

200313 SWC Residential Appraisals_AW-AY v3 Strategic - Version Notes

Date	Version	Comments
200313	V3	

Scheme Ref: **AW**
 No Units: **1500** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: Broad Locations - Rushwick

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		1,500 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)		0.00 £ psm					
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	5.0%	45.0	5.0%	30.0	5%	75.0	
2 bed House	5.0%	45.0	5.0%	30.0	5%	75.0	
3 bed House	50.0%	450.0	50.0%	300.0	50%	750.0	
4 bed House	23.0%	207.0	23.0%	138.0	23%	345.0	
5 bed House	12.0%	108.0	12.0%	72.0	12%	180.0	
1 bed Flat	2.0%	18.0	2.0%	12.0	2%	30.0	
2 bed Flat	3.0%	27.0	3.0%	18.0	3%	45.0	
Total number of units	100.0%	900.0	100.0%	600.0	100%	1,500.0	
OMS Unit Floor areas -		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqm)			
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)	Net to Gross %	Gross (GIA) per unit (sqm)			
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)	AH units GIA (sqm)	Total GIA (all units) (sqm)			
1 bed House	3,105	33,422	2,070	22,281	5,175	55,703	
2 bed House	3,375	36,328	2,250	24,219	5,625	60,547	
3 bed House	40,500	435,938	27,000	290,626	67,500	726,564	
4 bed House	23,184	249,550	15,456	166,367	38,640	415,917	
5 bed House	13,824	148,800	9,216	99,200	23,040	248,000	
1 bed Flat	1,059	11,397	706	7,598	1,765	18,995	
2 bed Flat	2,065	22,224	1,376	14,816	3,441	37,041	
	87,112	937,661	58,074	625,107	145,186	1,562,768	
AH % by floor area:		40.00% 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		15,750,000		
2 bed House	250,000	3,333	310		18,750,000		
3 bed House	310,000	3,444	320		232,500,000		
4 bed House	420,000	3,750	348		144,900,000		
5 bed House	495,000	3,867	359		89,100,000		
1 bed Flat	150,000	3,000	279		4,500,000		
2 bed Flat	200,000	3,077	286		9,000,000		
					514,500,000		
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%	

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GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	45.0	@	210,000	9,450,000
2 bed House	45.0	@	250,000	11,250,000
3 bed House	450.0	@	310,000	139,500,000
4 bed House	207.0	@	420,000	86,940,000
5 bed House	108.0	@	495,000	53,460,000
1 bed Flat	18.0	@	150,000	2,700,000
2 bed Flat	27.0	@	200,000	5,400,000
	900.0			308,700,000
Affordable Rent GDV -				
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			-
Social Rent GDV -				
1 bed House	21.0	@	78,750	1,653,750
2 bed House	21.0	@	93,750	1,968,750
3 bed House	210.0	@	116,250	24,412,500
4 bed House	96.6	@	157,500	15,214,500
5 bed House	50.4	@	185,625	9,355,500
1 bed Flat	8.4	@	56,250	472,500
2 bed Flat	12.6	@	75,000	945,000
	420.0			54,022,500
Intermediate GDV -				
1 bed House	9.0	@	147,000	1,323,000
2 bed House	9.0	@	175,000	1,575,000
3 bed House	90.0	@	217,000	19,530,000
4 bed House	41.4	@	294,000	12,171,600
5 bed House	21.6	@	346,500	7,484,400
1 bed Flat	3.6	@	105,000	378,000
2 bed Flat	5.4	@	140,000	756,000
	180.0	600.0		43,218,000
Sub-total GDV Residential	1,500			405,940,500
AH on-site cost analysis:			EMV (no AH) less £GDV (inc. AH)	108,559,500
			748 £ psm (total GIA sqm)	72,373 £ per unit (total units)
Grant	1,500	@	0	-
Total GDV				405,940,500

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(670,000)
Statutory Planning Fees (Residential)				(222,959)
CIL		87,112 sqm (Market only)	0.00 £ psm	-
CIL analysis:		0.00% % of GDV	0 £ 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	1,500 units @	5,528 per unit	(8,292,000)
S106 analysis:	221,120 £ per ha	2.04% % of GDV	5,528 £ per unit (total ur	(8,292,000)
AH Commuted Sum		145,186 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		

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Construction Costs -						
Site Clearance and Demolition		92.66 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	1,500 units @		0 per unit		-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total ur		-
1 bed House		5,175 sqm @		1,048 psm		(5,423,400)
2 bed House		5,625 sqm @		1,048 psm		(5,895,000)
3 bed House		67,500 sqm @		1,048 psm		(70,740,000)
4 bed House		38,640 sqm @		1,048 psm		(40,494,720)
5 bed House		23,040 sqm @		1,048 psm		(24,145,920)
1 bed Flat		1,765 sqm @		1,287 psm		(2,271,176)
2 bed Flat	145,186	3,441 sqm @		1,287 psm		(4,428,794)
External works		153,399,011 @		20.0%		(30,679,802)
				20,453 £ 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	900 units @	90% @	521 £ per unit		(422,010)
M4(3) Category 3 Housing	Mrkt units	900 units @	10% @	10,111 £ per unit		(909,990)
Water Efficiency additional cost		1,500 units @		10 £ per unit		(15,000)
Low Carbon Energy cost		1,500 units @		4,847 £ per unit		(7,270,500)
Contingency		192,696,313 @		3.0% (GF/BF)		(5,780,889)
Professional Fees		192,696,313 @		6.5%		(12,525,260)
Disposal Costs -						
Residential Sales Agent Costs		308,700,000 OMS @		1.00%	2,058 £ per unit	(3,087,000)
Residential Sales Legal Costs		900 OM Units @		0.26%	900 £ per unit	(810,000)
Affordable Sale Legal Costs					lump sum	(10,000)
Marketing and Promotion		308,700,000 OMS @		3.00%	6,174 £ per unit	(9,261,000)
					8,779 £ per unit	
Interest (on Development Costs) -			6.50% APR	0.526% pcm		(578,102)
Developers Profit -						
Margin on AH		97,240,500		6.00% on AH values		(5,834,430)
Profit on OMS		308,700,000		20.00%		(61,740,000)
Profit analysis:		233,933,524		28.89% on costs		(67,574,430)
		405,940,500		16.65% blended GDV		(67,574,430)
TOTAL COSTS						(301,507,954)

RESIDUAL LAND VALUE (RLV)					
Residual Land Value (gross)					104,432,546
SDLT		104,432,546 @		(slabbed)	(5,211,127)
Acquisition Agent fees		104,432,546 @		1.0%	(1,044,325)
Acquisition Legal fees		104,432,546 @		0.5%	(522,163)
Interest on Land		104,432,546 @		6.50%	(6,788,116)
Residual Land Value					90,866,815
RLV analysis:	60,578 £ per plot	2,423,115 £ per ha		980,621 £ per acre	

BENCHMARK LAND VALUE (BLV)					
Residential Density		40.0 dph			
Site Area (Net)		37.50 ha		92.66 acres	
Density analysis:		3,872 sqm/ha		16,865 sqft/ac	
Benchmark Land Value (Net)	12,355 £ per plot	494,200 £ per ha		200,000 £ per acre	18,532,500

BALANCE					
Surplus/(Deficit)		1,928,915 £ per ha		780,621 £ per acre	72,334,315

