

**190909 SWC Residential Appraisals\_AO-AV\_v2 - Version Notes**

<b>Date</b>	<b>Version</b>	<b>Comments</b>
190903	v2	



Scheme Ref: **AO**  
 No Units: **4** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		4 Units					
AH Policy requirement (% Target)		0%					
AH tenure split %		Affordable Rent:		0.0%		70.0% % Rented	
		Social Rent:		70.0%			
		Intermediate (LCHO/Sub-Market/Starter etc.):		30.0%		0.0% % of total (>10% for HWP (Feb 2017))	
Open Market Sale (OMS) housing		100%		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	50.0%	0.0	0%	0.0	
3 bed House	50.0%	2.0	50.0%	0.0	50%	2.0	
4 bed House	50.0%	2.0	0.0%	0.0	50%	2.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
Total number of units	100.0%	4.0	100.0%	0.0	100%	4.0	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>		<b>(sqft)</b>	
1 bed House	69.0	743		69.0	743		
2 bed House	75.0	807		75.0	807		
3 bed House	90.0	969		90.0	969		
4 bed House	112.0	1,206		112.0	1,206		
5 bed House	128.0	1,378		128.0	1,378		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823		
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>		<b>(sqft)</b>	
1 bed House	69.0	743		69.0	743		
2 bed House	75.0	807		75.0	807		
3 bed House	90.0	969		90.0	969		
4 bed House	112.0	1,206		112.0	1,206		
5 bed House	128.0	1,378		128.0	1,378		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823		
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA (sqm)</b>	<b>AH units GIA (sqm)</b>	<b>Total GIA (all units) (sqm)</b>		<b>(sqft)</b>	
1 bed House	0	0	0	0	0	0	
2 bed House	0	0	0	0	0	0	
3 bed House	180	1,938	0	180	1,938		
4 bed House	224	2,411	0	224	2,411		
5 bed House	0	0	0	0	0		
1 bed Flat	0	0	0	0	0		
2 bed Flat	0	0	0	0	0		
	404	4,349	0	404	4,349		
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	230,000	3,333	310		0		
2 bed House	270,000	3,600	334		0		
3 bed House	320,000	3,556	330		640,000		
4 bed House	450,000	4,018	373		900,000		
5 bed House	520,000	4,063	377		0		
1 bed Flat	170,000	3,400	316		0		
2 bed Flat	215,000	3,308	307		0		
					1,540,000		
<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	86,250	37.5%	86,250	37.5%	161,000	70%	
2 bed House	101,250	37.5%	101,250	37.5%	189,000	70%	
3 bed House	120,000	37.5%	120,000	37.5%	224,000	70%	
4 bed House	168,750	37.5%	168,750	37.5%	315,000	70%	
5 bed House	195,000	37.5%	195,000	37.5%	364,000	70%	
1 bed Flat	63,750	37.5%	63,750	37.5%	119,000	70%	
2 bed Flat	80,625	37.5%	80,625	37.5%	150,500	70%	

Scheme Ref: **AO**  
 No Units: **4** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
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GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	230,000	-
2 bed House	0.0	@	270,000	-
3 bed House	2.0	@	320,000	640,000
4 bed House	2.0	@	450,000	900,000
5 bed House	0.0	@	520,000	-
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	4.0			1,540,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	86,250	-
2 bed House	0.0	@	101,250	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	86,250	-
2 bed House	0.0	@	101,250	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	0.0			-
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	161,000	-
2 bed House	0.0	@	189,000	-
3 bed House	0.0	@	224,000	-
4 bed House	0.0	@	315,000	-
5 bed House	0.0	@	364,000	-
1 bed Flat	0.0	@	119,000	-
2 bed Flat	0.0	@	150,500	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>	<b>4</b>			<b>1,540,000</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
		0 £ psm (total GIA sqm)	0 £ per unit (total units)	
<b>Grant</b>	4	@	0	-
<b>Total GDV</b>				<b>1,540,000</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(1,848)
CIL				(16,160)
	CIL analysis:	404 sqm (Market only)	40.00 £ psm	
		1.05% % of GDV	4,040 £ 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	4 units @	2,000 per unit	(8,000)
<b>S106 analysis:</b>		60,000 £ per ha	0.52% % of GDV	
AH Commuted Sum		404 sqm (total)	2,000 £ per unit (total ur)	(8,000)
<b>Comm. Sum analysis:</b>		0.00% % of GDV	0 £ psm	

cont./

**Scheme Ref:** AO  
**No Units:** 4 **Location / Value Zone:** Higher **Development Scenario:** Greenfield  
**Notes:** Rural Designated Areas

<b>Construction Costs -</b>					
Site Clearance and Demolition		0.33 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	4 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	-	£ per ha	0.00% % of GDV	0 £ per unit (total ur	-
1 bed House	-	sqm @		1,166 psm	-
2 bed House	-	sqm @		1,166 psm	-
3 bed House	180	sqm @		1,166 psm	(209,880)
4 bed House	224	sqm @		1,166 psm	(261,184)
5 bed House	-	sqm @		1,166 psm	-
1 bed Flat	-	sqm @		1,287 psm	-
2 bed Flat	404	sqm @		1,287 psm	-
External works		471,064 @		15.0% 17,665 £ per unit	(70,660)
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	- units @	90% @	521 £ per unit	-
M4(3) Category 3 Housing	Mrkt units	- units @	10% @	10,111 £ per unit	-
Water Efficiency additional cost	4 units @			10 £ per unit	(40)
Low Carbon Energy cost	4 units @			3,375 £ per unit	(13,500)
Contingency		555,264 @		3.0% (GF/BF)	(16,658)
<b>Professional Fees</b>		555,264 @		6.5%	(36,092)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		1,540,000 OMS @		1.00% 3,850 £ per unit	(15,400)
Residential Sales Legal Costs		4 OM Units @		0.23% 900 £ per unit	(3,600)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		1,540,000 OMS @		3.00% 11,550 £ per unit 18,800 £ per unit	(46,200)
<b>Interest (on Development Costs) -</b>			6.50% APR	0.526% pcm	(4,693)
<b>Developers Profit -</b>					
Margin on AH		0		6.00% on AH values	-
Profit on OMS		1,540,000		20.00%	(308,000)
<b>Profit analysis:</b>		723,915		42.55% on costs	(308,000)
		1,540,000		20.00% blended GDV	(308,000)
<b>TOTAL COSTS</b>					<b>(1,031,915)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					508,085
SDLT		508,085 @		(slabbed)	(14,904)
Acquisition Agent fees		508,085 @		1.0%	(5,081)
Acquisition Legal fees		508,085 @		0.5%	(2,540)
Interest on Land		508,085 @		6.50%	(33,026)
Residual Land Value					<b>452,534</b>
<b>RLV analysis:</b>	113,133 £ per plot	3,394,004 £ per ha		1,373,535 £ per acre	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		30.0 dph			
Site Area (Net)		0.13 ha		0.33 acres	
<b>Density analysis:</b>		3,030 sqm/ha		13,199 sqft/ac	
Benchmark Land Value (Net)	22,651 £ per plot	679,525 £ per ha		275,000 £ per acre	<b>90,603</b>

<b>BALANCE</b>					
Surplus/(Deficit)		2,714,479 £ per ha		1,098,535 £ per acre	<b>361,931</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 0%							
Balance (RLV - BLV)		361,931	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	330,126	306,931	283,736	260,517	237,294	214,072	190,849	
	10	326,844	303,831	280,808	257,768	234,729	211,689	188,649	
	20	323,562	300,732	277,875	255,019	232,163	209,306	186,450	
	30	320,281	297,616	274,943	252,270	229,597	206,924	184,251	
	40	316,999	294,500	272,010	249,521	227,031	204,541	182,052	
	50	313,691	291,385	269,078	246,772	224,465	202,159	179,852	
	60	310,392	288,269	266,146	244,022	221,899	199,776	177,653	
	70	307,093	285,153	263,213	241,273	219,333	197,394	175,443	
	80	303,794	282,038	260,281	238,524	216,768	195,011	173,232	
	90	300,495	278,922	257,348	235,775	214,202	192,627	171,021	
	100	297,196	275,806	254,416	233,026	211,636	190,232	168,810	
	110	293,897	272,690	251,484	230,277	209,070	187,837	166,600	
	120	290,598	269,575	248,551	227,528	206,494	185,441	164,389	
	130	287,299	266,459	245,619	224,779	203,915	183,046	162,178	
	140	284,000	263,343	242,686	222,020	201,336	180,651	159,967	
	150	280,701	260,228	239,754	219,256	198,756	178,256	157,756	
	160	277,403	257,112	236,808	216,493	196,177	175,861	155,545	
	170	274,104	253,992	233,861	213,729	193,597	173,466	153,334	
	180	270,805	250,860	230,913	210,965	191,018	171,071	151,123	
	190	267,491	247,728	227,965	208,202	188,439	168,676	148,913	
	200	264,175	244,596	225,017	205,438	185,859	166,281	146,702	
	210	260,859	241,464	222,069	202,675	183,280	163,885	144,491	
	220	257,542	238,332	219,121	199,911	180,701	161,490	142,272	
	230	254,226	235,200	216,174	197,147	178,121	159,095	140,050	
	240	250,910	232,068	213,226	194,384	175,542	156,700	137,827	
	250	247,593	228,936	210,278	191,620	172,963	154,292	135,605	

**TABLE 2**

		Site Specific S106						(where 110% is a 10% increase etc.)	
Balance (RLV - BLV)		361,931	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0	377,222	376,516	375,809	375,103	374,397	373,690	372,984	
	10	373,576	372,869	372,163	371,457	370,750	370,044	369,338	
	20	369,930	369,223	368,517	367,810	367,104	366,398	365,691	
	30	366,283	365,577	364,870	364,164	363,458	362,751	362,045	
	40	362,637	361,931	361,224	360,518	359,811	359,105	358,399	
	50	358,991	358,284	357,578	356,871	356,165	355,459	354,752	
	60	355,344	354,638	353,929	353,220	352,510	351,801	351,092	
	70	351,682	350,973	350,264	349,554	348,845	348,136	347,426	
	80	348,017	347,307	346,598	345,889	345,179	344,470	343,761	
	90	344,351	343,642	342,933	342,223	341,514	340,805	340,095	
	100	340,686	339,976	339,267	338,558	337,848	337,139	336,430	
	110	337,020	336,311	335,602	334,892	334,183	333,474	332,764	
	120	333,355	332,645	331,936	331,227	330,517	329,808	329,099	
	130	329,689	328,980	328,271	327,561	326,852	326,143	325,433	
	140	326,024	325,314	324,605	323,896	323,186	322,477	321,768	
	150	322,358	321,649	320,940	320,230	319,521	318,812	318,102	
	160	318,693	317,983	317,274	316,565	315,855	315,146	314,437	
	170	315,027	314,318	313,609	312,899	312,190	311,481	310,771	
	180	311,362	310,652	309,943	309,234	308,524	307,815	307,106	
	190	307,696	306,987	306,278	305,568	304,859	304,150	303,440	
	200	304,031	303,321	302,612	301,903	301,193	300,482	299,769	
	210	300,360	299,648	298,935	298,222	297,510	296,797	296,084	
	220	296,676	295,963	295,250	294,538	293,825	293,112	292,399	
	230	292,991	292,278	291,565	290,853	290,140	289,427	288,715	
	240	289,306	288,593	287,881	287,168	286,455	285,743	285,030	
	250	285,621	284,909	284,196	283,483	282,770	282,058	281,345	

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**TABLE 3**

Balance (RLV - BLV)	361,931	Profit (on OMS) 20%						
		15%	16%	17%	18%	19%	20%	21%
	0	443,506	430,108	416,710	403,312	389,914	376,516	363,118
	10	439,859	426,461	413,063	399,665	386,267	372,869	359,471
	20	436,213	422,815	409,417	396,019	382,621	369,223	355,825
	30	432,567	419,169	405,771	392,373	378,975	365,577	352,179
	40	428,921	415,523	402,125	388,727	375,329	361,931	348,533
CIL £psm	50	425,274	411,876	398,478	385,080	371,682	358,284	344,886
40.00	60	421,628	408,230	394,832	381,434	368,036	354,638	341,240
	70	417,983	404,585	391,167	377,769	364,371	350,973	337,575
	80	414,297	400,899	387,501	374,103	360,705	347,307	333,909
	90	410,632	397,234	383,836	370,438	357,040	343,642	330,244
	100	406,966	393,568	380,170	366,772	353,374	339,976	326,578
	110	403,301	389,903	376,505	363,107	349,709	336,311	322,913
	120	399,635	386,237	372,839	359,441	346,043	332,645	319,247
	130	395,970	382,572	369,174	355,776	342,378	328,980	315,582
	140	392,304	378,906	365,508	352,110	338,712	325,314	311,916
	150	388,639	375,241	361,843	348,445	335,047	321,649	308,251
	160	384,973	371,575	358,177	344,779	331,381	317,983	304,585
	170	381,308	367,910	354,512	341,114	327,716	314,318	300,920
	180	377,642	364,244	350,846	337,448	324,050	310,652	297,254
	190	373,977	360,579	347,181	333,783	320,385	306,987	293,589
	200	370,311	356,913	343,515	330,117	316,719	303,321	289,923
	210	366,635	353,247	339,849	326,450	313,052	299,654	286,257
	220	362,969	349,581	336,183	322,783	309,385	295,987	282,591
	230	359,303	345,915	332,517	319,116	305,718	292,320	278,925
	240	355,637	342,249	328,851	315,449	302,051	288,653	275,259
	250	351,971	338,583	325,185	311,782	298,384	284,986	271,593

**TABLE 4**

Balance (RLV - BLV)	361,931	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
	0	417,699	401,226	384,752	368,279	351,806	335,332	318,859
	10	414,053	397,579	381,106	364,633	348,159	331,686	315,213
	20	410,406	393,933	377,460	360,986	344,513	328,040	311,566
	30	406,760	390,287	373,814	357,340	340,867	324,394	307,920
	40	403,114	386,641	370,167	353,694	337,221	320,747	304,274
CIL £psm	50	399,468	382,994	366,521	350,048	333,574	317,101	300,628
40.00	60	395,821	379,348	362,875	346,401	329,928	313,455	296,981
	70	392,156	375,683	359,210	342,736	326,263	309,790	293,316
	80	388,491	372,017	355,544	339,071	322,597	306,124	289,651
	90	384,825	368,352	351,879	335,405	318,932	302,459	285,985
	100	381,160	364,686	348,213	331,740	315,266	298,793	282,320
	110	377,494	361,021	344,548	328,074	311,601	295,128	278,654
	120	373,829	357,355	340,882	324,409	307,935	291,462	274,989
	130	370,163	353,690	337,217	320,743	304,270	287,797	271,323
	140	366,498	350,024	333,551	317,078	300,604	284,131	267,658
	150	362,832	346,359	329,886	313,412	296,939	280,466	263,992
	160	359,167	342,693	326,220	309,747	293,273	276,800	260,327
	170	355,501	339,028	322,555	306,081	289,608	273,135	256,661
	180	351,836	335,362	318,889	302,416	285,942	269,469	252,996
	190	348,170	331,697	315,224	298,750	282,277	265,804	249,330
	200	344,505	328,031	311,558	295,085	278,611	262,138	245,665
	210	340,831	324,358	307,884	291,411	274,938	258,464	241,991
	220	337,146	320,673	304,200	287,726	271,253	254,780	238,306
	230	333,462	316,988	300,515	284,042	267,568	251,095	234,622
	240	329,777	313,303	296,830	280,357	263,883	247,410	230,937
	250	326,092	309,619	293,145	276,672	260,199	243,725	227,252

Scheme Ref: **AO**  
 No Units: **4** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**TABLE 5**

Balance (RLV - BLV)	361,931	Density (dph)						
		25	30	35	40	45	50	55
	0	358,395	376,516	389,459	399,167	406,717	412,757	417,699
	10	354,749	372,869	385,813	395,520	403,071	409,111	414,053
	20	351,102	369,223	382,166	391,874	399,424	405,464	410,406
	30	347,456	365,577	378,520	388,228	395,778	401,818	406,760
	40	343,810	361,931	374,874	384,581	392,132	398,172	403,114
CIL £psm	50	340,164	358,284	371,228	380,935	388,485	394,526	399,468
40.00	60	336,517	354,638	367,581	377,289	384,839	390,879	395,821
	70	332,852	350,973	363,916	373,624	381,174	387,214	392,156
	80	329,187	347,307	360,251	369,958	377,509	383,549	388,491
	90	325,521	343,642	356,585	366,293	373,843	379,883	384,825
	100	321,856	339,976	352,920	362,627	370,178	376,218	381,160
	110	318,190	336,311	349,254	358,962	366,512	372,552	377,494
	120	314,525	332,645	345,589	355,296	362,847	368,887	373,829
	130	310,859	328,980	341,923	351,631	359,181	365,221	370,163
	140	307,194	325,314	338,258	347,965	355,516	361,556	366,498
	150	303,528	321,649	334,592	344,300	351,850	357,890	362,832
	160	299,863	317,983	330,927	340,634	348,185	354,225	359,167
	170	296,197	314,318	327,261	336,969	344,519	350,559	355,501
	180	292,532	310,652	323,596	333,303	340,854	346,894	351,836
	190	288,866	306,987	319,930	329,638	337,188	343,228	348,170
	200	285,201	303,321	316,265	325,972	333,523	339,563	344,505
	210	281,527	299,648	312,591	322,299	329,849	335,889	340,831
	220	277,842	295,963	308,906	318,614	326,164	332,204	337,146
	230	274,158	292,278	305,222	314,929	322,479	328,520	333,462
	240	270,473	288,593	301,537	311,244	318,795	324,835	329,777
	250	266,788	284,909	297,852	307,559	315,110	321,150	326,092

**TABLE 6**

Balance (RLV - BLV)	361,931	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
	0	436,104	406,492	376,516	346,199	315,432	284,320	252,740
	10	432,477	402,846	372,869	342,537	311,766	280,642	249,055
	20	428,836	399,200	369,223	338,871	308,101	276,957	245,371
	30	425,189	395,553	365,577	335,206	304,435	273,272	241,686
	40	421,543	391,907	361,931	331,540	300,770	269,588	238,001
CIL £psm	50	417,897	388,261	358,284	327,875	297,104	265,903	234,309
40.00	60	414,251	384,614	354,638	324,209	293,439	262,218	230,605
	70	410,604	380,968	350,973	320,544	289,773	258,533	226,901
	80	406,958	377,322	347,307	316,878	286,092	254,848	223,196
	90	403,312	373,675	343,642	313,213	282,407	251,164	219,492
	100	399,665	370,029	339,976	309,547	278,722	247,479	215,788
	110	396,019	366,383	336,311	305,882	275,038	243,794	212,084
	120	392,373	362,733	332,645	302,216	271,353	240,109	208,380
	130	388,726	359,067	328,980	298,551	267,668	236,412	204,676
	140	385,080	355,402	325,314	294,884	263,983	232,708	200,971
	150	381,434	351,736	321,649	291,199	260,298	229,004	197,267
	160	377,787	348,071	317,983	287,514	256,614	225,300	193,562
	170	374,141	344,405	314,318	283,829	252,929	221,595	189,838
	180	370,486	340,740	310,652	280,145	249,244	217,891	186,114
	190	366,820	337,074	306,987	276,460	245,559	214,187	182,391
	200	363,155	333,409	303,321	272,775	241,874	210,483	178,667
	210	359,489	329,743	299,648	269,090	238,170	206,779	174,943
	220	355,824	326,078	295,963	265,405	234,466	203,074	171,220
	230	352,158	322,412	292,278	261,721	230,762	199,370	167,496
	240	348,493	318,747	288,593	258,036	227,058	195,666	163,772
	250	344,827	315,081	284,909	254,351	223,354	191,952	160,049

Scheme Ref: **AO**  
 No Units: **4** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	361,931	90%	95%	100%	105%	110%	115%	120%
		0	274,268	325,446	376,516	427,586	478,655	529,642	580,629
		10	270,602	321,784	372,869	423,940	475,010	526,015	577,002
		20	266,937	318,119	369,223	420,293	471,364	522,387	573,375
		30	263,271	314,453	365,577	416,647	467,717	518,760	569,748
		40	259,606	310,788	361,931	413,001	464,071	515,133	566,120
	CIL £psm	50	255,940	307,122	358,284	409,355	460,425	511,495	562,493
	40.00	60	252,275	303,457	354,638	405,708	456,778	507,849	558,866
		70	248,590	299,791	350,973	402,062	453,132	504,202	555,239
		80	244,906	296,126	347,307	398,416	449,486	500,556	551,611
		90	241,221	292,460	343,642	394,769	445,840	496,910	547,980
		100	237,536	288,795	339,976	391,123	442,193	493,264	544,334
		110	233,851	285,129	336,311	387,477	438,547	489,617	540,687
		120	230,166	281,464	332,645	383,827	434,901	485,971	537,041
		130	226,482	277,798	328,980	380,162	431,254	482,325	533,395
		140	222,797	274,119	325,314	376,496	427,608	478,678	529,749
		150	219,112	270,434	321,649	372,831	423,962	475,032	526,102
		160	215,427	266,750	317,983	369,165	420,315	471,386	522,456
		170	211,742	263,065	314,318	365,500	416,669	467,739	518,810
		180	208,050	259,380	310,652	361,834	413,016	464,093	515,163
		190	204,346	255,695	306,987	358,169	409,351	460,447	511,517
		200	200,641	252,010	303,321	354,503	405,685	456,800	507,871
		210	196,937	248,326	299,648	350,838	402,020	453,154	504,224
		220	193,233	244,641	295,963	347,172	398,354	449,508	500,578
		230	189,529	240,956	292,278	343,507	394,689	445,861	496,932
		240	185,825	237,271	288,593	339,841	391,023	442,205	493,285
		250	182,120	233,586	284,909	336,176	387,358	438,539	489,639

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: **AP**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		8 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%		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	50.0%	1.6	20%	1.6	
3 bed House	50.0%	2.4	50.0%	1.6	50%	4.0	
4 bed House	50.0%	2.4	0.0%	0.0	30%	2.4	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
Total number of units	100.0%	4.8	100.0%	3.2	100%	8.0	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>		<b>(sqft)</b>	
1 bed House	69.0	743		69.0	743		
2 bed House	75.0	807		75.0	807		
3 bed House	90.0	969		90.0	969		
4 bed House	112.0	1,206		112.0	1,206		
5 bed House	128.0	1,378		128.0	1,378		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823		
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>		<b>(sqft)</b>	
1 bed House	69.0	743		69.0	743		
2 bed House	75.0	807		75.0	807		
3 bed House	90.0	969		90.0	969		
4 bed House	112.0	1,206		112.0	1,206		
5 bed House	128.0	1,378		128.0	1,378		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823		
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA (sqm)</b>	<b>AH units GIA (sqm)</b>	<b>Total GIA (all units) (sqm)</b>		<b>(sqft)</b>	
1 bed House	0	0	0	0	0	0	
2 bed House	0	0	120	1,292	120	1,292	
3 bed House	216	2,325	144	1,550	360	3,875	
4 bed House	269	2,893	0	0	269	2,893	
5 bed House	0	0	0	0	0	0	
1 bed Flat	0	0	0	0	0	0	
2 bed Flat	0	0	0	0	0	0	
	485	5,218	264	2,842	749	8,060	
AH % by floor area:		35.26% 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	230,000	3,333	310		0		
2 bed House	270,000	3,600	334		432,000		
3 bed House	320,000	3,556	330		1,280,000		
4 bed House	450,000	4,018	373		1,080,000		
5 bed House	520,000	4,063	377		0		
1 bed Flat	170,000	3,400	316		0		
2 bed Flat	215,000	3,308	307		0		
					2,792,000		
<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	86,250	37.5%	86,250	37.5%	161,000	70%	
2 bed House	101,250	37.5%	101,250	37.5%	189,000	70%	
3 bed House	120,000	37.5%	120,000	37.5%	224,000	70%	
4 bed House	168,750	37.5%	168,750	37.5%	315,000	70%	
5 bed House	195,000	37.5%	195,000	37.5%	364,000	70%	
1 bed Flat	63,750	37.5%	63,750	37.5%	119,000	70%	
2 bed Flat	80,625	37.5%	80,625	37.5%	150,500	70%	

Scheme Ref: **AP**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	230,000	-
2 bed House	0.0	@	270,000	-
3 bed House	2.4	@	320,000	768,000
4 bed House	2.4	@	450,000	1,080,000
5 bed House	0.0	@	520,000	-
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	4.8			1,848,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	86,250	-
2 bed House	0.0	@	101,250	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	86,250	-
2 bed House	1.1	@	101,250	113,400
3 bed House	1.1	@	120,000	134,400
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	2.2			247,800
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	161,000	-
2 bed House	0.5	@	189,000	90,720
3 bed House	0.5	@	224,000	107,520
4 bed House	0.0	@	315,000	-
5 bed House	0.0	@	364,000	-
1 bed Flat	0.0	@	119,000	-
2 bed Flat	0.0	@	150,500	-
	1.0	3.2		198,240
<b>Sub-total GDV Residential</b>	<b>8</b>			<b>2,294,040</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>497,960</b>
			665 £ psm (total GIA sqm)	62,245 £ per unit (total units)
<b>Grant</b>	8	@	0	-
<b>Total GDV</b>				<b>2,294,040</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,696)
CIL				(19,392)
CIL analysis:		485 sqm (Market only)	40.00 £ psm	
		0.85% % of GDV	2,424 £ 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	8 units @	2,000 per unit	(16,000)
<b>S106 analysis:</b>	60,000 £ per ha	0.70% % of GDV	2,000 £ per unit (total ur	(16,000)
AH Commuted Sum		749 sqm (total)	0 £ psm	-
<b>Comm. Sum analysis:</b>		0.00% % of GDV		

cont./

<b>Scheme Ref:</b>	<b>AP</b>				
<b>No Units:</b>	<b>8</b>	<b>Location / Value Zone:</b>	<b>Higher</b>	<b>Development Scenario:</b>	<b>Greenfield</b>
<b>Notes:</b>	Rural Designated Areas				
<b>Construction Costs -</b>					
Site Clearance and Demolition		0.66 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	8 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House	-	sqm @		1,166 psm	-
2 bed House	120	sqm @		1,166 psm	(139,920)
3 bed House	360	sqm @		1,166 psm	(419,760)
4 bed House	269	sqm @		1,166 psm	(313,421)
5 bed House	-	sqm @		1,166 psm	-
1 bed Flat	-	sqm @		1,287 psm	-
2 bed Flat	749	sqm @		1,287 psm	-
External works		873,101 @		15.0% 16,371 £ per unit	(130,965)
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	units @	90% @	521 £ per unit	-
M4(3) Category 3 Housing	Mrkt units	units @	10% @	10,111 £ per unit	-
Water Efficiency additional cost	8 units @			10 £ per unit	(80)
Low Carbon Energy cost	8 units @			3,375 £ per unit	(27,000)
Contingency		1,031,146 @		3.0% (GF/BF)	(30,934)
<b>Professional Fees</b>		1,031,146 @		6.5%	(67,024)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		1,848,000 OMS @		1.00% 2,310 £ per unit	(18,480)
Residential Sales Legal Costs		5 OM Units @		0.23% 900 £ per unit	(4,320)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		1,848,000 OMS @		3.00% 6,930 £ per unit 11,030 £ per unit	(55,440)
<b>Interest (on Development Costs) -</b>			6.50% APR	0.526% pcm	(7,750)
<b>Developers Profit -</b>					
Margin on AH		446,040		6.00% on AH values	(26,762)
Profit on OMS		1,848,000		20.00%	(369,600)
<b>Profit analysis:</b>		1,274,183		31.11% on costs	(396,362)
		2,294,040		17.28% blended GDV	(396,362)
<b>TOTAL COSTS</b>					<b>(1,670,545)</b>
<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					623,495
SDLT		623,495 @		(slabbed)	(20,675)
Acquisition Agent fees		623,495 @		1.0%	(6,235)
Acquisition Legal fees		623,495 @		0.5%	(3,117)
Interest on Land		623,495 @		6.50%	(40,527)
Residual Land Value					<b>552,941</b>
<b>RLV analysis:</b>	69,118 £ per plot	2,073,527 £ per ha		839,145 £ per acre	
<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		30.0 dph			
Site Area (Net)		0.27 ha		0.66 acres	
<b>Density analysis:</b>		2,808 sqm/ha		12,232 sqft/ac	
Benchmark Land Value (Net)	22,651 £ per plot	679,525 £ per ha		275,000 £ per acre	<b>181,207</b>
<b>BALANCE</b>					
Surplus/(Deficit)		1,394,002 £ per ha		564,145 £ per acre	<b>371,734</b>

Scheme Ref: **AP**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**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)		371,734	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		667,787	621,397	575,007	528,617	482,220	435,774	389,328
	10		661,224	615,198	569,173	523,147	477,088	431,009	384,930
	20		654,661	609,000	563,339	517,669	471,956	426,244	380,531
	30		648,097	602,801	557,505	512,171	466,825	421,479	376,133
	40		641,534	596,602	551,652	506,672	461,693	416,713	371,734
	50		634,970	590,400	545,787	501,174	456,561	411,948	367,335
	60		628,407	584,169	539,922	495,676	451,429	407,183	362,937
	70		621,817	577,937	534,057	490,178	446,298	402,418	358,538
	80		615,219	571,706	528,193	484,679	441,166	397,653	354,139
	90		608,621	565,475	522,328	479,181	436,034	392,888	349,741
	100		602,023	559,243	516,463	473,683	430,903	388,122	345,342
	110		595,425	553,012	510,598	468,185	425,771	383,357	340,925
	120		588,828	546,780	504,733	462,686	420,639	378,592	336,504
	130		582,230	540,549	498,869	457,188	415,508	373,819	332,082
	140		575,632	534,318	493,004	451,690	410,376	369,029	327,660
	150		569,034	528,086	487,139	446,192	405,239	364,239	323,238
	160		562,436	521,855	481,274	440,693	400,080	359,448	318,817
	170		555,838	515,624	475,409	435,184	394,921	354,658	314,395
	180		549,240	509,392	469,545	429,657	389,763	349,868	309,973
	190		542,642	503,161	463,656	424,130	384,604	345,078	305,551
	200		536,044	496,918	457,761	418,603	379,445	340,287	301,130
	210		529,443	490,654	451,865	413,076	374,286	335,497	296,708
	220		522,811	484,390	445,969	407,548	369,128	330,707	292,286
	230		516,178	478,126	440,074	402,021	363,969	325,917	287,864
	240		509,545	471,862	434,178	396,494	358,810	321,126	283,443
250		502,913	465,598	428,282	390,967	353,652	316,336	279,021	

**TABLE 2**

		Site Specific S106							
Balance (RLV - BLV)		371,734	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		390,747	389,328	387,910	386,491	385,072	383,654	382,235
	10		386,348	384,930	383,511	382,092	380,674	379,255	377,836
	20		381,950	380,531	379,112	377,694	376,275	374,856	373,438
	30		377,551	376,133	374,714	373,295	371,876	370,458	369,039
	40		373,153	371,734	370,315	368,897	367,478	366,059	364,640
	50		368,754	367,335	365,917	364,498	363,079	361,661	360,242
	60		364,355	362,937	361,518	360,099	358,681	357,262	355,843
	70		359,957	358,538	357,119	355,701	354,282	352,863	351,445
	80		355,558	354,139	352,721	351,302	349,883	348,465	347,046
	90		351,160	349,741	348,322	346,903	345,485	344,066	342,642
	100		346,761	345,342	343,922	342,496	341,071	339,645	338,220
	110		342,351	340,925	339,500	338,075	336,649	335,224	333,798
	120		337,929	336,504	335,078	333,653	332,227	330,802	329,377
	130		333,507	332,082	330,656	329,231	327,806	326,380	324,955
	140		329,086	327,660	326,235	324,809	323,384	321,958	320,533
	150		324,664	323,238	321,813	320,388	318,962	317,537	316,111
	160		320,242	318,817	317,391	315,966	314,540	313,115	311,690
	170		315,820	314,395	312,969	311,544	310,119	308,693	307,268
	180		311,399	309,973	308,548	307,122	305,697	304,271	302,846
	190		306,977	305,551	304,126	302,701	301,275	299,850	298,424
	200		302,555	301,130	299,704	298,279	296,853	295,428	294,003
	210		298,133	296,708	295,282	293,857	292,432	291,006	289,581
	220		293,712	292,286	290,861	289,435	288,010	286,584	285,159
	230		289,290	287,864	286,439	285,014	283,588	282,163	280,737
	240		284,868	283,443	282,017	280,592	279,166	277,741	276,312
250		280,446	279,021	277,595	276,166	274,733	273,300	271,867	

Scheme Ref: **AP**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**TABLE 3**

Balance (RLV - BLV)	371,734	Profit (on OMS) 20%						
		15%	16%	17%	18%	19%	20%	21%
	0	469,716	453,639	437,561	421,484	405,406	389,328	373,251
	10	465,318	449,240	433,163	417,085	401,007	384,930	368,852
	20	460,919	444,842	428,764	412,686	396,609	380,531	364,454
	30	456,521	440,443	424,365	408,288	392,210	376,133	360,055
	40	452,122	436,044	419,967	403,889	387,811	371,734	355,656
CIL £psm	50	447,723	431,646	415,568	399,490	383,413	367,335	351,258
40.00	60	443,325	427,247	411,169	395,092	379,014	362,937	346,859
	70	438,926	422,848	406,771	390,693	374,616	358,538	342,460
	80	434,527	418,450	402,372	386,295	370,217	354,139	338,062
	90	430,129	414,051	397,974	381,896	365,818	349,741	333,663
	100	425,730	409,653	393,575	377,497	361,420	345,342	329,265
	110	421,313	405,236	389,158	373,081	357,003	340,925	324,848
	120	416,892	400,814	384,736	368,659	352,581	336,504	320,426
	130	412,470	396,392	380,315	364,237	348,159	332,082	316,004
	140	408,048	391,971	375,893	359,815	343,738	327,660	311,583
	150	403,626	387,549	371,471	355,394	339,316	323,238	307,161
	160	399,205	383,127	367,049	350,972	334,894	318,817	302,739
	170	394,783	378,705	362,628	346,550	330,472	314,395	298,317
	180	390,361	374,284	358,206	342,128	326,051	309,973	293,896
	190	385,939	369,862	353,784	337,707	321,629	305,551	289,474
	200	381,518	365,440	349,362	333,285	317,207	301,130	285,052
	210	377,096	361,018	344,941	328,863	312,785	296,708	280,630
	220	372,674	356,597	340,519	324,441	308,364	292,286	276,209
	230	368,252	352,175	336,097	320,020	303,942	287,864	271,787
	240	363,831	347,753	331,675	315,598	299,520	283,443	267,365
	250	359,409	343,331	327,254	311,176	295,099	279,021	262,943

