/ac	
Benchmark Land Value (Net)	7,907 £ per plot	988,400 £ per ha		400,000 £ per acre	<b>434,896</b>

<b>BALANCE</b>					
Surplus/(Deficit)		1,382,950 £ per ha		559,672 £ per acre	<b>608,498</b>

Scheme Ref: **AI**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

**SENSITIVITY ANALYSIS**  
 The following sensitivity tables show the balance of the appraisal (RLV-BLV) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV)		10%	15%	20%	25%	30%	35%	40%	
CIL £psm 40.00	608,498	395,355	206,387	16,839	(172,898)	(362,636)	(571,496)	(790,470)	
	0	358,277	171,368	(16,293)	(203,960)	(391,626)	(602,438)	(819,183)	
	10	321,198	136,171	(49,425)	(235,021)	(420,617)	(633,532)	(847,895)	
	20	284,119	100,968	(82,557)	(266,082)	(453,375)	(664,637)	(876,607)	
	30	247,041	65,765	(115,689)	(297,144)	(486,697)	(695,742)	(905,320)	
	40	209,946	30,562	(148,821)	(328,205)	(520,020)	(726,847)	(934,032)	
	50	172,672	(4,640)	(181,953)	(359,266)	(553,342)	(757,952)	(962,745)	
	60	135,399	(39,843)	(215,085)	(390,328)	(586,665)	(789,058)	(991,457)	
	70	98,125	(75,046)	(248,218)	(421,389)	(620,156)	(820,163)	(1,020,170)	
	80	60,852	(110,249)	(281,350)	(456,642)	(653,654)	(851,268)	(1,048,882)	
	90	23,578	(145,452)	(314,482)	(492,345)	(687,151)	(882,373)	(1,077,594)	
	100	(13,696)	(180,655)	(347,614)	(528,048)	(720,649)	(913,478)	(1,106,307)	
	110	(50,969)	(215,858)	(380,746)	(563,750)	(754,147)	(944,583)	(1,135,019)	
	120	(88,243)	(251,060)	(413,878)	(599,602)	(787,645)	(975,688)	(1,163,732)	
	130	(125,516)	(286,263)	(450,389)	(635,492)	(821,143)	(1,006,794)	(1,192,537)	
	140	(162,790)	(321,466)	(488,472)	(671,383)	(854,641)	(1,037,899)	(1,221,401)	
	150	(200,064)	(356,669)	(526,555)	(707,273)	(888,138)	(1,069,004)	(1,250,264)	
	160	(237,337)	(391,872)	(564,691)	(743,164)	(921,636)	(1,100,109)	(1,279,128)	
	170	(274,611)	(427,475)	(602,974)	(779,054)	(955,134)	(1,131,214)	(1,307,991)	
	180	(311,884)	(467,938)	(641,258)	(814,945)	(988,632)	(1,162,319)	(1,336,855)	
	190	(349,158)	(508,401)	(679,541)	(850,835)	(1,022,130)	(1,193,424)	(1,365,718)	
	200	(386,432)	(548,922)	(717,824)	(886,726)	(1,055,628)	(1,224,636)	(1,394,582)	
	210	(423,705)	(589,598)	(756,107)	(922,616)	(1,089,126)	(1,255,905)	(1,423,445)	
	220	(466,445)	(630,274)	(794,391)	(958,507)	(1,122,623)	(1,287,174)	(1,452,309)	
	230	(509,289)	(670,950)	(832,674)	(994,398)	(1,156,121)	(1,318,443)	(1,481,172)	
	240	(552,295)	(711,626)	(870,957)	(1,030,288)	(1,189,619)	(1,349,712)	(1,510,036)	
250									

**TABLE 2**

		Site Specific S106						
Balance (RLV - BLV)		90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	608,498	783,300	773,291	763,283	753,275	743,267	733,259	723,250
	0	742,101	732,093	722,085	712,077	702,068	692,060	682,052
	10	700,903	690,895	680,886	670,878	660,870	650,862	640,854
	20	659,705	649,696	639,688	629,680	619,672	609,664	599,655
	30	618,506	608,498	598,490	588,482	578,473	568,465	558,457
	40	577,308	567,300	557,291	547,283	537,275	527,267	517,259
	50	536,110	526,101	516,093	506,085	496,077	486,069	476,060
	60	494,911	484,903	474,895	464,887	454,878	444,870	434,862
	70	453,713	443,705	433,696	423,688	413,680	403,672	393,664
	80	412,514	402,506	392,498	382,490	372,482	362,473	352,465
	90	371,316	361,308	351,300	341,292	331,283	321,275	311,267
	100	330,118	320,110	310,101	300,093	290,040	279,979	269,918
	110	288,868	278,808	268,747	258,686	248,625	238,564	228,503
	120	247,453	237,392	227,332	217,271	207,210	197,149	187,088
	130	206,038	195,977	185,916	175,856	165,795	155,734	145,673
	140	164,623	154,562	144,501	134,440	124,380	114,319	104,258
	150	123,208	113,147	103,086	93,025	82,964	72,904	62,843
	160	81,793	71,732	61,671	51,610	41,549	31,488	21,428
	170	40,378	30,317	20,256	10,195	134	(9,927)	(19,987)
	180	(1,037)	(11,098)	(21,159)	(31,220)	(41,281)	(51,342)	(61,403)
	190	(42,453)	(52,513)	(62,574)	(72,635)	(82,696)	(92,757)	(102,818)
	200	(83,868)	(93,929)	(103,989)	(114,050)	(124,111)	(134,172)	(144,233)
	210	(125,283)	(135,344)	(145,405)	(155,465)	(165,526)	(175,587)	(185,648)
	220	(166,698)	(176,759)	(186,820)	(196,881)	(206,941)	(217,002)	(227,063)
	230	(208,113)	(218,174)	(228,235)	(238,296)	(248,357)	(258,417)	(268,478)
	240	(249,528)	(259,589)	(269,650)	(279,711)	(289,772)	(299,832)	(309,893)
250								



Scheme Ref: **AI**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

**TABLE 3**

Balance (RLV - BLV)	608,498	Profit (on OMS) 20%						
		15%	16%	17%	18%	19%	20%	21%
0		1,383,379	1,261,361	1,139,344	1,017,326	895,309	773,291	651,274
10		1,342,181	1,220,163	1,098,146	976,128	854,111	732,093	610,076
20		1,300,982	1,178,965	1,056,947	934,930	812,912	690,895	568,877
30		1,259,784	1,137,766	1,015,749	893,731	771,714	649,696	527,679
40		1,218,586	1,096,568	974,551	852,533	730,516	608,498	486,481
CIL £psm		1,177,387	1,055,370	933,352	811,335	689,317	567,300	445,282
40.00		1,136,189	1,014,171	892,154	770,136	648,119	526,101	404,084
60		1,094,990	972,973	850,955	728,938	606,920	484,903	362,885
70		1,053,792	931,775	809,757	687,740	565,722	443,705	321,687
80		1,012,594	890,576	768,559	646,541	524,524	402,506	280,489
90		971,395	849,378	727,360	605,343	483,325	361,308	239,290
100		930,197	808,180	686,162	564,145	442,127	320,110	198,092
110		888,995	766,878	644,860	522,843	400,825	278,808	156,790
120		847,480	725,462	603,445	481,427	359,410	237,392	115,375
130		806,065	684,047	562,030	440,012	317,995	195,977	73,960
140		764,650	642,632	520,615	398,597	276,580	154,562	32,545
150		723,235	601,217	479,200	357,182	235,165	113,147	(8,870)
160		681,819	559,802	437,784	315,767	193,749	71,732	(50,286)
170		640,404	518,387	396,369	274,352	152,334	30,317	(91,701)
180		598,989	476,972	354,954	232,937	110,919	(11,098)	(133,116)
190		557,574	435,557	313,539	191,522	69,504	(52,513)	(174,531)
200		516,159	394,141	272,124	150,106	28,089	(93,929)	(215,946)
210		474,744	352,726	230,709	108,691	(13,326)	(135,344)	(257,361)
220		433,329	311,311	189,294	67,276	(54,741)	(176,759)	(298,776)
230		391,914	269,896	147,879	25,861	(96,156)	(218,174)	(340,191)
240		350,498	228,481	106,463	(15,554)	(137,572)	(259,589)	(381,607)
250								

**TABLE 4**

Balance (RLV - BLV)	608,498	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		1,045,101	990,739	936,377	882,015	827,653	773,291	718,929
10		1,003,903	949,541	895,179	840,817	786,455	732,093	677,731
20		962,705	908,343	853,981	799,619	745,257	690,895	636,533
30		921,506	867,144	812,782	758,420	704,058	649,696	595,334
40		880,308	825,946	771,584	717,222	662,860	608,498	554,136
CIL £psm		839,110	784,748	730,386	676,024	621,662	567,300	512,938
40.00		797,911	743,549	689,187	634,825	580,463	526,101	471,739
60		756,713	702,351	647,989	593,627	539,265	484,903	430,541
70		715,515	661,153	606,791	552,429	498,067	443,705	389,343
80		674,316	619,954	565,592	511,230	456,868	402,506	348,144
90		633,118	578,756	524,394	470,032	415,670	361,308	306,946
100		591,920	537,558	483,196	428,834	374,472	320,110	265,748
110		550,618	496,256	441,894	387,532	333,170	278,808	224,446
120		509,202	454,840	400,478	346,116	291,754	237,392	183,030
130		467,787	413,425	359,063	304,701	250,339	195,977	141,615
140		426,372	372,010	317,648	263,286	208,924	154,562	100,200
150		384,957	330,595	276,233	221,871	167,509	113,147	58,785
160		343,542	289,180	234,818	180,456	126,094	71,732	17,370
170		302,127	247,765	193,403	139,041	84,679	30,317	(24,045)
180		260,712	206,350	151,988	97,626	43,264	(11,098)	(65,460)
190		219,297	164,935	110,573	56,211	1,849	(52,513)	(106,875)
200		177,881	123,519	69,157	14,795	(39,567)	(93,929)	(148,291)
210		136,466	82,104	27,742	(26,620)	(80,982)	(135,344)	(189,706)
220		95,051	40,689	(13,673)	(68,035)	(122,397)	(176,759)	(231,121)
230		53,636	(726)	(55,088)	(109,450)	(163,812)	(218,174)	(272,536)
240		12,221	(42,141)	(96,503)	(150,865)	(205,227)	(259,589)	(313,951)
250								