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SENSITIVITY ANALYSIS		Affordable Housing - % on site 40%							
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.		10%	15%	20%	25%	30%	35%	40%	
TABLE 1	Balance (RLV - BLV)	72,334,315							
	CIL £psm	0.00							
		0	113,627,389	106,745,210	99,863,031	92,980,852	86,098,673	79,216,494	72,334,315
		10	112,320,746	105,510,544	98,700,342	91,890,140	85,079,938	78,269,736	71,459,534
		20	111,000,717	104,263,562	97,526,168	90,788,719	84,051,269	77,313,819	70,576,369
		30	109,667,432	103,003,811	96,340,190	89,676,354	83,012,448	76,348,542	69,684,637
		40	108,320,611	101,731,328	95,142,045	88,552,762	81,963,253	75,373,699	68,784,146
		50	106,959,962	100,445,838	93,931,714	87,417,590	80,903,457	74,389,081	67,874,705
		60	105,585,188	99,147,060	92,708,933	86,270,806	79,832,679	73,394,475	66,956,119
		70	104,195,988	97,834,713	91,473,437	85,112,162	78,750,887	72,389,611	66,028,188
		80	102,792,057	96,508,506	90,224,956	83,941,405	77,657,854	71,374,303	65,090,713
		90	101,373,084	95,168,148	88,963,212	82,758,277	76,553,341	70,348,405	64,143,470
		100	99,938,753	93,813,341	87,687,929	81,562,517	75,437,105	69,311,693	63,186,281
		110	98,488,743	92,443,782	86,398,820	80,353,859	74,308,898	68,263,937	62,218,950
		120	97,022,563	91,059,005	85,095,446	79,131,888	73,168,329	67,204,771	61,241,212
		130	95,539,718	89,658,577	83,777,436	77,896,295	72,015,154	66,134,013	60,252,872
		140	94,040,114	88,242,379	82,444,645	76,646,911	70,849,177	65,051,443	59,253,708
		150	92,523,407	86,810,089	81,096,770	75,383,451	69,670,133	63,956,814	58,243,495
		160	90,989,251	85,361,377	79,733,502	74,105,628	68,477,754	62,849,879	57,222,005
		170	89,437,290	83,895,909	78,354,528	72,813,147	67,271,766	61,730,386	56,189,005
		180	87,866,297	82,412,717	76,959,138	71,505,558	66,051,894	60,598,077	55,144,259
		190	86,276,588	80,911,751	75,546,915	70,182,079	64,817,242	59,452,406	54,087,528
		200	84,667,880	79,392,904	74,117,929	68,842,953	63,567,978	58,293,002	53,018,027
		210	83,039,087	77,855,450	72,671,814	67,487,869	62,303,894	57,119,919	51,935,943
		220	81,389,873	76,298,506	71,207,139	66,115,772	61,024,405	55,932,880	50,841,066
		230	79,720,400	74,722,493	69,724,586	64,726,678	59,728,771	54,730,864	49,732,957
	240	78,028,766	73,126,028	68,223,289	63,320,551	58,417,332	53,514,097	48,610,862	
	250	76,315,876	71,509,174	66,702,471	61,895,769	57,089,067	52,282,364	47,475,123	
TABLE 2	Balance (RLV - BLV)	72,334,315	Site Specific S106 100% (where 110% is a 10% increase etc.)						
	CIL £psm	0.00	90%	100%	110%	120%	130%	140%	150%
		0	73,064,300	72,334,315	71,603,890	70,873,202	70,142,514	69,411,683	68,680,262
		10	72,190,954	71,459,534	70,728,054	69,995,872	69,263,691	68,531,509	67,798,601
		20	71,309,342	70,576,369	69,843,397	69,109,882	68,376,089	67,642,297	66,907,880
		30	70,419,278	69,684,637	68,949,995	68,215,040	67,479,519	66,743,997	66,007,903
		40	69,520,435	68,784,146	68,047,715	67,311,155	66,573,785	65,836,415	65,098,475
		50	68,612,588	67,874,705	67,136,365	66,398,025	65,658,691	64,919,351	64,179,394
		60	67,695,764	66,956,119	66,215,748	65,475,377	64,734,036	63,992,604	63,250,457
		70	66,769,768	66,028,188	65,285,664	64,543,140	63,799,618	63,055,971	62,311,456
		80	65,834,400	65,090,713	64,345,911	63,601,109	62,855,230	62,109,242	61,362,181
		90	64,889,458	64,143,470	63,396,282	62,649,076	61,900,662	61,152,155	60,402,419
		100	63,934,736	63,186,281	62,436,568	61,686,749	60,935,700	60,184,348	59,431,953
		110	62,970,025	62,218,950	61,466,556	60,713,901	59,960,129	59,205,745	58,450,563
		120	61,995,113	61,241,212	60,486,030	59,730,354	58,973,728	58,216,125	57,457,951
		130	61,009,784	60,252,872	59,494,771	58,735,885	57,976,275	57,215,261	56,453,542
		140	60,013,819	59,253,708	58,492,556	57,730,269	56,967,262	56,202,925	55,437,466
		150	59,006,997	58,243,495	57,479,158	56,713,278	55,946,540	55,178,855	54,409,486
		160	57,989,090	57,222,005	56,454,046	55,684,678	54,914,012	54,142,258	53,369,326
		170	56,959,870	56,189,005	55,417,127	54,644,146	53,869,438	53,093,414	52,316,068
		180	55,918,967	55,144,259	54,368,261	53,591,019	52,812,439	52,032,077	51,250,111
		190	54,865,970	54,087,528	53,307,208	52,525,498	51,742,306	50,957,537	50,171,096
		200	53,800,885	53,018,027	52,233,669	51,447,335	50,659,322	49,869,583	49,078,023
		210	52,723,468	51,935,943	51,146,773	50,355,860	49,563,108	48,768,307	47,971,412
		220	51,633,467	50,841,066	50,046,870	49,250,781	48,452,702	47,652,535	46,850,180
		230	50,530,149	49,732,957	48,933,702	48,132,219	47,328,593	46,522,724	45,714,513
	240	49,413,441	48,610,862	47,806,123	46,999,122	46,189,760	45,377,935	44,563,545	
	250	48,283,308	47,475,123	46,664,621	45,851,702	45,036,262	44,218,201	43,397,415	

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TABLE 3

Balance (RLV - BLV)	72,334,315	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
0		85,762,765	83,077,075	80,391,385	77,705,695	75,020,005	72,334,315	69,648,625	
10		84,887,984	82,202,294	79,516,604	76,830,914	74,145,224	71,459,534	68,773,844	
20		84,004,819	81,319,129	78,633,439	75,947,749	73,262,059	70,576,369	67,890,679	
30		83,113,087	80,427,397	77,741,707	75,056,017	72,370,327	69,684,637	66,998,947	
40		82,212,596	79,526,906	76,841,216	74,155,526	71,469,836	68,784,146	66,098,456	
CIL Epsm		81,303,155	78,617,465	75,931,775	73,246,085	70,560,395	67,874,705	65,189,015	
0.00		80,384,569	77,698,879	75,013,189	72,327,499	69,641,809	66,956,119	64,270,429	
		79,456,638	76,770,948	74,085,258	71,399,568	68,713,878	66,028,188	63,342,498	
		78,519,163	75,833,473	73,147,783	70,462,093	67,776,403	65,090,713	62,405,023	
		77,571,920	74,886,230	72,200,540	69,514,850	66,829,160	64,143,470	61,457,780	
		76,614,731	73,929,041	71,243,351	68,557,661	65,871,971	63,186,281	60,500,591	
		75,647,400	72,961,710	70,276,020	67,590,330	64,904,640	62,218,950	59,533,260	
		74,669,662	71,983,972	69,298,282	66,612,592	63,926,902	61,241,212	58,555,522	
		73,681,322	70,995,632	68,309,942	65,624,252	62,938,562	60,252,872	57,567,182	
		72,682,158	69,996,468	67,310,778	64,625,088	61,939,398	59,253,708	56,568,018	
		71,671,945	68,986,255	66,300,565	63,614,875	60,929,185	58,243,495	55,557,805	
		70,650,455	67,964,765	65,279,075	62,593,385	59,907,695	57,222,005	54,536,315	
		69,617,455	66,931,765	64,246,075	61,560,385	58,874,695	56,189,005	53,503,315	
		68,572,709	65,887,019	63,201,329	60,515,639	57,829,949	55,144,259	52,458,569	
		67,515,978	64,830,288	62,144,598	59,458,908	56,773,218	54,087,528	51,401,838	
		66,446,477	63,760,787	61,075,097	58,389,407	55,703,717	53,018,027	50,332,337	
		65,364,393	62,678,703	59,993,013	57,307,323	54,621,633	51,935,943	49,250,253	
		64,269,516	61,583,826	58,898,136	56,212,446	53,526,756	50,841,066	48,155,376	
		63,161,407	60,475,717	57,790,027	55,104,337	52,418,647	49,732,957	47,047,267	
		62,039,312	59,353,622	56,667,932	53,982,242	51,296,552	48,610,862	45,925,172	
		60,903,573	58,217,883	55,532,193	52,846,503	50,160,813	47,475,123	44,789,433	