**TABLE 4**

Balance (RLV - BLV)	371,734	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
	0	471,695	438,748	405,802	372,855	339,908	306,962	274,015
	10	467,296	434,350	401,403	368,456	335,510	302,563	269,616
	20	462,898	429,951	397,004	364,058	331,111	298,164	265,218
	30	458,499	425,553	392,606	359,659	326,713	293,766	260,819
	40	454,101	421,154	388,207	355,261	322,314	289,367	256,421
CIL £psm	50	449,702	416,755	383,809	350,862	317,915	284,969	252,022
40.00	60	445,303	412,357	379,410	346,463	313,517	280,570	247,623
	70	440,905	407,958	375,011	342,065	309,118	276,171	243,225
	80	436,506	403,559	370,613	337,666	304,719	271,773	238,826
	90	432,108	399,161	366,214	333,268	300,321	267,374	234,428
	100	427,709	394,762	361,816	328,869	295,922	262,976	230,029
	110	423,292	390,345	357,399	324,452	291,505	258,559	225,612
	120	418,870	385,924	352,977	320,030	287,084	254,137	221,190
	130	414,449	381,502	348,555	315,609	282,662	249,715	216,769
	140	410,027	377,080	344,133	311,187	278,240	245,293	212,347
	150	405,605	372,658	339,712	306,765	273,818	240,872	207,925
	160	401,183	368,237	335,290	302,343	269,397	236,450	203,503
	170	396,762	363,815	330,868	297,922	264,975	232,028	199,082
	180	392,340	359,393	326,446	293,500	260,553	227,606	194,660
	190	387,918	354,971	322,025	289,078	256,131	223,185	190,238
	200	383,496	350,550	317,603	284,656	251,710	218,763	185,816
	210	379,075	346,128	313,181	280,235	247,288	214,341	181,395
	220	374,653	341,706	308,759	275,813	242,866	209,919	176,973
	230	370,231	337,284	304,338	271,391	238,444	205,498	172,551
	240	365,809	332,863	299,916	266,969	234,023	201,076	168,129
	250	361,388	328,441	295,494	262,548	229,601	196,654	163,708

Scheme Ref: **AP**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**TABLE 5**

Balance (RLV - BLV)	371,734	Density (dph)						
		25	30	35	40	45	50	55
	0	353,087	389,328	415,215	434,630	449,731	461,811	471,695
	10	348,688	384,930	410,816	430,231	445,332	457,412	467,296
	20	344,290	380,531	406,418	425,833	440,933	453,014	462,898
	30	339,891	376,133	402,019	421,434	436,535	448,615	458,499
	40	335,493	371,734	397,621	417,036	432,136	444,217	454,101
CIL £psm	50	331,094	367,335	393,222	412,637	427,738	439,818	449,702
40.00	60	326,695	362,937	388,823	408,238	423,339	435,419	445,303
	70	322,297	358,538	384,425	403,840	418,940	431,021	440,905
	80	317,898	354,139	380,026	399,441	414,542	426,622	436,506
	90	313,500	349,741	375,628	395,043	410,143	422,224	432,108
	100	309,101	345,342	371,229	390,644	405,744	417,825	427,709
	110	304,684	340,925	366,812	386,227	401,328	413,408	423,292
	120	300,262	336,504	362,390	381,805	396,906	408,986	418,870
	130	295,841	332,082	357,969	377,384	392,484	404,565	414,449
	140	291,419	327,660	353,547	372,962	388,062	400,143	410,027
	150	286,997	323,238	349,125	368,540	383,641	395,721	405,605
	160	282,575	318,817	344,703	364,118	379,219	391,299	401,183
	170	278,154	314,395	340,282	359,697	374,797	386,878	396,762
	180	273,732	309,973	335,860	355,275	370,375	382,456	392,340
	190	269,310	305,551	331,438	350,853	365,954	378,034	387,918
	200	264,888	301,130	327,016	346,431	361,532	373,612	383,496
	210	260,467	296,708	322,595	342,010	357,110	369,191	379,075
	220	256,045	292,286	318,173	337,588	352,688	364,769	374,653
	230	251,623	287,864	313,751	333,166	348,267	360,347	370,231
	240	247,201	283,443	309,329	328,744	343,845	355,925	365,809
	250	242,780	279,021	304,908	324,323	339,423	351,504	361,388

**TABLE 6**

Balance (RLV - BLV)	371,734	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
	0	500,128	445,102	389,328	332,831	275,462	217,232	158,051
	10	495,752	440,727	384,930	328,409	271,040	212,787	153,583
	20	491,376	436,351	380,531	323,987	266,618	208,342	149,115
	30	487,001	431,976	376,133	319,566	262,178	203,875	144,646
	40	482,625	427,596	371,734	315,144	257,733	199,407	140,178
CIL £psm	50	478,250	423,197	367,335	310,722	253,288	194,939	135,709
40.00	60	473,874	418,799	362,937	306,300	248,843	190,470	131,241
	70	469,498	414,400	358,538	301,879	244,398	186,002	126,772
	80	465,123	410,001	354,139	297,457	239,953	181,533	122,304
	90	460,747	405,603	349,741	293,035	235,508	177,065	117,836
	100	456,372	401,204	345,342	288,613	231,063	172,597	113,367
	110	451,996	396,806	340,925	284,192	226,618	168,128	108,899
	120	447,621	392,407	336,504	279,770	222,173	163,660	104,430
	130	443,237	388,008	332,082	275,348	217,728	159,191	99,962
	140	438,838	383,610	327,660	270,924	213,283	154,723	95,494
	150	434,440	379,211	323,238	266,479	208,838	150,255	91,025
	160	430,041	374,812	318,817	262,034	204,373	145,786	86,557
	170	425,643	370,414	314,395	257,589	199,905	141,318	82,088
	180	421,244	366,015	309,973	253,144	195,436	136,849	77,620
	190	416,845	361,617	305,551	248,699	190,968	132,381	73,152
	200	412,447	357,218	301,130	244,254	186,500	127,913	68,683
	210	408,048	352,806	296,708	239,809	182,031	123,444	64,215
	220	403,650	348,384	292,286	235,364	177,563	118,976	59,746
	230	399,251	343,962	287,864	230,919	173,094	114,507	55,278
	240	394,852	339,541	283,443	226,474	168,626	110,039	50,810
	250	390,454	335,119	279,021	222,029	164,158	105,571	46,341

Scheme Ref: **AP**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**TABLE 7**

Balance (RLV - BLV)	371,734	Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
	0	266,391	327,910	389,328	450,731	512,015	573,300	634,584
	10	261,970	323,511	384,930	446,348	507,640	568,924	630,208
	20	257,548	319,113	380,531	441,949	503,264	564,548	625,833
	30	253,126	314,713	376,133	437,551	498,888	560,173	621,457
	40	248,704	310,291	371,734	433,152	494,513	555,797	617,082
CIL £psm	50	244,283	305,869	367,335	428,754	490,137	551,422	612,706
40.00	60	239,861	301,447	362,937	424,355	485,762	547,046	608,330
	70	235,439	297,026	358,538	419,956	481,375	542,670	603,955
	80	231,017	292,604	354,139	415,558	476,976	538,295	599,579
	90	226,593	288,182	349,741	411,159	472,577	533,919	595,204
	100	222,128	283,760	345,342	406,761	468,179	529,544	590,828
	110	217,682	279,339	340,925	402,362	463,780	525,168	586,453
	120	213,237	274,917	336,504	397,963	459,382	520,793	582,077
	130	208,792	270,495	332,082	393,565	454,983	516,401	577,701
	140	204,347	266,073	327,660	389,166	450,584	512,003	573,326
	150	199,902	261,652	323,238	384,767	446,186	507,604	568,950
	160	195,457	257,230	318,817	380,369	441,787	503,205	564,575
	170	191,012	252,802	314,395	375,970	437,389	498,807	560,199
	180	186,567	248,357	309,973	371,560	432,990	494,408	555,823
	190	182,122	243,912	305,551	367,138	428,591	490,010	551,428
	200	177,677	239,467	301,130	362,716	424,193	485,611	547,029
	210	173,223	235,022	296,708	358,295	419,794	481,212	542,631
	220	168,755	230,577	292,286	353,873	415,395	476,814	538,232
	230	164,286	226,132	287,864	349,451	410,997	472,415	533,833
	240	159,818	221,687	283,443	345,029	406,598	468,017	529,435
	250	155,350	217,242	279,021	340,608	402,194	463,618	525,036

**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: **AP**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		8 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>		<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	50.0%	0.0	0%	0.0	
3 bed House	50.0%	4.0	50.0%	0.0	50%	4.0	
4 bed House	50.0%	4.0	0.0%	0.0	50%	4.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
Total number of units	100.0%	8.0	100.0%	0.0	100%	8.0	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>		<b>(sqft)</b>	<b>(sqft)</b>
1 bed House	69.0	743		69.0	743		
2 bed House	75.0	807		75.0	807		
3 bed House	90.0	969		90.0	969		
4 bed House	112.0	1,206		112.0	1,206		
5 bed House	128.0	1,378		128.0	1,378		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823		
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>		<b>(sqft)</b>	<b>(sqft)</b>
1 bed House	69.0	743		69.0	743		
2 bed House	75.0	807		75.0	807		
3 bed House	90.0	969		90.0	969		
4 bed House	112.0	1,206		112.0	1,206		
5 bed House	128.0	1,378		128.0	1,378		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823		
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA (sqm)</b>	<b>AH units GIA (sqm)</b>	<b>Total GIA (all units) (sqm)</b>		<b>(sqft)</b>	<b>(sqft)</b>
1 bed House	0	0	0	0	0	0	
2 bed House	0	0	0	0	0	0	
3 bed House	360	3,875	0	360	3,875		
4 bed House	448	4,822	0	448	4,822		
5 bed House	0	0	0	0	0	0	
1 bed Flat	0	0	0	0	0	0	
2 bed Flat	0	0	0	0	0	0	
	808	8,697	0	808	8,697		
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	230,000	3,333	310		0		
2 bed House	270,000	3,600	334		0		
3 bed House	320,000	3,556	330		1,280,000		
4 bed House	450,000	4,018	373		1,800,000		
5 bed House	520,000	4,063	377		0		
1 bed Flat	170,000	3,400	316		0		
2 bed Flat	215,000	3,308	307		0		
					3,080,000		
<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	86,250	37.5%	86,250	37.5%	161,000	70%	
2 bed House	101,250	37.5%	101,250	37.5%	189,000	70%	
3 bed House	120,000	37.5%	120,000	37.5%	224,000	70%	
4 bed House	168,750	37.5%	168,750	37.5%	315,000	70%	
5 bed House	195,000	37.5%	195,000	37.5%	364,000	70%	
1 bed Flat	63,750	37.5%	63,750	37.5%	119,000	70%	
2 bed Flat	80,625	37.5%	80,625	37.5%	150,500	70%	



Scheme Ref: **AP**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	230,000	-
2 bed House	0.0	@	270,000	-
3 bed House	4.0	@	320,000	1,280,000
4 bed House	4.0	@	450,000	1,800,000
5 bed House	0.0	@	520,000	-
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	8.0			3,080,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	86,250	-
2 bed House	0.0	@	101,250	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	86,250	-
2 bed House	0.0	@	101,250	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	0.0			-
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	161,000	-
2 bed House	0.0	@	189,000	-
3 bed House	0.0	@	224,000	-
4 bed House	0.0	@	315,000	-
5 bed House	0.0	@	364,000	-
1 bed Flat	0.0	@	119,000	-
2 bed Flat	0.0	@	150,500	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>	<b>8</b>			<b>3,080,000</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
		0 £ psm (total GIA sqm)	0 £ per unit (total units)	
<b>Grant</b>	8	@	0	-
<b>Total GDV</b>				<b>3,080,000</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,696)
CIL		808 sqm (Market only)	40.00 £ psm	(32,320)
CIL analysis:		1.05% % of GDV	4,040 £ 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	8 units @	2,000 per unit	(16,000)
<b>S106 analysis:</b>	60,000 £ per ha	0.52% % of GDV	2,000 £ per unit (total ur	(16,000)
AH Commuted Sum		808 sqm (total)	488 £ psm	(394,647)
<b>Comm. Sum analysis:</b>		12.81% % of GDV		

cont./

**Scheme Ref:** AP  
**No Units:** 8 **Location / Value Zone:** Higher **Development Scenario:** Greenfield  
**Notes:** Rural Designated Areas

<b>Construction Costs -</b>			
Site Clearance and Demolition		0.66 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	8 units @	0 per unit
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total ur)
1 bed House	-	sqm @	1,166 psm
2 bed House	-	sqm @	1,166 psm
3 bed House	360	sqm @	1,166 psm (419,760)
4 bed House	448	sqm @	1,166 psm (522,368)
5 bed House	-	sqm @	1,166 psm
1 bed Flat	-	sqm @	1,287 psm
2 bed Flat	808	sqm @	1,287 psm
External works		942,128 @	15.0% (141,319) 17,665 £ per unit
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	units @	90% @ 521 £ per unit
M4(3) Category 3 Housing	Mrkt units	units @	10% @ 10,111 £ per unit
Water Efficiency additional cost	8 units @		10 £ per unit (80)
Low Carbon Energy cost	8 units @		3,375 £ per unit (27,000)
Contingency		1,110,527 @	3.0% (GF/BF) (33,316)
<b>Professional Fees</b>		1,110,527 @	6.5% (72,184)
<b>Disposal Costs -</b>			
Residential Sales Agent Costs		3,080,000 OMS @	1.00% 3,850 £ per unit (30,800)
Residential Sales Legal Costs		8 OM Units @	0.23% 900 £ per unit (7,200)
Affordable Sale Legal Costs			lump sum (10,000)
Marketing and Promotion		3,080,000 OMS @	3.00% 11,550 £ per unit (92,400) 17,550 £ per unit
<b>Interest (on Development Costs) -</b>		6.50% APR	0.526% pcm (27,415)
<b>Developers Profit -</b>			
Margin on AH		0	6.00% on AH values
Profit on OMS		3,080,000	20.00% (616,000)
<b>Profit analysis:</b>		1,840,505	33.47% on costs (616,000)
		3,080,000	20.00% blended GDV (616,000)
<b>TOTAL COSTS</b>			<b>(2,456,505)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>			
Residual Land Value (gross)			623,495
SDLT		623,495 @ (slabbed)	(20,675)
Acquisition Agent fees		623,495 @ 1.0%	(6,235)
Acquisition Legal fees		623,495 @ 0.5%	(3,117)
Interest on Land		623,495 @ 6.50%	(40,527)
Residual Land Value			<b>552,941</b>
<b>RLV analysis:</b>	69,118 £ per plot	2,073,528 £ per ha	839,145 £ per acre

<b>BENCHMARK LAND VALUE (BLV)</b>			
Residential Density		30.0 dph	
Site Area (Net)		0.27 ha	0.66 acres
<b>Density analysis:</b>		3,030 sqm/ha	13,199 sqft/ac
Benchmark Land Value (Net)	22,651 £ per plot	679,525 £ per ha	275,000 £ per acre
			<b>181,207</b>

<b>BALANCE</b>			
Surplus/(Deficit)		1,394,003 £ per ha	564,145 £ per acre
			<b>371,734</b>

Scheme Ref: **AP**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**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)		371,734	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		314,648	271,210	227,772	184,334	140,896	97,458	54,020
	10		307,945	264,879	221,814	178,748	135,683	92,617	49,552
	20		301,242	258,549	215,856	173,163	130,470	87,777	45,083
	30		294,540	252,219	209,898	167,577	125,257	82,936	40,613
	40		287,837	245,889	203,940	161,992	120,043	78,095	36,121
	50		281,135	239,558	197,982	156,406	114,830	73,254	31,629
	60		274,432	233,228	192,025	150,821	109,617	68,413	27,138
	70		267,729	226,898	186,067	145,235	104,404	63,573	22,646
	80		261,027	220,568	180,109	139,650	99,191	58,732	18,154
	90		254,324	214,238	174,151	134,064	93,978	53,879	13,662
	100		247,622	207,907	168,193	128,479	88,765	49,013	9,170
	110		240,919	201,577	162,235	122,893	83,551	44,146	4,678
	120		234,216	195,247	156,277	117,308	78,338	39,280	186
	130		227,514	188,917	150,319	111,722	73,125	34,414	(4,306)
	140		220,811	182,586	144,362	106,137	67,893	29,548	(8,798)
	150		214,108	176,256	138,404	100,551	62,652	24,681	(13,290)
	160		207,406	169,926	132,446	94,966	57,412	19,815	(17,782)
	170		200,703	163,596	126,488	89,380	52,171	14,949	(22,274)
	180		194,001	157,265	120,530	83,779	46,931	10,083	(26,765)
	190		187,298	150,935	114,572	78,164	41,690	5,216	(31,257)
	200		180,595	144,605	108,614	72,549	36,450	350	(35,749)
	210		173,893	138,275	102,656	66,934	31,209	(4,516)	(40,241)
	220		167,190	131,944	96,670	61,319	25,968	(9,382)	(44,733)
	230		160,488	125,614	90,681	55,704	20,728	(14,249)	(49,225)
	240		153,785	119,284	84,692	50,089	15,487	(19,115)	(53,717)
	250		147,082	112,930	78,702	44,475	10,247	(23,981)	(58,209)

**TABLE 2**

		Site Specific S106 (where 110% is a 10% increase etc.)							
Balance (RLV - BLV)		371,734	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		402,829	401,396	399,963	398,530	397,097	395,664	394,231
	10		395,421	393,988	392,555	391,122	389,689	388,256	386,823
	20		388,012	386,579	385,146	383,713	382,280	380,848	379,415
	30		380,604	379,171	377,738	376,300	374,860	373,419	371,979
	40		373,194	371,734	370,294	368,853	367,413	365,972	364,532
	50		365,727	364,287	362,846	361,406	359,965	358,525	357,084
	60		358,280	356,839	355,399	353,958	352,518	351,077	349,637
	70		350,832	349,392	347,952	346,511	345,071	343,630	342,190
	80		343,385	341,945	340,504	339,064	337,623	336,183	334,742
	90		335,938	334,497	333,057	331,616	330,176	328,735	327,295
	100		328,490	327,050	325,610	324,169	322,729	321,288	319,848
	110		321,043	319,603	318,162	316,722	315,281	313,841	312,400
	120		313,596	312,155	310,715	309,274	307,834	306,393	304,953
	130		306,148	304,708	303,267	301,827	300,387	298,946	297,506
	140		298,701	297,261	295,820	294,380	292,939	291,499	290,058
	150		291,254	289,813	288,373	286,932	285,492	284,051	282,611
	160		283,806	282,366	280,925	279,485	278,045	276,604	275,164
	170		276,359	274,919	273,478	272,038	270,597	269,157	267,716
	180		268,912	267,471	266,031	264,590	263,150	261,709	260,269
	190		261,464	260,024	258,583	257,143	255,703	254,262	252,822
	200		254,017	252,577	251,136	249,696	248,255	246,815	245,374
	210		246,570	245,129	243,689	242,248	240,808	239,367	237,927
	220		239,122	237,682	236,241	234,801	233,361	231,920	230,480
	230		231,675	230,235	228,794	227,354	225,913	224,473	223,032
	240		224,228	222,787	221,347	219,906	218,466	217,025	215,585
	250		216,780	215,340	213,899	212,459	211,018	209,578	208,138

Scheme Ref: **AP**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**TABLE 3**

Balance (RLV - BLV)	371,734	Profit (on OMS) 20%						
		15%	16%	17%	18%	19%	20%	21%
0		535,376	508,580	481,784	454,988	428,192	401,396	374,600
10		527,968	501,172	474,376	447,580	420,784	393,988	367,192
20		520,559	493,763	466,967	440,171	413,375	386,579	359,783
30		513,151	486,355	459,559	432,763	405,967	379,171	352,375
40		505,714	478,918	452,122	425,326	398,530	371,734	344,938
CIL £psm		498,267	471,471	444,675	417,879	391,083	364,287	337,491
40.00		490,819	464,023	437,227	410,431	383,635	356,839	330,043
		483,372	456,576	429,780	402,984	376,188	349,392	322,596
		475,925	449,129	422,333	395,537	368,741	341,945	315,149
		468,477	441,681	414,885	388,089	361,293	334,497	307,701
		461,030	434,234	407,438	380,642	353,846	327,050	300,254
		453,583	426,787	399,991	373,195	346,399	319,603	292,807
		446,135	419,339	392,543	365,747	338,951	312,155	285,359
		438,688	411,892	385,096	358,300	331,504	304,708	277,912
		431,241	404,445	377,649	350,853	324,057	297,261	270,465
		423,793	396,997	370,201	343,405	316,609	289,813	263,017
		416,346	389,550	362,754	335,958	309,162	282,366	255,570
		408,899	382,103	355,307	328,511	301,715	274,919	248,123
		401,451	374,655	347,859	321,063	294,267	267,471	240,675
		394,004	367,208	340,412	313,616	286,820	260,024	233,228
		386,557	359,761	332,965	306,169	279,373	252,577	225,781
		379,109	352,313	325,517	298,721	271,925	245,129	218,333
		371,662	344,866	318,070	291,274	264,478	237,682	210,886
		364,215	337,419	310,623	283,827	257,031	230,235	203,439
		356,767	329,971	303,175	276,379	249,583	222,787	195,991
		349,320	322,524	295,728	268,932	242,136	215,340	188,544

**TABLE 4**

Balance (RLV - BLV)	371,734	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		483,763	450,816	417,869	384,923	351,976	319,029	286,083
10		476,354	443,408	410,461	377,514	344,568	311,621	278,674
20		468,946	435,999	403,053	370,106	337,161	304,213	271,266
30		461,538	428,591	395,644	362,698	329,751	296,804	263,858
40		454,101	421,154	388,207	355,261	322,314	289,367	256,421
CIL £psm		446,653	413,707	380,760	347,813	314,867	281,920	248,973
40.00		439,206	406,259	373,313	340,366	307,419	274,473	241,526
		431,759	398,812	365,865	332,919	299,972	267,025	234,079
		424,311	391,365	358,418	325,471	292,525	259,578	226,631
		416,864	383,917	350,971	318,024	285,077	252,131	219,184
		409,417	376,470	343,523	310,577	277,630	244,683	211,737
		401,969	369,023	336,076	303,129	270,183	237,236	204,289
		394,522	361,575	328,629	295,682	262,735	229,789	196,842
		387,075	354,128	321,181	288,235	255,288	222,341	189,395
		379,627	346,681	313,734	280,787	247,841	214,894	181,947
		372,180	339,233	306,287	273,340	240,393	207,447	174,500
		364,733	331,786	298,839	265,893	232,946	199,999	167,053
		357,285	324,339	291,392	258,445	225,499	192,552	159,605
		349,838	316,891	283,945	250,998	218,051	185,105	152,158
		342,391	309,444	276,497	243,551	210,604	177,657	144,711
		334,943	301,997	269,050	236,103	203,157	170,210	137,263
		327,496	294,549	261,603	228,656	195,709	162,763	129,816
		320,049	287,102	254,155	221,209	188,262	155,315	122,369
		312,601	279,655	246,708	213,761	180,815	147,868	114,921
		305,154	272,207	239,261	206,314	173,367	140,421	107,474
		297,707	264,760	231,813	198,867	165,920	132,973	100,027

Scheme Ref: **AP**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**TABLE 5**

Balance (RLV - BLV)	371,734	Density (dph)						
		25	30	35	40	45	50	55
	0	365,155	401,396	427,283	446,698	461,798	473,879	483,763
	10	357,746	393,988	419,874	439,289	454,390	466,470	476,354
	20	350,338	386,579	412,466	431,881	446,981	459,062	468,946
	30	342,930	379,171	405,058	424,473	439,573	451,654	461,538
	40	335,493	371,734	397,621	417,036	432,136	444,217	454,101
CIL £psm	50	328,045	364,287	390,173	409,588	424,689	436,769	446,653
40.00	60	320,598	356,839	382,726	402,141	417,242	429,322	439,206
	70	313,151	349,392	375,279	394,694	409,794	421,875	431,759
	80	305,703	341,945	367,831	387,246	402,347	414,427	424,311
	90	298,256	334,497	360,384	379,799	394,900	406,980	416,864
	100	290,809	327,050	352,937	372,352	387,452	399,533	409,417
	110	283,361	319,603	345,489	364,904	380,005	392,085	401,969
	120	275,914	312,155	338,042	357,457	372,558	384,638	394,522
	130	268,467	304,708	330,595	350,010	365,110	377,191	387,075
	140	261,019	297,261	323,147	342,562	357,663	369,743	379,627
	150	253,572	289,813	315,700	335,115	350,216	362,296	372,180
	160	246,125	282,366	308,253	327,668	342,768	354,849	364,733
	170	238,677	274,919	300,805	320,220	335,321	347,401	357,285
	180	231,230	267,471	293,358	312,773	327,873	339,954	349,838
	190	223,783	260,024	285,911	305,326	320,426	332,507	342,391
	200	216,335	252,577	278,463	297,878	312,979	325,059	334,943
	210	208,888	245,129	271,016	290,431	305,531	317,612	327,496
	220	201,441	237,682	263,569	282,984	298,084	310,165	320,049
	230	193,993	230,235	256,121	275,536	290,637	302,717	312,601
	240	186,546	222,787	248,674	268,089	283,189	295,270	305,154
	250	179,099	215,340	241,227	260,642	275,742	287,823	297,707

**TABLE 6**

Balance (RLV - BLV)	371,734	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	120%	
	0	522,007	462,112	401,396	339,795	277,374	214,260	150,385
	10	514,637	454,703	393,988	332,348	269,927	206,813	142,899
	20	507,268	447,295	386,579	324,901	262,479	199,365	135,412
	30	499,898	439,887	379,171	317,453	255,032	191,918	127,926
	40	492,505	432,478	371,734	310,006	247,585	184,471	120,439
CIL £psm	50	485,096	425,070	364,287	302,558	240,137	177,023	112,953
40.00	60	477,688	417,662	356,839	295,111	232,690	169,576	105,466
	70	470,280	410,253	349,392	287,664	225,243	162,122	97,980
	80	462,871	402,845	341,945	280,216	217,795	154,636	90,493
	90	455,463	395,437	334,497	272,769	210,348	147,149	83,007
	100	448,055	388,028	327,050	265,322	202,901	139,663	75,520
	110	440,646	380,620	319,603	257,874	195,453	132,176	68,033
	120	433,238	373,191	312,155	250,427	188,006	124,690	60,547
	130	425,830	365,743	304,708	242,980	180,559	117,203	53,060
	140	418,421	358,296	297,261	235,532	173,111	109,717	45,574
	150	411,013	350,849	289,813	228,085	165,664	102,230	38,087
	160	403,605	343,401	282,366	220,638	158,190	94,744	30,601
	170	396,196	335,954	274,919	213,190	150,703	87,257	23,114
	180	388,788	328,507	267,471	205,743	143,217	79,771	15,628
	190	381,379	321,059	260,024	198,296	135,730	72,284	8,141
	200	373,954	313,612	252,577	190,848	128,244	64,797	655
	210	366,507	306,164	245,129	183,401	120,757	57,311	(6,832)
	220	359,059	298,717	237,682	175,954	113,271	49,824	(14,318)
	230	351,612	291,270	230,235	168,506	105,784	42,338	(21,805)
	240	344,165	283,822	222,787	161,047	98,297	34,851	(29,291)
	250	336,717	276,375	215,340	153,561	90,811	27,365	(36,778)



Scheme Ref: **AP**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**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)	371,734							
	0	194,764	298,144	401,396	504,379	607,124	709,768	812,285
	10	187,316	290,696	393,988	496,971	599,754	702,399	804,954
	20	179,869	283,249	386,579	489,562	592,385	695,029	797,623
	30	172,422	275,802	379,171	482,154	585,015	687,659	790,292
	40	164,974	268,354	371,734	474,746	577,645	680,290	782,934
CIL £psm	50	157,527	260,907	364,287	467,337	570,276	672,920	775,565
40.00	60	150,080	253,460	356,839	459,929	562,906	665,551	768,195
	70	142,632	246,012	349,392	452,521	555,504	658,181	760,826
	80	135,185	238,565	341,945	445,112	548,095	650,812	753,456
	90	127,728	231,118	334,497	437,704	540,687	643,442	746,086
	100	120,241	223,670	327,050	430,295	533,278	636,072	738,717
	110	112,755	216,223	319,603	422,887	525,870	628,703	731,347
	120	105,268	208,776	312,155	415,479	518,462	621,333	723,978
	130	97,782	201,328	304,708	408,070	511,053	613,964	716,608
	140	90,295	193,881	297,261	400,640	503,645	606,594	709,238
	150	82,809	186,433	289,813	393,193	496,237	599,220	701,869
	160	75,322	178,986	282,366	385,746	488,828	591,811	694,499
	170	67,836	171,539	274,919	378,298	481,420	584,403	687,130
	180	60,349	164,091	267,471	370,851	474,012	576,995	679,760
	190	52,863	156,644	260,024	363,404	466,603	569,586	672,391
	200	45,376	149,197	252,577	355,956	459,195	562,178	665,021
	210	37,890	141,725	245,129	348,509	451,787	554,770	657,651
	220	30,403	134,238	237,682	341,062	444,378	547,361	650,282
	230	22,916	126,751	230,235	333,614	436,970	539,953	642,912
	240	15,430	119,265	222,787	326,167	429,547	532,544	635,527
	250	7,943	111,778	215,340	318,720	422,099	525,136	628,119

**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: **AQ**  
 No Units: **4** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		4 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	50.0%	0.0	0%	0.0	
3 bed House	50.0%	2.0	50.0%	0.0	50%	2.0	
4 bed House	50.0%	2.0	0.0%	0.0	50%	2.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
Total number of units	100.0%	4.0	100.0%	0.0	100%	4.0	
<b>OMS Unit Floor areas -</b>		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqft)			
1 bed House	69.0	743		69.0	743		
2 bed House	75.0	807		75.0	807		
3 bed House	90.0	969		90.0	969		
4 bed House	112.0	1,206		112.0	1,206		
5 bed House	128.0	1,378		128.0	1,378		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823		
<b>AH Unit Floor areas -</b>		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqft)			
1 bed House	69.0	743		69.0	743		
2 bed House	75.0	807		75.0	807		
3 bed House	90.0	969		90.0	969		
4 bed House	112.0	1,206		112.0	1,206		
5 bed House	128.0	1,378		128.0	1,378		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823		
<b>Total Gross Floor areas -</b>		Mkt Units GIA (sqm)	AH units GIA (sqft)	Total GIA (all units) (sqft)			
1 bed House	0	0	0	0	0		
2 bed House	0	0	0	0	0		
3 bed House	180	1,938	0	180	1,938		
4 bed House	224	2,411	0	224	2,411		
5 bed House	0	0	0	0	0		
1 bed Flat	0	0	0	0	0		
2 bed Flat	0	0	0	0	0		
	404	4,349	0	404	4,349		
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	210,000	3,043	283		0		
2 bed House	250,000	3,333	310		0		
3 bed House	310,000	3,444	320		620,000		
4 bed House	420,000	3,750	348		840,000		
5 bed House	495,000	3,867	359		0		
1 bed Flat	150,000	3,000	279		0		
2 bed Flat	200,000	3,077	286		0		
					1,460,000		
<b>Affordable Housing values (£) -</b>		Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV
1 bed House	78,750	37.5%	78,750	37.5%	147,000	70%	
2 bed House	93,750	37.5%	93,750	37.5%	175,000	70%	
3 bed House	116,250	37.5%	116,250	37.5%	217,000	70%	
4 bed House	157,500	37.5%	157,500	37.5%	294,000	70%	
5 bed House	185,625	37.5%	185,625	37.5%	346,500	70%	
1 bed Flat	56,250	37.5%	56,250	37.5%	105,000	70%	
2 bed Flat	75,000	37.5%	75,000	37.5%	140,000	70%	

Scheme Ref: **AQ**  
 No Units: **4** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	210,000	-
2 bed House	0.0	@	250,000	-
3 bed House	2.0	@	310,000	620,000
4 bed House	2.0	@	420,000	840,000
5 bed House	0.0	@	495,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	200,000	-
	4.0			1,460,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	78,750	-
2 bed House	0.0	@	93,750	-
3 bed House	0.0	@	116,250	-
4 bed House	0.0	@	157,500	-
5 bed House	0.0	@	185,625	-
1 bed Flat	0.0	@	56,250	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	78,750	-
2 bed House	0.0	@	93,750	-
3 bed House	0.0	@	116,250	-
4 bed House	0.0	@	157,500	-
5 bed House	0.0	@	185,625	-
1 bed Flat	0.0	@	56,250	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	147,000	-
2 bed House	0.0	@	175,000	-
3 bed House	0.0	@	217,000	-
4 bed House	0.0	@	294,000	-
5 bed House	0.0	@	346,500	-
1 bed Flat	0.0	@	105,000	-
2 bed Flat	0.0	@	140,000	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>	<b>4</b>			<b>1,460,000</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
<b>Grant</b>	<b>4</b>	@	<b>0</b>	-
<b>Total GDV</b>				<b>1,460,000</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(1,848)
CIL				(16,160)
	CIL analysis:	404 sqm (Market only)	40.00 £ psm	
		1.11% % of GDV	4,040 £ 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	4 units @	2,000 per unit	(8,000)
	<b>S106 analysis:</b>	60,000 £ per ha	0.55% % of GDV	2,000 £ per unit (total ur)
AH Commuted Sum		404 sqm (total)	0 £ psm	(8,000)
	<b>Comm. Sum analysis:</b>	0.00% % of GDV		

cont./



**Scheme Ref:** AQ  
**No Units:** 4 **Location / Value Zone:** Lower **Development Scenario:** Greenfield  
**Notes:** Rural Designated Areas