Scheme Ref: **AI**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

**TABLE 5**

Balance (RLV - BLV)	608,498	Density (dph)						
		25	30	35	40	45	50	55
0		(1,191,464)	(782,140)	(489,765)	(270,485)	(99,933)	36,508	148,142
10		(1,232,662)	(823,338)	(530,964)	(311,683)	(141,131)	(4,690)	106,944
20		(1,273,860)	(864,536)	(572,162)	(352,881)	(182,330)	(45,888)	65,745
30		(1,315,059)	(905,735)	(613,361)	(394,080)	(223,528)	(87,087)	24,547
40		(1,356,257)	(946,933)	(654,559)	(435,278)	(264,727)	(128,285)	(16,651)
CIL £psm		(1,397,456)	(988,132)	(695,757)	(476,477)	(305,925)	(169,484)	(57,850)
40.00		(1,438,654)	(1,029,330)	(736,956)	(517,675)	(347,123)	(210,682)	(99,048)
60		(1,480,057)	(1,070,528)	(778,154)	(558,873)	(388,322)	(251,880)	(140,246)
70		(1,521,472)	(1,111,901)	(819,352)	(600,072)	(429,520)	(293,079)	(181,445)
80		(1,562,887)	(1,153,316)	(860,766)	(641,353)	(470,718)	(334,277)	(222,643)
90		(1,604,302)	(1,194,731)	(902,181)	(682,768)	(512,113)	(375,590)	(263,889)
100		(1,645,717)	(1,236,146)	(943,596)	(724,183)	(553,528)	(417,005)	(305,304)
110		(1,687,132)	(1,277,562)	(985,011)	(765,598)	(594,944)	(458,420)	(346,719)
120		(1,728,548)	(1,318,977)	(1,026,426)	(807,013)	(636,359)	(499,835)	(388,134)
130		(1,769,963)	(1,360,392)	(1,067,841)	(848,428)	(677,774)	(541,250)	(429,549)
140		(1,811,378)	(1,401,807)	(1,109,256)	(889,843)	(719,189)	(582,665)	(470,964)
150		(1,852,793)	(1,443,222)	(1,150,671)	(931,259)	(760,604)	(624,080)	(512,379)
160		(1,894,208)	(1,484,637)	(1,192,087)	(972,674)	(802,019)	(665,496)	(553,794)
170		(1,935,623)	(1,526,052)	(1,233,502)	(1,014,089)	(843,434)	(706,911)	(595,210)
180		(1,977,038)	(1,567,467)	(1,274,917)	(1,055,504)	(884,849)	(748,326)	(636,625)
190		(2,018,453)	(1,608,883)	(1,316,332)	(1,096,919)	(926,265)	(789,741)	(678,040)
200		(2,059,869)	(1,650,298)	(1,357,747)	(1,138,334)	(967,680)	(831,156)	(719,455)
210		(2,101,284)	(1,691,713)	(1,399,162)	(1,179,749)	(1,009,095)	(872,571)	(760,870)
220		(2,142,699)	(1,733,128)	(1,440,577)	(1,221,164)	(1,050,510)	(913,986)	(802,285)
230		(2,184,114)	(1,774,543)	(1,481,992)	(1,262,580)	(1,091,925)	(955,401)	(843,700)
240		(2,225,529)	(1,815,958)	(1,523,408)	(1,303,995)	(1,133,340)	(996,817)	(885,115)
250		(2,266,944)	(1,857,373)	(1,564,823)	(1,345,410)	(1,174,755)	(1,038,232)	(927,530)

**TABLE 6**

Balance (RLV - BLV)	608,498	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
0		1,478,225	1,127,973	773,291	415,482	53,533	(311,904)	(719,653)
10		1,437,242	1,086,991	732,093	374,284	12,118	(353,319)	(767,507)
20		1,396,260	1,045,847	690,895	333,085	(29,298)	(394,734)	(815,361)
30		1,355,277	1,004,648	649,696	291,852	(70,713)	(437,906)	(863,215)
40		1,314,294	963,450	608,498	250,437	(112,128)	(485,509)	(911,069)
CIL £psm		1,273,312	922,252	567,300	209,021	(153,543)	(533,352)	(958,923)
40.00		1,232,329	881,053	526,101	167,606	(194,958)	(581,206)	(1,006,777)
60		1,191,346	839,855	484,903	126,191	(236,373)	(629,060)	(1,054,631)
70		1,150,363	798,657	443,705	84,776	(277,788)	(676,914)	(1,102,486)
80		1,109,381	757,458	402,506	43,361	(319,203)	(724,768)	(1,150,340)
90		1,068,355	716,260	361,308	1,946	(360,619)	(772,622)	(1,198,194)
100		1,027,156	675,062	320,110	(39,469)	(402,034)	(820,476)	(1,246,048)
110		985,958	633,863	278,808	(80,884)	(446,296)	(868,331)	(1,293,902)
120		944,759	592,665	237,392	(122,300)	(493,932)	(916,185)	(1,341,756)
130		903,561	551,466	195,977	(163,715)	(541,786)	(964,039)	(1,389,610)
140		862,363	510,268	154,562	(205,130)	(589,640)	(1,011,893)	(1,437,609)
150		821,164	469,070	113,147	(246,545)	(637,494)	(1,059,747)	(1,485,714)
160		779,966	427,871	71,732	(287,960)	(685,349)	(1,107,601)	(1,533,820)
170		738,768	386,673	30,317	(329,375)	(733,203)	(1,155,455)	(1,581,926)
180		697,569	345,475	(11,098)	(370,790)	(781,057)	(1,203,309)	(1,630,032)
190		656,371	304,276	(52,513)	(412,205)	(828,911)	(1,251,163)	(1,678,138)
200		615,173	262,891	(93,929)	(457,987)	(876,765)	(1,299,017)	(1,726,244)
210		573,974	221,476	(135,344)	(505,685)	(924,619)	(1,346,871)	(1,774,350)
220		532,776	180,061	(176,759)	(553,540)	(972,473)	(1,394,725)	(1,822,455)
230		491,578	138,646	(218,174)	(601,394)	(1,020,327)	(1,442,751)	(1,870,561)
240		450,379	97,231	(259,589)	(649,248)	(1,068,181)	(1,490,857)	(1,918,667)
250		(409,181)	(43,973)	(300,994)	(690,663)	(1,116,596)	(1,538,962)	(1,966,772)

Scheme Ref: **AI**  
 No Units: **55** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

**TABLE 7**

Balance (RLV - BLV)	608,498	Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
	0	(178,719)	298,341	773,291	1,247,741	1,720,603	2,193,465	2,664,489
	10	(220,135)	257,120	732,093	1,206,759	1,679,621	2,152,483	2,623,721
	20	(261,550)	215,705	690,895	1,165,776	1,638,638	2,111,500	2,582,953
	30	(302,965)	174,289	649,696	1,124,646	1,597,655	2,070,517	2,542,184
	40	(344,380)	132,874	608,498	1,083,448	1,556,672	2,029,535	2,501,416
CIL £psm	50	(385,795)	91,459	567,300	1,042,250	1,515,690	1,988,552	2,460,648
40.00	60	(427,631)	50,044	526,101	1,001,051	1,474,707	1,947,569	2,419,880
	70	(475,234)	8,629	484,903	959,853	1,433,724	1,906,586	2,379,112
	80	(523,048)	(32,786)	443,705	918,655	1,392,742	1,865,604	2,338,343
	90	(570,902)	(74,201)	402,506	877,456	1,351,759	1,824,621	2,297,483
	100	(618,756)	(115,616)	361,308	836,258	1,310,776	1,783,638	2,256,500
	110	(666,610)	(157,032)	320,110	795,059	1,269,794	1,742,656	2,215,518
	120	(714,464)	(198,447)	278,808	753,861	1,228,811	1,701,673	2,174,535
	130	(762,318)	(239,862)	237,392	712,663	1,187,613	1,660,690	2,133,552
	140	(810,172)	(281,277)	195,977	671,464	1,146,414	1,619,707	2,092,569
	150	(858,026)	(322,692)	154,562	630,266	1,105,216	1,578,725	2,051,587
	160	(905,880)	(364,107)	113,147	589,068	1,064,018	1,537,742	2,010,604
	170	(953,734)	(405,522)	71,732	547,869	1,022,819	1,496,759	1,969,621
	180	(1,001,588)	(450,306)	30,317	506,671	981,621	1,455,777	1,928,639
	190	(1,049,442)	(497,976)	(11,098)	465,473	940,423	1,414,794	1,887,656
	200	(1,097,296)	(545,830)	(52,513)	424,274	899,224	1,373,811	1,846,673
	210	(1,145,150)	(593,684)	(93,929)	383,076	858,026	1,332,828	1,805,691
	220	(1,193,004)	(641,538)	(135,344)	341,878	816,828	1,291,777	1,764,708
	230	(1,240,859)	(689,392)	(176,759)	300,495	775,629	1,250,579	1,723,725
	240	(1,288,713)	(737,246)	(218,174)	259,080	734,431	1,209,381	1,682,742
	250	(1,336,567)	(785,100)	(259,589)	217,665	693,232	1,168,182	1,641,760