TABLE 4

Balance (RLV - BLV)	72,334,315	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
0		76,967,440	72,334,315	67,701,190	63,068,065	58,434,940	53,801,815	49,168,690
10		76,092,659	71,459,534	66,826,409	62,193,284	57,560,159	52,927,034	48,293,909
20		75,209,494	70,576,369	65,943,244	61,310,119	56,676,994	52,043,869	47,410,744
30		74,317,762	69,684,637	65,051,512	60,418,387	55,785,262	51,152,137	46,519,012
40		73,417,271	68,784,146	64,151,021	59,517,896	54,884,771	50,251,646	45,618,521
CIL Epsm		72,507,830	67,874,705	63,241,580	58,608,455	53,975,330	49,342,205	44,709,080
0.00		71,589,244	66,956,119	62,322,994	57,689,869	53,056,744	48,423,619	43,790,494
		70,661,313	66,028,188	61,395,063	56,761,938	52,128,813	47,495,688	42,862,563
		69,723,838	65,090,713	60,457,588	55,824,463	51,191,338	46,558,213	41,925,088
		68,776,595	64,143,470	59,510,345	54,877,220	50,244,095	45,610,970	40,977,845
		67,819,406	63,186,281	58,553,156	53,920,031	49,286,906	44,653,781	40,020,656
		66,852,075	62,218,950	57,585,825	52,952,700	48,319,575	43,686,450	39,053,325
		65,874,337	61,241,212	56,608,087	51,974,962	47,341,837	42,708,712	38,075,587
		64,885,997	60,252,872	55,619,747	50,986,622	46,353,497	41,720,372	37,087,247
		63,886,833	59,253,708	54,620,583	49,987,458	45,354,333	40,721,208	36,088,083
		62,876,620	58,243,495	53,610,370	48,977,245	44,344,120	39,710,995	35,077,870
		61,855,130	57,222,005	52,588,880	47,955,755	43,322,630	38,689,505	34,056,380
		60,822,130	56,189,005	51,555,880	46,922,755	42,289,630	37,656,505	33,023,380
		59,777,384	55,144,259	50,511,134	45,878,009	41,244,884	36,611,759	31,978,634
		58,720,653	54,087,528	49,454,403	44,821,278	40,188,153	35,555,028	30,921,903
		57,651,152	53,018,027	48,384,902	43,751,777	39,118,652	34,485,527	29,852,402
		56,569,068	51,935,943	47,302,818	42,669,693	38,036,568	33,403,443	28,770,318
		55,474,191	50,841,066	46,207,941	41,574,816	36,941,691	32,308,566	27,675,441
		54,366,082	49,732,957	45,099,832	40,466,707	35,833,582	31,200,457	26,567,332
		53,243,987	48,610,862	43,977,737	39,344,612	34,711,487	30,078,362	25,445,237
		52,108,248	47,475,123	42,841,998	38,208,873	33,575,748	28,942,623	24,309,498

Scheme Ref: **AW**
 No Units: **1500** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: Broad Locations - Rushwick

TABLE 5

Balance (RLV - BLV)	72,334,315	Density (dph)							
		25	30	35	40	45	50	55	
0		61,214,815	66,156,815	69,686,815	72,334,315	74,393,482	76,040,815	77,388,633	
10		60,340,034	65,282,034	68,812,034	71,459,534	73,518,700	75,166,034	76,513,852	
20		59,456,869	64,398,869	67,928,869	70,576,369	72,635,536	74,282,869	75,630,688	
30		58,565,137	63,507,137	67,037,137	69,684,637	71,743,803	73,391,137	74,738,955	
40		57,664,646	62,606,646	66,136,646	68,784,146	70,843,312	72,490,646	73,838,464	
CIL £psm		56,755,205	61,697,205	65,227,205	67,874,705	69,933,872	71,581,205	72,929,023	
0.00		55,836,619	60,778,619	64,308,619	66,956,119	69,015,285	70,662,619	72,010,437	
		54,908,688	59,850,688	63,380,688	66,028,188	68,087,355	69,734,688	71,082,507	
		53,971,213	58,913,213	62,443,213	65,090,713	67,149,880	68,797,213	70,145,031	
		53,023,970	57,965,970	61,495,970	64,143,470	66,202,636	67,849,970	69,197,788	
		52,066,781	57,008,781	60,538,781	63,186,281	65,245,447	66,892,781	68,240,599	
		51,099,450	56,041,450	59,571,450	62,218,950	64,278,117	65,925,450	67,273,268	
		50,121,712	55,063,712	58,593,712	61,241,212	63,300,379	64,947,712	66,295,531	
		49,133,372	54,075,372	57,605,372	60,252,872	62,312,039	63,959,372	65,307,191	
		48,134,208	53,076,208	56,606,208	59,253,708	61,312,875	62,960,208	64,308,027	
		47,123,995	52,065,995	55,595,995	58,243,495	60,302,662	61,949,995	63,297,814	
		46,102,505	51,044,505	54,574,505	57,222,005	59,281,172	60,928,505	62,276,323	
		45,069,505	50,011,505	53,541,505	56,189,005	58,248,171	59,895,505	61,243,323	
		44,024,759	48,966,759	52,496,759	55,144,259	57,203,425	58,850,759	60,198,577	
		42,968,028	47,910,028	51,440,028	54,087,528	56,146,694	57,794,028	59,141,846	
		41,898,527	46,840,527	50,370,527	53,018,027	55,077,193	56,724,527	58,072,345	
		40,816,443	45,758,443	49,288,443	51,935,943	53,995,110	55,642,443	56,990,261	
		39,721,566	44,663,566	48,193,566	50,841,066	52,900,233	54,547,566	55,895,385	
		38,613,457	43,555,457	47,085,457	49,732,957	51,792,123	53,439,457	54,787,275	
		37,491,362	42,433,362	45,963,362	48,610,862	50,670,029	52,317,362	53,665,181	
		36,355,623	41,297,623	44,827,623	47,475,123	49,534,290	51,181,623	52,529,441	

TABLE 6

Balance (RLV - BLV)	72,334,315	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
0		93,432,833	82,961,365	72,334,315	61,549,629	50,603,567	39,490,605	28,202,361
10		92,574,988	82,095,392	71,459,534	60,664,212	49,705,010	38,575,378	27,265,896
20		91,709,464	81,221,956	70,576,369	59,769,399	48,795,700	37,648,258	26,315,446
30		90,837,229	80,340,895	69,684,637	58,864,992	47,875,728	36,708,670	25,350,526
40		89,957,317	79,451,570	68,784,146	57,950,790	46,944,880	35,756,468	24,370,610
CIL £psm		89,070,044	78,554,032	67,874,705	57,026,587	46,002,601	34,791,346	23,375,378
0.00		88,175,497	77,648,368	66,956,119	56,092,177	45,048,614	33,812,596	22,364,337
		87,272,651	76,734,393	66,028,188	55,147,348	44,083,027	32,820,318	21,336,938
		86,362,306	75,811,665	65,090,713	54,191,885	43,105,025	31,813,902	20,292,527
		85,444,123	74,879,986	64,143,470	53,225,570	42,114,625	30,792,692	19,230,672
		84,517,337	73,939,465	63,186,281	52,247,897	41,111,498	29,756,608	18,150,831
		83,582,545	72,989,906	62,218,950	51,258,675	40,095,073	28,705,156	17,052,447
		82,639,560	72,031,106	61,241,212	50,257,866	39,065,312	27,637,830	15,934,541
		81,687,575	71,062,864	60,252,872	49,245,237	38,021,602	26,554,110	14,796,633
		80,726,904	70,084,971	59,253,708	48,220,070	36,963,637	25,453,465	13,638,111
		79,757,503	69,097,117	58,243,495	47,182,296	35,891,335	24,335,352	12,457,859
		78,779,173	68,099,128	57,222,005	46,131,916	34,803,531	23,199,212	11,255,380
		77,791,372	67,090,901	56,189,005	45,067,943	33,700,484	22,044,476	10,029,807
		76,794,041	66,072,217	55,144,259	43,990,599	32,581,675	20,870,559	8,779,836
		75,787,212	65,042,853	54,087,528	42,899,334	31,446,381	19,676,864	7,504,884
		74,770,674	64,002,582	53,018,027	41,793,709	30,294,085	18,462,779	6,203,853
		73,744,211	62,951,175	51,935,943	40,673,512	29,124,490	17,227,098	4,875,611
		72,707,605	61,888,397	50,841,066	39,538,236	27,937,029	15,969,574	3,518,988
		71,660,634	60,813,826	49,732,957	38,387,402	26,731,124	14,689,330	2,132,779
		70,603,004	59,727,288	48,610,862	37,221,015	25,506,180	13,385,260	715,738
		69,534,467	58,628,593	47,475,123	36,037,803	24,261,588	12,056,773	(733,847)