<b>Construction Costs -</b>			
Site Clearance and Demolition		0.33 acres @	50,000 £ per acre (if brownfield) (16,473)
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	4 units @	0 per unit
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total ur)
1 bed House	-	sqm @	1,166 psm
2 bed House	-	sqm @	1,166 psm
3 bed House	180	sqm @	1,166 psm (209,880)
4 bed House	224	sqm @	1,166 psm (261,184)
5 bed House	-	sqm @	1,166 psm
1 bed Flat	-	sqm @	1,287 psm
2 bed Flat	404	sqm @	1,287 psm
External works		471,064 @	15.0% (70,660) 17,665 £ per unit
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	units @	90% @ 521 £ per unit
M4(3) Category 3 Housing	Mrkt units	units @	10% @ 10,111 £ per unit
Water Efficiency additional cost	4 units @		10 £ per unit (40)
Low Carbon Energy cost	4 units @		3,375 £ per unit (13,500)
Contingency		571,737 @	5.0% (GF/BF) (28,587)
<b>Professional Fees</b>		571,737 @	6.5% (37,163)
<b>Disposal Costs -</b>			
Residential Sales Agent Costs		1,460,000 OMS @	1.00% 3,650 £ per unit (14,600)
Residential Sales Legal Costs		4 OM Units @	0.25% 900 £ per unit (3,600)
Affordable Sale Legal Costs			lump sum (10,000)
Marketing and Promotion		1,460,000 OMS @	3.00% 10,950 £ per unit (43,800) 18,000 £ per unit
<b>Interest (on Development Costs) -</b>		6.50% APR	0.526% pcm (5,781)
<b>Developers Profit -</b>			
Margin on AH		0	6.00% on AH values
Profit on OMS		1,460,000	20.00% (292,000)
<b>Profit analysis:</b>		751,275	38.87% on costs (292,000)
		1,460,000	20.00% blended GDV (292,000)
<b>TOTAL COSTS</b>			<b>(1,043,275)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>			
Residual Land Value (gross)			416,725
SDLT		416,725 @ (slabbed)	(10,336)
Acquisition Agent fees		416,725 @	1.0% (4,167)
Acquisition Legal fees		416,725 @	0.5% (2,084)
Interest on Land		416,725 @	6.50% (27,087)
Residual Land Value			<b>373,050</b>
<b>RLV analysis:</b>	<b>93,263 £ per plot</b>	<b>2,797,879 £ per ha</b>	<b>1,132,286 £ per acre</b>

<b>BENCHMARK LAND VALUE (BLV)</b>			
Residential Density		30.0 dph	
Site Area (Net)		0.13 ha	0.33 acres
<b>Density analysis:</b>		3,030 sqm/ha	13,199 sqft/ac
Benchmark Land Value (Net)	18,533 £ per plot	555,975 £ per ha	225,000 £ per acre
			<b>74,130</b>

<b>BALANCE</b>			
Surplus/(Deficit)		2,241,904 £ per ha	907,286 £ per acre
			<b>298,920</b>

Scheme Ref: **AQ**  
 No Units: **4** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**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)		298,920	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0	270,290	248,644	226,973	205,290	183,607	161,923	140,215	
	10	266,991	245,525	224,026	202,526	181,027	159,528	137,993	
	20	263,692	242,393	221,078	199,763	178,448	157,133	135,770	
	30	260,391	239,261	218,130	196,999	175,869	154,725	133,548	
	40	257,075	236,128	215,182	194,236	173,289	152,317	131,325	
	50	253,759	232,996	212,234	191,472	170,710	149,909	129,103	
	60	250,442	229,864	209,286	188,708	168,123	147,502	126,880	
	70	247,126	226,732	206,339	185,945	165,530	145,094	124,658	
	80	243,810	223,600	203,391	183,181	162,937	142,686	122,435	
	90	240,493	220,468	200,443	180,410	160,344	140,279	120,213	
	100	237,177	217,336	197,495	177,632	157,751	137,871	117,990	
	110	233,861	214,204	194,547	174,854	155,159	135,463	115,767	
	120	230,544	211,072	191,586	172,076	152,566	133,055	113,533	
	130	227,228	207,940	188,623	169,298	149,973	130,648	111,299	
	140	223,912	204,799	185,659	166,520	147,380	128,240	109,064	
	150	220,595	201,651	182,696	163,741	144,787	125,832	106,830	
	160	217,272	198,502	179,733	160,963	142,194	123,412	104,596	
	170	213,938	195,354	176,769	158,185	139,601	120,991	102,362	
	180	210,604	192,205	173,806	155,407	137,008	118,571	100,128	
	190	207,270	189,056	170,843	152,629	134,407	116,150	97,893	
	200	203,936	185,908	167,879	149,851	131,801	113,730	95,659	
	210	200,603	182,759	164,916	147,073	129,194	111,310	93,425	
	220	197,269	179,611	161,953	144,286	126,588	108,889	91,191	
	230	193,935	176,462	158,989	141,493	123,981	106,469	88,957	
	240	190,601	173,314	156,026	138,700	121,374	104,048	86,722	
	250	187,268	170,165	153,048	135,908	118,768	101,628	84,488	

**TABLE 2**

		Site Specific S106 (where 110% is a 10% increase etc.)							
Balance (RLV - BLV)		298,920	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0	314,292	313,583	312,873	312,164	311,454	310,745	310,036	
	10	310,626	309,917	309,208	308,498	307,789	307,080	306,370	
	20	306,961	306,251	305,542	304,833	304,123	303,414	302,705	
	30	303,295	302,586	301,877	301,167	300,458	299,749	299,039	
	40	299,630	298,920	298,211	297,502	296,792	296,083	295,374	
	50	295,964	295,255	294,546	293,836	293,127	292,418	291,708	
	60	292,299	291,589	290,880	290,171	289,460	288,747	288,035	
	70	288,626	287,913	287,201	286,488	285,775	285,062	284,350	
	80	284,941	284,229	283,516	282,803	282,090	281,378	280,665	
	90	281,256	280,544	279,831	279,118	278,406	277,693	276,980	
	100	277,572	276,859	276,146	275,434	274,721	274,008	273,295	
	110	273,887	273,174	272,461	271,749	271,036	270,323	269,611	
	120	270,202	269,489	268,777	268,064	267,351	266,639	265,926	
	130	266,517	265,805	265,092	264,379	263,666	262,954	262,241	
	140	262,832	262,120	261,407	260,694	259,982	259,269	258,556	
	150	259,148	258,435	257,722	257,010	256,297	255,584	254,871	
	160	255,463	254,750	254,037	253,325	252,612	251,899	251,187	
	170	251,778	251,065	250,353	249,640	248,927	248,215	247,502	
	180	248,093	247,381	246,668	245,955	245,242	244,530	243,817	
	190	244,409	243,696	242,981	242,265	241,548	240,832	240,115	
	200	240,710	239,994	239,277	238,561	237,844	237,128	236,411	
	210	237,006	236,289	235,573	234,857	234,140	233,424	232,707	
	220	233,302	232,585	231,869	231,152	230,436	229,719	229,003	
	230	229,598	228,881	228,165	227,448	226,732	226,015	225,299	
	240	225,893	225,177	224,460	223,744	223,028	222,311	221,595	
	250	222,189	221,473	220,756	220,040	219,323	218,607	217,890	

Scheme Ref: **AQ**  
 No Units: **4** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**TABLE 3**

Balance (RLV - BLV)	298,920	Profit (on OMS) 20%						
		15%	16%	17%	18%	19%	20%	21%
	0	377,093	364,391	351,689	338,987	326,285	313,583	300,881
	10	373,427	360,725	348,023	335,321	322,619	309,917	297,215
	20	369,761	357,059	344,357	331,655	318,953	306,251	293,549
	30	366,096	353,394	340,692	327,990	315,288	302,586	289,884
	40	362,430	349,728	337,026	324,324	311,622	298,920	286,218
CIL £psm	50	358,765	346,063	333,361	320,659	307,957	295,255	282,553
40.00	60	355,099	342,397	329,695	316,993	304,291	291,589	278,887
	70	351,423	338,721	326,019	313,317	300,615	287,913	275,211
	80	347,739	335,037	322,335	309,633	296,931	284,229	271,527
	90	344,054	331,352	318,650	305,948	293,246	280,544	267,842
	100	340,369	327,667	314,965	302,263	289,561	276,859	264,157
	110	336,684	323,982	311,280	298,578	285,876	273,174	260,472
	120	332,999	320,297	307,595	294,893	282,191	269,489	256,787
	130	329,315	316,613	303,911	291,209	278,507	265,805	253,103
	140	325,630	312,928	300,226	287,524	274,822	262,120	249,418
	150	321,945	309,243	296,541	283,839	271,137	258,435	245,733
	160	318,260	305,558	292,856	280,154	267,452	254,750	242,048
	170	314,575	301,873	289,171	276,469	263,767	251,065	238,363
	180	310,891	298,189	285,487	272,785	260,083	247,381	234,679
	190	307,206	294,504	281,802	269,100	256,398	243,696	230,994
	200	303,504	290,802	278,100	265,398	252,696	239,994	227,292
	210	299,799	287,097	274,395	261,693	248,991	236,289	223,587
	220	296,095	283,393	270,691	257,989	245,287	232,585	219,883
	230	292,391	279,689	266,987	254,285	241,583	228,881	216,179
	240	288,687	275,985	263,283	250,581	237,879	225,177	212,475
	250	284,983	272,281	259,579	246,877	234,175	221,473	208,771

**TABLE 4**

Balance (RLV - BLV)	298,920	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
	0	338,293	321,819	305,346	288,873	272,399	255,926	239,453
	10	334,627	318,154	301,680	285,207	268,734	252,260	235,787
	20	330,961	314,488	298,015	281,541	265,068	248,595	232,121
	30	327,296	310,823	294,349	277,876	261,403	244,929	228,456
	40	323,630	307,157	290,684	274,210	257,737	241,264	224,790
CIL £psm	50	319,965	303,492	287,018	270,545	254,072	237,598	221,125
40.00	60	316,299	299,826	283,353	266,879	250,406	233,933	217,459
	70	312,623	296,150	279,677	263,203	246,730	230,257	213,783
	80	308,939	292,465	275,992	259,519	243,045	226,572	210,099
	90	305,254	288,780	272,307	255,834	239,360	222,887	206,414
	100	301,569	285,096	268,622	252,149	235,676	219,202	202,729
	110	297,884	281,411	264,937	248,464	231,991	215,517	199,044
	120	294,199	277,726	261,253	244,779	228,306	211,833	195,359
	130	290,515	274,041	257,568	241,095	224,621	208,148	191,675
	140	286,830	270,356	253,883	237,410	220,936	204,463	187,990
	150	283,145	266,672	250,198	233,725	217,252	200,778	184,305
	160	279,460	262,987	246,514	230,040	213,567	197,094	180,620
	170	275,775	259,302	242,829	226,355	209,882	193,409	176,935
	180	272,091	255,617	239,144	222,671	206,197	189,724	173,251
	190	268,406	251,932	235,459	218,986	202,512	186,039	169,566
	200	264,704	248,230	231,757	215,284	198,810	182,337	165,864
	210	260,999	244,526	228,053	211,579	195,106	178,633	162,159
	220	257,295	240,822	224,349	207,875	191,402	174,929	158,455
	230	253,591	237,118	220,644	204,171	187,698	171,224	154,751
	240	249,887	233,414	216,940	200,467	183,994	167,520	151,047
	250	246,183	229,709	213,236	196,763	180,289	163,816	147,343

Scheme Ref: **AQ**  
 No Units: **4** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**TABLE 5**

Balance (RLV - BLV)	298,920	Density (dph)						
		25	30	35	40	45	50	55
CIL £psm 40.00	0	295,448	313,583	326,535	336,250	343,806	349,851	354,797
	10	291,783	309,917	322,870	332,585	340,141	346,185	351,131
	20	288,117	306,251	319,204	328,919	336,475	342,520	347,466
	30	284,452	302,586	315,539	325,254	332,810	338,854	343,800
	40	280,786	298,920	311,873	321,588	329,144	335,189	340,135
	50	277,121	295,255	308,208	317,923	325,479	331,523	336,469
	60	273,447	291,589	304,542	314,257	321,813	327,858	332,804
	70	269,762	287,913	300,877	310,592	318,148	324,192	329,138
	80	266,077	284,229	297,194	306,918	314,481	320,527	325,473
	90	262,392	280,544	293,509	303,233	310,796	316,846	321,797
	100	258,708	276,859	289,824	299,548	307,111	313,161	318,112
	110	255,023	273,174	286,139	295,863	303,426	309,477	314,427
	120	251,338	269,489	282,455	292,178	299,741	305,792	310,742
	130	247,653	265,805	278,770	288,494	296,057	302,107	307,057
	140	243,969	262,120	275,085	284,809	292,372	298,422	303,373
	150	240,284	258,435	271,400	281,124	288,687	294,737	299,688
	160	236,599	254,750	267,715	277,439	285,002	291,053	296,003
	170	232,914	251,065	264,031	273,754	281,317	287,368	292,318
	180	229,229	247,381	260,346	270,070	277,633	283,683	288,633
	190	225,529	243,696	256,661	266,385	273,948	279,998	284,949
	200	221,825	239,994	252,971	262,700	270,263	276,314	281,264
	210	218,121	236,289	249,267	259,000	266,570	272,627	277,579
	220	214,417	232,585	245,563	255,296	262,866	268,922	273,877
	230	210,713	228,881	241,859	251,592	259,162	265,218	270,173
	240	207,008	225,177	238,154	247,888	255,458	261,514	266,469
250	203,304	221,473	234,450	244,183	251,754	257,810	262,765	

**TABLE 6**

Balance (RLV - BLV)	298,920	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00	0	374,404	344,219	313,583	282,591	251,126	219,234	186,871
	10	370,758	340,554	309,917	278,906	247,441	215,530	183,147
	20	367,112	336,888	306,251	275,222	243,757	211,826	179,423
	30	363,465	333,223	302,586	271,537	240,072	208,122	175,700
	40	359,819	329,557	298,920	267,852	236,383	204,418	171,976
	50	356,173	325,892	295,255	264,167	232,679	200,714	168,252
	60	352,516	322,226	291,589	260,482	228,975	197,009	164,529
	70	348,850	318,561	287,913	256,798	225,270	193,291	160,805
	80	345,185	314,895	284,229	253,113	221,566	189,567	157,081
	90	341,519	311,230	280,544	249,428	217,862	185,844	153,357
	100	337,854	307,564	276,859	245,743	214,158	182,120	149,634
	110	334,188	303,899	273,174	242,058	210,454	178,396	145,910
	120	330,523	300,233	269,489	238,364	206,749	174,673	142,186
	130	326,857	296,568	265,805	234,660	203,045	170,949	138,463
	140	323,192	292,886	262,120	230,955	199,341	167,225	134,739
	150	319,526	289,201	258,435	227,251	195,635	163,502	131,015
	160	315,860	285,517	254,750	223,547	191,911	159,778	127,292
	170	312,195	281,832	251,065	219,843	188,188	156,054	123,568
	180	308,529	278,147	247,381	216,139	184,464	152,331	119,844
	190	304,864	274,462	243,696	212,434	180,740	148,607	116,121
	200	301,194	270,777	239,994	208,730	177,017	144,883	112,397
	210	297,510	267,093	236,289	205,026	173,293	141,160	108,673
	220	293,825	263,408	232,585	201,322	169,569	137,436	104,950
	230	290,140	259,723	228,881	197,618	165,846	133,712	101,226
	240	286,455	256,038	225,177	193,903	162,122	129,989	97,502
250	282,771	252,353	221,473	190,179	158,398	126,265	93,774	

Scheme Ref: **AQ**  
 No Units: **4** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**TABLE 7**

Balance (RLV - BLV)	298,920	Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
	0	216,395	265,051	313,583	362,106	410,537	458,955	507,372
	10	212,710	261,366	309,917	358,440	406,891	455,308	503,726
	20	209,025	257,681	306,251	354,775	403,245	451,662	500,079
	30	205,331	253,996	302,586	351,109	399,599	448,016	496,433
	40	201,627	250,312	298,920	347,444	395,952	444,369	492,787
CIL £psm	50	197,923	246,627	295,255	343,778	392,301	440,723	489,140
40.00	60	194,219	242,942	291,589	340,113	388,636	437,077	485,494
	70	190,515	239,257	287,913	336,447	384,970	433,431	481,848
	80	186,811	235,572	284,229	332,782	381,305	429,784	478,202
	90	183,106	231,888	280,544	329,116	377,639	426,138	474,555
	100	179,402	228,203	276,859	325,451	373,974	422,492	470,909
	110	175,698	224,515	273,174	321,785	370,308	418,831	467,263
	120	171,994	220,810	269,489	318,120	366,643	415,166	463,616
	130	168,281	217,106	265,805	314,454	362,977	411,500	459,970
	140	164,558	213,402	262,120	310,776	359,312	407,835	456,324
	150	160,834	209,698	258,435	307,091	355,646	404,169	452,677
	160	157,110	205,994	254,750	303,406	351,981	400,504	449,027
	170	153,387	202,290	251,065	299,722	348,315	396,838	445,361
	180	149,663	198,585	247,381	296,037	344,650	393,173	441,696
	190	145,939	194,881	243,696	292,352	340,984	389,507	438,030
	200	142,216	191,177	239,994	288,667	337,319	385,842	434,365
	210	138,492	187,473	236,289	284,982	333,639	382,176	430,699
	220	134,768	183,769	232,585	281,298	329,954	378,511	427,034
	230	131,045	180,049	228,881	277,613	326,269	374,845	423,368
	240	127,321	176,326	225,177	273,928	322,584	371,180	419,703
	250	123,597	172,602	221,473	270,243	318,899	367,514	416,037

**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: **AR**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				8 Units			
AH Policy requirement (% Target)				40%			
AH tenure split %				Affordable Rent: 0.0%		70.0% % Rented	
				Social Rent: 70.0%			
				Intermediate (LCHO/Sub-Market/Starter etc.): 30.0%		12.0% % of total (>10% for HWP (Feb 2017))	
Open Market Sale (OMS) housing				60%		100.0%	
				100%		100.0%	
CIL Rate (£ psm)				40.00 £ psm			
Unit mix -		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	50.0%	1.6	20%	1.6
3 bed House		50.0%	2.4	50.0%	1.6	50%	4.0
4 bed House		50.0%	2.4	0.0%	0.0	30%	2.4
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units		100.0%	4.8	100.0%	3.2	100%	8.0
OMS Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House		69.0	743			69.0	743
2 bed House		75.0	807			75.0	807
3 bed House		90.0	969			90.0	969
4 bed House		112.0	1,206			112.0	1,206
5 bed House		128.0	1,378			128.0	1,378
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		65.0	700	85.0%		76.5	823
AH Unit Floor areas -		Net area per unit (sqm)	(sqft)	Net to Gross %		Gross (GIA) per unit (sqm)	(sqft)
1 bed House		69.0	743			69.0	743
2 bed House		75.0	807			75.0	807
3 bed House		90.0	969			90.0	969
4 bed House		112.0	1,206			112.0	1,206
5 bed House		128.0	1,378			128.0	1,378
1 bed Flat		50.0	538	85.0%		58.8	633
2 bed Flat		65.0	700	85.0%		76.5	823
Total Gross Floor areas -		Mkt Units GIA (sqm)	(sqft)	AH units GIA (sqm)	(sqft)	Total GIA (all units) (sqm)	(sqft)
1 bed House		0	0	0	0	0	0
2 bed House		0	0	120	1,292	120	1,292
3 bed House		216	2,325	144	1,550	360	3,875
4 bed House		269	2,893	0	0	269	2,893
5 bed House		0	0	0	0	0	0
1 bed Flat		0	0	0	0	0	0
2 bed Flat		0	0	0	0	0	0
		485	5,218	264	2,842	749	8,060
AH % by floor area:				35.26% AH % by floor area due to mix			
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf		total MV (£ (no AH))	
1 bed House		210,000	3,043	283		0	
2 bed House		250,000	3,333	310		400,000	
3 bed House		310,000	3,444	320		1,240,000	
4 bed House		420,000	3,750	348		1,008,000	
5 bed House		495,000	3,867	359		0	
1 bed Flat		150,000	3,000	279		0	
2 bed Flat		200,000	3,077	286		0	
						2,648,000	
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV
1 bed House		78,750	37.5%	78,750	37.5%	147,000	70%
2 bed House		93,750	37.5%	93,750	37.5%	175,000	70%
3 bed House		116,250	37.5%	116,250	37.5%	217,000	70%
4 bed House		157,500	37.5%	157,500	37.5%	294,000	70%
5 bed House		185,625	37.5%	185,625	37.5%	346,500	70%
1 bed Flat		56,250	37.5%	56,250	37.5%	105,000	70%
2 bed Flat		75,000	37.5%	75,000	37.5%	140,000	70%

Scheme Ref: **AR**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	210,000	-
2 bed House	0.0	@	250,000	-
3 bed House	2.4	@	310,000	744,000
4 bed House	2.4	@	420,000	1,008,000
5 bed House	0.0	@	495,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	200,000	-
	4.8			1,752,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	78,750	-
2 bed House	0.0	@	93,750	-
3 bed House	0.0	@	116,250	-
4 bed House	0.0	@	157,500	-
5 bed House	0.0	@	185,625	-
1 bed Flat	0.0	@	56,250	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	78,750	-
2 bed House	1.1	@	93,750	105,000
3 bed House	1.1	@	116,250	130,200
4 bed House	0.0	@	157,500	-
5 bed House	0.0	@	185,625	-
1 bed Flat	0.0	@	56,250	-
2 bed Flat	0.0	@	75,000	-
	2.2			235,200
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	147,000	-
2 bed House	0.5	@	175,000	84,000
3 bed House	0.5	@	217,000	104,160
4 bed House	0.0	@	294,000	-
5 bed House	0.0	@	346,500	-
1 bed Flat	0.0	@	105,000	-
2 bed Flat	0.0	@	140,000	-
	1.0	3.2		188,160
<b>Sub-total GDV Residential</b>	<b>8</b>			<b>2,175,360</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>472,640</b>
			631 £ psm (total GIA sqm)	59,080 £ per unit (total units)
<b>Grant</b>	8	@	0	-
<b>Total GDV</b>				<b>2,175,360</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,696)
CIL				(19,392)
	CIL analysis:	485 sqm (Market only)	40.00 £ psm	
		0.89% % of GDV	2,424 £ 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	8 units @	2,000 per unit	(16,000)
<b>S106 analysis:</b>	60,000 £ per ha	0.74% % of GDV	2,000 £ per unit (total ur	(16,000)
AH Commuted Sum		749 sqm (total)	0 £ psm	-
<b>Comm. Sum analysis:</b>		0.00% % of GDV		

cont./

**Scheme Ref:** AR  
**No Units:** 8 **Location / Value Zone:** Lower **Development Scenario:** Greenfield  
**Notes:** Rural Designated Areas

<b>Construction Costs -</b>			
Site Clearance and Demolition		0.66 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	8 units @	0 per unit
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total ur)
1 bed House	-	sqm @	1,166 psm
2 bed House	120	sqm @	1,166 psm
3 bed House	360	sqm @	1,166 psm
4 bed House	269	sqm @	1,166 psm
5 bed House	-	sqm @	1,166 psm
1 bed Flat	-	sqm @	1,287 psm
2 bed Flat	749	sqm @	1,287 psm
External works		873,101 @	15.0% 16,371 £ per unit
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	units @	90% @ 521 £ per unit
M4(3) Category 3 Housing	Mrkt units	units @	10% @ 10,111 £ per unit
Water Efficiency additional cost		8 units @	10 £ per unit
Low Carbon Energy cost		8 units @	3,375 £ per unit
Contingency		1,031,146 @	3.0% (GF/BF)
<b>Professional Fees</b>		1,031,146 @	6.5%
<b>Disposal Costs -</b>			
Residential Sales Agent Costs		1,752,000 OMS @	1.00% 2,190 £ per unit
Residential Sales Legal Costs		5 OM Units @	0.25% 900 £ per unit
Affordable Sale Legal Costs			lump sum
Marketing and Promotion		1,752,000 OMS @	3.00% 6,570 £ per unit 10,550 £ per unit
<b>Interest (on Development Costs) -</b>		6.50% APR	0.526% pcm
<b>Developers Profit -</b>			
Margin on AH		423,360	6.00% on AH values
Profit on OMS		1,752,000	20.00%
<b>Profit analysis:</b>		1,271,032	29.57% on costs (375,802)
		2,175,360	17.28% blended GDV (375,802)
<b>TOTAL COSTS</b>			<b>(1,646,834)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>			
Residual Land Value (gross)			528,526
SDLT		528,526 @	(slabbed) (15,926)
Acquisition Agent fees		528,526 @	1.0% (5,285)
Acquisition Legal fees		528,526 @	0.5% (2,643)
Interest on Land		528,526 @	6.50% (34,354)
Residual Land Value			<b>470,318</b>
<b>RLV analysis:</b>	58,790 £ per plot	1,763,691 £ per ha	713,756 £ per acre

<b>BENCHMARK LAND VALUE (BLV)</b>			
Residential Density		30.0 dph	
Site Area (Net)		0.27 ha	0.66 acres
<b>Density analysis:</b>		2,808 sqm/ha	12,232 sqft/ac
Benchmark Land Value (Net)	18,533 £ per plot	555,975 £ per ha	225,000 £ per acre

<b>BALANCE</b>			
Surplus/(Deficit)		1,207,716 £ per ha	488,756 £ per acre
			<b>322,058</b>



Scheme Ref: **AR**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**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**

Balance (RLV - BLV)		Affordable Housing - % on site 40%						
		10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	322,058							
	0	600,553	557,086	513,618	470,150	426,683	383,215	339,745
	10	593,955	550,854	507,753	464,652	421,551	378,450	335,323
	20	587,358	544,623	501,888	459,154	416,419	373,685	330,901
	30	580,760	538,392	496,024	453,656	411,288	368,917	326,479
	40	574,162	532,160	490,159	448,157	406,156	364,126	322,058
	50	567,564	525,929	484,294	442,659	401,024	359,336	317,636
	60	560,966	519,698	478,429	437,161	395,878	354,546	313,214
	70	554,368	513,466	472,564	431,663	390,719	349,756	308,792
	80	547,770	507,235	466,700	426,155	385,560	344,965	304,371
	90	541,172	501,003	460,835	420,628	380,402	340,175	299,949
	100	534,574	494,772	454,959	415,101	375,243	335,385	295,527
	110	527,976	488,541	449,063	409,574	370,084	330,595	291,105
	120	521,378	482,288	443,167	404,046	364,925	325,804	286,684
	130	514,777	476,024	437,272	398,519	359,767	321,014	282,262
	140	508,144	469,760	431,376	392,992	354,608	316,224	277,821
	150	501,511	463,496	425,480	387,465	349,449	311,434	273,376
	160	494,879	457,232	419,585	381,938	344,291	306,644	268,931
	170	488,246	450,968	413,689	376,410	339,132	301,831	264,486
	180	481,614	444,703	407,793	370,883	333,973	297,016	260,041
	190	474,981	438,439	401,898	365,356	328,804	292,200	255,596
	200	468,348	432,175	396,002	359,829	323,619	287,385	251,151
	210	461,716	425,911	390,106	354,296	318,433	282,569	246,706
	220	455,083	419,647	384,211	348,740	313,247	277,754	242,261
	230	448,450	413,383	378,306	343,184	308,061	272,938	237,816
	240	441,818	407,119	372,380	337,628	302,875	268,123	233,371
250	435,185	400,835	366,453	332,071	297,689	263,308	228,926	

**TABLE 2**

Balance (RLV - BLV)		Site Specific S106						
		90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	322,058							
	0	341,166	339,745	338,319	336,894	335,468	334,043	332,617
	10	336,748	335,323	333,897	332,472	331,047	329,621	328,196
	20	332,326	330,901	329,476	328,050	326,625	325,199	323,774
	30	327,905	326,479	325,054	323,628	322,203	320,778	319,352
	40	323,483	322,058	320,632	319,207	317,781	316,356	314,930
	50	319,061	317,636	316,210	314,785	313,360	311,934	310,509
	60	314,639	313,214	311,789	310,363	308,938	307,512	306,087
	70	310,218	308,792	307,367	305,941	304,516	303,091	301,665
	80	305,796	304,371	302,945	301,520	300,094	298,669	297,243
	90	301,374	299,949	298,523	297,098	295,673	294,247	292,822
	100	296,952	295,527	294,102	292,676	291,251	289,825	288,400
	110	292,531	291,105	289,680	288,254	286,829	285,404	283,978
	120	288,109	286,684	285,258	283,833	282,407	280,979	279,546
	130	283,687	282,262	280,833	279,400	277,967	276,534	275,101
	140	279,254	277,821	276,388	274,955	273,522	272,089	270,656
	150	274,809	273,376	271,943	270,510	269,077	267,644	266,211
	160	270,364	268,931	267,498	266,065	264,632	263,199	261,766
	170	265,919	264,486	263,053	261,620	260,187	258,754	257,321
	180	261,474	260,041	258,608	257,175	255,742	254,309	252,876
	190	257,029	255,596	254,163	252,730	251,297	249,864	248,431
	200	252,584	251,151	249,718	248,285	246,852	245,419	243,986
	210	248,139	246,706	245,273	243,840	242,407	240,974	239,541
	220	243,694	242,261	240,828	239,395	237,962	236,529	235,096
	230	239,249	237,816	236,383	234,950	233,517	232,084	230,651
	240	234,804	233,371	231,938	230,505	229,072	227,639	226,206
250	230,359	228,926	227,493	226,060	224,627	223,194	221,761	

Scheme Ref: **AR**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**TABLE 3**

Balance (RLV - BLV)	322,058	Profit (on OMS) 20%						
		15%	16%	17%	18%	19%	20%	21%
0		415,957	400,714	385,472	370,229	354,987	339,745	324,502
10		411,535	396,292	381,050	365,808	350,565	335,323	320,080
20		407,113	391,871	376,628	361,386	346,143	330,901	315,659
30		402,691	387,449	372,206	356,964	341,722	326,479	311,237
40		398,270	383,027	367,785	352,542	337,300	322,058	306,815
CIL £psm		393,848	378,605	363,363	348,121	332,878	317,636	302,393
40.00		389,426	374,184	358,941	343,699	328,456	313,214	297,972
		385,004	369,762	354,519	339,277	324,035	308,792	293,550
		380,583	365,340	350,098	334,855	319,613	304,371	289,128
		376,161	360,918	345,676	330,434	315,191	299,949	284,706
		371,739	356,497	341,254	326,012	310,769	295,527	280,285
		367,317	352,075	336,832	321,590	306,348	291,105	275,863
		362,896	347,653	332,411	317,168	301,926	286,684	271,441
		358,474	343,231	327,989	312,747	297,504	282,262	267,019
		354,053	338,790	323,548	308,306	293,063	277,821	262,578
		349,588	334,345	319,103	303,861	288,618	273,376	258,133
		345,143	329,900	314,658	299,416	284,173	268,931	253,688
		340,698	325,455	310,213	294,971	279,728	264,486	249,243
		336,253	321,010	305,768	290,526	275,283	260,041	244,798
		331,808	316,565	301,323	286,081	270,838	255,596	240,353
		327,363	312,120	296,878	281,636	266,393	251,151	235,908
		322,918	307,675	292,433	277,191	261,948	246,706	231,463
		318,473	303,230	287,988	272,746	257,503	242,261	227,018
		314,028	298,785	283,543	268,301	253,058	237,816	222,573
		309,583	294,340	279,098	263,856	248,613	233,371	218,128
		305,138	289,895	274,653	259,410	244,168	228,926	213,683

**TABLE 4**

Balance (RLV - BLV)	322,058	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		389,165	356,218	323,271	290,325	257,378	224,431	191,485
10		384,743	351,796	318,849	285,903	252,956	220,009	187,063
20		380,321	347,374	314,428	281,481	248,534	215,588	182,641
30		375,899	342,953	310,006	277,059	244,113	211,166	178,219
40		371,478	338,531	305,584	272,638	239,691	206,744	173,798
CIL £psm		367,056	334,109	301,162	268,216	235,269	202,322	169,376
40.00		362,634	329,687	296,741	263,794	230,847	197,901	164,954
		358,212	325,266	292,319	259,372	226,426	193,479	160,532
		353,791	320,844	287,897	254,951	222,004	189,057	156,111
		349,369	316,422	283,475	250,529	217,582	184,635	151,689
		344,947	312,000	279,054	246,107	213,160	180,214	147,267
		340,525	307,579	274,632	241,685	208,739	175,792	142,845
		336,104	303,157	270,210	237,264	204,317	171,370	138,424
		331,682	298,735	265,788	232,842	199,895	166,948	134,002
		327,241	294,294	261,348	228,401	195,454	162,508	129,561
		322,796	289,849	256,903	223,956	191,009	158,063	125,116
		318,351	285,404	252,457	219,511	186,564	153,617	120,671
		313,906	280,959	248,012	215,066	182,119	149,172	116,226
		309,461	276,514	243,567	210,621	177,674	144,727	111,781
		305,016	272,069	239,122	206,176	173,229	140,282	107,336
		300,571	267,624	234,677	201,731	168,784	135,837	102,891
		296,126	263,179	230,232	197,286	164,339	131,392	98,446
		291,681	258,734	225,787	192,841	159,894	126,947	94,001
		287,236	254,289	221,342	188,396	155,449	122,502	89,556
		282,791	249,844	216,897	183,951	151,004	118,057	85,111
		278,346	245,399	212,452	179,506	146,559	113,612	80,666