**NOTES**

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: **AJ**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		55 Units					
AH Policy requirement (% Target)		40%					
AH tenure split %		Affordable Rent:	0.0%		70.0% % Rented		
		Social Rent:	70.0%		12.0% % of total (>10% for HWP (Feb 2017))		
		Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%				
Open Market Sale (OMS) housing		60%		100.0%			
		100%		100.0%			
CIL Rate (£ psm)		40.00 £ psm					
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	60.0%	19.8	60.0%	13.2	60%	33.0	
2 bed Flat	40.0%	13.2	40.0%	8.8	40%	22.0	
Total number of units	100.0%	33.0	100.0%	22.0	100%	55.0	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>			
		(sqm)	(sqft)	%	(sqm)	(sqft)	
1 bed House	0.0	0		0.0	0		
2 bed House	0.0	0		0.0	0		
3 bed House	0.0	0		0.0	0		
4 bed House	0.0	0		0.0	0		
5 bed House	0.0	0		0.0	0		
1 bed Flat	50.0	538	75.0%	66.7	718		
2 bed Flat	75.0	807	75.0%	100.0	1,076		
<b>AH Unit Floor areas -</b>		<b>Net area per unit</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>			
		(sqm)	(sqft)	%	(sqm)	(sqft)	
1 bed House	0.0	0		0.0	0		
2 bed House	0.0	0		0.0	0		
3 bed House	0.0	0		0.0	0		
4 bed House	0.0	0		0.0	0		
5 bed House	0.0	0		0.0	0		
1 bed Flat	50.0	538	75.0%	66.7	718		
2 bed Flat	75.0	807	75.0%	100.0	1,076		
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA</b>	<b>AH units GIA</b>	<b>Total GIA (all units)</b>			
		(sqm)	(sqft)	(sqm)	(sqft)	(sqm)	
1 bed House	0	0	0	0	0		
2 bed House	0	0	0	0	0		
3 bed House	0	0	0	0	0		
4 bed House	0	0	0	0	0		
5 bed House	0	0	0	0	0		
1 bed Flat	1,320	14,208	880	9,472	2,200		
2 bed Flat	1,320	14,208	880	9,472	2,200		
	2,640	28,417	1,760	18,944	4,400		
AH % by floor area:		40.00% AH % by floor area due to mix					
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£psf</b>	<b>total MV (£ (no AH))</b>		
1 bed House	0	#DIV/0!	#DIV/0!		0		
2 bed House	0	#DIV/0!	#DIV/0!		0		
3 bed House	0	#DIV/0!	#DIV/0!		0		
4 bed House	0	#DIV/0!	#DIV/0!		0		
5 bed House	0	#DIV/0!	#DIV/0!		0		
1 bed Flat	225,000	4,500	418		7,425,000		
2 bed Flat	300,000	4,000	372		6,600,000		
					14,025,000		
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>Intermediate £</b>	<b>% of MV</b>
1 bed House	0	37.5%	0	37.5%	0	70%	
2 bed House	0	37.5%	0	37.5%	0	70%	
3 bed House	0	37.5%	0	37.5%	0	70%	
4 bed House	0	37.5%	0	37.5%	0	70%	
5 bed House	0	37.5%	0	37.5%	0	70%	
1 bed Flat	84,375	37.5%	84,375	37.5%	157,500	70%	
2 bed Flat	112,500	37.5%	112,500	37.5%	210,000	70%	

Scheme Ref: **AJ**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

GROSS DEVELOPMENT VALUE					
<b>OMS GDV -</b> (part houses due to % mix)					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	19.8	@	225,000		4,455,000
2 bed Flat	13.2	@	300,000		3,960,000
	33.0				8,415,000
<b>Affordable Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	84,375		-
2 bed Flat	0.0	@	112,500		-
	0.0				-
<b>Social Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	9.2	@	84,375		779,625
2 bed Flat	6.2	@	112,500		693,000
	15.4				1,472,625
<b>Intermediate GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	4.0	@	157,500		623,700
2 bed Flat	2.6	@	210,000		554,400
	6.6	22.0			1,178,100
<b>Sub-total GDV Residential</b>	<b>55</b>				<b>11,065,725</b>
<b>AH on-site cost analysis:</b>				<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>2,959,275</b>
			<b>673 £ psm (total GIA sqm)</b>	<b>53,805 £ per unit (total units)</b>	
<b>Grant</b>	55	@	0		-
<b>Total GDV</b>					<b>11,065,725</b>

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(70,000)
Statutory Planning Fees (Residential)					(23,549)
CIL			2,640 sqm (Market only)	40.00 £ psm	(105,600)
CIL analysis:			0.95% % of GDV	1,920 £ per unit (total units)	
Site Specific S106 Contributions (inc. Education)	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	0	55 units @	2,000 per unit	(110,000)
<b>AH Commuted Sum</b>	<b>S106 analysis:</b>	250,000 £ per ha	0.99% % of GDV	2,000 £ per unit (total ur	(110,000)
	<b>Comm. Sum analysis:</b>		4,400 sqm (total)	0 £ psm	
			0.00% % of GDV		

cont./

**Scheme Ref:** AJ  
**No Units:** 55 **Location / Value Zone:** Lower **Development Scenario:** Brownfield  
**Notes:** Sheltered Housing

<b>Construction Costs -</b>					
Site Clearance and Demolition		1.09 acres @		50,000 £ per acre (if brownfield)	(54,362)
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House		- sqm @		0 psm	-
2 bed House		- sqm @		0 psm	-
3 bed House		- sqm @		0 psm	-
4 bed House		- sqm @		0 psm	-
5 bed House		- sqm @		0 psm	-
1 bed Flat		2,200 sqm @		1,287 psm	(2,831,400)
2 bed Flat	4,400	2,200 sqm @		1,287 psm	(2,831,400)
External works		5,662,800 @		10.0% 10,296 £ per unit	(566,280)
M4(2) Category 2 Housing	Aff units	units @	0% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	33 units @	90% @	521 £ per unit	(15,474)
M4(3) Category 3 Housing	Mrkt units	33 units @	10% @	10,111 £ per unit	(33,366)
Water Efficiency additional cost		55 units @		10 £ per unit	(550)
Low Carbon Energy cost		55 units @		3,375 £ per unit	(185,625)
Contingency		6,518,457 @		5.0% (GF/BF)	(325,923)
<b>Professional Fees</b>		6,518,457 @		6.5%	(423,700)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		8,415,000 OMS @		1.00% 1,530 £ per unit	(84,150)
Residential Sales Legal Costs		33 OM Units @		0.35% 900 £ per unit	(29,700)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		8,415,000 OMS @		3.00% 4,590 £ per unit 6,842 £ per unit	(252,450)
<b>Interest (on Development Costs) -</b>			6.50% APR	0.526% pcm	(82,919)
<b>Developers Profit -</b>					
Margin on AH		2,650,725		6.00% on AH values	(159,044)
Profit on OMS		8,415,000		20.00%	(1,683,000)
<b>Profit analysis:</b>		8,036,447		22.92% on costs	(1,842,044)
		11,065,725		16.65% blended GDV	(1,842,044)
<b>TOTAL COSTS</b>					<b>(9,878,491)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,187,234
SDLT		1,187,234 @		(slabbed)	(48,862)
Acquisition Agent fees		1,187,234 @		1.0%	(11,872)
Acquisition Legal fees		1,187,234 @		0.5%	(5,936)
Interest on Land		1,187,234 @		6.50%	(77,170)
Residual Land Value					<b>1,043,394</b>
<b>RLV analysis:</b>	18,971 £ per plot	2,371,349 £ per ha		959,672 £ per acre	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		125.0 dph			
Site Area (Net)		0.44 ha		1.09 acres	
<b>Density analysis:</b>		10,000 sqm/ha		43,561 sqft/ac	
Benchmark Land Value (Net)	6,425 £ per plot	803,075 £ per ha		325,000 £ per acre	<b>353,353</b>

<b>BALANCE</b>					
Surplus/(Deficit)		1,568,274 £ per ha		634,672 £ per acre	<b>690,041</b>