Scheme Ref: **AW**
 No Units: **1500** Location / Value Zone: **Lower** Development Scenario: **Greenfield**
 Notes: Broad Locations - Rushwick

TABLE 7

Balance (RLV - BLV) 72,334,315

Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

	90%	95%	100%	105%	110%	115%	120%
0	51,872,187	62,105,789	72,334,315	82,558,573	92,779,917	102,999,050	113,215,891
10	50,982,043	61,224,293	71,459,534	81,689,488	91,915,566	102,138,480	112,358,936
20	50,081,314	60,333,340	70,576,369	80,813,035	91,044,397	101,271,859	111,496,374
30	49,169,818	59,432,730	69,684,637	79,928,446	90,165,835	100,398,598	110,627,451
40	48,246,916	58,522,261	68,784,146	79,035,933	89,280,522	99,518,635	109,752,342
CIL £psm	47,312,466	57,601,730	67,874,705	78,135,562	88,387,230	98,632,190	108,871,434
0.00	46,366,536	56,670,928	66,956,119	77,227,033	87,486,978	97,738,527	107,983,765
	45,408,019	55,729,643	66,028,188	76,309,725	86,578,849	96,838,394	107,089,824
	44,437,485	54,777,463	65,090,713	75,384,044	85,663,025	95,930,664	106,189,810
	43,453,898	53,814,089	64,143,470	74,449,800	84,739,752	95,016,326	105,282,480
	42,457,564	52,839,519	63,186,281	73,506,799	83,807,820	94,094,155	104,369,009
	41,447,418	51,853,528	62,218,950	72,554,592	82,868,099	93,165,081	103,448,544
	40,423,822	50,855,705	61,241,212	71,593,048	81,920,403	92,228,086	102,521,172
	39,385,785	49,845,456	60,252,872	70,622,195	80,963,661	91,283,732	101,587,134
	38,333,204	48,823,023	59,253,708	69,641,828	79,998,620	90,331,523	100,645,486
	37,265,810	47,787,903	58,243,495	68,651,738	79,025,088	89,371,332	99,697,337
	36,182,880	46,739,448	57,222,005	67,651,712	78,042,444	88,403,507	98,741,041
	35,083,915	45,678,005	56,189,005	66,641,534	77,050,603	87,426,909	97,778,076
	33,968,678	44,602,361	55,144,259	65,620,987	76,049,715	86,442,495	96,806,906
	32,836,633	43,513,036	54,087,528	64,589,846	75,039,573	85,449,469	95,828,730
	31,687,230	42,408,848	53,018,027	63,547,886	74,019,903	84,447,718	94,842,125
	30,519,906	41,290,260	51,935,943	62,494,877	72,990,094	83,437,612	93,848,334
	29,334,085	40,155,878	50,841,066	61,430,586	71,950,444	82,418,299	92,845,722
	28,129,177	39,006,115	49,732,957	60,354,775	70,900,735	81,389,890	91,835,651
	26,904,578	37,840,298	48,610,862	59,267,204	69,840,744	80,352,562	90,816,695
	25,659,668	36,657,569	47,475,123	58,167,629	68,770,244	79,305,836	89,789,687

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: **AX**
 No Units: **6000** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Broad Locations - Throckmorton

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		6,000 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)		0.00 £ psm					
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	5.0%	180.0	5.0%	120.0	5%	300.0	
2 bed House	5.0%	180.0	5.0%	120.0	5%	300.0	
3 bed House	50.0%	1,800.0	50.0%	1,200.0	50%	3,000.0	
4 bed House	23.0%	828.0	23.0%	552.0	23%	1,380.0	
5 bed House	12.0%	432.0	12.0%	288.0	12%	720.0	
1 bed Flat	2.0%	72.0	2.0%	48.0	2%	120.0	
2 bed Flat	3.0%	108.0	3.0%	72.0	3%	180.0	
Total number of units	100.0%	3,600.0	100.0%	2,400.0	100%	6,000.0	
OMS Unit Floor areas -		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqm)			
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)	Net to Gross %	Gross (GIA) per unit (sqm)			
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)	AH units GIA (sqm)	Total GIA (all units) (sqm)			
1 bed House	12,420	133,688	8,280	89,125	20,700	222,813	
2 bed House	13,500	145,313	9,000	96,875	22,500	242,188	
3 bed House	162,000	1,743,753	108,000	1,162,502	270,000	2,906,256	
4 bed House	92,736	998,202	61,824	665,468	154,560	1,663,670	
5 bed House	55,296	595,201	36,864	396,801	92,160	992,002	
1 bed Flat	4,235	45,588	2,824	30,392	7,059	75,981	
2 bed Flat	8,259	88,897	5,506	59,265	13,765	148,162	
	348,446	3,750,643	232,297	2,500,428	580,744	6,251,071	
AH % by floor area:		40.00% AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV (£ (no AH))		
1 bed House	230,000	3,333	310		69,000,000		
2 bed House	270,000	3,600	334		81,000,000		
3 bed House	320,000	3,556	330		960,000,000		
4 bed House	450,000	4,018	373		621,000,000		
5 bed House	520,000	4,063	377		374,400,000		
1 bed Flat	170,000	3,400	316		20,400,000		
2 bed Flat	215,000	3,308	307		38,700,000		
					2,164,500,000		
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV
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: **AX**
 No Units: **6000** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Broad Locations - Throckmorton

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	180.0	@	230,000	41,400,000
2 bed House	180.0	@	270,000	48,600,000
3 bed House	1,800.0	@	320,000	576,000,000
4 bed House	828.0	@	450,000	372,600,000
5 bed House	432.0	@	520,000	224,640,000
1 bed Flat	72.0	@	170,000	12,240,000
2 bed Flat	108.0	@	215,000	23,220,000
	3,600.0			1,298,700,000
Affordable Rent GDV -				
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			-
Social Rent GDV -				
1 bed House	84.0	@	86,250	7,245,000
2 bed House	84.0	@	101,250	8,505,000
3 bed House	840.0	@	120,000	100,800,000
4 bed House	386.4	@	168,750	65,205,000
5 bed House	201.6	@	195,000	39,312,000
1 bed Flat	33.6	@	63,750	2,142,000
2 bed Flat	50.4	@	80,625	4,063,500
	1,680.0			227,272,500
Intermediate GDV -				
1 bed House	36.0	@	161,000	5,796,000
2 bed House	36.0	@	189,000	6,804,000
3 bed House	360.0	@	224,000	80,640,000
4 bed House	165.6	@	315,000	52,164,000
5 bed House	86.4	@	364,000	31,449,600
1 bed Flat	14.4	@	119,000	1,713,600
2 bed Flat	21.6	@	150,500	3,250,800
	720.0	2,400.0		181,818,000
Sub-total GDV Residential	6,000			1,707,790,500
AH on-site cost analysis:			EMV (no AH) less £GDV (inc. AH)	456,709,500
			786 £ psm (total GIA sqm)	76,118 £ per unit (total units)
Grant	6,000	@	0	-
Total GDV				1,707,790,500

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(2,530,000)
Statutory Planning Fees (Residential)				(843,959)
CIL		348,446 sqm (Market only)	0.00 £ psm	-
	CIL analysis:	0.00% % of GDV	0 £ 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	6,000 units @	11,931 per unit	(71,586,000)
S106 analysis:	477,240 £ per ha	4.19% % of GDV	11,931 £ per unit (total ur	(71,586,000)
AH Commuted Sum		580,744 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		

cont./

200313 SWC Residential Appraisals_AW-AY v3 Strategic

Scheme Ref: **AX**
 No Units: **6000** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Broad Locations - Throckmorton