Scheme Ref: **AR**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**TABLE 5**

Balance (RLV - BLV)	322,058	Density (dph)						
		25	30	35	40	45	50	55
	0	310,093	339,745	360,925	376,810	389,165	399,049	407,135
	10	305,671	335,323	356,503	372,388	384,743	394,627	402,714
	20	301,249	330,901	352,081	367,966	380,321	390,205	398,292
	30	296,827	326,479	347,659	363,544	375,899	385,783	393,870
	40	292,406	322,058	343,238	359,123	371,478	381,362	389,448
CIL £psm	50	287,984	317,636	338,816	354,701	367,056	376,940	385,027
40.00	60	283,562	313,214	334,394	350,279	362,634	372,518	380,605
	70	279,140	308,792	329,972	345,857	358,212	368,096	376,183
	80	274,719	304,371	325,551	341,436	353,791	363,675	371,761
	90	270,297	299,949	321,129	337,014	349,369	359,253	367,340
	100	265,875	295,527	316,707	332,592	344,947	354,831	362,918
	110	261,453	291,105	312,285	328,170	340,525	350,409	358,496
	120	257,032	286,684	307,864	323,749	336,104	345,988	354,074
	130	252,610	282,262	303,442	319,327	331,682	341,566	349,653
	140	248,189	277,821	299,001	314,886	327,241	337,125	345,212
	150	243,724	273,376	294,556	310,441	322,796	332,680	340,767
	160	239,279	268,931	290,111	305,996	318,351	328,235	336,322
	170	234,834	264,486	285,666	301,551	313,906	323,790	331,877
	180	230,389	260,041	281,221	297,106	309,461	319,345	327,432
	190	225,944	255,596	276,776	292,661	305,016	314,900	322,987
	200	221,499	251,151	272,331	288,216	300,571	310,455	318,542
	210	217,054	246,706	267,886	283,771	296,126	306,010	314,097
	220	212,609	242,261	263,441	279,326	291,681	301,565	309,652
	230	208,164	237,816	258,996	274,881	287,236	297,120	305,207
	240	203,719	233,371	254,551	270,436	282,791	292,675	300,762
	250	199,274	228,926	250,106	265,991	278,346	288,230	296,317

**TABLE 6**

Balance (RLV - BLV)	322,058	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	120%	
	0	450,740	395,609	339,745	283,011	225,407	166,841	107,612
	10	446,364	391,211	335,323	278,589	220,960	162,373	103,144
	20	441,988	386,812	330,901	274,158	216,492	157,904	98,675
	30	437,613	382,414	326,479	269,713	212,023	153,436	94,207
	40	433,237	378,015	322,058	265,268	207,555	148,968	89,738
CIL £psm	50	428,845	373,616	317,636	260,823	203,086	144,499	85,270
40.00	60	424,447	369,218	313,214	256,378	198,618	140,031	80,802
	70	420,048	364,819	308,792	251,933	194,150	135,562	76,333
	80	415,649	360,421	304,371	247,488	189,681	131,094	71,865
	90	411,251	356,022	299,949	243,043	185,213	126,626	67,396
	100	406,852	351,623	295,527	238,598	180,744	122,157	62,928
	110	402,454	347,203	291,105	234,153	176,276	117,689	58,437
	120	398,055	342,781	286,684	229,708	171,808	113,220	53,945
	130	393,656	338,360	282,262	225,263	167,339	108,752	49,453
	140	389,258	333,938	277,821	220,816	162,871	104,284	44,961
	150	384,859	329,516	273,376	216,347	158,402	99,815	40,469
	160	380,460	325,094	268,931	211,879	153,934	95,347	35,977
	170	376,062	320,673	264,486	207,410	149,465	90,878	31,485
	180	371,663	316,251	260,041	202,942	144,997	86,410	26,993
	190	367,265	311,829	255,596	198,474	140,529	81,942	22,501
	200	362,866	307,407	251,151	194,005	136,060	77,473	18,009
	210	358,448	302,986	246,706	189,537	131,592	73,005	13,518
	220	354,026	298,564	242,261	185,068	127,123	68,536	9,026
	230	349,604	294,142	237,816	180,600	122,655	64,068	4,534
	240	345,183	289,720	233,371	176,132	118,187	59,583	42
	250	340,761	285,290	228,926	171,663	113,718	55,091	(4,450)

Scheme Ref: **AR**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**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)	322,058							
	0	222,891	281,357	339,745	397,975	456,203	514,361	572,462
	10	218,446	276,935	335,323	393,577	451,804	509,985	568,086
	20	214,001	272,514	330,901	389,178	447,406	505,610	563,710
	30	209,556	268,092	326,479	384,779	443,007	501,234	559,335
	40	205,111	263,670	322,058	380,381	438,608	496,836	554,959
CIL £psm	50	200,666	259,246	317,636	375,982	434,210	492,438	550,584
	40.00	60	196,221	254,801	313,214	371,584	429,811	488,039
	70	191,776	250,356	308,792	367,180	425,413	483,640	541,832
	80	187,331	245,911	304,371	362,758	421,014	479,242	537,457
	90	182,886	241,466	299,949	358,336	416,615	474,843	533,071
	100	178,441	237,021	295,527	353,914	412,217	470,445	528,672
	110	173,996	232,576	291,105	349,493	407,818	466,046	524,274
	120	169,551	228,131	286,684	345,071	403,420	461,647	519,875
	130	165,106	223,686	282,262	340,649	399,021	457,249	515,476
	140	160,661	219,241	277,821	336,227	394,615	452,850	511,078
	150	156,216	214,796	273,376	331,806	390,193	448,452	506,679
	160	151,771	210,351	268,931	327,384	385,771	444,053	502,281
	170	147,326	205,906	264,486	322,962	381,350	439,654	497,882
	180	142,881	201,461	260,041	318,540	376,928	435,256	493,483
	190	138,436	197,016	255,596	314,119	372,506	430,857	489,085
	200	133,991	192,571	251,151	309,697	368,084	426,458	484,686
	210	129,546	188,126	246,706	305,275	363,663	422,050	480,288
	220	125,101	183,681	242,261	300,841	359,241	417,628	475,889
	230	120,656	179,236	237,816	296,396	354,819	413,206	471,490
	240	116,211	174,791	233,371	291,951	350,397	408,785	467,092
	250	111,766	170,346	228,926	287,506	345,976	404,363	462,693

**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: **AR**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				8 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>	<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	50.0%	0.0	0%	0.0	
3 bed House	50.0%	4.0	50.0%	0.0	50%	4.0	
4 bed House	50.0%	4.0	0.0%	0.0	50%	4.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
Total number of units	100.0%	8.0	100.0%	0.0	100%	8.0	
<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	69.0	743		69.0		743	
2 bed House	75.0	807		75.0		807	
3 bed House	90.0	969		90.0		969	
4 bed House	112.0	1,206		112.0		1,206	
5 bed House	128.0	1,378		128.0		1,378	
1 bed Flat	50.0	538	85.0%	58.8		633	
2 bed Flat	65.0	700	85.0%	76.5		823	
<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	69.0	743		69.0		743	
2 bed House	75.0	807		75.0		807	
3 bed House	90.0	969		90.0		969	
4 bed House	112.0	1,206		112.0		1,206	
5 bed House	128.0	1,378		128.0		1,378	
1 bed Flat	50.0	538	85.0%	58.8		633	
2 bed Flat	65.0	700	85.0%	76.5		823	
<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)	(sqft)
1 bed House	0	0	0	0	0	0	0
2 bed House	0	0	0	0	0	0	0
3 bed House	360	3,875	0	0	360	3,875	3,875
4 bed House	448	4,822	0	0	448	4,822	4,822
5 bed House	0	0	0	0	0	0	0
1 bed Flat	0	0	0	0	0	0	0
2 bed Flat	0	0	0	0	0	0	0
	808	8,697	0	0	808	8,697	8,697
<b>AH % by floor area:</b>		<b>0.00% AH % by floor area due to mix</b>					
<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	210,000	3,043	283	0			
2 bed House	250,000	3,333	310	0			
3 bed House	310,000	3,444	320	1,240,000			
4 bed House	420,000	3,750	348	1,680,000			
5 bed House	495,000	3,867	359	0			
1 bed Flat	150,000	3,000	279	0			
2 bed Flat	200,000	3,077	286	0			
				2,920,000			
<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	78,750	37.5%	78,750	37.5%	147,000	70%	
2 bed House	93,750	37.5%	93,750	37.5%	175,000	70%	
3 bed House	116,250	37.5%	116,250	37.5%	217,000	70%	
4 bed House	157,500	37.5%	157,500	37.5%	294,000	70%	
5 bed House	185,625	37.5%	185,625	37.5%	346,500	70%	
1 bed Flat	56,250	37.5%	56,250	37.5%	105,000	70%	
2 bed Flat	75,000	37.5%	75,000	37.5%	140,000	70%	

Scheme Ref: **AR**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	210,000	-
2 bed House	0.0	@	250,000	-
3 bed House	4.0	@	310,000	1,240,000
4 bed House	4.0	@	420,000	1,680,000
5 bed House	0.0	@	495,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	200,000	-
	8.0			2,920,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	78,750	-
2 bed House	0.0	@	93,750	-
3 bed House	0.0	@	116,250	-
4 bed House	0.0	@	157,500	-
5 bed House	0.0	@	185,625	-
1 bed Flat	0.0	@	56,250	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	78,750	-
2 bed House	0.0	@	93,750	-
3 bed House	0.0	@	116,250	-
4 bed House	0.0	@	157,500	-
5 bed House	0.0	@	185,625	-
1 bed Flat	0.0	@	56,250	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	147,000	-
2 bed House	0.0	@	175,000	-
3 bed House	0.0	@	217,000	-
4 bed House	0.0	@	294,000	-
5 bed House	0.0	@	346,500	-
1 bed Flat	0.0	@	105,000	-
2 bed Flat	0.0	@	140,000	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>	<b>8</b>			<b>2,920,000</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
<b>Grant</b>	8	@	0	-
<b>Total GDV</b>				<b>2,920,000</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,696)
CIL		808 sqm (Market only)	40.00 £ psm	(32,320)
	CIL analysis:	1.11% % of GDV	4,040 £ 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	8 units @	2,000 per unit	(16,000)
<b>AH Commuted Sum</b>	<b>S106 analysis:</b>	60,000 £ per ha	0.55% % of GDV	2,000 £ per unit (total ur)
	<b>Comm. Sum analysis:</b>		12.59% % of GDV	455 £ psm (16,000)
				(367,756)

cont./

**Scheme Ref:** AR  
**No Units:** 8 **Location / Value Zone:** Lower **Development Scenario:** Greenfield  
**Notes:** Rural Designated Areas

<b>Construction Costs -</b>					
Site Clearance and Demolition		0.66 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	8 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House	-	sqm @		1,166 psm	-
2 bed House	-	sqm @		1,166 psm	-
3 bed House	360	sqm @		1,166 psm	(419,760)
4 bed House	448	sqm @		1,166 psm	(522,368)
5 bed House	-	sqm @		1,166 psm	-
1 bed Flat	-	sqm @		1,287 psm	-
2 bed Flat	808	sqm @		1,287 psm	-
External works		942,128 @		15.0% 17,665 £ per unit	(141,319)
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	- units @	90% @	521 £ per unit	-
M4(3) Category 3 Housing	Mrkt units	- units @	10% @	10,111 £ per unit	-
Water Efficiency additional cost	8 units @			10 £ per unit	(80)
Low Carbon Energy cost	8 units @			3,375 £ per unit	(27,000)
Contingency		1,110,527 @		3.0% (GF/BF)	(33,316)
<b>Professional Fees</b>		1,110,527 @		6.5%	(72,184)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		2,920,000 OMS @		1.00% 3,650 £ per unit	(29,200)
Residential Sales Legal Costs		8 OM Units @		0.25% 900 £ per unit	(7,200)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		2,920,000 OMS @		3.00% 10,950 £ per unit 16,750 £ per unit	(87,600)
<b>Interest (on Development Costs) -</b>			6.50% APR	0.526% pcm	(27,674)
<b>Developers Profit -</b>					
Margin on AH		0		6.00% on AH values	-
Profit on OMS		2,920,000		20.00%	(584,000)
<b>Profit analysis:</b>		1,807,474		32.31% on costs	(584,000)
		2,920,000		20.00% blended GDV	(584,000)
<b>TOTAL COSTS</b>					<b>(2,391,474)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					528,526
SDLT		528,526 @		(slabbed)	(15,926)
Acquisition Agent fees		528,526 @		1.0%	(5,285)
Acquisition Legal fees		528,526 @		0.5%	(2,643)
Interest on Land		528,526 @		6.50%	(34,354)
Residual Land Value					<b>470,318</b>
<b>RLV analysis:</b>	58,790 £ per plot	1,763,693 £ per ha		713,757 £ per acre	

<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		30.0 dph			
Site Area (Net)		0.27 ha		0.66 acres	
<b>Density analysis:</b>		3,030 sqm/ha		13,199 sqft/ac	
Benchmark Land Value (Net)	18,533 £ per plot	555,975 £ per ha		225,000 £ per acre	<b>148,260</b>

<b>BALANCE</b>					
Surplus/(Deficit)		1,207,718 £ per ha		488,757 £ per acre	<b>322,058</b>

Scheme Ref: **AR**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**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)		322,058	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		270,523	229,861	189,199	148,536	107,874	67,159	26,359
	10		263,820	223,531	183,241	142,951	102,661	62,293	21,867
	20		257,118	217,200	177,283	137,365	97,448	57,426	17,375
	30		250,415	210,870	171,325	131,780	92,235	52,560	12,883
	40		243,713	204,540	165,367	126,194	86,996	47,694	8,391
	50		237,010	198,210	159,409	120,609	81,756	42,828	3,899
	60		230,307	191,879	153,451	115,023	76,515	37,961	(592)
	70		223,605	185,549	147,493	109,438	71,275	33,095	(5,084)
	80		216,902	179,219	141,536	103,839	66,034	28,229	(9,576)
	90		210,200	172,889	135,578	98,225	60,794	23,363	(14,068)
	100		203,497	166,558	129,620	92,610	55,553	18,496	(18,560)
	110		196,794	160,228	123,662	86,995	50,313	13,630	(23,052)
	120		190,092	153,898	117,688	81,380	45,072	8,764	(27,544)
	130		183,389	147,568	111,699	75,765	39,831	3,898	(32,036)
	140		176,686	141,237	105,709	70,150	34,591	(968)	(36,528)
	150		169,984	134,905	99,720	64,535	29,350	(5,835)	(41,020)
	160		163,281	128,574	93,731	58,920	24,110	(10,701)	(45,512)
	170		156,579	122,243	87,742	53,305	18,869	(15,567)	(50,004)
	180		149,876	115,912	81,753	47,691	13,629	(20,433)	(54,495)
	190		143,173	109,581	75,763	42,076	8,388	(25,300)	(58,987)
	200		136,470	103,250	69,774	36,461	3,147	(30,166)	(63,479)
	210		129,767	96,919	63,785	30,846	(2,093)	(35,032)	(67,971)
	220		123,064	90,588	57,796	25,231	(7,334)	(39,898)	(72,463)
	230		116,361	84,257	51,806	19,616	(12,574)	(44,765)	(76,964)
	240		109,658	77,926	45,817	14,001	(17,815)	(49,631)	(81,460)
	250		102,955	71,595	39,828	8,386	(23,055)	(54,497)	(85,955)

**TABLE 2**

		Site Specific S106						(where 110% is a 10% increase etc.)	
Balance (RLV - BLV)		322,058	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		353,288	351,847	350,407	348,966	347,526	346,085	344,645
	10		345,840	344,400	342,960	341,519	340,079	338,638	337,198
	20		338,393	336,953	335,512	334,072	332,631	331,191	329,750
	30		330,945	329,505	328,065	326,624	325,184	323,743	322,303
	40		323,498	322,058	320,618	319,177	317,737	316,296	314,856
	50		316,051	314,611	313,170	311,730	310,289	308,849	307,408
	60		308,604	307,163	305,723	304,282	302,842	301,401	299,961
	70		301,156	299,716	298,276	296,835	295,395	293,954	292,514
	80		293,709	292,269	290,828	289,388	287,947	286,507	285,066
	90		286,262	284,821	283,381	281,940	280,500	279,059	277,619
	100		278,814	277,374	275,934	274,493	273,053	271,612	270,172
	110		271,367	269,927	268,486	267,046	265,605	264,165	262,724
	120		263,920	262,479	261,039	259,598	258,158	256,717	255,277
	130		256,472	255,032	253,591	252,151	250,711	249,270	247,830
	140		249,025	247,585	246,144	244,704	243,263	241,823	240,382
	150		241,578	240,137	238,697	237,256	235,816	234,375	232,935
	160		234,130	232,690	231,249	229,809	228,369	226,928	225,488
	170		226,683	225,243	223,802	222,362	220,921	219,481	218,040
	180		219,236	217,795	216,355	214,914	213,474	212,033	210,593
	190		211,788	210,348	208,907	207,467	206,027	204,586	203,146
	200		204,341	202,901	201,460	200,020	198,579	197,139	195,698
	210		196,894	195,453	194,013	192,572	191,132	189,691	188,251
	220		189,446	188,006	186,565	185,125	183,685	182,244	180,804
	230		181,999	180,559	179,118	177,677	176,237	174,796	173,356
	240		174,551	173,111	171,671	170,230	168,790	167,349	165,909
	250		167,104	165,664	164,223	162,783	161,342	159,902	158,461



Scheme Ref: **AR**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**TABLE 3**

Balance (RLV - BLV)	322,058	Profit (on OMS) 20%						
		15%	16%	17%	18%	19%	20%	21%
0		478,867	453,463	428,059	402,655	377,251	351,847	326,443
10		471,420	446,016	420,612	395,208	369,804	344,400	318,996
20		463,973	438,569	413,165	387,761	362,357	336,953	311,549
30		456,525	431,121	405,717	380,313	354,909	329,505	304,101
40		449,078	423,674	398,270	372,866	347,462	322,058	296,654
CIL £psm		441,631	416,227	390,823	365,419	340,015	314,611	289,207
40.00		434,183	408,779	383,375	357,971	332,567	307,163	281,759
60		426,736	401,332	375,928	350,524	325,120	299,716	274,312
70		419,289	393,885	368,481	343,077	317,673	292,269	266,865
80		411,841	386,437	361,033	335,629	310,225	284,821	259,417
90		404,394	378,990	353,586	328,182	302,778	277,374	251,970
100		396,947	371,543	346,139	320,735	295,331	269,927	244,523
110		389,499	364,095	338,691	313,287	287,883	262,479	237,075
120		382,052	356,648	331,244	305,840	280,436	255,032	229,628
130		374,605	349,201	323,797	298,393	272,989	247,585	222,181
140		367,157	341,753	316,349	290,945	265,541	240,137	214,733
150		359,710	334,306	308,902	283,498	258,094	232,690	207,286
160		352,263	326,859	301,455	276,051	250,647	225,243	199,839
170		344,815	319,411	294,007	268,603	243,199	217,795	192,391
180		337,368	311,964	286,560	261,156	235,752	210,348	184,944
190		329,921	304,517	279,113	253,709	228,305	202,901	177,497
200		322,473	297,069	271,665	246,261	220,857	195,453	170,049
210		315,026	289,622	264,218	238,814	213,410	188,006	162,602
220		307,579	282,175	256,771	231,367	205,963	180,559	155,155
230		300,101	274,697	249,293	223,889	198,485	173,081	147,677
240		292,615	267,211	241,807	216,403	190,999	165,595	140,191
250								

**TABLE 4**

Balance (RLV - BLV)	322,058	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		401,267	368,321	335,374	302,427	269,481	236,534	203,587
10		393,820	360,873	327,927	294,980	262,033	229,087	196,140
20		386,373	353,426	320,479	287,533	254,586	221,639	188,693
30		378,925	345,979	313,032	280,085	247,139	214,192	181,245
40		371,478	338,531	305,585	272,638	239,691	206,745	173,798
CIL £psm		364,031	331,084	298,137	265,191	232,244	199,297	166,351
40.00		356,583	323,637	290,690	257,743	224,797	191,850	158,903
60		349,136	316,189	283,243	250,296	217,349	184,403	151,456
70		341,689	308,742	275,795	242,849	209,902	176,955	144,009
80		334,241	301,295	268,348	235,401	202,455	169,508	136,561
90		326,794	293,847	260,901	227,954	195,007	162,061	129,114
100		319,347	286,400	253,453	220,507	187,560	154,613	121,667
110		311,899	278,953	246,006	213,059	180,113	147,166	114,219
120		304,452	271,505	238,559	205,612	172,665	139,719	106,772
130		297,005	264,058	231,111	198,165	165,218	132,271	99,325
140		289,557	256,611	223,664	190,717	157,771	124,824	91,877
150		282,110	249,163	216,217	183,270	150,323	117,377	84,430
160		274,663	241,716	208,769	175,823	142,876	109,929	76,983
170		267,215	234,269	201,322	168,375	135,429	102,482	69,535
180		259,768	226,821	193,875	160,928	127,981	95,035	62,088
190		252,321	219,374	186,427	153,481	120,534	87,587	54,641
200		244,873	211,927	178,980	146,033	113,087	80,140	47,193
210		237,426	204,479	171,533	138,586	105,639	72,693	39,746
220		229,979	197,032	164,085	131,139	98,192	65,245	32,299
230		222,501	189,555	156,608	123,661	90,715	57,768	24,821
240		215,015	182,068	149,122	116,175	83,228	50,282	17,335
250								



Scheme Ref: **AR**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

**TABLE 5**

Balance (RLV - BLV)	322,058	Density (dph)						
		25	30	35	40	45	50	55
	0	322,195	351,847	373,027	388,912	401,267	411,151	419,238
	10	314,748	344,400	365,580	381,465	393,820	403,704	411,791
	20	307,301	336,953	358,133	374,018	386,373	396,257	404,344
	30	299,853	329,505	350,685	366,570	378,925	388,809	396,896
	40	292,406	322,058	343,238	359,123	371,478	381,362	389,449
CIL £psm	50	284,959	314,611	335,791	351,676	364,031	373,915	382,002
40.00	60	277,511	307,163	328,343	344,228	356,583	366,467	374,554
	70	270,064	299,716	320,896	336,781	349,136	359,020	367,107
	80	262,617	292,269	313,449	329,334	341,689	351,573	359,660
	90	255,169	284,821	306,001	321,886	334,241	344,125	352,212
	100	247,722	277,374	298,554	314,439	326,794	336,678	344,765
	110	240,275	269,927	291,107	306,992	319,347	329,231	337,318
	120	232,827	262,479	283,659	299,544	311,899	321,783	329,870
	130	225,380	255,032	276,212	292,097	304,452	314,336	322,423
	140	217,933	247,585	268,765	284,650	297,005	306,889	314,976
	150	210,485	240,137	261,317	277,202	289,557	299,441	307,528
	160	203,038	232,690	253,870	269,755	282,110	291,994	300,081
	170	195,591	225,243	246,423	262,308	274,663	284,547	292,634
	180	188,143	217,795	238,975	254,860	267,215	277,099	285,186
	190	180,696	210,348	231,528	247,413	259,768	269,652	277,739
	200	173,249	202,901	224,081	239,966	252,321	262,205	270,291
	210	165,801	195,453	216,633	232,518	244,873	254,757	262,844
	220	158,354	188,006	209,186	225,071	237,426	247,310	255,397
	230	150,907	180,559	201,739	217,624	229,979	239,863	247,949
	240	143,429	173,081	194,261	210,146	222,501	232,385	240,472
	250	135,943	165,595	186,775	202,660	215,015	224,899	232,986

**TABLE 6**

Balance (RLV - BLV)	322,058	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	120%	
	0	472,745	412,718	351,847	290,119	227,698	164,509	100,367
	10	465,336	405,310	344,400	282,672	220,251	157,023	92,880
	20	457,928	397,902	336,953	275,225	212,803	149,536	85,394
	30	450,520	390,493	329,505	267,777	205,356	142,050	77,907
	40	443,111	383,085	322,058	260,330	197,909	134,563	70,421
CIL £psm	50	435,703	375,646	314,611	252,882	190,461	127,077	62,934
40.00	60	428,295	368,199	307,163	245,435	183,014	119,590	55,448
	70	420,886	360,751	299,716	237,988	175,550	112,104	47,961
	80	413,478	353,304	292,269	230,540	168,063	104,617	40,474
	90	406,070	345,857	284,821	223,093	160,577	97,131	32,988
	100	398,661	338,409	277,374	215,646	153,090	89,644	25,501
	110	391,253	330,962	269,927	208,198	145,604	82,158	18,015
	120	383,844	323,515	262,479	200,751	138,117	74,671	10,528
	130	376,410	316,067	255,032	193,304	130,631	67,185	3,042
	140	368,962	308,620	247,585	185,856	123,144	59,698	(4,445)
	150	361,515	301,173	240,137	178,407	115,658	52,212	(11,931)
	160	354,068	293,725	232,690	170,921	108,171	44,725	(19,418)
	170	346,620	286,278	225,243	163,434	100,685	37,238	(26,920)
	180	339,173	278,831	217,795	155,948	93,198	29,752	(34,446)
	190	331,725	271,383	210,348	148,461	85,712	22,265	(41,972)
	200	324,278	263,936	202,901	140,975	78,225	14,779	(49,498)
	210	316,831	256,488	195,453	133,488	70,738	7,292	(57,024)
	220	309,383	249,041	188,006	126,002	63,252	(194)	(64,549)
	230	301,936	241,594	180,559	118,515	55,765	(7,681)	(72,075)
	240	294,489	234,146	173,081	111,028	48,279	(15,167)	(79,601)
	250	287,041	226,699	165,595	103,542	40,792	(22,654)	(87,127)



Scheme Ref: **AR**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Greenfield**  
 Notes: Rural Designated Areas

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	322,058	90%	95%	100%	105%	110%	115%	120%
		0	155,829	253,838	351,847	449,636	547,269	644,601	741,913
		10	148,381	246,391	344,400	442,227	539,861	637,231	734,544
		20	140,903	238,943	336,953	434,819	532,452	629,862	727,174
		30	133,416	231,496	329,505	427,411	525,044	622,492	719,804
		40	125,930	224,049	322,058	420,002	517,636	615,123	712,435
	CIL £psm	50	118,443	216,601	314,611	412,594	510,227	607,753	705,065
	40.00	60	110,957	209,154	307,163	405,173	502,819	600,383	697,696
		70	103,470	201,707	299,716	397,725	495,410	593,014	690,326
		80	95,984	194,259	292,269	390,278	488,002	585,635	682,956
		90	88,497	186,812	284,821	382,831	480,594	578,227	675,587
		100	81,011	179,365	277,374	375,383	473,185	570,819	668,217
		110	73,524	171,917	269,927	367,936	465,777	563,410	660,848
		120	66,038	164,470	262,479	360,489	458,369	556,002	653,478
		130	58,551	156,992	255,032	353,041	450,960	548,594	646,109
		140	51,065	149,506	247,585	345,594	443,552	541,185	638,739
		150	43,578	142,019	240,137	338,147	436,144	533,777	631,369
		160	36,092	134,533	232,690	330,699	428,709	526,369	624,000
		170	28,605	127,046	225,243	323,252	421,261	518,960	616,593
		180	21,119	119,560	217,795	315,805	413,814	511,552	609,185
		190	13,632	112,073	210,348	308,357	406,367	504,143	601,777
		200	6,146	104,587	202,901	300,910	398,919	496,735	594,368
		210	(1,341)	97,100	195,453	293,463	391,472	489,327	586,960
		220	(8,828)	89,613	188,006	286,015	384,025	481,918	579,552
		230	(16,314)	82,127	180,559	278,568	376,577	474,510	572,143
		240	(23,801)	74,640	173,081	271,121	369,130	467,102	564,735
		250	(31,287)	67,154	165,595	263,673	361,683	459,692	557,327

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: **AS**  
 No Units: **4** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		4 Units					
AH Policy requirement (% Target)		0%					
AH tenure split %		Affordable Rent:		0.0%		70.0% % Rented	
		Social Rent:		70.0%			
		Intermediate (LCHO/Sub-Market/Starter etc.):		30.0%		0.0% % of total (>10% for HWP (Feb 2017))	
Open Market Sale (OMS) housing		100%		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	50.0%	0.0	0%	0.0	
3 bed House	50.0%	2.0	50.0%	0.0	50%	2.0	
4 bed House	50.0%	2.0	0.0%	0.0	50%	2.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
Total number of units	100.0%	4.0	100.0%	0.0	100%	4.0	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>		<b>(sqft)</b>	<b>(sqft)</b>
1 bed House	69.0	743		69.0	743		
2 bed House	75.0	807		75.0	807		
3 bed House	90.0	969		90.0	969		
4 bed House	112.0	1,206		112.0	1,206		
5 bed House	128.0	1,378		128.0	1,378		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823		
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>		<b>(sqft)</b>	<b>(sqft)</b>
1 bed House	69.0	743		69.0	743		
2 bed House	75.0	807		75.0	807		
3 bed House	90.0	969		90.0	969		
4 bed House	112.0	1,206		112.0	1,206		
5 bed House	128.0	1,378		128.0	1,378		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823		
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA (sqm)</b>	<b>AH units GIA (sqm)</b>	<b>Total GIA (all units) (sqm)</b>		<b>(sqft)</b>	<b>(sqft)</b>
1 bed House	0	0	0	0	0	0	
2 bed House	0	0	0	0	0	0	
3 bed House	180	1,938	0	180	1,938		
4 bed House	224	2,411	0	224	2,411		
5 bed House	0	0	0	0	0	0	
1 bed Flat	0	0	0	0	0	0	
2 bed Flat	0	0	0	0	0	0	
	404	4,349	0	404	4,349		
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	230,000	3,333	310	0			
2 bed House	270,000	3,600	334	0			
3 bed House	320,000	3,556	330	640,000			
4 bed House	450,000	4,018	373	900,000			
5 bed House	520,000	4,063	377	0			
1 bed Flat	170,000	3,400	316	0			
2 bed Flat	215,000	3,308	307	0			
				1,540,000			
<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	86,250	37.5%	86,250	37.5%	161,000	70%	
2 bed House	101,250	37.5%	101,250	37.5%	189,000	70%	
3 bed House	120,000	37.5%	120,000	37.5%	224,000	70%	
4 bed House	168,750	37.5%	168,750	37.5%	315,000	70%	
5 bed House	195,000	37.5%	195,000	37.5%	364,000	70%	
1 bed Flat	63,750	37.5%	63,750	37.5%	119,000	70%	
2 bed Flat	80,625	37.5%	80,625	37.5%	150,500	70%	

Scheme Ref: **AS**  
 No Units: **4** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	230,000	-
2 bed House	0.0	@	270,000	-
3 bed House	2.0	@	320,000	640,000
4 bed House	2.0	@	450,000	900,000
5 bed House	0.0	@	520,000	-
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	4.0			1,540,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	86,250	-
2 bed House	0.0	@	101,250	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	86,250	-
2 bed House	0.0	@	101,250	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	0.0			-
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	161,000	-
2 bed House	0.0	@	189,000	-
3 bed House	0.0	@	224,000	-
4 bed House	0.0	@	315,000	-
5 bed House	0.0	@	364,000	-
1 bed Flat	0.0	@	119,000	-
2 bed Flat	0.0	@	150,500	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>	<b>4</b>			<b>1,540,000</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
<b>Grant</b>	4	@	0	-
<b>Total GDV</b>				<b>1,540,000</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(1,848)
CIL				(16,160)
	CIL analysis:	404 sqm (Market only)	40.00 £ psm	
		1.05% % of GDV	4,040 £ 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	4 units @	2,000 per unit	(8,000)
	<b>S106 analysis:</b>	60,000 £ per ha	0.52% % of GDV	2,000 £ per unit (total ur)
AH Commuted Sum		404 sqm (total)	0 £ psm	(8,000)
	<b>Comm. Sum analysis:</b>	0.00% % of GDV		

cont./

<b>Scheme Ref:</b>	<b>AS</b>				
<b>No Units:</b>	<b>4</b>	<b>Location / Value Zone:</b>	<b>Higher</b>	<b>Development Scenario:</b>	<b>Brownfield</b>
<b>Notes:</b>	Rural Designated Areas				
<b>Construction Costs -</b>					
Site Clearance and Demolition		0.33 acres @		50,000 £ per acre (if brownfield)	(16,473)
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	4 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House	-	sqm @		1,166 psm	-
2 bed House	-	sqm @		1,166 psm	-
3 bed House	180	sqm @		1,166 psm	(209,880)
4 bed House	224	sqm @		1,166 psm	(261,184)
5 bed House	-	sqm @		1,166 psm	-
1 bed Flat	-	sqm @		1,287 psm	-
2 bed Flat	404	sqm @		1,287 psm	-
External works		471,064 @		15.0% 17,665 £ per unit	(70,660)
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	- units @	90% @	521 £ per unit	-
M4(3) Category 3 Housing	Mrkt units	- units @	10% @	10,111 £ per unit	-
Water Efficiency additional cost	4 units @			10 £ per unit	(40)
Low Carbon Energy cost	4 units @			3,375 £ per unit	(13,500)
Contingency		571,737 @		5.0% (GF/BF)	(28,587)
<b>Professional Fees</b>		571,737 @		6.5%	(37,163)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		1,540,000 OMS @		1.00% 3,850 £ per unit	(15,400)
Residential Sales Legal Costs		4 OM Units @		0.23% 900 £ per unit	(3,600)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		1,540,000 OMS @		3.00% 11,550 £ per unit 18,800 £ per unit	(46,200)
<b>Interest (on Development Costs) -</b>			6.50% APR	0.526% pcm	(5,459)
<b>Developers Profit -</b>					
Margin on AH		0		6.00% on AH values	-
Profit on OMS		1,540,000		20.00%	(308,000)
<b>Profit analysis:</b>		754,153		40.84% on costs	(308,000)
		1,540,000		20.00% blended GDV	(308,000)
<b>TOTAL COSTS</b>					<b>(1,062,153)</b>
<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					477,847
SDLT		477,847 @		(slabbed)	(13,392)
Acquisition Agent fees		477,847 @		1.0%	(4,778)
Acquisition Legal fees		477,847 @		0.5%	(2,389)
Interest on Land		477,847 @		6.50%	(31,060)
Residual Land Value					<b>426,226</b>
<b>RLV analysis:</b>	106,557 £ per plot	3,196,698 £ per ha		1,293,686 £ per acre	
<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		30.0 dph			
Site Area (Net)		0.13 ha		0.33 acres	
<b>Density analysis:</b>		3,030 sqm/ha		13,199 sqft/ac	
Benchmark Land Value (Net)	32,947 £ per plot	988,400 £ per ha		400,000 £ per acre	131,787
<b>BALANCE</b>					
Surplus/(Deficit)		2,208,298 £ per ha		893,686 £ per acre	294,440