Scheme Ref: **AJ**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

**SENSITIVITY ANALYSIS**  
 The following sensitivity tables show the balance of the appraisal (RLV-BLV) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		690,041	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		1,917,697	1,729,883	1,541,802	1,353,451	1,165,101	976,750	788,399
	10		1,881,006	1,695,230	1,509,016	1,322,714	1,136,413	950,111	763,810
	20		1,844,315	1,660,482	1,476,230	1,291,977	1,107,725	923,472	739,220
	30		1,807,623	1,625,647	1,443,444	1,261,240	1,079,037	896,834	714,630
	40		1,770,932	1,590,812	1,410,657	1,230,503	1,050,349	870,195	690,041
	50		1,734,081	1,555,976	1,377,871	1,199,766	1,021,661	843,556	665,451
	60		1,697,197	1,521,141	1,345,085	1,169,029	992,973	816,917	640,862
	70		1,660,312	1,486,306	1,312,299	1,138,292	964,285	790,279	616,272
	80		1,623,428	1,451,470	1,279,513	1,107,555	935,597	763,640	591,682
	90		1,586,544	1,416,635	1,246,727	1,076,818	906,910	737,001	566,971
	100		1,549,659	1,381,800	1,213,940	1,046,081	878,222	710,362	542,252
	110		1,512,775	1,346,964	1,181,154	1,015,344	849,534	683,724	517,533
	120		1,475,890	1,312,129	1,148,368	984,607	820,846	657,063	492,814
	130		1,439,006	1,277,294	1,115,582	953,870	792,158	630,284	468,095
	140		1,402,121	1,242,459	1,082,796	923,133	763,470	603,505	443,376
	150		1,365,237	1,207,623	1,050,010	892,396	734,782	576,726	418,657
	160		1,328,352	1,172,788	1,017,223	861,659	705,957	549,947	393,938
	170		1,291,468	1,137,953	984,437	830,922	677,118	523,168	369,219
	180		1,254,584	1,103,117	951,651	800,169	648,279	496,389	344,500
	190		1,217,699	1,068,282	918,865	769,270	619,440	469,611	319,781
	200		1,180,815	1,033,447	886,079	738,371	590,601	442,832	295,062
	210		1,143,930	998,611	853,182	707,473	561,763	416,053	270,343
	220		1,107,046	963,776	820,224	676,574	532,924	389,274	245,624
	230		1,070,161	928,941	787,265	645,675	504,085	362,495	220,905
	240		1,033,277	893,837	754,306	614,776	475,246	335,716	196,186
	250		996,288	858,818	721,348	583,877	446,407	308,937	171,467

**TABLE 2**

		Site Specific S106							
Balance (RLV - BLV)		690,041	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		798,355	788,399	778,443	768,488	758,532	748,576	738,620
	10		773,765	763,810	753,854	743,898	733,942	723,986	714,031
	20		749,176	739,220	729,264	719,308	709,353	699,397	689,441
	30		724,586	714,630	704,675	694,719	684,763	674,807	664,851
	40		699,997	690,041	680,085	670,129	660,173	650,218	640,262
	50		675,407	665,451	655,495	645,540	635,584	625,628	615,672
	60		650,817	640,862	630,906	620,950	610,994	601,038	591,082
	70		626,228	616,272	606,316	596,360	586,384	576,376	566,368
	80		601,638	591,682	581,682	571,673	561,665	551,657	541,649
	90		576,979	566,971	556,963	546,954	536,946	526,938	516,930
	100		552,260	542,252	532,244	522,235	512,227	502,219	492,211
	110		527,541	517,533	507,525	497,516	487,508	477,500	467,492
	120		502,822	492,814	482,806	472,797	462,789	452,781	442,773
	130		478,103	468,095	458,087	448,078	438,070	428,062	418,054
	140		453,384	443,376	433,368	423,359	413,351	403,343	393,335
	150		428,665	418,657	408,649	398,640	388,632	378,624	368,616
	160		403,946	393,938	383,930	373,921	363,913	353,905	343,897
	170		379,227	369,219	359,211	349,202	339,194	329,186	319,178
	180		354,508	344,500	334,492	324,483	314,475	304,467	294,459
	190		329,789	319,781	309,773	299,764	289,756	279,748	269,740
	200		305,070	295,062	285,054	275,045	265,037	255,029	245,021
	210		280,351	270,343	260,335	250,326	240,318	230,310	220,302
	220		255,632	245,624	235,616	225,607	215,599	205,591	195,583
	230		230,913	220,905	210,897	200,888	190,880	180,872	170,864
	240		206,194	196,186	186,178	176,169	166,161	156,153	146,145
	250		181,475	171,467	161,459	151,450	141,442	131,434	121,426

Scheme Ref: **AJ**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

**TABLE 3**

Balance (RLV - BLV)	690,041	Profit (on OMS) 20%						
		15%	16%	17%	18%	19%	20%	21%
	0	1,154,452	1,081,241	1,008,031	934,820	861,610	788,399	715,189
	10	1,129,862	1,056,652	983,441	910,231	837,020	763,810	690,599
	20	1,105,273	1,032,062	958,852	885,641	812,431	739,220	666,010
	30	1,080,683	1,007,472	934,262	861,051	787,841	714,630	641,420
	40	1,056,093	982,883	909,672	836,462	763,251	690,041	616,830
CIL £psm	50	1,031,504	958,293	885,083	811,872	738,662	665,451	592,241
40.00	60	1,006,914	933,704	860,493	787,283	714,072	640,862	567,651
	70	982,324	909,114	835,903	762,693	689,482	616,272	543,061
	80	957,735	884,524	811,314	738,103	664,893	591,682	518,472
	90	933,023	859,813	786,602	713,392	640,181	566,971	493,760
	100	908,304	835,094	761,883	688,673	615,462	542,252	469,041
	110	883,585	810,375	737,164	663,954	590,743	517,533	444,322
	120	858,866	785,656	712,445	639,235	566,024	492,814	419,603
	130	834,147	760,937	687,726	614,516	541,305	468,095	394,884
	140	809,428	736,218	663,007	589,797	516,586	443,376	370,165
	150	784,709	711,499	638,288	565,078	491,867	418,657	345,446
	160	759,990	686,780	613,569	540,359	467,148	393,938	320,727
	170	735,271	662,061	588,850	515,640	442,429	369,219	296,008
	180	710,552	637,342	564,131	490,921	417,710	344,500	271,289
	190	685,833	612,623	539,412	466,202	392,991	319,781	246,570
	200	661,114	587,904	514,693	441,483	368,272	295,062	221,851
	210	636,395	563,185	489,974	416,764	343,553	270,343	197,132
	220	611,676	538,466	465,255	392,045	318,834	245,624	172,413
	230	586,957	513,747	440,536	367,326	294,115	220,905	147,694
	240	562,238	489,028	415,817	342,607	269,396	196,186	122,975
	250	537,519	464,309	391,098	317,888	244,677	171,467	98,256

**TABLE 4**

Balance (RLV - BLV)	690,041	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
	0	978,666	924,304	869,942	815,580	761,218	706,856	652,494
	10	954,077	899,715	845,353	790,991	736,629	682,267	627,905
	20	929,487	875,125	820,763	766,401	712,039	657,677	603,315
	30	904,897	850,535	796,173	741,811	687,449	633,087	578,725
	40	880,308	825,946	771,584	717,222	662,860	608,498	554,136
CIL £psm	50	855,718	801,356	746,994	692,632	638,270	583,908	529,546
40.00	60	831,129	776,767	722,405	668,043	613,681	559,319	504,957
	70	806,539	752,177	697,815	643,453	589,091	534,729	480,367
	80	781,949	727,587	673,225	618,863	564,501	510,139	455,777
	90	757,358	702,996	648,514	594,152	539,790	485,428	431,066
	100	732,767	678,405	623,795	569,433	515,071	460,709	406,347
	110	707,800	653,438	599,076	544,714	490,352	435,990	381,628
	120	683,081	628,719	574,357	519,995	465,633	411,271	356,909
	130	658,362	604,000	549,638	495,276	440,914	386,552	332,190
	140	633,643	579,281	524,919	470,557	416,195	361,833	307,471
	150	608,924	554,562	500,200	445,838	391,476	337,114	282,752
	160	584,205	529,843	475,481	421,119	366,757	312,395	258,033
	170	559,486	505,124	450,762	396,400	342,038	287,676	233,314
	180	534,767	480,405	426,043	371,681	317,319	262,957	208,595
	190	510,048	455,686	401,324	346,962	292,600	238,238	183,876
	200	485,329	430,967	376,605	322,243	267,881	213,519	159,157
	210	460,610	406,248	351,886	297,524	243,162	188,800	134,438
	220	435,891	381,529	327,167	272,805	218,443	164,081	109,719
	230	411,172	356,810	302,448	248,086	193,724	139,362	85,000
	240	386,453	332,091	277,729	223,367	169,005	114,643	60,281
	250	361,734	307,372	253,010	198,648	144,286	89,924	35,562