Construction Costs -		370.65 acres @		0 £ per acre (if brownfield)		
Site Clearance and Demolition						-
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	6,000 units @		0 per unit		-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total ur		-
1 bed House		20,700 sqm @		1,048 psm		(21,693,600)
2 bed House		22,500 sqm @		1,048 psm		(23,580,000)
3 bed House		270,000 sqm @		1,048 psm		(282,960,000)
4 bed House		154,560 sqm @		1,048 psm		(161,978,880)
5 bed House		92,160 sqm @		1,048 psm		(96,583,680)
1 bed Flat		7,059 sqm @		1,287 psm		(9,084,706)
2 bed Flat	580,744	13,765 sqm @		1,287 psm		(17,715,176)
External works		613,596,042 @		20.0%		(122,719,208)
				20,453 £ 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	3,600 units @	90% @	521 £ per unit		(1,688,040)
M4(3) Category 3 Housing	Mrkt units	3,600 units @	10% @	10,111 £ per unit		(3,639,960)
Water Efficiency additional cost		6,000 units @		10 £ per unit		(60,000)
Low Carbon Energy cost		6,000 units @		4,847 £ per unit		(29,082,000)
Contingency		770,785,251 @		3.0% (GF/BF)		(23,123,558)
Professional Fees		770,785,251 @		6.5%		(50,101,041)
Disposal Costs -						
Residential Sales Agent Costs		1,298,700,000 OMS @		1.00%	2,165 £ per unit	(12,987,000)
Residential Sales Legal Costs		3,600 OM Units @		0.25%	900 £ per unit	(3,240,000)
Affordable Sale Legal Costs					lump sum	(10,000)
Marketing and Promotion		1,298,700,000 OMS @		3.00%	6,494 £ per unit	(38,961,000)
					9,200 £ per unit	
Interest (on Development Costs) -			6.50% APR	0.526% pcm		(3,502,164)
Developers Profit -						
Margin on AH		409,090,500		6.00% on AH values		(24,545,430)
Profit on OMS		1,298,700,000		20.00%		(259,740,000)
Profit analysis:		977,669,973		29.08% on costs	(284,285,430)	
		1,707,790,500		16.65% blended GDV	(284,285,430)	
TOTAL COSTS						(1,261,955,403)

RESIDUAL LAND VALUE (RLV)		445,835,097 @		(slabbed)		445,835,097
Residual Land Value (gross)						
SDLT		445,835,097 @		1.0%		(22,281,255)
Acquisition Agent fees		445,835,097 @		0.5%		(4,458,351)
Acquisition Legal fees		445,835,097 @		6.50%		(2,229,175)
Interest on Land		445,835,097 @				(28,979,281)
Residual Land Value						387,887,035
RLV analysis:	64,648 £ per plot	2,585,914 £ per ha		1,046,505 £ per acre		

BENCHMARK LAND VALUE (BLV)		40.0 dph		370.65 acres		
Residential Density						
Site Area (Net)		150.00 ha				
Density analysis:		3,872 sqm/ha		16,865 sqft/ac		
Benchmark Land Value (Net)	15,444 £ per plot	617,750 £ per ha		250,000 £ per acre		92,662,500

BALANCE		1,968,164 £ per ha		796,505 £ per acre		295,224,535
Surplus/(Deficit)						

Scheme Ref: **AX**
 No Units: **6000** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Broad Locations - Throckmorton

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)		295,224,535	10%	15%	20%	25%	30%	35%	40%
CIL £psm 0.00	0		468,873,043	439,932,407	410,991,772	382,051,137	353,110,501	324,168,297	295,224,535
	10		463,647,691	434,995,008	406,342,325	377,689,641	349,034,693	320,379,208	291,723,723
	20		458,389,649	430,026,775	401,662,613	373,297,271	344,931,929	316,566,587	288,201,246
	30		453,096,779	425,023,464	396,950,150	368,876,836	340,803,521	312,730,207	284,656,892
	40		447,766,760	419,987,374	392,207,989	364,428,604	336,649,219	308,869,834	281,087,511
	50		442,402,914	414,919,379	387,435,844	359,952,308	332,467,385	304,981,249	277,495,112
	60		437,004,917	409,819,170	382,631,961	355,443,989	328,256,018	301,068,046	273,880,074
	70		431,569,214	404,681,375	377,793,536	350,905,697	324,017,858	297,130,018	270,242,179
	80		426,095,529	399,509,809	372,924,088	346,338,368	319,752,647	293,166,436	266,578,077
	90		420,586,514	394,304,917	368,023,321	341,741,125	315,457,300	289,173,474	262,889,649
	100		415,041,115	389,063,858	363,086,601	337,109,344	311,132,087	285,154,830	259,177,573
	110		409,453,431	383,784,796	358,116,161	332,447,526	306,778,892	281,110,257	255,440,801
	120		403,829,204	378,471,264	353,113,325	327,755,385	302,396,331	277,036,262	251,676,193
	130		398,168,074	373,121,248	348,074,423	323,027,598	297,980,773	272,933,948	247,887,123
	140		392,462,103	367,730,646	342,999,188	318,267,730	293,536,273	268,804,815	244,073,357
	150		386,718,341	362,304,395	337,890,448	313,476,501	289,061,718	264,645,849	240,229,979
	160		380,935,239	356,839,535	332,743,831	308,648,127	284,552,423	260,456,720	236,361,016
	170		375,106,565	351,333,223	327,559,881	303,786,539	280,013,197	256,239,855	232,466,513
	180		369,238,815	345,790,050	322,341,286	298,892,078	275,441,708	251,991,337	228,540,967
	190		363,327,285	340,204,258	317,081,232	293,958,205	270,835,178	247,712,151	224,589,124
	200		357,371,356	334,577,943	311,784,529	288,991,115	266,197,701	243,404,287	220,609,548
	210		351,374,898	328,912,215	306,449,531	283,986,848	261,524,164	239,061,481	216,598,797
	220		345,328,399	323,200,499	301,072,599	278,944,698	256,816,798	234,688,897	212,560,997
	230		339,240,526	317,449,754	295,658,982	273,867,704	252,075,718	230,283,732	208,491,745
	240		333,104,150	311,652,255	290,200,360	268,748,464	247,296,569	225,844,674	204,392,779
	250		326,922,266	305,812,863	284,703,460	263,594,057	242,484,655	221,374,691	200,264,088

TABLE 2

		Site Specific S106					100% (where 110% is a 10% increase etc.)				
Balance (RLV - BLV)		295,224,535	90%	100%	110%	120%	130%	140%	150%		
CIL £psm 0.00	0		301,568,336	295,224,535	288,876,324	282,519,663	276,158,194	269,790,645	263,413,070		
	10		298,079,802	291,723,723	285,363,494	278,995,945	272,620,273	266,237,948	259,847,898		
	20		294,568,795	288,201,246	281,827,476	275,447,719	269,059,313	262,661,497	256,255,159		
	30		291,034,678	284,656,892	278,269,084	271,874,504	265,472,076	259,060,714	252,638,142		
	40		287,478,855	281,087,511	274,688,103	268,278,196	261,859,644	255,431,356	248,992,236		
	50		283,901,111	277,495,112	271,081,145	264,658,123	258,223,385	251,777,655	245,320,278		
	60		280,301,232	273,880,074	267,450,151	261,010,369	254,559,627	248,096,816	241,620,819		
	70		276,676,917	270,242,179	263,795,788	257,338,729	250,869,896	244,388,173	237,892,438		
	80		273,028,502	266,578,077	260,116,569	253,642,865	247,155,527	240,654,363	234,137,343		
	90		269,357,180	262,889,649	256,410,219	249,917,771	243,411,180	236,889,310	230,351,021		
	100		265,662,729	259,177,573	252,679,696	246,167,975	239,641,277	233,098,462	226,538,156		
	110		261,943,105	255,440,801	248,924,226	242,392,241	235,843,703	229,277,457	222,692,343		
	120		258,197,597	251,676,193	245,139,682	238,586,921	232,016,758	225,428,034	218,819,519		
	130		254,428,160	247,887,123	241,330,139	234,756,059	228,163,725	221,548,918	214,912,630		
	140		250,634,563	244,073,357	237,494,288	230,896,236	224,278,317	217,639,350	210,977,603		
	150		246,812,943	240,229,979	233,628,626	227,007,716	220,366,070	213,699,907	207,008,018		
	160		242,965,670	236,361,016	229,737,114	223,092,258	216,422,211	209,728,589	203,008,488		
	170		239,093,405	232,466,513	225,816,613	219,144,516	212,449,160	205,726,549	198,974,549		
	180		235,193,368	228,540,967	221,866,820	215,169,731	208,444,611	201,691,839	194,908,159		
	190		231,265,321	224,589,124	217,890,302	211,162,673	204,409,128	197,624,876	190,808,175		
	200		227,311,428	220,609,548	213,880,735	207,126,418	200,341,594	193,525,096	186,672,509		
	210		223,328,705	216,598,797	209,843,707	203,058,311	196,242,017	189,390,825	182,503,896		
	220		219,316,859	212,560,997	205,775,028	198,958,937	192,109,141	185,224,259	178,297,331		
	230		215,278,286	208,491,745	201,675,858	194,827,457	187,943,770	181,020,236	174,055,514		
	240		211,208,462	204,392,779	197,545,773	190,663,281	183,743,141	176,783,162	169,778,319		
	250		207,109,699	200,264,088	193,382,792	186,466,045	179,510,238	172,508,850	165,460,724		