Scheme Ref: **AS**  
 No Units: **4** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**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)		294,440	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		262,831	239,696	216,561	193,426	170,290	147,142	123,967
	10		259,532	236,580	213,628	190,677	167,725	144,747	121,756
	20		256,233	233,465	210,696	187,927	165,159	142,352	119,545
	30		252,934	230,349	207,764	185,178	162,580	139,957	117,334
	40		249,636	227,233	204,831	182,429	160,001	137,562	115,123
	50		246,337	224,118	201,899	179,676	157,421	135,167	112,912
	60		243,038	221,002	198,966	176,912	154,842	132,772	110,701
	70		239,739	217,886	196,034	174,148	152,262	130,376	108,491
	80		236,440	214,771	193,087	171,385	149,683	127,981	106,280
	90		233,141	211,655	190,139	168,621	147,104	125,586	104,069
	100		229,842	208,524	187,191	165,858	144,524	123,191	101,858
	110		226,541	205,392	184,243	163,094	141,945	120,796	99,637
	120		223,225	202,260	181,295	160,331	139,366	118,401	97,415
	130		219,909	199,128	178,347	157,567	136,786	116,006	95,192
	140		216,592	195,996	175,400	154,803	134,207	113,606	92,970
	150		213,276	192,864	172,452	152,040	131,628	111,198	90,747
	160		209,960	189,732	169,504	149,276	129,048	108,791	88,525
	170		206,643	186,600	166,556	146,513	126,464	106,383	86,302
	180		203,327	183,468	163,608	143,749	123,871	103,975	84,080
	190		200,011	180,336	160,660	140,985	121,278	101,568	81,857
	200		196,694	177,204	157,713	138,210	118,685	99,160	79,635
	210		193,378	174,071	154,765	135,432	116,092	96,752	77,412
	220		190,062	170,939	151,808	132,654	113,499	94,344	75,190
	230		186,745	167,807	148,845	129,875	110,906	91,937	72,967
	240		183,429	164,666	145,881	127,097	108,313	89,529	70,745
	250		180,113	161,517	142,918	124,319	105,720	87,121	68,522

**TABLE 2**

		Site Specific S106						(where 110% is a 10% increase etc.)	
Balance (RLV - BLV)		294,440	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		309,811	309,102	308,392	307,683	306,974	306,264	305,555
	10		306,146	305,436	304,727	304,018	303,308	302,599	301,890
	20		302,480	301,771	301,061	300,352	299,643	298,933	298,224
	30		298,815	298,105	297,396	296,687	295,977	295,268	294,559
	40		295,149	294,440	293,730	293,021	292,312	291,602	290,893
	50		291,484	290,774	290,065	289,356	288,646	287,937	287,228
	60		287,818	287,109	286,399	285,690	284,981	284,271	283,562
	70		284,153	283,443	282,734	282,025	281,315	280,606	279,897
	80		280,487	279,778	279,068	278,359	277,650	276,940	276,231
	90		276,822	276,112	275,403	274,694	273,984	273,275	272,566
	100		273,156	272,447	271,737	271,028	270,319	269,609	268,900
	110		269,491	268,781	268,072	267,363	266,653	265,944	265,235
	120		265,825	265,116	264,406	263,697	262,988	262,278	261,569
	130		262,160	261,450	260,741	260,032	259,322	258,613	257,904
	140		258,494	257,785	257,072	256,359	255,647	254,934	254,221
	150		254,813	254,100	253,387	252,675	251,962	251,249	250,537
	160		251,128	250,415	249,703	248,990	248,277	247,564	246,852
	170		247,443	246,731	246,018	245,305	244,592	243,880	243,167
	180		243,758	243,046	242,333	241,620	240,908	240,195	239,482
	190		240,074	239,361	238,648	237,936	237,223	236,510	235,797
	200		236,389	235,676	234,963	234,251	233,538	232,825	232,113
	210		232,704	231,991	231,279	230,566	229,853	229,141	228,428
	220		229,019	228,307	227,594	226,881	226,168	225,456	224,743
	230		225,335	224,622	223,909	223,196	222,484	221,771	221,058
	240		221,650	220,937	220,224	219,512	218,799	218,086	217,373
	250		217,965	217,252	216,539	215,827	215,114	214,401	213,689

Scheme Ref: **AS**  
 No Units: **4** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**TABLE 3**

Balance (RLV - BLV)	294,440	Profit (on OMS) 20%						
		15%	16%	17%	18%	19%	20%	21%
0		376,092	362,694	349,296	335,898	322,500	309,102	295,704
10		372,426	359,028	345,630	332,232	318,834	305,436	292,038
20		368,761	355,363	341,965	328,567	315,169	301,771	288,373
30		365,095	351,697	338,299	324,901	311,503	298,105	284,707
40		361,430	348,032	334,634	321,236	307,838	294,440	281,042
CIL £psm		357,764	344,366	330,968	317,570	304,172	290,774	277,376
40.00		354,099	340,701	327,303	313,905	300,507	287,109	273,711
70		350,433	337,035	323,637	310,239	296,841	283,443	270,045
80		346,768	333,370	319,972	306,574	293,176	279,778	266,380
90		343,102	329,704	316,306	302,908	289,510	276,112	262,714
100		339,437	326,039	312,641	299,243	285,845	272,447	259,049
110		335,771	322,373	308,975	295,577	282,179	268,781	255,383
120		332,106	318,708	305,310	291,912	278,514	265,116	251,718
130		328,440	315,042	301,644	288,246	274,848	261,450	248,052
140		324,775	311,377	297,979	284,581	271,183	257,785	244,387
150		321,109	307,712	294,313	280,915	267,517	254,119	240,721
160		317,443	304,047	290,647	277,249	263,851	250,453	237,055
170		313,778	300,381	286,981	273,583	260,185	246,787	233,389
180		310,112	296,716	283,315	269,917	256,519	243,121	229,723
190		306,447	293,050	279,649	266,251	252,853	239,455	226,057
200		302,781	289,385	275,983	262,585	249,187	235,789	222,391
210		299,116	285,719	272,317	258,919	245,521	232,123	218,725
220		295,450	282,054	268,651	255,253	241,855	228,457	215,059
230		291,785	278,388	264,985	251,587	238,189	224,791	211,393
240		288,119	274,723	261,319	247,921	234,523	221,125	207,727
250		284,454	271,057	257,653	244,255	230,857	217,459	204,061

**TABLE 4**

Balance (RLV - BLV)	294,440	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		391,468	374,995	358,522	342,048	325,575	309,102	292,628
10		387,803	371,330	354,856	338,383	321,910	305,436	288,963
20		384,137	367,664	351,191	334,717	318,244	301,771	285,297
30		380,472	363,999	347,525	331,052	314,579	298,105	281,632
40		376,806	360,333	343,860	327,386	310,913	294,440	277,966
CIL £psm		373,141	356,668	340,194	323,721	307,248	290,774	274,301
40.00		369,475	353,002	336,529	320,055	303,582	287,109	270,635
70		365,810	349,337	332,863	316,390	299,917	283,443	266,970
80		362,144	345,671	329,198	312,724	296,251	279,778	263,304
90		358,479	342,006	325,532	309,059	292,586	276,112	259,639
100		354,813	338,340	321,867	305,393	288,920	272,447	255,973
110		351,148	334,675	318,201	301,728	285,255	268,781	252,308
120		347,482	331,009	314,536	298,062	281,589	265,116	248,642
130		343,817	327,344	310,870	294,397	277,924	261,450	244,977
140		340,151	323,678	307,205	290,731	274,258	257,785	241,311
150		336,486	319,993	303,520	287,047	270,573	254,100	237,627
160		332,820	316,309	299,835	283,362	266,889	250,415	233,942
170		329,155	312,624	296,151	279,677	263,204	246,731	230,257
180		325,489	308,939	292,466	275,992	259,519	243,046	226,572
190		321,824	305,254	288,781	272,308	255,834	239,361	222,888
200		318,158	301,569	285,096	268,623	252,149	235,676	219,203
210		314,493	297,885	281,411	264,938	248,465	231,991	215,518
220		310,827	294,200	277,727	261,253	244,780	228,307	211,833
230		307,162	290,515	274,042	257,568	241,095	224,622	208,148
240		303,496	286,830	270,357	253,884	237,410	220,937	204,464
250		299,831	283,146	266,672	250,199	233,726	217,252	200,779



Scheme Ref: **AS**  
 No Units: **4** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**TABLE 5**

Balance (RLV - BLV)	294,440	Density (dph)						
		25	30	35	40	45	50	55
CIL £psm 40.00	0	279,436	309,102	330,284	346,167	358,521	368,404	376,490
	10	275,771	305,436	326,626	342,518	354,874	364,757	372,843
	20	272,105	301,771	322,960	338,853	351,213	361,102	369,192
	30	268,440	298,105	319,295	335,187	347,548	357,436	365,527
	40	264,774	294,440	315,629	331,522	343,882	353,771	361,861
	50	261,109	290,774	311,964	327,856	340,217	350,105	358,196
	60	257,443	287,109	308,298	324,191	336,551	346,440	354,530
	70	253,778	283,443	304,633	320,525	332,886	342,774	350,865
	80	250,112	279,778	300,967	316,860	329,220	339,109	347,199
	90	246,447	276,112	297,302	313,194	325,555	335,443	343,534
	100	242,781	272,447	293,636	309,529	321,889	331,778	339,868
	110	239,116	268,781	289,971	305,863	318,224	328,112	336,203
	120	235,450	265,116	286,305	302,198	314,558	324,447	332,537
	130	231,785	261,450	282,640	298,532	310,893	320,781	328,872
	140	228,102	257,785	278,974	294,867	307,227	317,116	325,206
	150	224,418	254,100	275,302	291,201	303,562	313,450	321,541
	160	220,733	250,415	271,617	287,519	299,886	309,780	317,875
	170	217,048	246,731	267,932	283,834	296,201	306,096	314,191
	180	213,363	243,046	264,248	280,149	292,517	302,411	310,506
	190	209,678	239,361	260,563	276,464	288,832	298,726	306,821
	200	205,994	235,676	256,878	272,779	285,147	295,041	303,137
	210	202,309	231,991	253,193	269,095	281,462	291,357	299,452
	220	198,624	228,307	249,508	265,410	277,778	287,672	295,767
	230	194,939	224,622	245,824	261,725	274,093	283,987	292,082
	240	191,254	220,937	242,139	258,040	270,408	280,302	288,397
250	187,570	217,252	238,454	254,355	266,723	276,617	284,713	

**TABLE 6**

Balance (RLV - BLV)	294,440	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	120%	
CIL £psm 40.00	0	369,808	339,630	309,102	278,117	246,784	214,977	182,759
	10	366,161	335,984	305,436	274,452	243,107	211,292	179,055
	20	362,515	332,338	301,771	270,786	239,422	207,608	175,351
	30	358,869	328,691	298,105	267,121	235,737	203,923	171,647
	40	355,222	325,045	294,440	263,455	232,052	200,238	167,943
	50	351,576	321,399	290,774	259,790	228,367	196,553	164,238
	60	347,930	317,746	287,109	256,124	224,683	192,850	160,534
	70	344,283	314,080	283,443	252,459	220,998	189,146	156,830
	80	340,637	310,415	279,778	248,778	217,313	185,442	153,126
	90	336,991	306,749	276,112	245,093	213,628	181,738	149,405
	100	333,345	303,084	272,447	241,408	209,943	178,034	145,681
	110	329,698	299,418	268,781	237,724	206,259	174,329	141,957
	120	326,042	295,753	265,116	234,039	202,574	170,625	138,234
	130	322,376	292,087	261,450	230,354	198,886	166,921	134,510
	140	318,711	288,422	257,785	226,669	195,182	163,217	130,786
	150	315,045	284,756	254,100	222,984	191,478	159,513	127,063
	160	311,380	281,091	250,415	219,300	187,774	155,809	123,339
	170	307,714	277,425	246,731	215,615	184,070	152,101	119,615
	180	304,049	273,760	243,046	211,930	180,365	148,378	115,892
	190	300,383	270,094	239,361	208,245	176,661	144,654	112,168
	200	296,718	266,429	235,676	204,560	172,957	140,930	108,444
	210	293,052	262,758	231,991	200,867	169,253	137,207	104,721
	220	289,387	259,073	228,307	197,163	165,549	133,483	100,997
	230	285,721	255,388	224,622	193,459	161,845	129,759	97,273
	240	282,056	251,703	220,937	189,755	158,140	126,036	93,550
250	278,390	248,019	217,252	186,050	154,436	122,312	89,826	

Scheme Ref: **AS**  
 No Units: **4** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
Balance (RLV - BLV)	294,440	90%	95%	100%	105%	110%	115%	120%
	0	206,728	257,920	309,102	360,177	411,247	462,317	513,333
	10	203,043	254,254	305,436	356,530	407,601	458,671	509,706
	20	199,358	250,589	301,771	352,884	403,954	455,025	506,079
	30	195,673	246,923	298,105	349,238	400,308	451,378	502,449
	40	191,988	243,258	294,440	345,591	396,662	447,732	498,802
CIL £psm	50	188,304	239,592	290,774	341,945	393,015	444,086	495,156
40.00	60	184,619	235,927	287,109	338,291	389,369	440,439	491,510
	70	180,934	232,256	283,443	334,625	385,723	436,793	487,863
	80	177,249	228,571	279,778	330,960	382,076	433,147	484,217
	90	173,564	224,887	276,112	327,294	378,430	429,500	480,571
	100	169,880	221,202	272,447	323,629	374,784	425,854	476,924
	110	166,189	217,517	268,781	319,963	371,137	422,208	473,278
	120	162,485	213,832	265,116	316,298	367,479	418,561	469,632
	130	158,781	210,147	261,450	312,632	363,814	414,915	465,985
	140	155,077	206,463	257,785	308,967	360,148	411,269	462,339
	150	151,373	202,778	254,100	305,301	356,483	407,622	458,693
	160	147,668	199,093	250,415	301,636	352,817	403,976	455,046
	170	143,964	195,408	246,731	297,970	349,152	400,330	451,400
	180	140,260	191,724	243,046	294,305	345,486	396,668	447,754
	190	136,556	188,039	239,361	290,639	341,821	393,003	444,107
	200	132,852	184,343	235,676	286,974	338,155	389,337	440,461
	210	129,147	180,639	231,991	283,308	334,490	385,672	436,815
	220	125,443	176,935	228,307	279,629	330,824	382,006	433,168
	230	121,721	173,231	224,622	275,944	327,159	378,341	429,522
	240	117,998	169,526	220,937	272,259	323,493	374,675	425,857
	250	114,274	165,822	217,252	268,574	319,828	371,010	422,192

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: **AT**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		8 Units					
AH Policy requirement (% Target)		40%					
AH tenure split %		Affordable Rent:		0.0%		70.0% % Rented	
		Social Rent:		70.0%			
		Intermediate (LCHO/Sub-Market/Starter etc.):		30.0%		12.0% % of total (>10% for HWP (Feb 2017))	
Open Market Sale (OMS) housing		60%		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	50.0%	1.6	20%	1.6
3 bed House		50.0%	2.4	50.0%	1.6	50%	4.0
4 bed House		50.0%	2.4	0.0%	0.0	30%	2.4
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units		100.0%	4.8	100.0%	3.2	100%	8.0
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm) (sqft)</b>		
1 bed House		69.0	743		69.0	743	
2 bed House		75.0	807		75.0	807	
3 bed House		90.0	969		90.0	969	
4 bed House		112.0	1,206		112.0	1,206	
5 bed House		128.0	1,378		128.0	1,378	
1 bed Flat		50.0	538	85.0%	58.8	633	
2 bed Flat		65.0	700	85.0%	76.5	823	
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm) (sqft)</b>		
1 bed House		69.0	743		69.0	743	
2 bed House		75.0	807		75.0	807	
3 bed House		90.0	969		90.0	969	
4 bed House		112.0	1,206		112.0	1,206	
5 bed House		128.0	1,378		128.0	1,378	
1 bed Flat		50.0	538	85.0%	58.8	633	
2 bed Flat		65.0	700	85.0%	76.5	823	
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA (sqm) (sqft)</b>	<b>AH units GIA (sqm) (sqft)</b>	<b>Total GIA (all units) (sqm) (sqft)</b>			
1 bed House		0 0	0 0	0 0	0 0	0 0	
2 bed House		0 0	120 1,292	120 1,292	120 1,292	1,292	
3 bed House		216 2,325	144 1,550	360 3,875	360 3,875	3,875	
4 bed House		269 2,893	0 0	269 2,893	269 2,893	2,893	
5 bed House		0 0	0 0	0 0	0 0	0	
1 bed Flat		0 0	0 0	0 0	0 0	0	
2 bed Flat		0 0	0 0	0 0	0 0	0	
		485 5,218	264 2,842	749 8,060	749 8,060	8,060	
<b>AH % by floor area:</b>		<b>35.26% AH % by floor area due to mix</b>					
<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		230,000	3,333	310	0		
2 bed House		270,000	3,600	334	432,000		
3 bed House		320,000	3,556	330	1,280,000		
4 bed House		450,000	4,018	373	1,080,000		
5 bed House		520,000	4,063	377	0		
1 bed Flat		170,000	3,400	316	0		
2 bed Flat		215,000	3,308	307	0		
					2,792,000		
<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		86,250	37.5%	86,250	37.5%	161,000	70%
2 bed House		101,250	37.5%	101,250	37.5%	189,000	70%
3 bed House		120,000	37.5%	120,000	37.5%	224,000	70%
4 bed House		168,750	37.5%	168,750	37.5%	315,000	70%
5 bed House		195,000	37.5%	195,000	37.5%	364,000	70%
1 bed Flat		63,750	37.5%	63,750	37.5%	119,000	70%
2 bed Flat		80,625	37.5%	80,625	37.5%	150,500	70%

Scheme Ref: **AT**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	230,000	-
2 bed House	0.0	@	270,000	-
3 bed House	2.4	@	320,000	768,000
4 bed House	2.4	@	450,000	1,080,000
5 bed House	0.0	@	520,000	-
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	4.8			1,848,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	86,250	-
2 bed House	0.0	@	101,250	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	86,250	-
2 bed House	1.1	@	101,250	113,400
3 bed House	1.1	@	120,000	134,400
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	2.2			247,800
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	161,000	-
2 bed House	0.5	@	189,000	90,720
3 bed House	0.5	@	224,000	107,520
4 bed House	0.0	@	315,000	-
5 bed House	0.0	@	364,000	-
1 bed Flat	0.0	@	119,000	-
2 bed Flat	0.0	@	150,500	-
	1.0	3.2		198,240
<b>Sub-total GDV Residential</b>	<b>8</b>			<b>2,294,040</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>497,960</b>
			665 £ psm (total GIA sqm)	62,245 £ per unit (total units)
<b>Grant</b>	<b>8</b>	@	<b>0</b>	-
<b>Total GDV</b>				<b>2,294,040</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,696)
CIL				(19,392)
CIL analysis:		485 sqm (Market only)	40.00 £ psm	
		0.85% % of GDV	2,424 £ 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	8 units @	2,000 per unit	(16,000)
<b>S106 analysis:</b>		60,000 £ per ha	0.70% % of GDV	2,000 £ per unit (total ur)
<b>AH Commuted Sum</b>			749 sqm (total)	0 £ psm
<b>Comm. Sum analysis:</b>			0.00% % of GDV	

cont./

**Scheme Ref:** AT  
**No Units:** 8 **Location / Value Zone:** Higher **Development Scenario:** Brownfield  
**Notes:** Rural Designated Areas

<b>Construction Costs -</b>			
Site Clearance and Demolition		0.66 acres @	50,000 £ per acre (if brownfield) (32,947)
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	8 units @	0 per unit
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total ur)
1 bed House	-	sqm @	1,166 psm
2 bed House	120	sqm @	1,166 psm (139,920)
3 bed House	360	sqm @	1,166 psm (419,760)
4 bed House	269	sqm @	1,166 psm (313,421)
5 bed House	-	sqm @	1,166 psm
1 bed Flat	-	sqm @	1,287 psm
2 bed Flat	749	sqm @	1,287 psm
External works		873.101 @	15.0% (130,965) 16,371 £ per unit
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	units @	90% @ 521 £ per unit
M4(3) Category 3 Housing	Mrkt units	units @	10% @ 10,111 £ per unit
Water Efficiency additional cost		8 units @	10 £ per unit (80)
Low Carbon Energy cost		8 units @	3,375 £ per unit (27,000)
Contingency		1,064.093 @	5.0% (GF/BF) (53,205)
<b>Professional Fees</b>		1,064.093 @	6.5% (69,166)
<b>Disposal Costs -</b>			
Residential Sales Agent Costs		1,848,000 OMS @	1.00% 2,310 £ per unit (18,480)
Residential Sales Legal Costs		5 OM Units @	0.23% 900 £ per unit (4,320)
Affordable Sale Legal Costs			lump sum (10,000)
Marketing and Promotion		1,848,000 OMS @	3.00% 6,930 £ per unit (55,440) 11,030 £ per unit
<b>Interest (on Development Costs) -</b>		6.50% APR	0.526% pcm (9,466)
<b>Developers Profit -</b>			
Margin on AH		446,040	6.00% on AH values (26,762)
Profit on OMS		1,848,000	20.00% (369,600)
<b>Profit analysis:</b>		1,333,257	29.73% on costs (396,362)
		2,294,040	17.28% blended GDV (396,362)
<b>TOTAL COSTS</b>			<b>(1,729,619)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>			
Residual Land Value (gross)			564,421
SDLT		564,421 @	(slabbed) (17,721)
Acquisition Agent fees		564,421 @	1.0% (5,644)
Acquisition Legal fees		564,421 @	0.5% (2,822)
Interest on Land		564,421 @	6.50% (36,687)
Residual Land Value			<b>501,546</b>
<b>RLV analysis:</b>	62,693 £ per plot	1,880,797 £ per ha	761,148 £ per acre

<b>BENCHMARK LAND VALUE (BLV)</b>			
Residential Density		30.0 dph	
Site Area (Net)		0.27 ha	0.66 acres
<b>Density analysis:</b>		2,808 sqm/ha	12,232 sqft/ac
Benchmark Land Value (Net)	32,947 £ per plot	988,400 £ per ha	400,000 £ per acre

<b>BALANCE</b>			
Surplus/(Deficit)		892,397 £ per ha	361,148 £ per acre
			<b>237,973</b>

Scheme Ref: **AT**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**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	237,973	0	533,294	487,023	440,753	394,482	348,212	301,941	255,660
	0	533,294	487,023	440,753	394,482	348,212	301,941	255,660	
	10	526,696	480,792	434,888	388,984	343,080	297,176	251,238	
	20	520,098	474,560	429,023	383,486	337,948	292,411	246,816	
	30	513,500	468,329	423,158	377,987	332,817	287,640	242,394	
	40	506,902	462,098	417,293	372,489	327,685	282,850	237,973	
	50	500,304	455,866	411,429	366,991	322,553	278,060	233,551	
	60	493,706	449,635	405,564	361,493	317,410	273,270	229,129	
	70	487,108	443,404	399,699	355,994	312,251	268,479	224,707	
	80	480,510	437,172	393,834	350,496	307,093	263,689	220,286	
	90	473,912	430,941	387,969	344,969	301,934	258,899	215,864	
	100	467,314	424,710	382,105	339,442	296,775	254,109	211,442	
	110	460,717	418,478	376,213	333,915	291,616	249,318	207,020	
	120	454,119	412,247	370,317	328,387	286,458	244,528	202,599	
	130	447,521	405,982	364,421	322,860	281,299	239,738	198,177	
	140	440,911	399,718	358,526	317,333	276,140	234,948	193,755	
	150	434,278	393,454	352,630	311,806	270,982	230,157	189,317	
	160	427,646	387,190	346,734	306,279	265,823	225,367	184,872	
	170	421,013	380,926	340,839	300,751	260,664	220,577	180,427	
	180	414,380	374,662	334,943	295,224	255,505	215,773	175,982	
	190	407,748	368,397	329,047	289,697	250,347	210,957	171,537	
	200	401,115	362,133	323,152	284,170	245,188	206,142	167,092	
	210	394,482	355,869	317,256	278,643	240,006	201,326	162,647	
	220	387,850	349,605	311,360	273,115	234,820	196,511	158,202	
	230	381,217	343,341	305,465	267,573	229,634	191,696	153,757	
	240	374,585	337,077	299,569	262,017	224,448	186,880	149,312	
250	367,952	330,813	293,658	256,460	219,263	182,065	144,867		

**TABLE 2**

		Site Specific S106							
Balance (RLV - BLV)		90%	100%	110%	120%	130%	140%	150%	
CIL £psm 40.00	237,973	0	257,085	255,660	254,234	252,809	251,383	249,958	248,532
	0	257,085	255,660	254,234	252,809	251,383	249,958	248,532	
	10	252,663	251,238	249,812	248,387	246,962	245,536	244,111	
	20	248,241	246,816	245,391	243,965	242,540	241,114	239,689	
	30	243,820	242,394	240,969	239,543	238,118	236,693	235,267	
	40	239,398	237,973	236,547	235,122	233,696	232,271	230,845	
	50	234,976	233,551	232,125	230,700	229,275	227,849	226,424	
	60	230,554	229,129	227,704	226,278	224,853	223,427	222,002	
	70	226,133	224,707	223,282	221,856	220,431	219,006	217,580	
	80	221,711	220,286	218,860	217,435	216,009	214,584	213,158	
	90	217,289	215,864	214,438	213,013	211,588	210,162	208,737	
	100	212,867	211,442	210,017	208,591	207,166	205,740	204,315	
	110	208,446	207,020	205,595	204,169	202,744	201,319	199,893	
	120	204,024	202,599	201,173	199,748	198,322	196,897	195,471	
	130	199,602	198,177	196,751	195,326	193,901	192,475	191,042	
	140	195,180	193,755	192,329	190,896	189,463	188,030	186,597	
	150	190,758	189,317	187,884	186,451	185,018	183,585	182,152	
	160	186,336	184,872	183,439	182,006	180,573	179,140	177,707	
	170	181,914	180,427	178,994	177,561	176,128	174,695	173,262	
	180	177,492	175,982	174,549	173,116	171,683	170,250	168,817	
	190	173,070	171,537	170,104	168,671	167,238	165,805	164,372	
	200	168,648	167,092	165,659	164,226	162,793	161,360	159,927	
	210	164,226	162,647	161,214	159,781	158,348	156,915	155,482	
	220	159,804	158,202	156,769	155,336	153,903	152,470	151,037	
	230	155,382	153,757	152,324	150,891	149,458	148,025	146,592	
	240	150,960	149,312	147,879	146,446	145,013	143,580	142,147	
250	146,538	144,867	143,434	142,001	140,568	139,135	137,702		

Scheme Ref: **AT**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**TABLE 3**

		Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
Balance (RLV - BLV)	237,973								
	0	336,048	319,970	303,892	287,815	271,737	255,660	239,582	
	10	331,626	315,548	299,471	283,393	267,315	251,238	235,160	
	20	327,204	311,126	295,049	278,971	262,894	246,816	230,738	
	30	322,782	306,705	290,627	274,549	258,472	242,394	226,317	
	40	318,361	302,283	286,205	270,128	254,050	237,973	221,895	
	CIL £psm 40.00	50	313,939	297,861	281,784	265,706	249,628	233,551	217,473
		60	309,517	293,439	277,362	261,284	245,207	229,129	213,051
		70	305,095	289,018	272,940	256,863	240,785	224,707	208,630
		80	300,674	284,596	268,518	252,441	236,363	220,286	204,208
		90	296,252	280,174	264,097	248,019	231,941	215,864	199,786
		100	291,830	275,752	259,675	243,597	227,520	211,442	195,364
		110	287,408	271,331	255,253	239,176	223,098	207,020	190,943
		120	282,987	266,909	250,831	234,754	218,676	202,599	186,521
		130	278,565	262,487	246,410	230,332	214,254	198,177	182,099
		140	274,143	258,065	241,988	225,910	209,833	193,755	177,677
		150	269,721	253,643	237,566	221,488	205,405	189,327	173,250
		160	265,299	249,221	233,145	217,065	200,977	184,899	168,822
		170	260,877	244,799	228,723	212,643	196,549	180,471	164,394
		180	256,455	240,377	224,301	208,221	192,121	176,043	159,966
		190	252,033	235,955	219,879	203,799	187,693	171,615	155,538
		200	247,611	231,533	215,457	199,377	183,265	167,187	151,110
		210	243,189	227,111	211,035	194,955	178,837	162,759	146,682
		220	238,767	222,689	206,613	190,533	174,409	158,331	142,254
		230	234,345	218,267	202,191	186,111	170,000	153,903	137,826
		240	229,923	213,845	197,769	181,689	165,572	149,475	133,398
250	225,501	209,423	193,347	177,267	161,144	145,047	128,970		

**TABLE 4**

		BLV (per acre)							
		150,000	200,000	250,000	300,000	350,000	400,000	450,000	
Balance (RLV - BLV)	237,973								
	0	420,393	387,446	354,500	321,553	288,606	255,660	222,713	
	10	415,971	383,024	350,078	317,131	284,184	251,238	218,291	
	20	411,549	378,603	345,656	312,709	279,763	246,816	213,869	
	30	407,128	374,181	341,234	308,288	275,341	242,394	209,448	
	40	402,706	369,759	336,813	303,866	270,919	237,973	205,026	
	CIL £psm 40.00	50	398,284	365,337	332,391	299,444	266,497	233,551	200,604
		60	393,862	360,916	327,969	295,022	262,076	229,129	196,182
		70	389,441	356,494	323,547	290,601	257,654	224,707	191,761
		80	385,019	352,072	319,126	286,179	253,232	220,286	187,339
		90	380,597	347,650	314,704	281,757	248,810	215,864	182,917
		100	376,175	343,229	310,282	277,335	244,389	211,442	178,495
		110	371,754	338,807	305,860	272,914	239,967	207,020	174,074
		120	367,332	334,385	301,439	268,492	235,545	202,599	169,652
		130	362,910	329,963	297,017	264,070	231,123	198,177	165,230
		140	358,488	325,542	292,595	259,648	226,702	193,755	160,808
		150	354,066	321,120	288,173	255,226	222,280	189,333	156,386
		160	349,644	316,699	283,751	250,804	217,858	184,911	151,964
		170	345,222	312,277	279,329	246,382	213,436	180,489	147,542
		180	340,800	307,855	274,907	241,960	209,014	176,067	143,120
		190	336,378	303,433	270,485	237,538	204,592	171,645	138,698
		200	331,956	299,011	266,063	233,116	200,170	167,223	134,276
		210	327,534	294,589	261,641	228,694	195,748	162,801	129,854
		220	323,112	290,167	257,219	224,272	191,326	158,379	125,432
		230	318,690	285,745	252,797	219,850	186,904	153,957	121,010
		240	314,268	281,323	248,375	215,428	182,482	149,535	116,588
250	309,846	276,901	243,953	211,006	178,060	145,113	112,166		

Scheme Ref: **AT**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**TABLE 5**

Balance (RLV - BLV)	237,973	Density (dph)						
		25	30	35	40	45	50	55
CIL £psm 40.00	0	196,294	255,660	298,050	329,835	354,556	374,333	390,514
	10	191,873	251,238	293,641	325,436	350,157	369,934	386,115
	20	187,451	246,816	289,220	321,022	345,758	365,536	381,717
	30	183,029	242,394	284,798	316,601	341,336	361,125	377,315
	40	178,607	237,973	280,376	312,179	336,914	356,703	372,893
	50	174,186	233,551	275,954	307,757	332,493	352,281	368,472
	60	169,764	229,129	271,533	303,335	328,071	347,859	364,050
	70	165,342	224,707	267,111	298,914	323,649	343,438	359,628
	80	160,920	220,286	262,689	294,492	319,227	339,016	355,206
	90	156,499	215,864	258,267	290,070	314,806	334,594	350,785
	100	152,077	211,442	253,846	285,648	310,384	330,172	346,363
	110	147,655	207,020	249,424	281,227	305,962	325,751	341,941
	120	143,233	202,599	245,002	276,805	301,540	321,329	337,519
	130	138,807	198,177	240,580	272,383	297,119	316,907	333,098
	140	134,362	193,755	236,159	267,961	292,697	312,485	328,676
	150	129,917	189,317	231,737	263,540	288,275	308,064	324,254
	160	125,472	184,872	227,300	259,118	283,853	303,642	319,832
	170	121,027	180,427	222,855	254,677	279,427	299,220	315,411
	180	116,582	175,982	218,410	250,232	274,982	294,782	310,981
	190	112,137	171,537	213,965	245,787	270,537	290,337	306,536
	200	107,692	167,092	209,520	241,342	266,092	285,891	302,091
	210	103,247	162,647	205,075	236,897	261,647	281,446	297,646
	220	98,802	158,202	200,630	232,452	257,202	277,001	293,201
	230	94,357	153,757	196,185	228,007	252,757	272,556	288,756
	240	89,912	149,312	191,740	223,562	248,312	268,111	284,311
	250	85,467	144,867	187,295	219,117	243,866	263,666	279,866