Scheme Ref: **AJ**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

**TABLE 5**

Balance (RLV - BLV)	690,041	Density (dph)						
		25	30	35	40	45	50	55
0		(849,141)	(507,879)	(264,218)	(81,472)	60,664	174,373	267,407
10		(873,860)	(532,489)	(288,808)	(106,062)	36,074	149,783	242,817
20		(898,579)	(557,208)	(313,397)	(130,651)	11,485	125,193	218,228
30		(923,298)	(581,927)	(338,090)	(155,241)	(13,105)	100,604	193,638
40		(948,017)	(606,646)	(362,809)	(179,931)	(37,695)	76,014	169,048
CIL £psm		(972,736)	(631,365)	(387,528)	(204,650)	(62,412)	51,378	144,459
40.00		(997,455)	(656,084)	(412,247)	(229,369)	(87,131)	26,659	119,761
70		(1,022,174)	(680,803)	(436,966)	(254,088)	(111,850)	1,940	95,042
80		(1,046,893)	(705,522)	(461,685)	(278,807)	(136,569)	(22,779)	70,322
90		(1,071,612)	(730,241)	(486,404)	(303,526)	(161,288)	(47,498)	45,603
100		(1,096,331)	(754,960)	(511,123)	(328,245)	(186,007)	(72,217)	20,884
110		(1,121,050)	(779,679)	(535,842)	(352,964)	(210,726)	(96,936)	(3,835)
120		(1,145,769)	(804,398)	(560,561)	(377,683)	(235,445)	(121,655)	(28,554)
130		(1,170,488)	(829,117)	(585,280)	(402,402)	(260,164)	(146,374)	(53,273)
140		(1,195,207)	(853,836)	(609,999)	(427,121)	(284,883)	(171,093)	(77,992)
150		(1,219,926)	(878,555)	(634,718)	(451,841)	(309,602)	(195,812)	(102,711)
160		(1,244,645)	(903,274)	(659,437)	(476,560)	(334,321)	(220,531)	(127,430)
170		(1,269,364)	(927,993)	(684,156)	(501,279)	(359,040)	(245,250)	(152,149)
180		(1,294,083)	(952,712)	(708,875)	(525,998)	(383,759)	(269,969)	(176,868)
190		(1,318,802)	(977,431)	(733,594)	(550,717)	(408,478)	(294,688)	(201,587)
200		(1,343,521)	(1,002,150)	(758,313)	(575,436)	(433,197)	(319,407)	(226,306)
210		(1,368,240)	(1,026,869)	(783,032)	(600,155)	(457,916)	(344,126)	(251,025)
220		(1,393,052)	(1,051,588)	(807,751)	(624,874)	(482,635)	(368,845)	(275,744)
230		(1,417,901)	(1,076,307)	(832,470)	(649,593)	(507,354)	(393,564)	(300,463)
240		(1,442,750)	(1,101,132)	(857,189)	(674,312)	(532,073)	(418,283)	(325,182)
250		(1,467,599)	(1,125,981)	(881,968)	(699,031)	(556,792)	(443,002)	(349,901)

**TABLE 6**

Balance (RLV - BLV)	690,041	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
0		1,486,986	1,139,859	788,399	433,276	74,252	(289,343)	(703,650)
10		1,462,653	1,115,269	763,810	408,557	49,533	(314,192)	(732,362)
20		1,438,302	1,090,680	739,220	383,838	24,744	(339,041)	(761,074)
30		1,413,842	1,066,090	714,630	359,119	(105)	(367,033)	(789,787)
40		1,389,381	1,041,501	690,041	334,400	(24,954)	(395,595)	(818,499)
CIL £psm		1,364,920	1,016,911	665,451	309,680	(49,803)	(424,158)	(847,212)
40.00		1,340,459	992,321	640,862	284,961	(74,652)	(452,720)	(875,924)
70		1,315,998	967,732	616,272	260,242	(99,501)	(481,282)	(904,637)
80		1,291,537	943,142	591,682	235,523	(124,350)	(509,844)	(933,349)
90		1,267,076	918,552	566,971	210,804	(149,199)	(538,406)	(962,062)
100		1,242,580	893,963	542,252	186,085	(174,048)	(567,111)	(990,774)
110		1,217,991	869,373	517,533	161,366	(198,897)	(595,823)	(1,019,486)
120		1,193,401	844,784	492,814	136,647	(223,746)	(624,536)	(1,048,199)
130		1,168,811	820,194	468,095	111,928	(248,595)	(653,248)	(1,076,911)
140		1,144,222	795,604	443,376	87,209	(273,444)	(681,961)	(1,105,689)
150		1,119,632	771,015	418,657	62,490	(298,294)	(710,673)	(1,134,552)
160		1,095,042	746,425	393,938	37,770	(323,143)	(739,386)	(1,163,416)
170		1,070,453	721,835	369,219	12,921	(348,760)	(768,098)	(1,192,279)
180		1,045,863	697,246	344,500	(11,928)	(377,322)	(796,811)	(1,221,143)
190		1,021,274	672,656	319,781	(36,777)	(405,884)	(825,523)	(1,250,006)
200		996,684	648,067	295,062	(61,626)	(434,446)	(854,235)	(1,278,870)
210		972,094	623,477	270,343	(86,475)	(463,008)	(882,948)	(1,307,733)
220		947,505	598,887	245,624	(111,324)	(491,570)	(911,660)	(1,336,597)
230		922,915	574,214	220,905	(136,173)	(520,132)	(940,373)	(1,365,460)
240		898,325	549,495	196,186	(161,022)	(548,741)	(969,085)	(1,394,324)
250		873,736	524,776	171,467	(185,871)	(577,454)	(997,798)	(1,423,187)

Scheme Ref: **AJ**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

**TABLE 7**

Balance (RLV - BLV)	690,041	Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
	0	219,502	504,472	788,399	1,072,116	1,355,834	1,638,592	1,920,317
	10	194,783	479,753	763,810	1,047,527	1,331,244	1,614,131	1,895,984
	20	170,064	455,034	739,220	1,022,937	1,306,654	1,589,671	1,871,652
	30	145,345	430,315	714,630	998,348	1,282,065	1,565,210	1,847,319
	40	120,626	405,596	690,041	973,758	1,257,475	1,540,749	1,822,986
CIL £psm	50	95,907	380,877	665,451	949,168	1,232,886	1,516,288	1,798,653
40.00	60	71,188	356,158	640,862	924,579	1,208,296	1,491,827	1,774,320
	70	46,469	331,439	616,272	899,989	1,183,706	1,467,366	1,749,960
	80	21,750	306,720	591,682	875,399	1,159,117	1,442,834	1,725,499
	90	(2,969)	282,001	566,971	850,810	1,134,527	1,418,244	1,701,038
	100	(27,800)	257,282	542,252	826,220	1,109,937	1,393,655	1,676,577
	110	(52,649)	232,563	517,533	801,631	1,085,348	1,369,065	1,652,116
	120	(77,498)	207,844	492,814	777,041	1,060,758	1,344,475	1,627,655
	130	(102,347)	183,125	468,095	752,451	1,036,169	1,319,886	1,603,194
	140	(127,196)	158,406	443,376	727,862	1,011,579	1,295,296	1,578,733
	150	(152,045)	133,687	418,657	703,272	986,989	1,270,707	1,554,272
	160	(176,894)	108,968	393,938	678,682	962,400	1,246,117	1,529,811
	170	(201,743)	84,249	369,219	654,093	937,810	1,221,527	1,505,245
	180	(226,593)	59,530	344,500	629,470	913,220	1,196,938	1,480,655
	190	(251,442)	34,811	319,781	604,751	888,631	1,172,348	1,456,065
	200	(276,291)	10,062	295,062	580,032	864,041	1,147,758	1,431,476
	210	(301,140)	(14,787)	270,343	555,313	839,452	1,123,169	1,406,886
	220	(325,989)	(39,636)	245,624	530,594	814,862	1,098,579	1,382,296
	230	(352,031)	(64,485)	220,905	505,875	790,272	1,073,990	1,357,707
	240	(380,593)	(89,334)	196,186	481,156	765,683	1,049,400	1,333,117
	250	(409,155)	(114,184)	171,467	456,437	741,093	1,024,810	1,308,528

**NOTES**

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

Scheme Ref: **AJ**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		55 Units					
AH Policy requirement (% Target)		0%					
AH tenure split %		Affordable Rent:	0.0%		70.0% % Rented		
		Social Rent:	70.0%		0.0% % of total (>10% for HWP (Feb 2017))		
		Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%				
Open Market Sale (OMS) housing		100%		100.0%			
CIL Rate (£ psm)		40.00 £ psm					
<b>Unit mix -</b>	<b>Mkt Units mix%</b>	<b>MV # units</b>	<b>AH mix%</b>	<b>AH # units</b>	<b>Overall mix%</b>	<b>Total # units</b>	
1 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
3 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
4 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	60.0%	33.0	60.0%	0.0	60%	33.0	
2 bed Flat	40.0%	22.0	40.0%	0.0	40%	22.0	
Total number of units	100.0%	55.0	100.0%	0.0	100%	55.0	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqft)</b>			
1 bed House	0.0	0		0.0	0	0	
2 bed House	0.0	0		0.0	0	0	
3 bed House	0.0	0		0.0	0	0	
4 bed House	0.0	0		0.0	0	0	
5 bed House	0.0	0		0.0	0	0	
1 bed Flat	50.0	538	75.0%	66.7	718	718	
2 bed Flat	75.0	807	75.0%	100.0	1,076	1,076	
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqft)</b>			
1 bed House	0.0	0		0.0	0	0	
2 bed House	0.0	0		0.0	0	0	
3 bed House	0.0	0		0.0	0	0	
4 bed House	0.0	0		0.0	0	0	
5 bed House	0.0	0		0.0	0	0	
1 bed Flat	50.0	538	75.0%	66.7	718	718	
2 bed Flat	75.0	807	75.0%	100.0	1,076	1,076	
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA (sqm)</b>	<b>AH units GIA (sqm)</b>	<b>Total GIA (all units) (sqft)</b>			
1 bed House	0	0	0	0	0	0	
2 bed House	0	0	0	0	0	0	
3 bed House	0	0	0	0	0	0	
4 bed House	0	0	0	0	0	0	
5 bed House	0	0	0	0	0	0	
1 bed Flat	2,200	23,681	0	0	2,200	23,681	
2 bed Flat	2,200	23,681	0	0	2,200	23,681	
	4,400	47,361	0	0	4,400	47,361	
AH % by floor area:		0.00% AH % by floor area due to mix					
<b>Open Market Sales values (£) -</b>		<b>£ OMS (per unit)</b>	<b>£psm</b>	<b>£psf</b>	<b>total MV (£ (no AH))</b>		
1 bed House	0	#DIV/0!	#DIV/0!		0		
2 bed House	0	#DIV/0!	#DIV/0!		0		
3 bed House	0	#DIV/0!	#DIV/0!		0		
4 bed House	0	#DIV/0!	#DIV/0!		0		
5 bed House	0	#DIV/0!	#DIV/0!		0		
1 bed Flat	225,000	4,500	418		7,425,000		
2 bed Flat	300,000	4,000	372		6,600,000		
					14,025,000		
<b>Affordable Housing values (£) -</b>		<b>Aff. Rent £</b>	<b>% of MV</b>	<b>Social Rent £</b>	<b>% of MV</b>	<b>Intermediate £</b>	<b>% of MV</b>
1 bed House	0	37.5%	0	37.5%	0	70%	
2 bed House	0	37.5%	0	37.5%	0	70%	
3 bed House	0	37.5%	0	37.5%	0	70%	
4 bed House	0	37.5%	0	37.5%	0	70%	
5 bed House	0	37.5%	0	37.5%	0	70%	
1 bed Flat	84,375	37.5%	84,375	37.5%	157,500	70%	
2 bed Flat	112,500	37.5%	112,500	37.5%	210,000	70%	