Scheme Ref: **AX**
 No Units: **6000** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Broad Locations - Throckmorton

TABLE 3

Balance (RLV - BLV)	295,224,535	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
	0	351,717,985	340,419,295	329,120,605	317,821,915	306,523,225	295,224,535	283,925,845	
	10	348,217,173	336,918,483	325,619,793	314,321,103	303,022,413	291,723,723	280,425,033	
	20	344,694,696	333,396,006	322,097,316	310,798,626	299,499,936	288,201,246	276,902,556	
	30	341,150,342	329,851,652	318,552,962	307,254,272	295,955,582	284,656,892	273,358,202	
	40	337,580,961	326,282,271	314,983,581	303,684,891	292,386,201	281,087,511	269,788,821	
CIL Epsm	50	333,988,562	322,689,872	311,391,182	300,092,492	288,793,802	277,495,112	266,196,422	
0.00	60	330,373,524	319,074,834	307,776,144	296,477,454	285,178,764	273,880,074	262,581,384	
	70	326,735,629	315,436,939	304,138,249	292,839,559	281,540,869	270,242,179	258,943,489	
	80	323,071,527	311,772,837	300,474,147	289,175,457	277,876,767	266,578,077	255,279,387	
	90	319,383,099	308,084,409	296,785,719	285,487,029	274,188,339	262,889,649	251,590,959	
	100	315,671,023	304,372,333	293,073,643	281,774,953	270,476,263	259,177,573	247,878,883	
	110	311,934,251	300,635,561	289,336,871	278,038,181	266,739,491	255,440,801	244,142,111	
	120	308,169,643	296,870,953	285,572,263	274,273,573	262,974,883	251,676,193	240,377,503	
	130	304,380,573	293,081,883	281,783,193	270,484,503	259,185,813	247,887,123	236,588,433	
	140	300,566,807	289,268,117	277,969,427	266,670,737	255,372,047	244,073,357	232,774,667	
	150	296,723,429	285,424,739	274,126,049	262,827,359	251,528,669	240,229,979	228,931,289	
	160	292,854,466	281,555,776	270,257,086	258,958,396	247,659,706	236,361,016	225,062,326	
	170	288,959,963	277,661,273	266,362,583	255,063,893	243,765,203	232,466,513	221,167,823	
	180	285,034,417	273,735,727	262,437,037	251,138,347	239,839,657	228,540,967	217,242,277	
	190	281,082,574	269,783,884	258,485,194	247,186,504	235,887,814	224,589,124	213,290,434	
	200	277,102,998	265,804,308	254,505,618	243,206,928	231,908,238	220,609,548	209,310,858	
	210	273,092,247	261,793,557	250,494,867	239,196,177	227,897,487	216,598,797	205,300,107	
	220	269,054,447	257,755,757	246,457,067	235,158,377	223,859,687	212,560,997	201,262,307	
	230	264,985,195	253,686,505	242,387,815	231,089,125	219,790,435	208,491,745	197,193,055	
	240	260,886,229	249,587,539	238,288,849	226,990,159	215,691,469	204,392,779	193,094,089	
	250	256,757,538	245,458,848	234,160,158	222,861,468	211,562,778	200,264,088	188,965,398	

TABLE 4

Balance (RLV - BLV)	295,224,535	BLV (per acre)						
		150,000	200,000	250,000	300,000	350,000	400,000	450,000
	0	332,289,535	313,757,035	295,224,535	276,692,035	258,159,535	239,627,035	221,094,535
	10	328,788,723	310,256,223	291,723,723	273,191,223	254,658,723	236,126,223	217,593,723
	20	325,266,246	306,733,746	288,201,246	269,668,746	251,136,246	232,603,746	214,071,246
	30	321,721,892	303,189,392	284,656,892	266,124,392	247,591,892	229,059,392	210,526,892
	40	318,152,511	299,620,011	281,087,511	262,555,011	244,022,511	225,490,011	206,957,511
CIL Epsm	50	314,560,112	296,027,612	277,495,112	258,962,612	240,430,112	221,897,612	203,365,112
0.00	60	310,945,074	292,412,574	273,880,074	255,347,574	236,815,074	218,282,574	199,750,074
	70	307,307,179	288,774,679	270,242,179	251,709,679	233,177,179	214,644,679	196,112,179
	80	303,643,077	285,110,577	266,578,077	248,045,577	229,513,077	210,980,577	192,448,077
	90	299,954,649	281,422,149	262,889,649	244,357,149	225,824,649	207,292,149	188,759,649
	100	296,242,573	277,710,073	259,177,573	240,645,073	222,112,573	203,580,073	185,047,573
	110	292,505,801	273,973,301	255,440,801	236,908,301	218,375,801	199,843,301	181,310,801
	120	288,741,193	270,208,693	251,676,193	233,143,693	214,611,193	196,078,693	177,546,193
	130	284,952,123	266,419,623	247,887,123	229,354,623	210,822,123	192,289,623	173,757,123
	140	281,138,357	262,605,857	244,073,357	225,540,857	207,008,357	188,475,857	169,943,357
	150	277,294,979	258,762,479	240,229,979	221,697,479	203,164,979	184,632,479	166,099,979
	160	273,426,016	254,893,516	236,361,016	217,828,516	199,296,016	180,763,516	162,231,016
	170	269,531,513	250,999,013	232,466,513	213,934,013	195,401,513	176,869,013	158,336,513
	180	265,605,967	247,073,467	228,540,967	210,008,467	191,475,967	172,943,467	154,410,967
	190	261,654,124	243,121,624	224,589,124	206,056,624	187,524,124	168,991,624	150,459,124
	200	257,674,548	239,142,048	220,609,548	202,077,048	183,544,548	165,012,048	146,479,548
	210	253,663,797	235,131,297	216,598,797	198,066,297	179,533,797	161,001,297	142,468,797
	220	249,625,997	231,093,497	212,560,997	194,028,497	175,495,997	156,963,497	138,430,997
	230	245,556,745	227,024,245	208,491,745	189,959,245	171,426,745	152,894,245	134,361,745
	240	241,457,779	222,925,279	204,392,779	185,860,279	167,327,779	148,795,279	130,262,779
	250	237,329,088	218,796,588	200,264,088	181,731,588	163,199,088	144,666,588	126,134,088



Scheme Ref: **AX**
 No Units: **6000** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Broad Locations - Throckmorton

TABLE 5

Balance (RLV - BLV)	295,224,535	Density (dph)							
		25	30	35	40	45	50	55	
CIL Epsm 0.00	0	239,627,035	264,337,035	281,987,035	295,224,535	305,520,368	313,757,035	320,496,126	
	10	236,126,223	260,836,223	278,486,223	291,723,723	302,019,556	310,256,223	316,995,314	
	20	232,603,746	257,313,746	274,963,746	288,201,246	298,497,079	306,733,746	313,472,837	
	30	229,059,392	253,769,392	271,419,392	284,656,892	294,952,725	303,189,392	309,928,483	
	40	225,490,011	250,200,011	267,850,011	281,087,511	291,383,345	299,620,011	306,359,102	
	50	221,897,612	246,607,612	264,257,612	277,495,112	287,790,945	296,027,612	302,766,703	
	60	218,282,574	242,992,574	260,642,574	273,880,074	284,175,908	292,412,574	299,151,665	
	70	214,644,679	239,354,679	257,004,679	270,242,179	280,538,013	288,774,679	295,513,770	
	80	210,980,577	235,690,577	253,340,577	266,578,077	276,873,911	285,110,577	291,849,668	
	90	207,292,149	232,002,149	249,652,149	262,889,649	273,185,482	281,422,149	288,161,240	
	100	203,580,073	228,290,073	245,940,073	259,177,573	269,473,406	277,710,073	284,449,164	
	110	199,843,301	224,553,301	242,203,301	255,440,801	265,736,635	273,973,301	280,712,392	
	120	196,078,693	220,788,693	238,438,693	251,676,193	261,972,026	270,208,693	276,947,784	
	130	192,289,623	216,999,623	234,649,623	247,887,123	258,182,956	266,419,623	273,158,714	
	140	188,475,857	213,185,857	230,835,857	244,073,357	254,369,191	262,605,857	269,344,948	
	150	184,632,479	209,342,479	226,992,479	240,229,979	250,525,812	258,762,479	265,501,570	
	160	180,763,516	205,473,516	223,123,516	236,361,016	246,656,849	254,893,516	261,632,607	
	170	176,869,013	201,579,013	219,229,013	232,466,513	242,762,346	250,999,013	257,738,104	
	180	172,943,467	197,653,467	215,303,467	228,540,967	238,836,800	247,073,467	253,812,558	
	190	168,991,624	193,701,624	211,351,624	224,589,124	234,884,958	243,121,624	249,860,715	
	200	165,012,048	189,722,048	207,372,048	220,609,548	230,905,548	239,142,048	245,881,139	
	210	161,001,297	185,711,297	203,361,297	216,598,797	226,894,631	235,131,297	241,870,388	
	220	156,963,497	181,673,497	199,323,497	212,560,997	222,856,830	231,093,497	237,832,588	
	230	152,894,245	177,604,245	195,254,245	208,491,745	218,787,578	227,024,245	233,763,336	
	240	148,795,279	173,505,279	191,155,279	204,392,779	214,688,612	222,925,279	229,664,370	
250	144,666,588	169,376,588	187,026,588	200,264,088	210,559,922	218,796,588	225,535,679		