**TABLE 6**

Balance (RLV - BLV)	237,973	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	120%	
CIL £psm 40.00	0	368,727	312,553	255,660	197,890	139,254	79,668	19,357
	10	364,351	308,154	251,238	193,468	134,809	75,199	14,888
	20	359,975	303,756	246,816	189,046	130,364	70,731	10,420
	30	355,595	299,357	242,394	184,613	125,919	66,263	5,952
	40	351,196	294,959	237,973	180,168	121,451	61,794	1,483
	50	346,797	290,560	233,551	175,723	116,983	57,326	(2,985)
	60	342,399	286,161	229,129	171,278	112,515	52,857	(7,454)
	70	338,000	281,763	224,707	166,833	108,046	48,389	(11,922)
	80	333,602	277,364	220,286	162,388	103,578	43,921	(16,390)
	90	329,203	272,965	215,864	157,943	99,109	39,452	(20,859)
	100	324,804	268,565	211,442	153,498	94,641	34,984	(25,327)
	110	320,406	264,143	207,020	149,053	90,173	30,515	(29,796)
	120	316,007	259,721	202,599	144,608	85,704	26,047	(34,264)
	130	311,609	255,299	198,177	140,163	81,236	21,579	(38,732)
	140	307,210	250,878	193,755	135,718	76,767	17,110	(43,210)
	150	302,811	246,456	189,317	131,273	72,299	12,642	(47,702)
	160	298,413	242,034	184,872	126,828	67,831	8,173	(52,194)
	170	294,014	237,612	180,427	122,366	63,362	3,705	(56,686)
	180	289,616	233,191	175,982	117,897	58,894	(763)	(61,178)
	190	285,217	228,769	171,537	113,429	54,425	(5,232)	(65,670)
	200	280,818	224,347	167,092	108,960	49,957	(9,700)	(70,162)
	210	276,400	219,925	162,647	104,492	45,489	(14,169)	(74,654)
	220	271,979	215,504	158,202	100,024	41,020	(18,637)	(79,145)
	230	267,557	211,082	153,757	95,555	36,552	(23,105)	(83,637)
	240	263,135	206,660	149,312	91,087	32,083	(27,574)	(88,129)
	250	258,713	202,238	144,867	86,618	27,615	(32,042)	(92,621)



Scheme Ref: **AT**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

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)	237,973								
	0	132,413	194,073	255,660	317,089	378,507	439,877	501,161	
	10	127,968	189,651	251,238	312,690	374,109	435,502	496,786	
	20	123,523	185,229	246,816	308,292	369,710	431,126	492,410	
	30	119,078	180,808	242,394	303,893	365,311	426,730	488,035	
	40	114,633	176,386	237,973	299,495	360,913	422,331	483,659	
CIL £psm	50	110,187	171,964	233,551	295,096	356,514	417,932	479,284	
40.00	60	105,742	167,532	229,129	290,697	352,116	413,534	474,908	
	70	101,297	163,087	224,707	286,294	347,717	409,135	470,532	
	80	96,852	158,642	220,286	281,872	343,318	404,737	466,155	
	90	92,406	154,197	215,864	277,450	338,920	400,338	461,756	
	100	87,938	149,752	211,442	273,029	334,521	395,939	457,358	
	110	83,470	145,307	207,020	268,607	330,123	391,541	452,959	
	120	79,001	140,862	202,599	264,185	325,724	387,142	448,560	
	130	74,533	136,417	198,177	259,763	321,325	382,744	444,162	
	140	70,064	131,972	193,755	255,342	316,927	378,345	439,763	
	150	65,596	127,527	189,317	250,920	312,507	373,946	435,365	
	160	61,128	123,082	184,872	246,498	308,085	369,548	430,966	
	170	56,659	118,637	180,427	242,076	303,663	365,149	426,567	
	180	52,191	114,192	175,982	237,655	299,241	360,751	422,169	
	190	47,722	109,747	171,537	233,233	294,820	356,352	417,770	
	200	43,254	105,282	167,092	228,811	290,398	351,953	413,372	
	210	38,786	100,814	162,647	224,389	285,976	347,555	408,973	
	220	34,317	96,345	158,202	219,968	281,554	343,141	404,574	
	230	29,849	91,877	153,757	215,546	277,133	338,719	400,176	
	240	25,380	87,408	149,312	211,102	272,711	334,298	395,777	
	250	20,912	82,940	144,867	206,657	268,289	329,876	391,379	

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: **AT**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme				8 Units			
AH Policy requirement (% Target)				0%			
AH tenure split %				Affordable Rent:		0.0%	
				Social Rent:		70.0%	
				Intermediate (LCHO/Sub-Market/Starter etc.):		30.0%	
Open Market Sale (OMS) housing				100%		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	50.0%	0.0	0%	0.0
3 bed House		50.0%	4.0	50.0%	0.0	50%	4.0
4 bed House		50.0%	4.0	0.0%	0.0	50%	4.0
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units		100.0%	8.0	100.0%	0.0	100%	8.0
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		
1 bed House		69.0	743	%	69.0	743	
2 bed House		75.0	807		75.0	807	
3 bed House		90.0	969		90.0	969	
4 bed House		112.0	1,206		112.0	1,206	
5 bed House		128.0	1,378		128.0	1,378	
1 bed Flat		50.0	538	85.0%	58.8	633	
2 bed Flat		65.0	700	85.0%	76.5	823	
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit</b>		
1 bed House		69.0	743	%	69.0	743	
2 bed House		75.0	807		75.0	807	
3 bed House		90.0	969		90.0	969	
4 bed House		112.0	1,206		112.0	1,206	
5 bed House		128.0	1,378		128.0	1,378	
1 bed Flat		50.0	538	85.0%	58.8	633	
2 bed Flat		65.0	700	85.0%	76.5	823	
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA (sqm)</b>	<b>(sqft)</b>	<b>AH units GIA (sqm)</b>	<b>(sqft)</b>	<b>Total GIA (all units)</b>	
1 bed House		0	0	0	0	0	0
2 bed House		0	0	0	0	0	0
3 bed House		360	3,875	0	0	360	3,875
4 bed House		448	4,822	0	0	448	4,822
5 bed House		0	0	0	0	0	0
1 bed Flat		0	0	0	0	0	0
2 bed Flat		0	0	0	0	0	0
		808	8,697	0	0	808	8,697
<b>AH % by floor area:</b>		<b>0.00% AH % by floor area due to mix</b>					
<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		230,000	3,333	310	0		
2 bed House		270,000	3,600	334	0		
3 bed House		320,000	3,556	330	1,280,000		
4 bed House		450,000	4,018	373	1,800,000		
5 bed House		520,000	4,063	377	0		
1 bed Flat		170,000	3,400	316	0		
2 bed Flat		215,000	3,308	307	0		
					3,080,000		
<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		86,250	37.5%	86,250	37.5%	161,000	70%
2 bed House		101,250	37.5%	101,250	37.5%	189,000	70%
3 bed House		120,000	37.5%	120,000	37.5%	224,000	70%
4 bed House		168,750	37.5%	168,750	37.5%	315,000	70%
5 bed House		195,000	37.5%	195,000	37.5%	364,000	70%
1 bed Flat		63,750	37.5%	63,750	37.5%	119,000	70%
2 bed Flat		80,625	37.5%	80,625	37.5%	150,500	70%

Scheme Ref: **AT**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	230,000	-
2 bed House	0.0	@	270,000	-
3 bed House	4.0	@	320,000	1,280,000
4 bed House	4.0	@	450,000	1,800,000
5 bed House	0.0	@	520,000	-
1 bed Flat	0.0	@	170,000	-
2 bed Flat	0.0	@	215,000	-
	8.0			3,080,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	86,250	-
2 bed House	0.0	@	101,250	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	86,250	-
2 bed House	0.0	@	101,250	-
3 bed House	0.0	@	120,000	-
4 bed House	0.0	@	168,750	-
5 bed House	0.0	@	195,000	-
1 bed Flat	0.0	@	63,750	-
2 bed Flat	0.0	@	80,625	-
	0.0			-
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	161,000	-
2 bed House	0.0	@	189,000	-
3 bed House	0.0	@	224,000	-
4 bed House	0.0	@	315,000	-
5 bed House	0.0	@	364,000	-
1 bed Flat	0.0	@	119,000	-
2 bed Flat	0.0	@	150,500	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>	<b>8</b>			<b>3,080,000</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
<b>Grant</b>	8	@	0	-
<b>Total GDV</b>				<b>3,080,000</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,696)
CIL				(32,320)
	CIL analysis:	808 sqm (Market only)	40.00 £ psm	
		1.05% % of GDV	4,040 £ 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	8 units @	2,000 per unit	(16,000)
<b>S106 analysis:</b>	60,000 £ per ha	0.52% % of GDV	2,000 £ per unit (total ur	(16,000)
<b>AH Commuted Sum</b>		808 sqm (total)	486 £ psm	(392,370)
<b>Comm. Sum analysis:</b>		12.74% % of GDV		

cont./

<b>Scheme Ref:</b>	<b>AT</b>				
<b>No Units:</b>	<b>8</b>	<b>Location / Value Zone:</b>	<b>Higher</b>	<b>Development Scenario:</b>	<b>Brownfield</b>
<b>Notes:</b>	Rural Designated Areas				
<b>Construction Costs -</b>					
Site Clearance and Demolition		0.66 acres @		50,000 £ per acre (if brownfield)	(32,947)
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	8 units @		0 per unit	-
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV		0 £ per unit (total ur	-
1 bed House	-	sqm @		1,166 psm	-
2 bed House	-	sqm @		1,166 psm	-
3 bed House	360	sqm @		1,166 psm	(419,760)
4 bed House	448	sqm @		1,166 psm	(522,368)
5 bed House	-	sqm @		1,166 psm	-
1 bed Flat	-	sqm @		1,287 psm	-
2 bed Flat	808	sqm @		1,287 psm	-
External works		942,128 @		15.0% 17,665 £ per unit	(141,319)
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	- units @	90% @	521 £ per unit	-
M4(3) Category 3 Housing	Mrkt units	- units @	10% @	10,111 £ per unit	-
Water Efficiency additional cost	8 units @			10 £ per unit	(80)
Low Carbon Energy cost	8 units @			3,375 £ per unit	(27,000)
Contingency		1,143,474 @		5.0% (GF/BF)	(57,174)
<b>Professional Fees</b>		1,143,474 @		6.5%	(74,326)
<b>Disposal Costs -</b>					
Residential Sales Agent Costs		3,080,000 OMS @		1.00% 3,850 £ per unit	(30,800)
Residential Sales Legal Costs		8 OM Units @		0.23% 900 £ per unit	(7,200)
Affordable Sale Legal Costs				lump sum	(10,000)
Marketing and Promotion		3,080,000 OMS @		3.00% 11,550 £ per unit 17,550 £ per unit	(92,400)
<b>Interest (on Development Costs) -</b>			6.50% APR	0.526% pcm	(29,820)
<b>Developers Profit -</b>					
Margin on AH		0		6.00% on AH values	-
Profit on OMS		3,080,000		20.00%	(616,000)
<b>Profit analysis:</b>		1,899,579		32.43% on costs	(616,000)
		3,080,000		20.00% blended GDV	(616,000)
<b>TOTAL COSTS</b>					<b>(2,515,579)</b>
<b>RESIDUAL LAND VALUE (RLV)</b>					
Residual Land Value (gross)					564,421
SDLT		564,421 @		(slabbed)	(17,721)
Acquisition Agent fees		564,421 @		1.0%	(5,644)
Acquisition Legal fees		564,421 @		0.5%	(2,822)
Interest on Land		564,421 @		6.50%	(36,687)
Residual Land Value					<b>501,546</b>
<b>RLV analysis:</b>	<b>62,693 £ per plot</b>	<b>1,880,799 £ per ha</b>		<b>761,149 £ per acre</b>	
<b>BENCHMARK LAND VALUE (BLV)</b>					
Residential Density		30.0 dph			
Site Area (Net)		0.27 ha		0.66 acres	
<b>Density analysis:</b>		3,030 sqm/ha		13,199 sqft/ac	
Benchmark Land Value (Net)	32,947 £ per plot	988,400 £ per ha		400,000 £ per acre	<b>263,573</b>
<b>BALANCE</b>					
Surplus/(Deficit)		<b>892,399 £ per ha</b>		<b>361,149 £ per acre</b>	<b>237,973</b>

Scheme Ref: **AT**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**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)		237,973	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		181,204	137,924	94,645	51,365	8,086	(35,241)	(78,668)
	10		174,501	131,594	88,687	45,780	2,873	(40,107)	(83,160)
	20		167,798	125,264	82,729	40,194	(2,340)	(44,974)	(87,651)
	30		161,096	118,933	76,771	34,609	(7,553)	(49,840)	(92,143)
	40		154,393	112,603	70,813	29,023	(12,777)	(54,706)	(96,635)
	50		147,691	106,273	64,855	23,438	(18,017)	(59,572)	(101,127)
	60		140,988	99,943	58,898	17,852	(23,258)	(64,438)	(105,619)
	70		134,285	93,613	52,940	12,267	(28,498)	(69,305)	(110,111)
	80		127,583	87,282	46,982	6,681	(33,739)	(74,171)	(114,603)
	90		120,880	80,952	41,024	1,078	(38,980)	(79,037)	(119,095)
	100		114,178	74,622	35,066	(4,537)	(44,220)	(83,903)	(123,587)
	110		107,475	68,292	29,108	(10,152)	(49,461)	(88,770)	(128,079)
	120		100,772	61,961	23,150	(15,767)	(54,701)	(93,636)	(132,571)
	130		94,070	55,631	17,179	(21,381)	(59,942)	(98,502)	(137,063)
	140		87,367	49,301	11,190	(26,996)	(65,182)	(103,368)	(141,554)
	150		80,665	42,971	5,200	(32,611)	(70,423)	(108,235)	(146,046)
	160		73,962	36,640	(789)	(38,226)	(75,664)	(113,101)	(150,538)
	170		67,259	30,285	(6,778)	(43,841)	(80,904)	(117,967)	(155,030)
	180		60,557	23,922	(12,767)	(49,456)	(86,145)	(122,833)	(159,522)
	190		53,854	17,558	(18,756)	(55,071)	(91,385)	(127,700)	(164,014)
	200		47,152	11,194	(24,746)	(60,686)	(96,626)	(132,566)	(168,506)
	210		40,449	4,831	(30,735)	(66,301)	(101,866)	(137,432)	(172,998)
	220		33,747	(1,533)	(36,724)	(71,915)	(107,107)	(142,298)	(177,490)
	230		27,044	(7,896)	(42,713)	(77,530)	(112,347)	(147,165)	(181,982)
	240		20,342	(14,260)	(48,703)	(83,145)	(117,588)	(152,031)	(186,474)
	250		13,639	(20,623)	(54,692)	(88,760)	(122,829)	(156,897)	(190,966)

**TABLE 2**

		Site Specific S106 (where 110% is a 10% increase etc.)							
Balance (RLV - BLV)		237,973	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		269,203	267,762	266,322	264,881	263,441	262,000	260,560
	10		261,755	260,315	258,875	257,434	255,994	254,553	253,113
	20		254,308	252,868	251,427	249,987	248,546	247,106	245,665
	30		246,861	245,420	243,980	242,539	241,099	239,658	238,218
	40		239,413	237,973	236,533	235,092	233,652	232,211	230,771
	50		231,966	230,526	229,085	227,645	226,204	224,764	223,323
	60		224,519	223,078	221,638	220,197	218,757	217,316	215,876
	70		217,071	215,631	214,191	212,750	211,310	209,869	208,429
	80		209,624	208,184	206,743	205,303	203,862	202,422	200,981
	90		202,177	200,736	199,296	197,855	196,415	194,974	193,534
	100		194,729	193,289	191,849	190,408	188,968	187,527	186,087
	110		187,282	185,842	184,401	182,961	181,520	180,080	178,639
	120		179,835	178,394	176,954	175,513	174,073	172,632	171,192
	130		172,387	170,947	169,506	168,066	166,626	165,185	163,745
	140		164,940	163,500	162,059	160,619	159,178	157,738	156,297
	150		157,493	156,052	154,612	153,171	151,731	150,290	148,850
	160		150,045	148,605	147,164	145,724	144,284	142,843	141,403
	170		142,598	141,158	139,717	138,277	136,836	135,396	133,955
	180		135,151	133,710	132,270	130,829	129,389	127,948	126,508
	190		127,703	126,263	124,822	123,382	121,942	120,501	119,061
	200		120,256	118,816	117,375	115,935	114,494	113,054	111,613
	210		112,809	111,368	109,928	108,487	107,047	105,606	104,166
	220		105,361	103,921	102,480	101,040	99,600	98,159	96,719
	230		97,914	96,474	95,033	93,593	92,152	90,712	89,271
	240		90,467	89,026	87,586	86,145	84,705	83,264	81,824
	250		83,019	81,579	80,138	78,698	77,258	75,817	74,377

Scheme Ref: **AT**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**TABLE 3**

Balance (RLV - BLV)	237,973	Profit (on OMS) 20%						
		15%	16%	17%	18%	19%	20%	21%
	0	401,742	374,946	348,150	321,354	294,558	267,762	240,966
	10	394,295	367,499	340,703	313,907	287,111	260,315	233,519
	20	386,848	360,052	333,256	306,460	279,664	252,868	226,072
	30	379,400	352,604	325,808	299,012	272,216	245,420	218,624
	40	371,953	345,157	318,361	291,565	264,769	237,973	211,177
CIL £psm	50	364,506	337,710	310,914	284,118	257,322	230,526	203,730
40.00	60	357,058	330,262	303,466	276,670	249,874	223,078	196,282
	70	349,611	322,815	296,019	269,223	242,427	215,631	188,835
	80	342,164	315,368	288,572	261,776	234,980	208,184	181,388
	90	334,716	307,920	281,124	254,328	227,532	200,736	173,940
	100	327,269	300,473	273,677	246,881	220,085	193,289	166,493
	110	319,822	293,026	266,230	239,434	212,638	185,842	159,046
	120	312,374	285,578	258,782	231,986	205,190	178,394	151,598
	130	304,927	278,131	251,335	224,539	197,743	170,947	144,151
	140	297,480	270,684	243,888	217,092	190,296	163,500	136,704
	150	290,032	263,236	236,440	209,644	182,848	156,052	129,256
	160	282,585	255,789	228,993	202,197	175,401	148,605	121,809
	170	275,138	248,342	221,546	194,750	167,954	141,158	114,362
	180	267,690	240,894	214,098	187,302	160,506	133,710	106,914
	190	260,243	233,447	206,651	179,855	153,059	126,263	99,467
	200	252,796	226,000	199,204	172,408	145,612	118,816	92,020
	210	245,348	218,552	191,756	164,960	138,164	111,368	84,572
	220	237,901	211,105	184,309	157,513	130,717	103,921	77,125
	230	230,454	203,658	176,862	150,066	123,270	96,474	69,678
	240	223,006	196,210	169,414	142,618	115,822	89,026	62,230
	250	215,559	188,763	161,967	135,171	108,375	81,579	54,783

**TABLE 4**

Balance (RLV - BLV)	237,973	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
	0	432,496	399,549	366,602	333,656	300,709	267,762	234,816
	10	425,048	392,102	359,155	326,208	293,262	260,315	227,368
	20	417,601	384,654	351,708	318,761	285,814	252,868	219,921
	30	410,154	377,207	344,260	311,314	278,367	245,420	212,474
	40	402,706	369,760	336,813	303,866	270,920	237,973	205,026
CIL £psm	50	395,259	362,312	329,366	296,419	263,472	230,526	197,579
40.00	60	387,812	354,865	321,918	288,972	256,025	223,078	190,132
	70	380,364	347,418	314,471	281,524	248,578	215,631	182,684
	80	372,917	339,970	307,024	274,077	241,130	208,184	175,237
	90	365,470	332,523	299,576	266,630	233,683	200,736	167,790
	100	358,022	325,076	292,129	259,182	226,236	193,289	160,342
	110	350,575	317,628	284,682	251,735	218,788	185,842	152,895
	120	343,128	310,181	277,234	244,288	211,341	178,394	145,448
	130	335,680	302,734	269,787	236,840	203,894	170,947	138,000
	140	328,233	295,286	262,340	229,393	196,446	163,500	130,553
	150	320,786	287,839	254,892	221,946	188,999	156,052	123,106
	160	313,338	280,392	247,445	214,498	181,552	148,605	115,658
	170	305,891	272,944	239,998	207,051	174,104	141,158	108,211
	180	298,444	265,497	232,550	199,604	166,657	133,710	100,764
	190	290,996	258,050	225,103	192,156	159,210	126,263	93,316
	200	283,549	250,602	217,656	184,709	151,762	118,816	85,869
	210	276,102	243,155	210,208	177,262	144,315	111,368	78,422
	220	268,654	235,708	202,761	169,814	136,868	103,921	70,974
	230	261,207	228,260	195,314	162,367	129,420	96,474	63,527
	240	253,760	220,813	187,866	154,920	121,973	89,026	56,080
	250	246,312	213,366	180,419	147,472	114,526	81,579	48,632

Scheme Ref: **AT**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**TABLE 5**

Balance (RLV - BLV)	237,973	Density (dph)						
		25	30	35	40	45	50	55
CIL £psm 40.00	0	208,327	267,762	310,216	342,056	366,821	386,632	402,842
	10	200,880	260,315	302,769	334,609	359,373	379,185	395,394
	20	193,433	252,868	295,321	327,161	351,926	371,738	387,947
	30	185,985	245,420	287,874	319,714	344,479	364,290	380,500
	40	178,538	237,973	280,427	312,267	337,031	356,843	373,052
	50	171,091	230,526	272,979	304,819	329,584	349,396	365,605
	60	163,643	223,078	265,532	297,372	322,137	341,948	358,158
	70	156,196	215,631	258,085	289,925	314,689	334,501	350,710
	80	148,749	208,184	250,637	282,477	307,242	327,054	343,263
	90	141,301	200,736	243,190	275,030	299,795	319,606	335,816
	100	133,854	193,289	235,743	267,583	292,347	312,159	328,368
	110	126,407	185,842	228,295	260,135	284,900	304,712	320,921
	120	118,959	178,394	220,848	252,688	277,453	297,264	313,474
	130	111,512	170,947	213,401	245,241	270,005	289,817	306,026
	140	104,065	163,500	205,953	237,793	262,558	282,370	298,579
	150	96,617	156,052	198,506	230,346	255,111	274,922	291,132
	160	89,170	148,605	191,058	222,899	247,663	267,475	283,684
	170	81,723	141,158	183,611	215,451	240,216	260,028	276,237
	180	74,275	133,710	176,164	208,004	232,769	252,580	268,790
	190	66,828	126,263	168,716	200,557	225,321	245,133	261,342
	200	59,381	118,816	161,269	193,109	217,874	237,686	253,895
	210	51,933	111,368	153,822	185,662	210,427	230,238	246,448
	220	44,486	103,921	146,374	178,215	202,979	222,791	239,000
	230	37,039	96,474	138,927	170,767	195,532	215,344	231,553
	240	29,591	89,026	131,480	163,320	188,085	207,896	224,106
250	22,142	81,579	124,032	155,873	180,637	200,449	216,658	

**TABLE 6**

Balance (RLV - BLV)	237,973	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00	0	390,852	329,729	267,762	204,907	141,346	77,058	11,744
	10	383,443	322,320	260,315	197,459	133,898	69,572	4,257
	20	376,035	314,912	252,868	190,012	126,451	62,085	(3,229)
	30	368,627	307,504	245,420	182,565	119,003	54,599	(10,716)
	40	361,218	300,095	237,973	175,117	111,556	47,112	(18,202)
	50	353,810	292,676	230,526	167,670	104,109	39,626	(25,689)
	60	346,401	285,228	223,078	160,223	96,661	32,139	(33,175)
	70	338,993	277,781	215,631	152,775	89,214	24,653	(40,662)
	80	331,585	270,334	208,184	145,328	81,767	17,166	(48,148)
	90	324,176	262,886	200,736	137,881	74,284	9,679	(55,635)
	100	316,768	255,439	193,289	130,433	66,798	2,193	(63,121)
	110	309,360	247,992	185,842	122,986	59,311	(5,294)	(70,608)
	120	301,951	240,544	178,394	115,539	51,825	(12,780)	(78,094)
	130	294,541	233,097	170,947	108,091	44,338	(20,267)	(85,581)
	140	287,094	225,650	163,500	100,644	36,852	(27,753)	(93,067)
	150	279,647	218,202	156,052	93,197	29,365	(35,240)	(100,554)
	160	272,199	210,755	148,605	85,749	21,879	(42,726)	(108,040)
	170	264,752	203,308	141,158	78,288	14,392	(50,213)	(115,527)
	180	257,305	195,860	133,710	70,801	6,906	(57,699)	(123,014)
	190	249,857	188,413	126,263	63,315	(581)	(65,186)	(130,500)
	200	242,410	180,966	118,816	55,828	(8,067)	(72,672)	(138,013)
	210	234,963	173,518	111,368	48,342	(15,554)	(80,159)	(145,539)
	220	227,515	166,071	103,921	40,855	(23,040)	(87,645)	(153,065)
	230	220,068	158,624	96,474	33,369	(30,527)	(95,132)	(160,591)
	240	212,621	151,176	89,026	25,882	(38,013)	(102,618)	(168,117)
250	205,173	143,729	81,579	18,396	(45,500)	(110,105)	(175,643)	



Scheme Ref: **AT**  
 No Units: **8** Location / Value Zone: **Higher** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**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)	237,973							
	0	61,003	164,383	267,762	370,887	473,870	576,532	679,176
	10	53,555	156,935	260,315	363,479	466,462	569,162	671,807
	20	46,102	149,488	252,868	356,070	459,053	561,793	664,437
	30	38,616	142,041	245,420	348,662	451,645	554,423	657,068
	40	31,129	134,593	237,973	341,254	444,237	547,054	649,698
CIL £psm	50	23,642	127,146	230,526	333,845	436,828	539,684	642,328
40.00	60	16,156	119,699	223,078	326,437	429,420	532,314	634,959
	70	8,669	112,251	215,631	319,011	422,012	524,945	627,589
	80	1,183	104,804	208,184	311,563	414,603	517,575	620,220
	90	(6,304)	97,357	200,736	304,116	407,195	510,178	612,850
	100	(13,790)	89,909	193,289	296,669	399,786	502,769	605,481
	110	(21,277)	82,462	185,842	289,221	392,378	495,361	598,111
	120	(28,763)	75,015	178,394	281,774	384,970	487,953	590,741
	130	(36,250)	67,567	170,947	274,327	377,561	480,544	583,372
	140	(43,736)	60,099	163,500	266,879	370,153	473,136	576,002
	150	(51,223)	52,612	156,052	259,432	362,745	465,728	568,633
	160	(58,709)	45,126	148,605	251,985	355,336	458,319	561,263
	170	(66,196)	37,639	141,158	244,537	347,917	450,911	553,893
	180	(73,682)	30,153	133,710	237,090	340,470	443,503	546,486
	190	(81,169)	22,666	126,263	229,643	333,022	436,094	539,077
	200	(88,655)	15,180	118,816	222,195	325,575	428,686	531,669
	210	(96,142)	7,693	111,368	214,748	318,128	421,278	524,261
	220	(103,628)	207	103,921	207,301	310,680	413,869	516,852
	230	(111,115)	(7,280)	96,474	199,853	303,233	406,461	509,444
	240	(118,601)	(14,766)	89,026	192,406	295,786	399,052	502,035
	250	(126,088)	(22,253)	81,579	184,959	288,338	391,644	494,627

**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: **AU**  
 No Units: **4** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		4 Units					
AH Policy requirement (% Target)		0%					
AH tenure split %		Affordable Rent:	0.0%		70.0% % Rented		
		Social Rent:	70.0%				
		Intermediate (LCHO/Sub-Market/Starter etc.):	30.0%		0.0% % of total (>10% for HWP (Feb 2017))		
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	50.0%	0.0	0%	0.0	
3 bed House	50.0%	2.0	50.0%	0.0	50%	2.0	
4 bed House	50.0%	2.0	0.0%	0.0	50%	2.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
Total number of units	100.0%	4.0	100.0%	0.0	100%	4.0	
<b>OMS Unit Floor areas -</b>		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqft)			
1 bed House	69.0	743		69.0	743		
2 bed House	75.0	807		75.0	807		
3 bed House	90.0	969		90.0	969		
4 bed House	112.0	1,206		112.0	1,206		
5 bed House	128.0	1,378		128.0	1,378		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823		
<b>AH Unit Floor areas -</b>		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqft)			
1 bed House	69.0	743		69.0	743		
2 bed House	75.0	807		75.0	807		
3 bed House	90.0	969		90.0	969		
4 bed House	112.0	1,206		112.0	1,206		
5 bed House	128.0	1,378		128.0	1,378		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823		
<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	180	1,938	0	180	1,938		
4 bed House	224	2,411	0	224	2,411		
5 bed House	0	0	0	0	0		
1 bed Flat	0	0	0	0	0		
2 bed Flat	0	0	0	0	0		
	404	4,349	0	404	4,349		
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	210,000	3,043	283	0			
2 bed House	250,000	3,333	310	0			
3 bed House	310,000	3,444	320	620,000			
4 bed House	420,000	3,750	348	840,000			
5 bed House	495,000	3,867	359	0			
1 bed Flat	150,000	3,000	279	0			
2 bed Flat	200,000	3,077	286	0			
				1,460,000			
<b>Affordable Housing values (£) -</b>		Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV
1 bed House	78,750	37.5%	78,750	37.5%	147,000	70%	
2 bed House	93,750	37.5%	93,750	37.5%	175,000	70%	
3 bed House	116,250	37.5%	116,250	37.5%	217,000	70%	
4 bed House	157,500	37.5%	157,500	37.5%	294,000	70%	
5 bed House	185,625	37.5%	185,625	37.5%	346,500	70%	
1 bed Flat	56,250	37.5%	56,250	37.5%	105,000	70%	
2 bed Flat	75,000	37.5%	75,000	37.5%	140,000	70%	

Scheme Ref: **AU**  
 No Units: **4** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	210,000	-
2 bed House	0.0	@	250,000	-
3 bed House	2.0	@	310,000	620,000
4 bed House	2.0	@	420,000	840,000
5 bed House	0.0	@	495,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	200,000	-
	4.0			1,460,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	78,750	-
2 bed House	0.0	@	93,750	-
3 bed House	0.0	@	116,250	-
4 bed House	0.0	@	157,500	-
5 bed House	0.0	@	185,625	-
1 bed Flat	0.0	@	56,250	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	78,750	-
2 bed House	0.0	@	93,750	-
3 bed House	0.0	@	116,250	-
4 bed House	0.0	@	157,500	-
5 bed House	0.0	@	185,625	-
1 bed Flat	0.0	@	56,250	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	147,000	-
2 bed House	0.0	@	175,000	-
3 bed House	0.0	@	217,000	-
4 bed House	0.0	@	294,000	-
5 bed House	0.0	@	346,500	-
1 bed Flat	0.0	@	105,000	-
2 bed Flat	0.0	@	140,000	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>	<b>4</b>			<b>1,460,000</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
<b>Grant</b>	4	@	0	-
<b>Total GDV</b>				<b>1,460,000</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(1,848)
CIL				(16,160)
	CIL analysis:	404 sqm (Market only)	40.00 £ psm	
		1.11% % of GDV	4,040 £ 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	4 units @	2,000 per unit	(8,000)
<b>S106 analysis:</b>		60,000 £ per ha	0.55% % of GDV	2,000 £ per unit (total ur)
AH Commuted Sum		404 sqm (total)	0 £ psm	(8,000)
<b>Comm. Sum analysis:</b>		0.00% % of GDV		

cont./

**Scheme Ref:** AU  
**No Units:** 4 **Location / Value Zone:** Lower **Development Scenario:** Brownfield  
**Notes:** Rural Designated Areas