Scheme Ref: **AJ**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

GROSS DEVELOPMENT VALUE					
<b>OMS GDV -</b> (part houses due to % mix)					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	33.0	@	225,000		7,425,000
2 bed Flat	22.0	@	300,000		6,600,000
	55.0				14,025,000
<b>Affordable Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	84,375		-
2 bed Flat	0.0	@	112,500		-
	0.0				-
<b>Social Rent GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	84,375		-
2 bed Flat	0.0	@	112,500		-
	0.0				-
<b>Intermediate GDV -</b>					
1 bed House	0.0	@	0		-
2 bed House	0.0	@	0		-
3 bed House	0.0	@	0		-
4 bed House	0.0	@	0		-
5 bed House	0.0	@	0		-
1 bed Flat	0.0	@	157,500		-
2 bed Flat	0.0	@	210,000		-
	0.0	0.0			-
<b>Sub-total GDV Residential</b>	<b>55</b>				<b>14,025,000</b>
<b>AH on-site cost analysis:</b>				<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			<b>0 £ psm (total GIA sqm)</b>	<b>0 £ per unit (total units)</b>	
<b>Grant</b>	55	@	0		-
<b>Total GDV</b>					<b>14,025,000</b>

DEVELOPMENT COSTS					
<b>Initial Payments -</b>					
Planning Application Professional Fees, Surveys and reports					(70,000)
Statutory Planning Fees (Residential)					(23,549)
CIL		4,400 sqm (Market only)	40.00 £ psm		(176,000)
CIL analysis:		1.25% % of GDV	3,200 £ per unit (total units)		
Site Specific S106 Contributions (inc. Education)	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @	2,000 per unit		(110,000)
<b>AH Commuted Sum</b>	<b>S106 analysis:</b>	250,000 £ per ha	0.78% % of GDV	2,000 £ per unit (total ur	(110,000)
<b>Comm. Sum analysis:</b>			4,400 sqm (total)	351 £ psm	(1,544,711)
			11.01% % of GDV		

cont./



**Scheme Ref:** AJ  
**No Units:** 55 **Location / Value Zone:** Lower **Development Scenario:** Brownfield  
**Notes:** Sheltered Housing

<b>Construction Costs -</b>					
Site Clearance and Demolition		1.09 acres @		50,000 £ per acre (if brownfield)	(54,362)
Site Infrastructure costs -	Year 1	0			-
	Year 2	0			-
	Year 3	0			-
	Year 4	0			-
	Year 5	0			-
	Year 6	0			-
	Year 7	0			-
	Year 8	0			-
	Year 9	0			-
	Year 10	0			-
	Year 11	0			-
	Year 12	0			-
	Year 13	0			-
	Year 14	0			-
	Year 15	0			-
	total	55 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House		- sqm @		0 psm	-
2 bed House		- sqm @		0 psm	-
3 bed House		- sqm @		0 psm	-
4 bed House		- sqm @		0 psm	-
5 bed House		- sqm @		0 psm	-
1 bed Flat		2,200 sqm @		1,287 psm	(2,831,400)
2 bed Flat	4,400	2,200 sqm @		1,287 psm	(2,831,400)
External works		5,662,800 @		10.0% 10,296 £ per unit	(566,280)
M4(2) Category 2 Housing	Aff units	units @	0% @	521 £ per unit	-
M4(3) Category 3 Housing	Aff units	units @	0% @	10,111 £ per unit	-
M4(2) Category 2 Housing	Mrkt units	55 units @	90% @	521 £ per unit	(25,790)
M4(3) Category 3 Housing	Mrkt units	55 units @	10% @	10,111 £ per unit	(55,611)
Water Efficiency additional cost		55 units @		10 £ per unit	(550)
Low Carbon Energy cost		55 units @		3,375 £ per unit	(185,625)
Contingency		6,551,017 @		5.0% (GF/BF)	(327,551)
<b>Professional Fees</b>		6,551,017 @		6.5%	(425,816)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		14,025,000 OMS @		1.00% 2,550 £ per unit	(140,250)
Residential Sales Legal Costs		55 OM Units @		0.35% 900 £ per unit	(49,500)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		14,025,000 OMS @		3.00% 7,650 £ per unit 11,282 £ per unit	(420,750)
<b>Interest (on Development Costs) -</b>			6.50% APR	0.526% pcm	(183,622)
<b>Developers Profit -</b>					
Margin on AH		0		6.00% on AH values	-
Profit on OMS		14,025,000		20.00%	(2,805,000)
<b>Profit analysis:</b>		10,032,766		27.96% on costs	(2,805,000)
		14,025,000		20.00% blended GDV	(2,805,000)
<b>TOTAL COSTS</b>					<b>(12,837,766)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					1,187,234
SDLT		1,187,234 @		(slabbed)	(48,862)
Acquisition Agent fees		1,187,234 @		1.0%	(11,872)
Acquisition Legal fees		1,187,234 @		0.5%	(5,936)
Interest on Land		1,187,234 @		6.50%	(77,170)
Residual Land Value					<b>1,043,394</b>
<b>RLV analysis:</b>	18,971 £ per plot	2,371,350 £ per ha		959,672 £ per acre	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		125.0 dph			
Site Area (Net)		0.44 ha		1.09 acres	
<b>Density analysis:</b>		10,000 sqm/ha		43,561 sqft/ac	
Benchmark Land Value (Net)	6,425 £ per plot	803,075 £ per ha		325,000 £ per acre	<b>353,353</b>

<b>BALANCE</b>					
Surplus/(Deficit)		1,568,275 £ per ha		634,672 £ per acre	<b>690,041</b>

Scheme Ref: **AJ**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

**SENSITIVITY ANALYSIS**  
 The following sensitivity tables show the balance of the appraisal (RLV-BLV) for changes in appraisal input assumptions above.  
 Where the surplus is positive (green) the policy is viable. Where the surplus is negative (red) the policy is not viable.

**TABLE 1**

		Affordable Housing - % on site 0%							
Balance (RLV - BLV)		690,041	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		476,898	287,930	98,382	(91,355)	(281,093)	(489,953)	(708,927)
	10		439,820	252,911	65,250	(122,417)	(310,083)	(520,895)	(737,640)
	20		402,741	217,714	32,118	(153,478)	(339,074)	(551,989)	(766,352)
	30		365,662	182,511	(1,014)	(184,539)	(371,832)	(583,094)	(795,064)
	40		328,584	147,308	(34,146)	(215,601)	(405,154)	(614,199)	(823,777)
	50		291,489	112,105	(67,278)	(246,662)	(438,477)	(645,304)	(852,489)
	60		254,215	76,903	(100,410)	(277,723)	(471,799)	(676,409)	(881,202)
	70		216,942	41,700	(133,542)	(308,785)	(505,122)	(707,515)	(909,914)
	80		179,668	6,497	(166,675)	(339,846)	(538,613)	(738,620)	(938,627)
	90		142,395	(28,706)	(199,807)	(375,099)	(572,111)	(769,725)	(967,339)
	100		105,121	(63,909)	(232,939)	(410,802)	(605,608)	(800,830)	(996,051)
	110		67,847	(99,112)	(266,071)	(446,505)	(639,106)	(831,935)	(1,024,764)
	120		30,574	(134,315)	(299,203)	(482,207)	(672,604)	(863,040)	(1,053,476)
	130		(6,700)	(169,517)	(332,335)	(518,059)	(706,102)	(894,145)	(1,082,189)
	140		(43,973)	(204,720)	(368,846)	(553,949)	(739,600)	(925,251)	(1,110,994)
	150		(81,247)	(239,923)	(406,929)	(589,840)	(773,098)	(956,356)	(1,139,858)
	160		(118,521)	(275,126)	(445,012)	(625,730)	(806,595)	(987,461)	(1,168,721)
	170		(155,794)	(310,329)	(483,148)	(661,621)	(840,093)	(1,018,566)	(1,197,585)
	180		(193,068)	(345,932)	(521,431)	(697,511)	(873,591)	(1,049,671)	(1,226,448)
	190		(230,341)	(386,395)	(559,715)	(733,402)	(907,089)	(1,080,776)	(1,255,312)
	200		(267,615)	(426,858)	(597,998)	(769,292)	(940,587)	(1,111,881)	(1,284,175)
	210		(304,889)	(467,379)	(636,281)	(805,183)	(974,085)	(1,143,093)	(1,313,039)
	220		(342,162)	(508,055)	(674,564)	(841,073)	(1,007,583)	(1,174,362)	(1,341,902)
	230		(384,902)	(548,731)	(712,848)	(876,964)	(1,041,080)	(1,205,631)	(1,370,766)
	240		(427,746)	(589,407)	(751,131)	(912,855)	(1,074,578)	(1,236,900)	(1,399,629)
	250		(470,752)	(630,083)	(789,414)	(948,745)	(1,108,076)	(1,268,169)	(1,428,493)