TABLE 6

Balance (RLV - BLV)	295,224,535	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	115%	120%
CIL Epsm 0.00	0	379,864,288	337,864,086	295,224,535	251,928,568	207,954,405	163,268,144	117,819,605
	10	376,429,919	334,399,232	291,723,723	248,386,139	204,358,582	159,606,224	114,072,420
	20	372,976,826	330,914,207	288,201,246	244,817,252	200,734,637	155,913,748	110,288,661
	30	369,504,816	327,408,808	284,656,892	241,223,408	197,082,508	152,186,817	106,467,523
	40	366,013,695	323,882,832	281,087,511	237,605,791	193,401,955	148,428,439	102,608,188
	50	362,503,123	320,335,364	277,495,112	233,960,212	189,692,016	144,637,775	98,709,828
	60	358,972,050	316,765,184	273,880,074	230,289,187	185,952,731	140,810,779	94,771,597
	70	355,421,167	313,173,695	270,242,179	226,593,143	182,183,447	136,950,232	90,792,639
	80	351,850,270	309,560,684	266,578,077	222,867,250	178,383,252	133,055,352	86,772,083
	90	348,259,156	305,925,938	262,889,649	219,116,179	174,553,055	129,124,266	82,709,044
	100	344,647,619	302,269,242	259,177,573	215,336,455	170,689,718	125,155,602	78,602,624
	110	341,015,451	298,589,650	255,440,801	211,528,416	166,796,663	121,150,377	74,451,910
	120	337,362,444	294,885,273	251,676,193	207,693,192	162,868,236	117,107,760	70,255,974
	130	333,688,388	291,158,174	247,887,123	203,826,646	158,908,412	113,026,910	66,013,875
	140	329,993,070	287,408,130	244,073,357	199,933,445	154,914,823	108,906,054	61,724,656
	150	326,276,276	283,634,916	240,229,979	196,007,136	150,885,851	104,744,446	57,387,345
	160	322,536,632	279,836,963	236,361,016	192,053,217	146,823,658	100,542,209	53,000,723
	170	318,773,892	276,012,973	232,466,513	188,066,066	142,724,841	96,298,449	48,562,165
	180	314,988,909	272,165,006	228,540,967	184,049,805	138,589,630	92,012,257	44,072,238
	190	311,181,460	268,292,828	224,589,124	179,999,520	134,418,942	87,682,711	39,529,903
	200	307,351,323	264,395,321	220,609,548	175,919,260	130,210,385	83,308,875	34,934,103
	210	303,498,273	260,469,728	216,598,797	171,803,492	125,962,651	78,889,795	30,280,919
	220	299,622,082	256,519,085	212,560,997	167,657,266	121,677,088	74,424,506	25,571,453
	230	295,719,781	252,543,152	208,491,745	163,473,879	117,352,823	69,912,024	20,804,957
	240	291,793,419	248,539,092	204,392,779	159,258,353	112,987,311	65,351,351	15,976,595
250	287,843,099	244,507,000	200,264,088	155,006,481	108,580,231	60,741,473	11,088,194	

Scheme Ref: **AX**
 No Units: **6000** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Broad Locations - Throckmorton

TABLE 7

Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)

Balance (RLV - BLV)	295,224,535	90%	95%	100%	105%	110%	115%	120%
	0	209,008,568	252,136,247	295,224,535	338,286,272	381,325,960	424,348,070	467,357,042
	10	205,443,210	248,606,915	291,723,723	334,808,745	377,868,653	420,907,941	463,931,072
	20	201,848,554	245,051,522	288,201,246	331,311,199	374,392,955	417,451,034	460,489,921
	30	198,225,205	241,472,456	284,656,892	327,793,432	370,898,675	413,976,373	457,033,414
	40	194,572,500	237,866,056	281,087,511	324,255,239	367,385,618	410,484,223	453,558,754
CIL £psm	50	190,889,035	234,233,692	277,495,112	320,696,417	363,853,587	406,974,829	450,068,433
0.00	60	187,176,752	230,576,454	273,880,074	317,116,758	360,302,385	403,448,006	446,562,305
	70	183,430,988	226,889,342	270,242,179	313,516,053	356,731,813	399,903,564	443,040,192
	80	179,655,676	223,177,162	266,578,077	309,893,376	353,141,671	396,341,312	439,501,911
	90	175,847,268	219,435,895	262,889,649	306,247,436	349,531,755	392,761,059	435,947,280
	100	172,006,113	215,666,878	259,177,573	302,579,701	345,901,863	389,162,612	432,376,115
	110	168,133,349	211,869,756	255,440,801	298,889,956	342,251,789	385,545,774	428,788,229
	120	164,224,667	208,042,373	251,676,193	295,177,983	338,581,325	381,910,350	425,183,436
	130	160,282,371	204,187,244	247,887,123	291,443,563	334,890,264	378,256,142	421,559,793
	140	156,306,317	200,299,931	244,073,357	287,685,507	331,178,394	374,582,949	417,918,837
	150	152,293,057	196,384,590	240,229,979	283,902,295	327,445,504	370,890,571	414,260,495
	160	148,243,632	192,435,748	236,361,016	280,095,845	323,691,381	367,178,805	410,584,573
	170	144,158,207	188,457,933	232,466,513	276,265,930	319,915,808	363,447,445	406,890,878
	180	140,035,909	184,445,927	228,540,967	272,412,321	316,118,333	359,696,287	403,179,215
	190	135,873,120	180,403,320	224,589,124	268,532,994	312,297,199	355,925,123	399,449,387
	200	131,671,994	176,326,480	220,609,548	264,627,429	308,453,844	352,133,742	395,701,194
	210	127,431,661	172,216,705	216,598,797	260,697,344	304,588,044	348,321,935	391,934,437
	220	123,151,237	168,073,323	212,560,997	256,742,501	300,699,575	344,489,487	388,148,915
	230	118,829,825	163,893,946	208,491,745	252,761,164	296,788,210	340,636,187	384,344,423
	240	114,464,875	159,681,546	204,392,779	248,751,668	292,853,721	336,761,816	380,520,756
	250	110,057,174	155,430,800	200,264,088	244,716,555	288,895,877	332,866,157	376,677,709

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: **AY**
 No Units: **10000** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Strategic Sites - Worcs Parkway Zone