<b>Construction Costs -</b>			
Site Clearance and Demolition		0.33 acres @	50,000 £ per acre (if brownfield) (16,473)
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	4 units @	0 per unit
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total ur)
1 bed House	-	sqm @	1,166 psm
2 bed House	-	sqm @	1,166 psm
3 bed House	180	sqm @	1,166 psm (209,880)
4 bed House	224	sqm @	1,166 psm (261,184)
5 bed House	-	sqm @	1,166 psm
1 bed Flat	-	sqm @	1,287 psm
2 bed Flat	404	sqm @	1,287 psm
External works		471,064 @	15.0% (70,660) 17,665 £ per unit
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	- units @	90% @ 521 £ per unit
M4(3) Category 3 Housing	Mrkt units	- units @	10% @ 10,111 £ per unit
Water Efficiency additional cost		4 units @	10 £ per unit (40)
Low Carbon Energy cost		4 units @	3,375 £ per unit (13,500)
Contingency		571,737 @	5.0% (GF/BF) (28,587)
<b>Professional Fees</b>		571,737 @	6.5% (37,163)
<b>Disposal Costs -</b>			
Residential Sales Agent Costs		1,460,000 OMS @	1.00% 3,650 £ per unit (14,600)
Residential Sales Legal Costs		4 OM Units @	0.25% 900 £ per unit (3,600)
Affordable Sale Legal Costs			lump sum (10,000)
Marketing and Promotion		1,460,000 OMS @	3.00% 10,950 £ per unit (43,800) 18,000 £ per unit
<b>Interest (on Development Costs) -</b>		6.50% APR	0.526% pcm (5,781)
<b>Developers Profit -</b>			
Margin on AH		0	6.00% on AH values
Profit on OMS		1,460,000	20.00% (292,000)
<b>Profit analysis:</b>		751,275	38.87% on costs (292,000)
		1,460,000	20.00% blended GDV (292,000)
<b>TOTAL COSTS</b>			<b>(1,043,275)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>			
Residual Land Value (gross)			416,725
SDLT		416,725 @ (slabbed)	(10,336)
Acquisition Agent fees		416,725 @	1.0% (4,167)
Acquisition Legal fees		416,725 @	0.5% (2,084)
Interest on Land		416,725 @	6.50% (27,087)
Residual Land Value			<b>373,050</b>
<b>RLV analysis:</b>	<b>93,263 £ per plot</b>	<b>2,797,879 £ per ha</b>	<b>1,132,286 £ per acre</b>

<b>BENCHMARK LAND VALUE (BLV)</b>			
Residential Density		30.0 dph	
Site Area (Net)		0.13 ha	0.33 acres
<b>Density analysis:</b>		3,030 sqm/ha	13,199 sqft/ac
Benchmark Land Value (Net)	26,769 £ per plot	803,075 £ per ha	325,000 £ per acre
<b>BALANCE</b>			
Surplus/(Deficit)	1,994,804 £ per ha	807,286 £ per acre	265,974

Scheme Ref: **AU**  
 No Units: **4** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**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)		265,974	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		237,343	215,697	194,027	172,343	150,660	128,977	107,269
	10		234,044	212,578	191,079	169,580	148,081	126,581	105,046
	20		230,746	209,446	188,131	166,816	145,501	124,186	102,824
	30		227,445	206,314	185,183	164,053	142,922	121,778	100,601
	40		224,128	203,182	182,235	161,289	140,343	119,370	98,379
	50		220,812	200,050	179,288	158,525	137,763	116,963	96,156
	60		217,496	196,918	176,340	155,762	135,177	114,555	93,934
	70		214,179	193,786	173,392	152,998	132,584	112,147	91,711
	80		210,863	190,654	170,444	150,235	129,991	109,740	89,489
	90		207,547	187,521	167,496	147,464	127,398	107,332	87,266
	100		204,230	184,389	164,548	144,685	124,805	104,924	85,043
	110		200,914	181,257	161,601	141,907	122,212	102,516	82,820
	120		197,598	178,125	158,639	139,129	119,619	100,109	80,598
	130		194,281	174,993	155,676	136,351	117,026	97,701	78,375
	140		190,965	171,861	152,713	133,573	114,433	95,293	76,152
	150		187,649	168,729	149,749	130,795	111,840	92,885	73,929
	160		184,325	165,597	146,786	128,017	109,247	90,477	71,706
	170		180,991	162,465	143,823	125,239	106,654	88,069	69,483
	180		177,657	159,333	140,859	122,460	104,061	85,661	67,260
	190		174,324	156,201	137,896	119,682	101,461	83,253	65,037
	200		170,990	152,969	134,933	116,904	98,854	80,845	62,814
	210		167,656	149,837	131,969	114,126	96,247	78,437	60,591
	220		164,322	146,705	129,006	111,339	93,641	75,943	58,368
	230		160,989	143,573	126,043	108,547	91,034	73,522	56,145
	240		157,655	140,441	123,079	105,754	88,428	71,102	53,922
	250		154,321	137,309	120,101	102,961	85,821	68,681	51,699

**TABLE 2**

		Site Specific S106							
Balance (RLV - BLV)		265,974	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		281,345	280,636	279,926	279,217	278,508	277,798	277,089
	10		277,680	276,970	276,261	275,552	274,842	274,133	273,424
	20		274,014	273,305	272,595	271,886	271,177	270,467	269,758
	30		270,349	269,639	268,930	268,221	267,511	266,802	266,093
	40		266,683	265,974	265,264	264,555	263,846	263,136	262,427
	50		263,018	262,308	261,599	260,890	260,180	259,471	258,762
	60		259,352	258,643	257,933	257,224	256,513	255,801	255,088
	70		255,679	254,967	254,254	253,541	252,829	252,116	251,403
	80		251,995	251,282	250,569	249,856	249,144	248,431	247,718
	90		248,310	247,597	246,884	246,172	245,459	244,746	244,034
	100		244,625	243,912	243,200	242,487	241,774	241,061	240,349
	110		240,940	240,227	239,515	238,802	238,089	237,377	236,664
	120		237,255	236,543	235,830	235,117	234,405	233,692	232,979
	130		233,571	232,858	232,145	231,432	230,720	230,007	229,294
	140		229,886	229,173	228,460	227,748	227,035	226,322	225,610
	150		226,201	225,488	224,776	224,063	223,350	222,637	221,925
	160		222,516	221,804	221,091	220,378	219,665	218,953	218,240
	170		218,831	218,119	217,406	216,693	215,981	215,268	214,555
	180		215,147	214,434	213,721	213,009	212,296	211,583	210,870
	190		211,462	210,749	210,035	209,318	208,602	207,885	207,169
	200		207,763	207,047	206,331	205,614	204,898	204,181	203,465
	210		204,059	203,343	202,626	201,910	201,193	200,477	199,760
	220		200,355	199,639	198,922	198,206	197,489	196,773	196,056
	230		196,651	195,934	195,218	194,502	193,785	193,069	192,352
	240		192,947	192,230	191,514	190,797	190,081	189,364	188,648
	250		189,243	188,526	187,810	187,093	186,377	185,660	184,944

Scheme Ref: **AU**  
 No Units: **4** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**TABLE 3**

Balance (RLV - BLV)	265,974	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
	0	344,146	331,444	318,742	306,040	293,338	280,636	267,934	
	10	340,480	327,778	315,076	302,374	289,672	276,970	264,268	
	20	336,815	324,113	311,411	298,709	286,007	273,305	260,603	
	30	333,149	320,447	307,745	295,043	282,341	269,639	256,937	
	40	329,484	316,782	304,080	291,378	278,676	265,974	253,272	
CIL £psm	50	325,818	313,116	300,414	287,712	275,010	262,308	249,606	
40.00	60	322,153	309,451	296,749	284,047	271,345	258,643	245,941	
	70	318,477	305,775	293,073	280,371	267,669	254,967	242,265	
	80	314,792	302,090	289,388	276,686	263,984	251,282	238,580	
	90	311,107	298,405	285,703	273,001	260,299	247,597	234,895	
	100	307,422	294,720	282,018	269,316	256,614	243,912	231,210	
	110	303,737	291,035	278,333	265,631	252,929	240,227	227,525	
	120	300,053	287,351	274,649	261,947	249,245	236,543	223,841	
	130	296,368	283,666	270,964	258,262	245,560	232,858	220,156	
	140	292,683	279,981	267,279	254,577	241,875	229,173	216,471	
	150	288,998	276,296	263,594	250,892	238,190	225,488	212,786	
	160	285,314	272,612	259,910	247,208	234,506	221,804	209,102	
	170	281,629	268,927	256,225	243,523	230,821	218,119	205,417	
	180	277,944	265,242	252,540	239,838	227,136	214,434	201,732	
	190	274,259	261,557	248,855	236,153	223,451	210,749	198,047	
	200	270,574	257,872	245,170	232,468	219,759	207,067	194,355	
	210	266,889	254,187	241,487	228,785	216,067	203,375	190,663	
	220	263,204	250,502	237,802	225,100	212,380	199,683	186,971	
	230	259,519	246,817	234,117	221,413	208,691	195,991	183,279	
	240	255,834	243,132	230,432	217,546	204,999	192,299	179,587	
	250	252,149	239,447	226,747	213,679	201,307	188,607	175,895	

**TABLE 4**

Balance (RLV - BLV)	265,974	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
	0	338,293	321,819	305,346	288,873	272,399	255,926	239,453
	10	334,627	318,154	301,680	285,207	268,734	252,260	235,787
	20	330,961	314,488	298,015	281,541	265,068	248,595	232,121
	30	327,296	310,823	294,349	277,876	261,403	244,929	228,456
	40	323,630	307,157	290,684	274,210	257,737	241,264	224,790
CIL £psm	50	319,965	303,492	287,018	270,545	254,072	237,598	221,125
40.00	60	316,299	299,826	283,353	266,879	250,406	233,933	217,459
	70	312,623	296,150	279,677	263,203	246,730	230,257	213,783
	80	308,939	292,465	275,992	259,519	243,045	226,572	210,099
	90	305,254	288,780	272,307	255,834	239,360	222,887	206,414
	100	301,569	285,096	268,622	252,149	235,676	219,202	202,729
	110	297,884	281,411	264,937	248,464	231,991	215,517	199,044
	120	294,199	277,726	261,253	244,779	228,306	211,833	195,359
	130	290,515	274,041	257,568	241,095	224,621	208,148	191,675
	140	286,830	270,356	253,883	237,410	220,936	204,463	187,990
	150	283,145	266,672	250,198	233,725	217,252	200,778	184,305
	160	279,460	262,987	246,514	230,040	213,567	197,094	180,620
	170	275,775	259,302	242,829	226,355	209,882	193,409	176,935
	180	272,091	255,617	239,144	222,671	206,197	189,724	173,251
	190	268,406	251,932	235,459	218,986	202,512	186,039	169,566
	200	264,704	248,230	231,757	215,284	198,810	182,337	165,864
	210	260,999	244,526	228,053	211,579	195,106	178,633	162,159
	220	257,295	240,822	224,349	207,875	191,402	174,929	158,455
	230	253,591	237,118	220,644	204,171	187,698	171,224	154,751
	240	249,887	233,414	216,940	200,467	183,994	167,520	151,047
	250	246,183	229,709	213,236	196,763	180,289	163,816	147,343

Scheme Ref: **AU**  
 No Units: **4** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**TABLE 5**

Balance (RLV - BLV)	265,974	Density (dph)						
		25	30	35	40	45	50	55
	0	255,912	280,636	298,295	311,540	321,842	330,083	336,826
	10	252,247	276,970	294,630	307,875	318,176	326,417	333,160
	20	248,581	273,305	290,964	304,209	314,511	322,752	329,495
	30	244,916	269,639	287,299	300,544	310,845	319,086	325,829
	40	241,250	265,974	283,633	296,878	307,180	315,421	322,164
CIL £psm	50	237,585	262,308	279,968	293,213	303,514	311,755	318,498
40.00	60	233,911	258,643	276,302	289,547	299,849	308,090	314,833
	70	230,226	254,967	272,637	285,882	296,183	304,424	311,167
	80	226,541	251,282	268,954	282,208	292,516	300,759	307,502
	90	222,856	247,597	265,269	278,523	288,831	297,078	303,826
	100	219,172	243,912	261,584	274,838	285,147	293,393	300,141
	110	215,487	240,227	257,899	271,153	281,462	289,709	296,456
	120	211,802	236,543	254,215	267,468	277,777	286,024	292,771
	130	208,117	232,858	250,530	263,784	274,092	282,339	289,086
	140	204,433	229,173	246,845	260,099	270,407	278,654	285,402
	150	200,748	225,488	243,160	256,414	266,723	274,969	281,717
	160	197,063	221,804	239,475	252,729	263,038	271,285	278,032
	170	193,378	218,119	235,791	249,044	259,353	267,600	274,347
	180	189,693	214,434	232,106	245,360	255,668	263,915	270,663
	190	185,993	210,749	228,421	241,675	251,983	260,230	266,978
	200	182,289	207,047	224,731	237,990	248,299	256,546	263,293
	210	178,585	203,343	221,027	234,290	244,606	252,859	259,608
	220	174,881	199,639	217,323	230,586	240,902	249,154	255,907
	230	171,177	195,934	213,619	226,882	237,198	245,450	252,202
	240	167,472	192,230	209,914	223,178	233,493	241,746	248,498
	250	163,768	188,526	206,210	219,473	229,789	238,042	244,794

**TABLE 6**

Balance (RLV - BLV)	265,974	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
	0	341,458	311,273	280,636	249,645	218,180	186,288	153,924
	10	337,811	307,607	276,970	245,960	214,495	182,584	150,200
	20	334,165	303,942	273,305	242,275	210,810	178,879	146,477
	30	330,519	300,276	269,639	238,590	207,125	175,175	142,753
	40	326,872	296,611	265,974	234,905	203,436	171,471	139,029
CIL £psm	50	323,226	292,945	262,308	231,221	199,732	167,767	135,306
40.00	60	319,569	289,280	258,643	227,536	196,028	164,063	131,582
	70	315,903	285,614	254,967	223,851	192,324	160,344	127,858
	80	312,238	281,949	251,282	220,166	188,620	156,621	124,134
	90	308,572	278,283	247,597	216,481	184,915	152,897	120,411
	100	304,907	274,618	243,912	212,797	181,211	149,173	116,687
	110	301,241	270,952	240,227	209,112	177,507	145,450	112,963
	120	297,576	267,287	236,543	205,417	173,803	141,726	109,240
	130	293,910	263,621	232,858	201,713	170,099	138,002	105,516
	140	290,245	259,939	229,173	198,009	166,394	134,279	101,792
	150	286,579	256,255	225,488	194,305	162,688	130,555	98,069
	160	282,914	252,570	221,804	190,600	158,965	126,831	94,345
	170	279,248	248,885	218,119	186,896	155,241	123,108	90,621
	180	275,583	245,200	214,434	183,192	151,517	119,384	86,898
	190	271,917	241,516	210,749	179,488	147,794	115,660	83,174
	200	268,248	237,831	207,047	175,784	144,070	111,937	79,450
	210	264,563	234,146	203,343	172,079	140,346	108,213	75,727
	220	260,878	230,461	199,639	168,375	136,623	104,489	72,003
	230	257,193	226,776	195,934	164,671	132,899	100,766	68,279
	240	253,509	223,092	192,230	160,956	129,175	97,042	64,556
	250	249,824	219,407	188,526	157,232	125,452	93,318	60,828

Scheme Ref: **AU**  
 No Units: **4** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
	Balance (RLV - BLV)	90%	95%	100%	105%	110%	115%	120%
	265,974							
	0	183,448	232,104	280,636	329,159	377,591	426,008	474,425
	10	179,763	228,419	276,970	325,493	373,944	422,362	470,779
	20	176,078	224,734	273,305	321,828	370,298	418,715	467,133
	30	172,385	221,050	269,639	318,162	366,652	415,069	463,486
	40	168,681	217,365	265,974	314,497	363,006	411,423	459,840
	CIL £psm	164,976	213,680	262,308	310,831	359,354	407,777	456,194
	40.00	161,272	209,995	258,643	307,166	355,689	404,130	452,547
		157,568	206,311	254,967	303,500	352,023	400,484	448,901
		153,864	202,626	251,282	299,835	348,358	396,838	445,255
		150,160	198,941	247,597	296,169	344,692	393,191	441,609
		146,456	195,256	243,912	292,504	341,027	389,545	437,962
		142,751	191,568	240,227	288,838	337,361	385,885	434,316
		139,047	187,864	236,543	285,173	333,696	382,219	430,670
		135,335	184,160	232,858	281,507	330,030	378,553	427,023
		131,611	180,455	229,173	277,829	326,365	374,888	423,377
		127,887	176,751	225,488	274,144	322,699	371,222	419,731
		124,164	173,047	221,804	270,460	319,034	367,557	416,080
		120,440	169,343	218,119	266,775	315,368	363,891	412,415
		116,716	165,639	214,434	263,090	311,703	360,226	408,749
		112,993	161,935	210,749	259,405	308,037	356,560	405,084
		109,269	158,230	207,047	255,721	304,372	352,895	401,418
		105,545	154,526	203,343	252,036	300,692	349,229	397,753
		101,822	150,822	199,639	248,351	297,007	345,564	394,087
		98,098	147,103	195,934	244,666	293,322	341,898	390,422
		94,374	143,379	192,230	240,981	289,637	338,233	386,756
		90,651	139,655	188,526	237,297	285,953	334,567	383,091

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: **AV**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		8 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%		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	50.0%	1.6	20%	1.6
3 bed House		50.0%	2.4	50.0%	1.6	50%	4.0
4 bed House		50.0%	2.4	0.0%	0.0	30%	2.4
5 bed House		0.0%	0.0	0.0%	0.0	0%	0.0
1 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0
2 bed Flat		0.0%	0.0	0.0%	0.0	0%	0.0
Total number of units		100.0%	4.8	100.0%	3.2	100%	8.0
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm) (sqft)</b>		
1 bed House		69.0	743		69.0	743	
2 bed House		75.0	807		75.0	807	
3 bed House		90.0	969		90.0	969	
4 bed House		112.0	1,206		112.0	1,206	
5 bed House		128.0	1,378		128.0	1,378	
1 bed Flat		50.0	538	85.0%	58.8	633	
2 bed Flat		65.0	700	85.0%	76.5	823	
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>(sqft)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm) (sqft)</b>		
1 bed House		69.0	743		69.0	743	
2 bed House		75.0	807		75.0	807	
3 bed House		90.0	969		90.0	969	
4 bed House		112.0	1,206		112.0	1,206	
5 bed House		128.0	1,378		128.0	1,378	
1 bed Flat		50.0	538	85.0%	58.8	633	
2 bed Flat		65.0	700	85.0%	76.5	823	
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA (sqm) (sqft)</b>	<b>AH units GIA (sqm) (sqft)</b>	<b>Total GIA (all units) (sqm) (sqft)</b>			
1 bed House		0 0	0 0	0 0	0 0	0 0	
2 bed House		0 0	120 1,292	120 1,292	120 1,292	1,292	
3 bed House		216 2,325	144 1,550	360 3,875	360 3,875	3,875	
4 bed House		269 2,893	0 0	269 2,893	269 2,893	2,893	
5 bed House		0 0	0 0	0 0	0 0	0	
1 bed Flat		0 0	0 0	0 0	0 0	0	
2 bed Flat		0 0	0 0	0 0	0 0	0	
		485 5,218	264 2,842	749 8,060	749 8,060	8,060	
<b>AH % by floor area:</b>		<b>35.26% AH % by floor area due to mix</b>					
<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		210,000	3,043	283	0		
2 bed House		250,000	3,333	310	400,000		
3 bed House		310,000	3,444	320	1,240,000		
4 bed House		420,000	3,750	348	1,008,000		
5 bed House		495,000	3,867	359	0		
1 bed Flat		150,000	3,000	279	0		
2 bed Flat		200,000	3,077	286	0		
					2,648,000		
<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		78,750	37.5%	78,750	37.5%	147,000	70%
2 bed House		93,750	37.5%	93,750	37.5%	175,000	70%
3 bed House		116,250	37.5%	116,250	37.5%	217,000	70%
4 bed House		157,500	37.5%	157,500	37.5%	294,000	70%
5 bed House		185,625	37.5%	185,625	37.5%	346,500	70%
1 bed Flat		56,250	37.5%	56,250	37.5%	105,000	70%
2 bed Flat		75,000	37.5%	75,000	37.5%	140,000	70%



Scheme Ref: **AV**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	210,000	-
2 bed House	0.0	@	250,000	-
3 bed House	2.4	@	310,000	744,000
4 bed House	2.4	@	420,000	1,008,000
5 bed House	0.0	@	495,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	200,000	-
	4.8			1,752,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	78,750	-
2 bed House	0.0	@	93,750	-
3 bed House	0.0	@	116,250	-
4 bed House	0.0	@	157,500	-
5 bed House	0.0	@	185,625	-
1 bed Flat	0.0	@	56,250	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	78,750	-
2 bed House	1.1	@	93,750	105,000
3 bed House	1.1	@	116,250	130,200
4 bed House	0.0	@	157,500	-
5 bed House	0.0	@	185,625	-
1 bed Flat	0.0	@	56,250	-
2 bed Flat	0.0	@	75,000	-
	2.2			235,200
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	147,000	-
2 bed House	0.5	@	175,000	84,000
3 bed House	0.5	@	217,000	104,160
4 bed House	0.0	@	294,000	-
5 bed House	0.0	@	346,500	-
1 bed Flat	0.0	@	105,000	-
2 bed Flat	0.0	@	140,000	-
	1.0	3.2		188,160
<b>Sub-total GDV Residential</b>	<b>8</b>			<b>2,175,360</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>472,640</b>
			631 £ psm (total GIA sqm)	59,080 £ per unit (total units)
<b>Grant</b>	8	@	0	-
<b>Total GDV</b>				<b>2,175,360</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,696)
CIL				(19,392)
	CIL analysis:	485 sqm (Market only)	40.00 £ psm	
		0.89% % of GDV	2,424 £ 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	8 units @	2,000 per unit	(16,000)
<b>S106 analysis:</b>	60,000 £ per ha	0.74% % of GDV	2,000 £ per unit (total ur	(16,000)
AH Commuted Sum		749 sqm (total)	0 £ psm	-
<b>Comm. Sum analysis:</b>		0.00% % of GDV		

cont./

**Scheme Ref:** AV  
**No Units:** 8 **Location / Value Zone:** Lower **Development Scenario:** Brownfield  
**Notes:** Rural Designated Areas

<b>Construction Costs -</b>				
Site Clearance and Demolition		0.66 acres @	50,000	£ per acre (if brownfield) (32,947)
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	8 units @	0	per unit
<b>Infra. Costs analysis:</b>	-	£ per ha	0.00%	% of GDV
				0 £ per unit (total ur)
1 bed House	-	sqm @	1,166	psm
2 bed House	120	sqm @	1,166	psm (139,920)
3 bed House	360	sqm @	1,166	psm (419,760)
4 bed House	269	sqm @	1,166	psm (313,421)
5 bed House	-	sqm @	1,166	psm
1 bed Flat	-	sqm @	1,287	psm
2 bed Flat	749	sqm @	1,287	psm
External works		873.101 @	15.0%	(130,965)
			16,371	£ per unit
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	units @	90%	521 £ per unit
M4(3) Category 3 Housing	Mrkt units	units @	10%	10,111 £ per unit
Water Efficiency additional cost		8 units @		10 £ per unit (80)
Low Carbon Energy cost		8 units @		3,375 £ per unit (27,000)
Contingency		1,064.093 @	5.0%	(53,205)
			(GF/BF)	
<b>Professional Fees</b>		1,064.093 @	6.5%	(69,166)
<b>Disposal Costs -</b>				
Residential Sales Agent Costs		1,752.000 OMS @	1.00%	2,190 £ per unit (17,520)
Residential Sales Legal Costs		5 OM Units @	0.25%	900 £ per unit (4,320)
Affordable Sale Legal Costs				lump sum (10,000)
Marketing and Promotion		1,752.000 OMS @	3.00%	6,570 £ per unit (52,560)
				10,550 £ per unit
<b>Interest (on Development Costs) -</b>			6.50% APR	0.526% pcm (10,374)
<b>Developers Profit -</b>				
Margin on AH		423,360	6.00%	on AH values (25,402)
Profit on OMS		1,752,000	20.00%	(350,400)
<b>Profit analysis:</b>		1,330,326	28.25%	on costs (375,802)
		2,175,360	17.28%	blended GDV (375,802)
<b>TOTAL COSTS</b>				<b>(1,706,127)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>				
Residual Land Value (gross)				469,233
SDLT		469,233 @	(slabbed)	(12,962)
Acquisition Agent fees		469,233 @	1.0%	(4,692)
Acquisition Legal fees		469,233 @	0.5%	(2,346)
Interest on Land		469,233 @	6.50%	(30,500)
Residual Land Value				<b>418,733</b>
<b>RLV analysis:</b>		52,342 £ per plot	1,570,247 £ per ha	635,470 £ per acre

<b>BENCHMARK LAND VALUE (BLV)</b>				
Residential Density		30.0	dph	
Site Area (Net)		0.27	ha	0.66 acres
<b>Density analysis:</b>		2,808	sqm/ha	12,232 sqft/ac
Benchmark Land Value (Net)		26,769	£ per plot	803,075 £ per ha
				325,000 £ per acre
				<b>214,153</b>

<b>BALANCE</b>				
Surplus/(Deficit)		767,172	£ per ha	310,470 £ per acre
				<b>204,579</b>

Scheme Ref: **AV**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**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	204,579	0	482,318	439,025	395,733	352,413	309,046	265,680	222,313
	0	10	475,720	432,794	389,868	346,886	303,888	260,889	217,891
	10	20	469,122	426,563	383,988	341,359	298,729	256,099	213,469
	20	30	462,524	420,331	378,093	335,831	293,570	251,309	209,024
	30	40	455,926	414,090	372,197	330,304	288,411	246,519	204,579
	40	50	449,328	407,826	366,301	324,777	283,253	241,728	200,134
	50	60	442,717	401,562	360,406	319,250	278,094	236,932	195,689
	60	70	436,085	395,297	354,510	313,723	272,935	232,117	191,244
	70	80	429,452	389,033	348,614	308,196	267,777	227,301	186,799
	80	90	422,820	382,769	342,719	302,668	262,618	222,486	182,354
	90	100	416,187	376,505	336,823	297,141	257,432	217,670	177,909
	100	110	409,554	370,241	330,927	291,614	252,246	212,855	173,464
	110	120	402,922	363,977	325,032	286,081	247,060	208,040	169,019
	120	130	396,289	357,713	319,136	280,524	241,874	203,224	164,574
	130	140	389,656	351,448	313,240	274,968	236,688	198,409	160,129
	140	150	383,024	345,184	307,321	269,412	231,503	193,593	155,684
	150	160	376,391	338,920	301,394	263,856	226,317	188,778	151,217
	160	170	369,759	332,636	295,468	258,299	221,131	183,962	146,749
	170	180	363,126	326,339	289,541	252,743	215,945	179,147	142,281
	180	190	356,469	320,042	283,614	247,187	210,759	174,326	137,812
	190	200	349,802	313,745	277,688	241,630	205,573	169,485	133,344
	200	210	343,134	307,448	271,761	236,074	200,387	164,644	128,875
	210	220	336,467	301,151	265,834	230,518	195,200	159,804	124,407
	220	230	329,799	294,853	259,908	224,962	189,987	154,963	119,939
	230	240	323,132	288,556	253,981	219,405	184,774	150,122	115,470
	240	250	316,464	282,259	248,054	213,841	179,561	145,281	111,002

**TABLE 2**

		Site Specific S106							
Balance (RLV - BLV)		90%	100%	110%	120%	130%	140%	150%	
CIL £psm 40.00	204,579	0	223,738	222,313	220,887	219,462	218,037	216,611	215,186
	0	10	219,316	217,891	216,466	215,040	213,615	212,183	210,750
	10	20	214,895	213,469	212,036	210,603	209,171	207,738	206,305
	20	30	210,457	209,024	207,591	206,158	204,725	203,293	201,860
	30	40	206,012	204,579	203,146	201,713	200,280	198,848	197,415
	40	50	201,567	200,134	198,701	197,268	195,835	194,403	192,970
	50	60	197,122	195,689	194,256	192,823	191,390	189,958	188,525
	60	70	192,677	191,244	189,811	188,378	186,945	185,513	184,080
	70	80	188,232	186,799	185,366	183,933	182,500	181,067	179,635
	80	90	183,787	182,354	180,921	179,488	178,055	176,622	175,190
	90	100	179,342	177,909	176,476	175,043	173,610	172,177	170,745
	100	110	174,897	173,464	172,031	170,598	169,165	167,732	166,300
	110	120	170,452	169,019	167,586	166,153	164,720	163,287	161,855
	120	130	166,007	164,574	163,141	161,708	160,275	158,842	157,409
	130	140	161,562	160,129	158,696	157,263	155,830	154,392	152,952
	140	150	157,117	155,684	154,245	152,805	151,364	149,924	148,483
	150	160	152,658	151,217	149,777	148,336	146,896	145,456	144,015
	160	170	148,189	146,749	145,308	143,868	142,428	140,987	139,547
	170	180	143,721	142,281	140,840	139,400	137,959	136,519	135,078
	180	190	139,253	137,812	136,372	134,931	133,491	132,050	130,610
	190	200	134,784	133,344	131,903	130,463	129,022	127,582	126,141
	200	210	130,316	128,875	127,435	125,994	124,554	123,113	121,673
	210	220	125,847	124,407	122,966	121,526	120,086	118,645	117,205
	220	230	121,379	119,939	118,498	117,058	115,617	114,177	112,736
	230	240	116,911	115,470	114,030	112,589	111,149	109,708	108,268
	240	250	112,442	111,002	109,561	108,121	106,680	105,240	103,799

Scheme Ref: **AV**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**TABLE 3**

Balance (RLV - BLV)	204,579	Profit (on OMS) 20%						
		15%	16%	17%	18%	19%	20%	21%
	0	298,525	283,282	268,040	252,798	237,555	222,313	207,070
	10	294,103	278,861	263,618	248,376	233,133	217,891	202,649
	20	289,681	274,439	259,196	243,954	228,712	213,469	198,227
	30	285,236	269,994	254,751	239,509	224,267	209,024	193,782
	40	280,791	265,549	250,306	235,064	219,822	204,579	189,337
CIL £psm	50	276,346	261,104	245,861	230,619	215,377	200,134	184,892
40.00	60	271,901	256,659	241,416	226,174	210,932	195,689	180,447
	70	267,456	252,214	236,971	221,729	206,487	191,244	176,002
	80	263,011	247,769	232,526	217,284	202,042	186,799	171,557
	90	258,566	243,324	228,081	212,839	197,597	182,354	167,112
	100	254,121	238,879	223,636	208,394	193,152	177,909	162,667
	110	249,676	234,434	219,191	203,949	188,707	173,464	158,222
	120	245,231	229,989	214,746	199,504	184,262	169,019	153,777
	130	240,786	225,544	210,301	195,059	179,817	164,574	149,332
	140	236,341	221,099	205,856	190,614	175,372	160,129	144,887
	150	231,896	216,654	201,411	186,169	170,926	155,684	140,442
	160	227,429	212,187	196,945	181,702	166,460	151,217	135,975
	170	222,961	207,719	192,476	177,234	161,991	146,749	131,507
	180	218,493	203,250	188,008	172,765	157,523	142,281	127,038
	190	214,024	198,782	183,539	168,297	153,055	137,812	122,570
	200	209,556	194,313	179,071	163,829	148,586	133,344	118,101
	210	205,087	189,845	174,603	159,360	144,118	128,875	113,633
	220	200,619	185,377	170,134	154,892	139,649	124,407	109,165
	230	196,151	180,908	165,666	150,423	135,181	119,939	104,696
	240	191,682	176,440	161,197	145,955	130,713	115,470	100,228
	250	187,214	171,971	156,729	141,487	126,244	111,002	95,759

**TABLE 4**

Balance (RLV - BLV)	204,579	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
	0	337,626	304,679	271,733	238,786	205,839	172,893	139,946
	10	333,204	300,258	267,311	234,364	201,418	168,471	135,524
	20	328,783	295,836	262,889	229,943	196,996	164,049	131,103
	30	324,338	291,391	258,444	225,498	192,551	159,604	126,658
	40	319,893	286,946	253,999	221,053	188,106	155,159	122,213
CIL £psm	50	315,448	282,501	249,554	216,608	183,661	150,714	117,768
40.00	60	311,003	278,056	245,109	212,163	179,216	146,269	113,323
	70	306,558	273,611	240,664	207,718	174,771	141,824	108,878
	80	302,113	269,166	236,219	203,273	170,326	137,379	104,433
	90	297,668	264,721	231,774	198,828	165,881	132,934	99,988
	100	293,223	260,276	227,329	194,383	161,436	128,489	95,543
	110	288,777	255,831	222,884	189,937	156,991	124,044	91,097
	120	284,332	251,386	218,439	185,492	152,546	119,599	86,652
	130	279,887	246,941	213,994	181,047	148,101	115,154	82,207
	140	275,442	242,496	209,549	176,602	143,656	110,709	77,762
	150	270,997	238,051	205,104	172,157	139,211	106,264	73,317
	160	266,531	233,584	200,637	167,691	134,744	101,797	68,851
	170	262,062	229,116	196,169	163,222	130,276	97,329	64,382
	180	257,594	224,647	191,701	158,754	125,807	92,861	59,914
	190	253,125	220,179	187,232	154,285	121,339	88,392	55,445
	200	248,657	215,710	182,764	149,817	116,870	83,924	50,977
	210	244,189	211,242	178,295	145,349	112,402	79,455	46,509
	220	239,720	206,774	173,827	140,880	107,934	74,987	42,040
	230	235,252	202,305	169,359	136,412	103,465	70,519	37,572
	240	230,783	197,837	164,890	131,943	98,997	66,050	33,103
	250	226,315	193,368	160,422	127,475	94,528	61,582	28,635

Scheme Ref: **AV**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**TABLE 5**