**TABLE 2**

		Site Specific S106							
Balance (RLV - BLV)		690,041	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		864,843	854,834	844,826	834,818	824,810	814,802	804,793
	10		823,644	813,636	803,628	793,620	783,611	773,603	763,595
	20		782,446	772,438	762,429	752,421	742,413	732,405	722,397
	30		741,248	731,239	721,231	711,223	701,215	691,207	681,198
	40		700,049	690,041	680,033	670,025	660,016	650,008	640,000
	50		658,851	648,843	638,834	628,826	618,818	608,810	598,802
	60		617,653	607,644	597,636	587,628	577,620	567,612	557,603
	70		576,454	566,446	556,438	546,430	536,421	526,413	516,405
	80		535,256	525,248	515,239	505,231	495,223	485,215	475,207
	90		494,057	484,049	474,041	464,033	454,025	444,016	434,008
	100		452,859	442,851	432,843	422,835	412,826	402,818	392,810
	110		411,661	401,653	391,644	381,636	371,628	361,620	351,611
	120		370,463	360,455	350,447	340,439	330,431	320,423	310,415
	130		328,996	318,988	308,980	298,972	288,964	278,956	268,948
	140		287,529	277,521	267,513	257,505	247,497	237,489	227,481
	150		246,166	236,158	226,150	216,142	206,134	196,126	186,118
	160		204,751	194,743	184,735	174,727	164,719	154,711	144,703
	170		163,336	153,328	143,320	133,312	123,304	113,296	103,288
	180		121,921	111,913	101,905	91,897	81,889	71,881	61,873
	190		80,506	70,498	60,490	50,482	40,474	30,466	20,458
	200		39,090	29,082	19,074	9,066	(1,052)	(11,214)	(21,275)
	210		(2,325)	(12,386)	(22,446)	(32,507)	(42,568)	(52,629)	(62,690)
	220		(43,740)	(53,801)	(63,862)	(73,922)	(83,983)	(94,044)	(104,105)
	230		(85,155)	(95,216)	(105,277)	(115,338)	(125,398)	(135,459)	(145,520)
	240		(126,570)	(136,631)	(146,692)	(156,753)	(166,814)	(176,874)	(186,935)
	250		(167,985)	(178,046)	(188,107)	(198,168)	(208,229)	(218,289)	(228,350)

Scheme Ref: **AJ**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

**TABLE 3**

Balance (RLV - BLV)	690,041	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
0		1,464,922	1,342,904	1,220,887	1,098,869	976,852	854,834	732,817	
10		1,423,724	1,301,706	1,179,689	1,057,671	935,654	813,636	691,619	
20		1,382,525	1,260,508	1,138,490	1,016,473	894,455	772,438	650,420	
30		1,341,327	1,219,309	1,097,292	975,274	853,257	731,239	609,222	
40		1,300,129	1,178,111	1,056,094	934,076	812,059	690,041	568,024	
CIL £psm		1,258,930	1,136,913	1,014,895	892,878	770,860	648,843	526,825	
40.00		1,217,732	1,095,714	973,697	851,679	729,662	607,644	485,627	
60		1,176,533	1,054,516	932,498	810,481	688,463	566,446	444,428	
70		1,135,335	1,013,318	891,300	769,283	647,265	525,248	403,230	
80		1,094,137	972,119	850,102	728,084	606,067	484,049	362,032	
90		1,052,938	930,921	808,903	686,886	564,868	442,851	320,833	
100		1,011,740	889,723	767,705	645,688	523,670	401,653	279,635	
110		970,438	848,421	726,403	604,386	482,368	360,351	238,333	
120		929,023	807,005	684,988	562,970	440,953	318,935	196,918	
130		887,608	765,590	643,573	521,555	399,538	277,520	155,503	
140		846,193	724,175	602,158	480,140	358,123	236,105	114,088	
150		804,778	682,760	560,743	438,725	316,708	194,690	72,673	
160		763,362	641,345	519,327	397,310	275,292	153,275	31,257	
170		721,947	599,930	477,912	355,895	233,877	111,860	(10,158)	
180		680,532	558,515	436,497	314,480	192,462	70,445	(51,573)	
190		639,117	517,100	395,082	273,065	151,047	29,030	(92,988)	
200		597,702	475,684	353,667	231,649	109,632	(12,386)	(134,403)	
210		556,287	434,269	312,252	190,234	68,217	(53,801)	(175,818)	
220		514,872	392,854	270,837	148,819	26,802	(95,216)	(217,233)	
230		473,457	351,439	229,422	107,404	(14,613)	(136,631)	(258,648)	
240		432,041	310,024	188,006	65,989	(56,029)	(178,046)	(300,064)	
250									

**TABLE 4**

Balance (RLV - BLV)	690,041	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		1,045,101	990,739	936,377	882,015	827,653	773,291	718,929
10		1,003,903	949,541	895,179	840,817	786,455	732,093	677,731
20		962,705	908,343	853,981	799,619	745,257	690,895	636,533
30		921,506	867,144	812,782	758,420	704,058	649,696	595,334
40		880,308	825,946	771,584	717,222	662,860	608,498	554,136
CIL £psm		839,110	784,748	730,386	676,024	621,662	567,300	512,938
40.00		797,911	743,549	689,187	634,825	580,463	526,101	471,739
60		756,713	702,351	647,989	593,627	539,265	484,903	430,541
70		715,515	661,153	606,791	552,429	498,067	443,705	389,343
80		674,316	619,954	565,592	511,230	456,868	402,506	348,144
90		633,118	578,756	524,394	470,032	415,670	361,308	306,946
100		591,920	537,558	483,196	428,834	374,472	320,110	265,748
110		550,618	496,256	441,894	387,532	333,170	278,808	224,446
120		509,202	454,840	400,478	346,116	291,754	237,392	183,030
130		467,787	413,425	359,063	304,701	250,339	195,977	141,615
140		426,372	372,010	317,648	263,286	208,924	154,562	100,200
150		384,957	330,595	276,233	221,871	167,509	113,147	58,785
160		343,542	289,180	234,818	180,456	126,094	71,732	17,370
170		302,127	247,765	193,403	139,041	84,679	30,317	(24,045)
180		260,712	206,350	151,988	97,626	43,264	(11,098)	(65,460)
190		219,297	164,935	110,573	56,211	1,849	(52,513)	(106,875)
200		177,881	123,519	69,157	14,795	(39,567)	(93,929)	(148,291)
210		136,466	82,104	27,742	(26,620)	(80,982)	(135,344)	(189,706)
220		95,051	40,689	(13,673)	(68,035)	(122,397)	(176,759)	(231,121)
230		53,636	(726)	(55,088)	(109,450)	(163,812)	(218,174)	(272,536)
240		12,221	(42,141)	(96,503)	(150,865)	(205,227)	(259,589)	(313,951)
250								



Scheme Ref: **AJ**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

**TABLE 5**

Balance (RLV - BLV)	690,041	Density (dph)						
		25	30	35	40	45	50	55
	0	(783,749)	(442,377)	(198,540)	(15,663)	126,575	240,366	333,467
	10	(824,947)	(483,576)	(239,739)	(56,861)	85,377	199,167	292,269
	20	(866,145)	(524,774)	(280,937)	(98,060)	44,179	157,969	251,070
	30	(907,344)	(565,972)	(322,136)	(139,258)	2,980	116,771	209,872
	40	(948,542)	(607,171)	(363,334)	(180,456)	(38,218)	75,572	168,674
CIL £psm	50	(989,741)	(648,369)	(404,532)	(221,655)	(79,417)	34,374	127,475
40.00	60	(1,030,939)	(689,567)	(445,731)	(262,853)	(120,615)	(6,824)	86,277
	70	(1,072,342)	(730,766)	(486,929)	(304,051)	(161,813)	(48,023)	45,079
	80	(1,113,757)	(772,139)	(528,127)	(345,250)	(203,012)	(89,221)	3,880
	90	(1,155,172)	(813,554)	(569,541)	(386,531)	(244,210)	(130,419)	(37,318)
	100	(1,196,587)	(854,969)	(610,956)	(427,946)	(285,605)	(171,732)	(78,564)
	110	(1,238,002)	(896,384)	(652,371)	(469,361)	(327,020)	(213,147)	(119,979)
	120	(1,279,417)	(937,799)	(693,786)	(510,776)	(368,435)	(254,562)	(161,394)
	130	(1,320,833)	(979,214)	(735,201)	(552,191)	(409,850)	(295,978)	(202,809)
	140	(1,362,248)	(1,020,629)	(776,616)	(593,606)	(451,265)	(337,393)	(244,224)
	150	(1,403,663)	(1,062,044)	(818,031)	(635,022)	(492,681)	(378,808)	(285,639)
	160	(1,445,078)	(1,103,460)	(859,446)	(676,437)	(534,096)	(420,223)	(327,054)
	170	(1,486,493)	(1,144,875)	(900,862)	(717,852)	(575,511)	(461,638)	(368,469)
	180	(1,527,908)	(1,186,290)	(942,277)	(759,267)	(616,926)	(503,053)	(409,885)
	190	(1,569,323)	(1,227,705)	(983,692)	(800,682)	(658,341)	(544,468)	(451,300)
	200	(1,610,738)	(1,269,120)	(1,025,107)	(842,097)	(699,756)	(585,883)	(492,715)
	210	(1,652,154)	(1,310,535)	(1,066,522)	(883,512)	(741,171)	(627,299)	(534,130)
	220	(1,693,569)	(1,351,950)	(1,107,937)	(924,927)	(782,586)	(668,714)	(575,545)
	230	(1,734,984)	(1,393,365)	(1,149,352)	(966,343)	(824,002)	(710,129)	(616,960)
	240	(1,779,407)	(1,434,781)	(1,190,767)	(1,007,758)	(865,417)	(751,544)	(658,375)
	250	(1,827,050)	(1,478,346)	(1,232,183)	(1,049,173)	(906,832)	(792,959)	(699,790)