Balance (RLV - BLV)	204,579	Density (dph)						
		25	30	35	40	45	50	55
	0	172,832	222,313	257,656	284,164	304,781	321,275	334,770
	10	168,399	217,891	253,235	279,742	300,360	316,853	330,348
	20	163,953	213,469	248,813	275,321	295,938	312,432	325,926
	30	159,508	209,024	244,391	270,899	291,516	308,010	321,505
	40	155,063	204,579	239,948	266,474	287,094	303,588	317,083
CIL £psm	50	150,618	200,134	235,503	262,029	282,661	299,166	312,661
40.00	60	146,173	195,689	231,058	257,584	278,216	294,721	308,225
	70	141,728	191,244	226,613	253,139	273,771	290,276	303,780
	80	137,283	186,799	222,168	248,694	269,326	285,831	299,335
	90	132,838	182,354	217,723	244,249	264,881	281,386	294,890
	100	128,393	177,909	213,278	239,804	260,435	276,941	290,445
	110	123,948	173,464	208,833	235,359	255,990	272,496	286,000
	120	119,503	169,019	204,388	230,914	251,545	268,051	281,555
	130	115,058	164,574	199,943	226,469	247,100	263,606	277,110
	140	110,603	160,129	195,498	222,024	242,655	259,161	272,665
	150	106,135	155,684	191,053	217,579	238,210	254,716	268,220
	160	101,666	151,217	186,608	213,134	233,765	250,271	263,775
	170	97,198	146,749	182,143	208,688	229,320	245,826	259,330
	180	92,730	142,281	177,674	204,219	224,866	241,381	254,885
	190	88,261	137,812	173,206	199,751	220,397	236,914	250,428
	200	83,793	133,344	168,737	195,282	215,929	232,446	245,960
	210	79,324	128,875	164,269	190,814	211,460	227,977	241,491
	220	74,856	124,407	159,800	186,346	206,992	223,509	237,023
	230	70,388	119,939	155,332	181,877	202,523	219,040	232,554
	240	65,919	115,470	150,864	177,409	198,055	214,572	228,086
	250	61,451	111,002	146,395	172,940	193,587	210,104	223,618

**TABLE 6**

Balance (RLV - BLV)	204,579	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
	0	335,683	279,435	222,313	164,315	105,359	45,702	(14,670)
	10	331,284	275,014	217,891	159,870	100,891	41,233	(19,162)
	20	326,886	270,592	213,469	155,425	96,422	36,765	(23,654)
	30	322,487	266,170	209,024	150,957	91,954	32,297	(28,146)
	40	318,089	261,748	204,579	146,489	87,485	27,828	(32,637)
CIL £psm	50	313,690	257,327	200,134	142,020	83,017	23,360	(37,129)
40.00	60	309,291	252,905	195,689	137,552	78,549	18,891	(41,621)
	70	304,893	248,483	191,244	133,084	74,080	14,423	(46,113)
	80	300,494	244,061	186,799	128,615	69,612	9,955	(50,605)
	90	296,096	239,640	182,354	124,147	65,143	5,486	(55,097)
	100	291,693	235,218	177,909	119,678	60,675	1,018	(59,589)
	110	287,271	230,796	173,464	115,210	56,207	(3,452)	(64,081)
	120	282,849	226,374	169,019	110,742	51,738	(7,944)	(68,573)
	130	278,428	221,953	164,574	106,273	47,270	(12,436)	(73,065)
	140	274,006	217,523	160,129	101,805	42,801	(16,928)	(77,557)
	150	269,584	213,078	155,684	97,336	38,333	(21,420)	(82,049)
	160	265,162	208,633	151,217	92,868	33,865	(25,912)	(86,540)
	170	260,741	204,188	146,749	88,400	29,396	(30,404)	(91,032)
	180	256,319	199,743	142,281	83,931	24,928	(34,896)	(95,524)
	190	251,897	195,298	137,812	79,463	20,459	(39,388)	(100,016)
	200	247,475	190,853	133,344	74,994	15,991	(43,880)	(104,508)
	210	243,054	186,408	128,875	70,526	11,523	(48,372)	(109,000)
	220	238,632	181,963	124,407	66,058	7,054	(52,864)	(113,492)
	230	234,210	177,518	119,939	61,589	2,586	(57,355)	(117,984)
	240	229,788	173,073	115,470	57,121	(1,883)	(61,847)	(122,476)
	250	225,367	168,628	111,002	52,652	(6,368)	(66,339)	(126,968)

Scheme Ref: **AV**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**TABLE 7**

Balance (RLV - BLV)	204,579	Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
	0	105,101	163,779	222,313	280,700	339,019	397,246	455,474
	10	100,632	159,334	217,891	276,278	334,620	392,848	451,075
	20	96,164	154,889	213,469	271,857	330,221	388,449	446,677
	30	91,695	150,444	209,024	267,435	325,822	384,051	442,278
	40	87,227	145,999	204,579	263,013	321,401	379,652	437,880
CIL £psm	50	82,759	141,554	200,134	258,591	316,979	375,253	433,481
40.00	60	78,290	137,096	195,689	254,170	312,557	370,855	429,082
	70	73,822	132,627	191,244	249,748	308,135	366,456	424,684
	80	69,353	128,159	186,799	245,326	303,714	362,058	420,285
	90	64,885	123,691	182,354	240,904	299,292	357,659	415,887
	100	60,416	119,222	177,909	236,483	294,870	353,257	411,488
	110	55,948	114,754	173,464	232,044	290,448	348,836	407,089
	120	51,480	110,285	169,019	227,599	286,027	344,414	402,691
	130	47,011	105,817	164,574	223,154	281,605	339,992	398,292
	140	42,543	101,349	160,129	218,709	277,183	335,570	393,894
	150	38,074	96,880	155,684	214,264	272,761	331,149	389,495
	160	33,606	92,412	151,217	209,819	268,340	326,727	385,096
	170	29,138	87,943	146,749	205,374	263,918	322,305	380,692
	180	24,669	83,475	142,281	200,929	259,496	317,883	376,271
	190	20,201	79,007	137,812	196,484	255,064	313,462	371,849
	200	15,732	74,538	133,344	192,039	250,619	309,040	367,427
	210	11,264	70,070	128,875	187,594	246,174	304,618	363,005
	220	6,796	65,601	124,407	183,149	241,729	300,196	358,584
	230	2,327	61,133	119,939	178,704	237,284	295,775	354,162
	240	(2,141)	56,664	115,470	174,259	232,839	291,353	349,740
	250	(6,610)	52,196	111,002	169,807	228,394	286,931	345,318

**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: **AV**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		8 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>		<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	50.0%	0.0	0%	0.0	
3 bed House	50.0%	4.0	50.0%	0.0	50%	4.0	
4 bed House	50.0%	4.0	0.0%	0.0	50%	4.0	
5 bed House	0.0%	0.0	0.0%	0.0	0%	0.0	
1 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
2 bed Flat	0.0%	0.0	0.0%	0.0	0%	0.0	
Total number of units	100.0%	8.0	100.0%	0.0	100%	8.0	
<b>OMS Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>		<b>(sqft)</b>	
1 bed House	69.0	743		69.0	743		
2 bed House	75.0	807		75.0	807		
3 bed House	90.0	969		90.0	969		
4 bed House	112.0	1,206		112.0	1,206		
5 bed House	128.0	1,378		128.0	1,378		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823		
<b>AH Unit Floor areas -</b>		<b>Net area per unit (sqm)</b>	<b>Net to Gross %</b>	<b>Gross (GIA) per unit (sqm)</b>		<b>(sqft)</b>	
1 bed House	69.0	743		69.0	743		
2 bed House	75.0	807		75.0	807		
3 bed House	90.0	969		90.0	969		
4 bed House	112.0	1,206		112.0	1,206		
5 bed House	128.0	1,378		128.0	1,378		
1 bed Flat	50.0	538	85.0%	58.8	633		
2 bed Flat	65.0	700	85.0%	76.5	823		
<b>Total Gross Floor areas -</b>		<b>Mkt Units GIA (sqm)</b>	<b>AH units GIA (sqm)</b>	<b>Total GIA (all units) (sqm)</b>		<b>(sqft)</b>	
1 bed House	0	0	0	0	0	0	
2 bed House	0	0	0	0	0	0	
3 bed House	360	3,875	0	360	3,875		
4 bed House	448	4,822	0	448	4,822		
5 bed House	0	0	0	0	0		
1 bed Flat	0	0	0	0	0		
2 bed Flat	0	0	0	0	0		
	808	8,697	0	808	8,697		
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	210,000	3,043	283	0			
2 bed House	250,000	3,333	310	0			
3 bed House	310,000	3,444	320	1,240,000			
4 bed House	420,000	3,750	348	1,680,000			
5 bed House	495,000	3,867	359	0			
1 bed Flat	150,000	3,000	279	0			
2 bed Flat	200,000	3,077	286	0			
				2,920,000			
<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	78,750	37.5%	78,750	37.5%	147,000	70%	
2 bed House	93,750	37.5%	93,750	37.5%	175,000	70%	
3 bed House	116,250	37.5%	116,250	37.5%	217,000	70%	
4 bed House	157,500	37.5%	157,500	37.5%	294,000	70%	
5 bed House	185,625	37.5%	185,625	37.5%	346,500	70%	
1 bed Flat	56,250	37.5%	56,250	37.5%	105,000	70%	
2 bed Flat	75,000	37.5%	75,000	37.5%	140,000	70%	

Scheme Ref: **AV**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

GROSS DEVELOPMENT VALUE				
<b>OMS GDV -</b> (part houses due to % mix)				
1 bed House	0.0	@	210,000	-
2 bed House	0.0	@	250,000	-
3 bed House	4.0	@	310,000	1,240,000
4 bed House	4.0	@	420,000	1,680,000
5 bed House	0.0	@	495,000	-
1 bed Flat	0.0	@	150,000	-
2 bed Flat	0.0	@	200,000	-
	8.0			2,920,000
<b>Affordable Rent GDV -</b>				
1 bed House	0.0	@	78,750	-
2 bed House	0.0	@	93,750	-
3 bed House	0.0	@	116,250	-
4 bed House	0.0	@	157,500	-
5 bed House	0.0	@	185,625	-
1 bed Flat	0.0	@	56,250	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>Social Rent GDV -</b>				
1 bed House	0.0	@	78,750	-
2 bed House	0.0	@	93,750	-
3 bed House	0.0	@	116,250	-
4 bed House	0.0	@	157,500	-
5 bed House	0.0	@	185,625	-
1 bed Flat	0.0	@	56,250	-
2 bed Flat	0.0	@	75,000	-
	0.0			-
<b>Intermediate GDV -</b>				
1 bed House	0.0	@	147,000	-
2 bed House	0.0	@	175,000	-
3 bed House	0.0	@	217,000	-
4 bed House	0.0	@	294,000	-
5 bed House	0.0	@	346,500	-
1 bed Flat	0.0	@	105,000	-
2 bed Flat	0.0	@	140,000	-
	0.0	0.0		-
<b>Sub-total GDV Residential</b>	<b>8</b>			<b>2,920,000</b>
<b>AH on-site cost analysis:</b>			<b>EMV (no AH) less £GDV (inc. AH)</b>	<b>0</b>
			0 £ psm (total GIA sqm)	0 £ per unit (total units)
<b>Grant</b>	8	@	0	-
<b>Total GDV</b>				<b>2,920,000</b>

DEVELOPMENT COSTS				
<b>Initial Payments -</b>				
Planning Application Professional Fees, Surveys and reports				(10,000)
Statutory Planning Fees (Residential)				(3,696)
CIL		808 sqm (Market only)	40.00 £ psm	(32,320)
CIL analysis:		1,11% % of GDV	4,040 £ 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	8 units @	2,000 per unit	(16,000)
<b>S106 analysis:</b>	60,000 £ per ha	0.55% % of GDV	2,000 £ per unit (total ur	(16,000)
AH Commuted Sum		808 sqm (total)	453 £ psm	(365,687)
<b>Comm. Sum analysis:</b>		12.52% % of GDV		

cont./



**Scheme Ref:** AV  
**No Units:** 8 **Location / Value Zone:** Lower **Development Scenario:** Brownfield  
**Notes:** Rural Designated Areas

<b>Construction Costs -</b>			
Site Clearance and Demolition		0.66 acres @	50,000 £ per acre (if brownfield) (32,947)
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	8 units @	0 per unit
<b>Infra. Costs analysis:</b>	- £ per ha	0.00% % of GDV	0 £ per unit (total ur) -
1 bed House	-	sqm @	1,166 psm -
2 bed House	-	sqm @	1,166 psm -
3 bed House	360	sqm @	1,166 psm (419,760)
4 bed House	448	sqm @	1,166 psm (522,368)
5 bed House	-	sqm @	1,166 psm -
1 bed Flat	-	sqm @	1,287 psm -
2 bed Flat	808	sqm @	1,287 psm -
External works		942,128 @	15.0% (141,319) 17,665 £ per unit
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	- units @	90% @ 521 £ per unit -
M4(3) Category 3 Housing	Mrkt units	- units @	10% @ 10,111 £ per unit -
Water Efficiency additional cost	8 units @		10 £ per unit (80)
Low Carbon Energy cost	8 units @		3,375 £ per unit (27,000)
Contingency		1,143,474 @	5.0% (GF/BF) (57,174)
<b>Professional Fees</b>		1,143,474 @	6.5% (74,326)
<b>Disposal Costs -</b>			
Residential Sales Agent Costs		2,920,000 OMS @	1.00% 3,650 £ per unit (29,200)
Residential Sales Legal Costs		8 OM Units @	0.25% 900 £ per unit (7,200)
Affordable Sale Legal Costs			lump sum (10,000)
Marketing and Promotion		2,920,000 OMS @	3.00% 10,950 £ per unit (87,600) 16,750 £ per unit
<b>Interest (on Development Costs) -</b>		6.50% APR	0.526% pcm (30,091)
<b>Developers Profit -</b>			
Margin on AH		0	6.00% on AH values -
Profit on OMS		2,920,000	20.00% (584,000)
<b>Profit analysis:</b>		1,866,767	31.28% on costs (584,000)
		2,920,000	20.00% blended GDV (584,000)
<b>TOTAL COSTS</b>			<b>(2,450,767)</b>

<b>RESIDUAL LAND VALUE (RLV)</b>			
Residual Land Value (gross)			469,233
SDLT	469,233 @	(slabbed)	(12,962)
Acquisition Agent fees	469,233 @	1.0%	(4,692)
Acquisition Legal fees	469,233 @	0.5%	(2,346)
Interest on Land	469,233 @	6.50%	(30,500)
Residual Land Value			<b>418,732</b>
<b>RLV analysis:</b>	52,342 £ per plot	1,570,246 £ per ha	635,470 £ per acre

<b>BENCHMARK LAND VALUE (BLV)</b>			
Residential Density	30.0 dph		
Site Area (Net)	0.27 ha	0.66 acres	
<b>Density analysis:</b>	3,030 sqm/ha	13,199 sqft/ac	
Benchmark Land Value (Net)	26,769 £ per plot	803,075 £ per ha	325,000 £ per acre
			<b>214,153</b>

<b>BALANCE</b>			
Surplus/(Deficit)	767,171 £ per ha	310,470 £ per acre	<b>204,579</b>

Scheme Ref: **AV**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**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)		204,579	10%	15%	20%	25%	30%	35%	40%
CIL £psm 40.00	0		153,364	112,863	72,361	31,814	(8,825)	(49,464)	(90,103)
	10		146,662	106,532	66,403	26,199	(14,066)	(54,330)	(94,594)
	20		139,959	100,202	60,445	20,584	(19,306)	(59,196)	(99,086)
	30		133,257	93,872	54,485	14,969	(24,547)	(64,063)	(103,578)
	40		126,554	87,542	48,496	9,354	(29,787)	(68,929)	(108,070)
	50		119,851	81,211	42,506	3,739	(35,028)	(73,795)	(112,562)
	60		113,149	74,881	36,517	(1,876)	(40,268)	(78,661)	(117,054)
	70		106,446	68,546	30,528	(7,491)	(45,509)	(83,527)	(121,546)
	80		99,744	62,183	24,539	(13,105)	(50,750)	(88,394)	(126,038)
	90		93,041	55,819	18,550	(18,720)	(55,990)	(93,260)	(130,530)
	100		86,338	49,456	12,560	(24,335)	(61,231)	(98,126)	(135,022)
	110		79,633	43,092	6,571	(29,950)	(66,471)	(102,992)	(139,514)
	120		72,876	36,729	582	(35,565)	(71,712)	(107,859)	(144,021)
	130		66,138	30,365	(5,407)	(41,180)	(76,952)	(112,725)	(148,536)
	140		59,400	24,002	(11,397)	(46,795)	(82,193)	(117,591)	(153,052)
	150		52,662	17,638	(17,386)	(52,410)	(87,434)	(122,457)	(157,568)
	160		45,924	11,275	(23,375)	(58,025)	(92,674)	(127,324)	(162,083)
	170		39,186	4,911	(29,364)	(63,639)	(97,915)	(132,190)	(166,599)
	180		32,448	(1,453)	(35,353)	(69,254)	(103,155)	(137,069)	(171,114)
	190		25,710	(7,816)	(41,343)	(74,869)	(108,396)	(141,960)	(175,630)
	200		18,973	(14,180)	(47,332)	(80,484)	(113,636)	(146,852)	(180,145)
	210		12,235	(20,543)	(53,321)	(86,099)	(118,877)	(151,744)	(184,661)
	220		5,497	(26,907)	(59,310)	(91,714)	(124,117)	(156,636)	(189,176)
	230		(1,241)	(33,270)	(65,300)	(97,329)	(129,364)	(161,528)	(193,692)
	240		(7,979)	(39,634)	(71,289)	(102,944)	(134,632)	(166,420)	(198,207)
	250		(14,717)	(45,997)	(77,278)	(108,559)	(139,900)	(171,312)	(202,723)

**TABLE 2**

		Site Specific S106 (where 110% is a 10% increase etc.)							
Balance (RLV - BLV)		204,579	90%	100%	110%	120%	130%	140%	150%
CIL £psm 40.00	0		235,809	234,368	232,928	231,487	230,047	228,606	227,166
	10		228,361	226,921	225,481	224,040	222,600	221,159	219,719
	20		220,914	219,474	218,033	216,593	215,152	213,712	212,271
	30		213,467	212,026	210,586	209,145	207,705	206,264	204,824
	40		206,019	204,579	203,139	201,698	200,258	198,817	197,377
	50		198,572	197,132	195,691	194,251	192,810	191,370	189,929
	60		191,125	189,684	188,244	186,803	185,363	183,922	182,482
	70		183,677	182,237	180,797	179,356	177,916	176,475	175,035
	80		176,230	174,790	173,349	171,909	170,468	169,028	167,587
	90		168,783	167,342	165,902	164,461	163,021	161,580	160,140
	100		161,335	159,895	158,455	157,014	155,574	154,133	152,693
	110		153,888	152,448	151,007	149,567	148,126	146,686	145,245
	120		146,441	145,000	143,560	142,119	140,679	139,238	137,798
	130		138,993	137,553	136,112	134,672	133,232	131,791	130,351
	140		131,546	130,106	128,665	127,225	125,784	124,344	122,903
	150		124,099	122,658	121,218	119,777	118,337	116,896	115,456
	160		116,651	115,211	113,770	112,327	110,879	109,431	107,983
	170		109,185	107,737	106,289	104,841	103,393	101,944	100,496
	180		101,698	100,250	98,802	97,354	95,906	94,458	93,010
	190		94,212	92,764	91,316	89,868	88,419	86,971	85,523
	200		86,725	85,277	83,829	82,381	80,933	79,485	78,037
	210		79,239	77,791	76,343	74,894	73,446	71,998	70,550
	220		71,752	70,304	68,856	67,408	65,960	64,512	63,064
	230		64,266	62,818	61,369	59,921	58,473	57,025	55,577
	240		56,779	55,331	53,883	52,435	50,987	49,539	48,091
	250		49,293	47,844	46,396	44,948	43,500	42,052	40,604

Scheme Ref: **AV**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**TABLE 3**

		Profit (on OMS) 20%								
		15%	16%	17%	18%	19%	20%	21%		
Balance (RLV - BLV)	204,579	0	361,388	335,984	310,580	285,176	259,772	234,368	208,964	
		10	353,941	328,537	303,133	277,729	252,325	226,921	201,517	
		20	346,494	321,090	295,686	270,282	244,878	219,474	194,070	
		30	339,046	313,642	288,238	262,834	237,430	212,026	186,622	
		40	331,599	306,195	280,791	255,387	229,983	204,579	179,175	
	CIL £psm	50	324,152	298,748	273,344	247,940	222,536	197,132	171,728	
		40.00	60	316,704	291,300	265,896	240,492	215,088	189,684	164,280
			70	309,257	283,853	258,449	233,045	207,641	182,237	156,833
			80	301,810	276,406	251,002	225,598	200,194	174,790	149,386
			90	294,362	268,958	243,554	218,150	192,746	167,342	141,938
			100	286,915	261,511	236,107	210,703	185,299	159,895	134,491
			110	279,468	254,064	228,660	203,256	177,852	152,448	127,044
			120	272,020	246,616	221,212	195,808	170,404	145,000	119,596
			130	264,573	239,169	213,765	188,361	162,957	137,553	112,149
			140	257,126	231,722	206,318	180,914	155,510	130,106	104,702
			150	249,678	224,274	198,870	173,466	148,062	122,658	97,254
			160	242,231	216,827	191,423	166,019	140,615	115,211	89,807
			170	234,784	209,380	183,976	158,572	133,168	107,764	82,360
			180	227,337	201,933	176,529	151,125	125,721	100,317	74,913
			190	219,890	194,486	169,082	143,678	118,274	92,870	67,466
			200	212,443	187,039	161,635	136,231	110,827	85,423	59,019
			210	204,996	179,592	154,188	128,784	103,380	77,976	51,572
			220	197,549	172,145	146,741	121,337	95,933	70,529	44,125
			230	189,102	164,698	139,294	113,890	88,486	63,082	36,678
			240	180,655	157,251	131,847	106,443	81,039	55,635	29,231
		250	172,208	149,804	124,400	98,996	73,592	48,188	21,784	

**TABLE 4**

		BLV (per acre)								
		200,000	200,000	250,000	300,000	350,000	400,000	450,000		
Balance (RLV - BLV)	204,579	150,000	349,682	316,735	283,788	250,842	217,895	184,948	152,002	
		10	342,234	309,288	276,341	243,394	210,448	177,501	144,554	
		20	334,787	301,841	268,894	235,947	203,000	170,054	137,107	
		30	327,340	294,393	261,446	228,500	195,553	162,606	129,660	
		40	319,892	286,946	253,999	221,052	188,106	155,159	122,212	
	CIL £psm	50	312,445	279,498	246,552	213,605	180,658	147,712	114,765	
		40.00	60	304,998	272,051	239,104	206,158	173,211	140,264	107,318
			70	297,550	264,604	231,657	198,710	165,764	132,817	99,870
			80	290,103	257,156	224,210	191,263	158,316	125,370	92,423
			90	282,656	249,709	216,762	183,816	150,869	117,922	84,976
			100	275,208	242,262	209,315	176,368	143,422	110,475	77,528
			110	267,761	234,814	201,868	168,921	135,974	103,028	70,081
			120	260,314	227,367	194,420	161,474	128,527	95,580	62,634
			130	252,866	219,920	186,973	154,026	121,080	88,133	55,186
			140	245,419	212,472	179,526	146,579	113,632	80,686	47,739
			150	237,972	205,025	172,078	139,132	106,185	73,238	40,292
			160	230,524	197,578	164,631	131,684	98,738	65,791	32,844
			170	223,077	190,131	157,184	124,237	91,291	58,344	25,397
			180	215,630	182,684	149,737	116,790	83,844	50,897	17,950
			190	208,183	175,237	142,290	109,343	76,397	43,450	10,503
			200	200,736	167,790	134,843	101,896	68,950	36,003	3,056
			210	193,289	160,343	127,396	94,449	61,503	28,556	(4,491)
			220	185,842	152,896	119,949	87,002	54,056	21,109	(12,044)
			230	178,395	145,449	112,502	79,555	46,609	13,662	(19,597)
			240	170,948	137,002	105,055	72,108	39,162	6,215	(27,150)
		250	163,501	128,555	97,608	64,661	31,715	(1,242)	(34,703)	

Scheme Ref: **AV**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**TABLE 5**

Balance (RLV - BLV)	204,579	Density (dph)						
		25	30	35	40	45	50	55
CIL £psm 40.00	0	184,817	234,368	269,762	296,307	316,953	333,470	346,984
	10	177,370	226,921	262,315	288,860	309,506	326,023	339,537
	20	169,923	219,474	254,867	281,412	302,059	318,576	332,090
	30	162,475	212,026	247,420	273,965	294,611	311,128	324,642
	40	155,028	204,579	239,973	266,518	287,164	303,681	317,195
	50	147,581	197,132	232,525	259,070	279,717	296,234	309,748
	60	140,133	189,684	225,078	251,623	272,269	288,786	302,300
	70	132,686	182,237	217,631	244,176	264,822	281,339	294,853
	80	125,239	174,790	210,183	236,728	257,375	273,892	287,405
	90	117,791	167,342	202,736	229,281	249,927	266,444	279,958
	100	110,344	159,895	195,289	221,834	242,480	258,997	272,511
	110	102,897	152,448	187,841	214,386	235,033	251,550	265,063
	120	95,449	145,000	180,394	206,939	227,585	244,102	257,616
	130	88,002	137,553	172,947	199,492	220,138	236,655	250,169
	140	80,555	130,106	165,499	192,044	212,691	229,208	242,721
	150	73,107	122,658	158,052	184,597	205,243	221,760	235,274
	160	65,637	115,211	150,604	177,150	197,796	214,313	227,827
	170	58,150	107,737	143,155	169,702	190,349	206,866	220,379
	180	50,664	100,250	135,669	162,233	182,894	199,418	212,932
	190	43,177	92,764	128,182	154,747	175,408	191,936	205,460
	200	35,691	85,277	120,696	147,260	167,921	184,450	197,973
	210	28,204	77,791	113,209	139,773	160,434	176,963	190,487
	220	20,718	70,304	105,723	132,287	152,948	169,477	183,000
	230	13,231	62,818	98,236	124,800	145,461	161,990	175,514
	240	5,745	55,331	90,750	117,314	137,975	154,504	168,027
250	(1,742)	47,844	83,263	109,827	130,488	147,017	160,541	

**TABLE 6**

Balance (RLV - BLV)	204,579	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
CIL £psm 40.00	0	357,741	296,518	234,368	171,513	107,926	43,321	(21,994)
	10	350,333	289,071	226,921	164,065	100,439	35,834	(29,480)
	20	342,924	281,624	219,474	156,618	92,953	28,348	(36,967)
	30	335,516	274,176	212,026	149,171	85,466	20,861	(44,453)
	40	328,108	266,729	204,579	141,723	77,979	13,375	(51,940)
	50	320,699	259,282	197,132	134,276	70,493	5,888	(59,426)
	60	313,279	251,834	189,684	126,829	63,006	(1,599)	(66,913)
	70	305,831	244,387	182,237	119,381	55,520	(9,085)	(74,399)
	80	298,384	236,940	174,790	111,929	48,033	(16,572)	(81,886)
	90	290,937	229,492	167,342	104,443	40,547	(24,058)	(89,372)
	100	283,489	222,045	159,895	96,956	33,060	(31,545)	(96,896)
	110	276,042	214,598	152,448	89,469	25,574	(39,031)	(104,422)
	120	268,595	207,150	145,000	81,983	18,087	(46,518)	(111,948)
	130	261,147	199,703	137,553	74,496	10,601	(54,004)	(119,474)
	140	253,700	192,256	130,106	67,010	3,114	(61,491)	(127,000)
	150	246,253	184,808	122,658	59,523	(4,372)	(68,977)	(134,525)
	160	238,805	177,361	115,211	52,037	(11,859)	(76,464)	(142,051)
	170	231,358	169,914	107,737	44,550	(19,345)	(83,950)	(149,577)
	180	223,911	162,466	100,250	37,064	(26,832)	(91,445)	(157,103)
	190	216,463	155,019	92,764	29,577	(34,318)	(98,971)	(164,629)
	200	209,016	147,572	85,277	22,091	(41,805)	(106,497)	(172,155)
	210	201,569	140,124	77,791	14,604	(49,291)	(114,023)	(179,681)
	220	194,121	132,677	70,304	7,118	(56,778)	(121,549)	(187,207)
	230	186,674	125,230	62,818	(369)	(64,264)	(129,075)	(194,733)
	240	179,227	117,782	55,331	(7,855)	(71,751)	(136,601)	(202,259)
250	171,779	110,322	47,844	(15,342)	(79,238)	(144,127)	(210,701)	

Scheme Ref: **AV**  
 No Units: **8** Location / Value Zone: **Lower** Development Scenario: **Brownfield**  
 Notes: Rural Designated Areas

**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)	204,579								
	0	38,126	136,359	234,368	332,378	430,060	527,649	624,961	
	10	30,639	128,912	226,921	324,930	422,652	520,279	617,591	
	20	23,153	121,464	219,474	317,483	415,243	512,877	610,222	
	30	15,666	114,017	212,026	310,036	407,835	505,468	602,852	
	40	8,179	106,570	204,579	302,588	400,427	498,060	595,483	
	CIL £psm	50	693	99,122	197,132	295,141	393,018	490,651	588,113
		60	(6,794)	91,647	189,684	287,694	385,610	483,243	580,743
		70	(14,280)	84,161	182,237	280,246	378,201	475,835	573,374
		80	(21,767)	76,674	174,790	272,799	370,793	468,426	566,004
		90	(29,253)	69,188	167,342	265,352	363,361	461,018	558,635
		100	(36,740)	61,701	159,895	257,904	355,914	453,610	551,243
		110	(44,226)	54,215	152,448	250,457	348,466	446,201	543,835
		120	(51,713)	46,728	145,000	243,010	341,019	438,793	536,426
		130	(59,199)	39,242	137,553	235,562	333,572	431,385	529,018
		140	(66,686)	31,755	130,106	228,115	326,124	423,976	521,609
	150	(74,172)	24,269	122,658	220,668	318,677	416,568	514,201	
	160	(81,659)	16,782	115,211	213,220	311,230	409,160	506,793	
	170	(89,145)	9,296	107,737	205,773	303,782	401,751	499,384	
	180	(96,632)	1,809	100,250	198,326	296,335	394,343	491,976	
	190	(104,132)	(5,677)	92,764	190,878	288,888	386,897	484,568	
	200	(111,658)	(13,164)	85,277	183,431	281,440	379,450	477,159	
	210	(119,184)	(20,650)	77,791	175,984	273,993	372,002	469,751	
	220	(126,710)	(28,137)	70,304	168,536	266,546	364,555	462,343	
	230	(134,236)	(35,623)	62,818	161,089	259,098	357,108	454,934	
	240	(141,762)	(43,110)	55,331	153,642	251,651	349,660	447,526	
250	(149,288)	(50,597)	47,844	146,194	244,204	342,213	440,118		

**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

## 190909 SWC Residential Appraisals\_AO-AV\_v2 - Summary Table

Scheme Ref:	AO	AP	AQ	AR	AS	AT	AU	AV
No Units:	4	8	4	8	4	8	4	8
Location / Value Zone:	Higher	Higher	Lower	Lower	Higher	Higher	Lower	Lower
Development Scenario:	Greenfield	Greenfield	Greenfield	Greenfield	Brownfield	Brownfield	Brownfield	Brownfield
Notes:		Rural Designated Areas	Rural Designated Areas	Rural Designated Areas	Rural Designated Areas	Rural Designated Areas	Rural Designated Areas	Rural Designated Areas
<b>Total GDV (£)</b>	1,540,000	2,294,040	1,460,000	2,175,360	1,540,000	2,294,040	1,460,000	2,175,360
AH %	0%	40%	0%	40%	0%	40%	0%	40%
Affordable Rent:	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Social Rent:	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%	70.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%	30.00%
CIL (£ psm)	40.00	40.00	40.00	40.00	40.00	40.00	40.00	40.00
CIL (£ per unit)	4,040.00	2,424.00	4,040.00	2,424.00	4,040.00	2,424.00	4,040.00	2,424.00
CIL (£)	16,160	19,392	16,160	19,392	16,160	19,392	16,160	19,392
Site Specific S106 (£ per unit)	2,000	2,000	2,000	2,000	2,000	2,000	2,000	2,000
<b>Site Specific S106 (£)</b>	8,000	16,000	8,000	16,000	8,000	16,000	8,000	16,000
Sub-total CIL+S106 (£ per unit)	6,040	4,424	6,040	4,424	6,040	4,424	6,040	4,424
Strategic Infrastructure (£ per unit)	-	-	-	-	-	-	-	-
<b>Strategic Infrastructure (£)</b>	-	-	-	-	-	-	-	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	6,040	4,424	6,040	4,424	6,040	4,424	6,040	4,424
<b>Total Developers Profit (£)</b>	308,000	396,362	292,000	375,802	308,000	396,362	292,000	375,802
Developers Profit (% on OMS)	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%	6.0%
Developers Profit (% blended)	20.00%	17.28%	20.00%	17.28%	20.00%	17.28%	20.00%	17.28%
Developers Profit (% on costs)	42.55%	31.11%	38.87%	29.57%	40.84%	29.73%	38.87%	28.25%
<b>RLV (£)</b>	452,534	552,941	373,050	470,318	426,226	501,546	373,050	418,733
<b>RLV (£/acre)</b>	1,373,535	839,145	1,132,286	713,756	1,293,686	761,148	1,132,286	635,470
RLV (£/ha)	3,394,004	2,073,527	2,797,879	1,763,691	3,196,698	1,880,797	2,797,879	1,570,247
<b>Balance for Plan VA:</b>		£0	£0	£0	£0	£0	£0	£0
BLV (£)	90,603	181,207	74,130	148,260	131,787	263,573	107,077	214,153
<b>BLV (£/acre)</b>	275,000	275,000	225,000	225,000	400,000	400,000	325,000	325,000
BLV (£/ha)	679,525	679,525	555,975	555,975	988,400	988,400	803,075	803,075
Surplus/Deficit	361,931	371,734	298,920	322,058	294,440	237,973	265,974	204,579
<b>Surplus/Deficit (£/acre)</b>	1,098,535	564,145	907,286	488,756	893,686	361,148	807,286	310,470
Surplus/Deficit (£/ha)	2,714,479	1,394,002	2,241,904	1,207,716	2,208,298	892,397	1,994,804	767,172
Plan Viability comments	Viable	Viable	Viable	Viable	Viable	Viable	Viable	Viable