**TABLE 6**

Balance (RLV - BLV)	690,041	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
	0	1,559,768	1,209,516	854,834	497,025	135,076	(230,361)	(638,110)
	10	1,518,785	1,168,534	813,636	455,827	93,661	(271,776)	(685,964)
	20	1,477,803	1,127,390	772,438	414,628	52,245	(313,191)	(733,818)
	30	1,436,820	1,086,191	731,239	373,395	10,830	(356,363)	(781,672)
	40	1,395,837	1,044,993	690,041	331,980	(30,585)	(403,966)	(829,526)
CIL £psm	50	1,354,855	1,003,795	648,843	290,564	(72,000)	(451,809)	(877,380)
40.00	60	1,313,872	962,596	607,644	249,149	(113,415)	(499,663)	(925,234)
	70	1,272,889	921,398	566,446	207,734	(154,830)	(547,517)	(973,088)
	80	1,231,906	880,200	525,248	166,319	(196,245)	(595,371)	(1,020,943)
	90	1,190,924	839,001	484,049	124,904	(237,660)	(643,225)	(1,068,797)
	100	1,149,939	797,803	442,851	83,489	(279,076)	(691,079)	(1,116,651)
	110	1,108,959	756,605	401,653	42,074	(320,491)	(738,933)	(1,164,505)
	120	1,067,971	715,406	360,455	659	(364,753)	(786,788)	(1,212,359)
	130	1,026,986	674,208	319,257	(40,757)	(412,389)	(834,642)	(1,260,213)
	140	985,994	633,009	278,058	(82,172)	(460,243)	(882,496)	(1,308,067)
	150	943,996	591,811	236,859	(123,587)	(508,097)	(930,350)	(1,356,066)
	160	902,707	550,613	195,660	(165,002)	(555,951)	(978,204)	(1,404,171)
	170	861,509	509,414	154,461	(206,417)	(603,806)	(1,026,058)	(1,452,277)
	180	820,311	468,216	113,262	(247,832)	(651,660)	(1,073,912)	(1,500,383)
	190	779,112	427,018	72,063	(289,247)	(699,514)	(1,121,766)	(1,548,489)
	200	737,914	385,819	30,864	(330,662)	(747,368)	(1,169,620)	(1,596,595)
	210	696,716	344,621	(10,335)	(376,444)	(795,222)	(1,217,474)	(1,644,701)
	220	655,517	303,423	(50,136)	(424,142)	(843,076)	(1,265,328)	(1,692,807)
	230	614,319	262,225	(99,937)	(471,997)	(890,930)	(1,313,182)	(1,740,912)
	240	573,121	221,027	(149,739)	(519,851)	(938,784)	(1,361,208)	(1,789,018)
	250	531,922	179,829	(200,540)	(567,705)	(986,638)	(1,409,314)	(1,837,124)





Scheme Ref: **AJ**  
 No Units: **55** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Sheltered Housing

**TABLE 7**

		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)								
		90%	95%	100%	105%	110%	115%	120%		
Balance (RLV - BLV)	690,041	0	(97,176)	379,884	854,834	1,329,284	1,802,146	2,275,008	2,746,032	
		10	(138,592)	338,663	813,636	1,288,302	1,761,164	2,234,026	2,705,264	
		20	(180,007)	297,248	772,438	1,247,319	1,720,181	2,193,043	2,664,496	
		30	(221,422)	255,832	731,239	1,206,189	1,679,198	2,152,060	2,623,727	
		40	(262,837)	214,417	690,041	1,164,991	1,638,215	2,111,078	2,582,959	
	CIL £psm	40.00	50	(304,252)	173,002	648,843	1,123,793	1,597,233	2,070,095	2,542,191
			60	(346,088)	131,587	607,644	1,082,594	1,556,250	2,029,112	2,501,423
			70	(393,691)	90,172	566,446	1,041,396	1,515,267	1,988,129	2,460,655
			80	(441,505)	48,757	525,248	1,000,198	1,474,285	1,947,147	2,419,886
			90	(489,359)	7,342	484,049	958,999	1,433,302	1,906,164	2,379,026
			100	(537,213)	(34,073)	442,851	917,801	1,392,319	1,865,181	2,338,043
			110	(585,067)	(75,489)	401,653	876,602	1,351,337	1,824,199	2,297,061
			120	(632,921)	(116,904)	360,351	835,404	1,310,354	1,783,216	2,256,078
			130	(680,775)	(158,319)	318,935	794,206	1,269,156	1,742,233	2,215,095
			140	(728,629)	(199,734)	277,520	753,007	1,227,957	1,701,250	2,174,112
			150	(776,483)	(241,149)	236,105	711,809	1,186,759	1,660,268	2,133,130
			160	(824,337)	(282,564)	194,690	670,611	1,145,561	1,619,285	2,092,147
			170	(872,191)	(323,979)	153,275	629,412	1,104,362	1,578,302	2,051,164
			180	(920,045)	(368,763)	111,860	588,214	1,063,164	1,537,320	2,010,182
			190	(967,899)	(416,433)	70,445	547,016	1,021,966	1,496,337	1,969,199
			200	(1,015,753)	(464,287)	29,030	505,817	980,767	1,455,354	1,928,216
			210	(1,063,607)	(512,141)	(12,386)	464,619	939,569	1,414,371	1,887,234
			220	(1,111,461)	(559,995)	(53,801)	423,421	898,371	1,373,320	1,846,251
			230	(1,159,316)	(607,849)	(95,216)	382,038	857,172	1,332,122	1,805,268
			240	(1,207,170)	(655,703)	(136,631)	340,623	815,974	1,290,924	1,764,285
			250	(1,255,149)	(703,557)	(178,046)	299,208	774,775	1,249,725	1,723,303

**NOTES**

Cells highlighted in yellow are input cells

Cells highlighted in green are sensitivity input cells

Figures in brackets, thus (00,000.00), are negative values / costs

## 190906 SWC Residential Appraisals\_AG-AJ\_Sheltered Housing v2 - Summary Table

Scheme Ref:	AG	AH	AJ	AJ
No Units:	55	55	55	55
Location / Value Zone:	Higher	Lower	Higher	Lower
Development Scenario:	Greenfield	Greenfield	Brownfield	Brownfield
Notes:	Sheltered Housing	Sheltered Housing	Sheltered Housing	Sheltered Housing
<b>Total GDV (£)</b>	11,065,725	11,065,725	11,065,725	11,065,725
<b>AH %</b>	<b>40%</b>	<b>40%</b>	<b>40%</b>	<b>40%</b>
Affordable Rent:	0.00%	0.00%	0.00%	0.00%
Social Rent:	70.00%	70.00%	70.00%	70.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	30.00%	30.00%	30.00%	30.00%
CIL (£ psm)	40.00	40.00	40.00	40.00
CIL (£ per unit)	1,920.00	1,920.00	1,920.00	1,920.00
<b>CIL (£)</b>	105,600	105,600	105,600	105,600
Site Specific S106 (£ per unit)	2,000	2,000	2,000	2,000
<b>Site Specific S106 (£)</b>	110,000	110,000	110,000	110,000
Sub-total CIL+S106 (£ per unit)	3,920	3,920	3,920	3,920
Strategic Infrastructure (£ per unit)	-	-	-	-
<b>Strategic Infrastructure (£)</b>	-	-	-	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	3,920	3,920	3,920	3,920
<b>Total Developers Profit (£)</b>	1,842,044	1,842,044	1,842,044	1,842,044
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	16.65%	16.65%	16.65%	16.65%
Developers Profit (% on costs)	23.50%	23.50%	22.92%	22.92%
<b>RLV (£)</b>	1,215,789	1,215,789	1,043,394	1,043,394
<b>RLV (£/acre)</b>	<b>1,118,234</b>	<b>1,118,234</b>	<b>959,672</b>	<b>959,672</b>
RLV (£/ha)	2,763,157	2,763,157	2,371,349	2,371,349
<b>Balance for Plan VA:</b>	<b>£0</b>	<b>£0</b>	<b>£0</b>	<b>£0</b>
BLV (£)	298,991	244,629	434,896	353,353
<b>BLV (£/acre)</b>	<b>275,000</b>	<b>225,000</b>	<b>400,000</b>	<b>325,000</b>
BLV (£/ha)	679,525	555,975	988,400	803,075
Surplus/Deficit	916,798	971,160	608,498	690,041
<b>Surplus/Deficit (£/acre)</b>	<b>843,234</b>	<b>893,234</b>	<b>559,672</b>	<b>634,672</b>
Surplus/Deficit (£/ha)	2,083,632	2,207,182	1,382,949	1,568,274
Plan Viability comments	Viable	Viable	Viable	Viable