ASSUMPTIONS - RESIDENTIAL USES							
Total number of units in scheme		10,000 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)		0.00 £ psm					
Unit mix -		Mkt Units mix%	MV # units	AH mix%	AH # units	Overall mix%	Total # units
1 bed House	5.0%	300.0	5.0%	200.0	5%	500.0	
2 bed House	5.0%	300.0	5.0%	200.0	5%	500.0	
3 bed House	50.0%	3,000.0	50.0%	2,000.0	50%	5,000.0	
4 bed House	23.0%	1,380.0	23.0%	920.0	23%	2,300.0	
5 bed House	12.0%	720.0	12.0%	480.0	12%	1,200.0	
1 bed Flat	2.0%	120.0	2.0%	80.0	2%	200.0	
2 bed Flat	3.0%	180.0	3.0%	120.0	3%	300.0	
Total number of units	100.0%	6,000.0	100.0%	4,000.0	100%	10,000.0	
OMS Unit Floor areas -		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqft)			
1 bed House	69.0	743	%	69.0	743	743	
2 bed House	75.0	807		75.0	807	807	
3 bed House	90.0	969		90.0	969	969	
4 bed House	112.0	1,206		112.0	1,206	1,206	
5 bed House	128.0	1,378		128.0	1,378	1,378	
1 bed Flat	50.0	538	85.0%	58.8	633	633	
2 bed Flat	65.0	700	85.0%	76.5	823	823	
AH Unit Floor areas -		Net area per unit (sqm)	Net to Gross %	Gross (GIA) per unit (sqft)			
1 bed House	69.0	743	%	69.0	743	743	
2 bed House	75.0	807		75.0	807	807	
3 bed House	90.0	969		90.0	969	969	
4 bed House	112.0	1,206		112.0	1,206	1,206	
5 bed House	128.0	1,378		128.0	1,378	1,378	
1 bed Flat	50.0	538	85.0%	58.8	633	633	
2 bed Flat	65.0	700	85.0%	76.5	823	823	
Total Gross Floor areas -		Mkt Units GIA (sqm)	AH units GIA (sqm)	Total GIA (all units) (sqft)			
1 bed House	20,700	222,813	13,800	148,542	34,500	371,355	
2 bed House	22,500	242,188	15,000	161,459	37,500	403,647	
3 bed House	270,000	2,906,256	180,000	1,937,504	450,000	4,843,760	
4 bed House	154,560	1,663,670	103,040	1,109,113	257,600	2,772,783	
5 bed House	92,160	992,002	61,440	661,335	153,600	1,653,337	
1 bed Flat	7,059	75,981	4,706	50,654	11,765	126,634	
2 bed Flat	13,765	148,162	9,176	98,775	22,941	246,937	
	580,744	6,251,071	387,162	4,167,381	967,906	10,418,452	
AH % by floor area:		40.00% AH % by floor area due to mix					
Open Market Sales values (£) -		£ OMS (per unit)	£psm	£psf	total MV (£ (no AH))		
1 bed House	230,000	3,333	310	115,000,000			
2 bed House	270,000	3,600	334	135,000,000			
3 bed House	320,000	3,556	330	1,600,000,000			
4 bed House	450,000	4,018	373	1,035,000,000			
5 bed House	520,000	4,063	377	624,000,000			
1 bed Flat	170,000	3,400	316	34,000,000			
2 bed Flat	215,000	3,308	307	64,500,000			
				3,607,500,000			
Affordable Housing values (£) -		Aff. Rent £	% of MV	Social Rent £	% of MV	Intermediate £	% of MV
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: **AY**
 No Units: **10000** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Strategic Sites - Worcs Parkway Zone

GROSS DEVELOPMENT VALUE				
OMS GDV - (part houses due to % mix)				
1 bed House	300.0	@	230,000	69,000,000
2 bed House	300.0	@	270,000	81,000,000
3 bed House	3,000.0	@	320,000	960,000,000
4 bed House	1,380.0	@	450,000	621,000,000
5 bed House	720.0	@	520,000	374,400,000
1 bed Flat	120.0	@	170,000	20,400,000
2 bed Flat	180.0	@	215,000	38,700,000
	6,000.0			2,164,500,000
Affordable Rent GDV -				
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			-
Social Rent GDV -				
1 bed House	140.0	@	86,250	12,075,000
2 bed House	140.0	@	101,250	14,175,000
3 bed House	1,400.0	@	120,000	168,000,000
4 bed House	644.0	@	168,750	108,675,000
5 bed House	336.0	@	195,000	65,520,000
1 bed Flat	56.0	@	63,750	3,570,000
2 bed Flat	84.0	@	80,625	6,772,500
	2,800.0			378,787,500
Intermediate GDV -				
1 bed House	60.0	@	161,000	9,660,000
2 bed House	60.0	@	189,000	11,340,000
3 bed House	600.0	@	224,000	134,400,000
4 bed House	276.0	@	315,000	86,940,000
5 bed House	144.0	@	364,000	52,416,000
1 bed Flat	24.0	@	119,000	2,856,000
2 bed Flat	36.0	@	150,500	5,418,000
	1,200.0	4,000.0		303,030,000
Sub-total GDV Residential	10,000			2,846,317,500
AH on-site cost analysis:			EMV (no AH) less £GDV (inc. AH)	761,182,500
			786 £ psm (total GIA sqm)	76,118 £ per unit (total units)
Grant	10,000	@	0	-
Total GDV				2,846,317,500

DEVELOPMENT COSTS				
Initial Payments -				
Planning Application Professional Fees, Surveys and reports				(4,190,000)
Statutory Planning Fees (Residential)				(1,395,959)
CIL		580,744 sqm (Market only)	0.00 £ psm	-
		0.00% % of GDV	0 £ per unit (total units)	-
CIL analysis:				
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	10,000 units @	13,201 per unit	(132,010,000)
S106 analysis:	528,040 £ per ha	4.64% % of GDV	13,201 £ per unit (total ur	(132,010,000)
AH Commuted Sum		967,906 sqm (total)	0 £ psm	-
Comm. Sum analysis:		0.00% % of GDV		

cont./

200313 SWC Residential Appraisals_AW-AY v3 Strategic

Scheme Ref: **AY**
 No Units: **10000** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Strategic Sites - Worcs Parkway Zone

Construction Costs -		617.75 acres @		0 £ per acre (if brownfield)		
Site Clearance and Demolition						-
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	10,000 units @		0 per unit		-
Infra. Costs analysis:	- £ per ha	0.00% % of GDV		0 £ per unit (total ur		-
1 bed House		34,500 sqm @		1,048 psm		(36,156,000)
2 bed House		37,500 sqm @		1,048 psm		(39,300,000)
3 bed House		450,000 sqm @		1,048 psm		(471,600,000)
4 bed House		257,600 sqm @		1,048 psm		(269,964,800)
5 bed House		153,600 sqm @		1,048 psm		(160,972,800)
1 bed Flat		11,765 sqm @		1,287 psm		(15,141,176)
2 bed Flat	967,906	22,941 sqm @		1,287 psm		(29,525,294)
External works		1,022,660,071 @		20.0%		(204,532,014)
				20,453 £ 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	6,000 units @	90% @	521 £ per unit		(2,813,400)
M4(3) Category 3 Housing	Mrkt units	6,000 units @	10% @	10,111 £ per unit		(6,066,600)
Water Efficiency additional cost		10,000 units @		10 £ per unit		(100,000)
Low Carbon Energy cost		10,000 units @		4,847 £ per unit		(48,470,000)
Contingency		1,284,642,085 @		3.0% (GF/BF)		(38,539,263)
Professional Fees		1,284,642,085 @		6.5%		(83,501,736)
Disposal Costs -						
Residential Sales Agent Costs		2,164,500,000 OMS @		1.00%	2,165 £ per unit	(21,645,000)
Residential Sales Legal Costs		6,000 OM Units @		0.25%	900 £ per unit	(5,400,000)
Affordable Sale Legal Costs					lump sum	(10,000)
Marketing and Promotion		2,164,500,000 OMS @		3.00%	6,494 £ per unit	(64,935,000)
					9,199 £ per unit	
Interest (on Development Costs) -			6.50% APR	0.526% pcm		(6,074,370)
Developers Profit -						
Margin on AH		681,817,500		6.00% on AH values		(40,909,050)
Profit on OMS		2,164,500,000		20.00%		(432,900,000)
Profit analysis:		1,642,343,412		28.85% on costs	(473,809,050)	
		2,846,317,500		16.65% blended GDV	(473,809,050)	
TOTAL COSTS						(2,116,152,462)

RESIDUAL LAND VALUE (RLV)		730,165,038 @		(slabbed)		
Residual Land Value (gross)						730,165,038
SDLT		730,165,038 @		1.0%		(36,497,752)
Acquisition Agent fees		730,165,038 @		0.5%		(7,301,650)
Acquisition Legal fees		730,165,038 @		6.50%		(3,650,825)
Interest on Land		730,165,038 @				(47,460,727)
Residual Land Value						635,254,083
RLV analysis:	63,525 £ per plot	2,541,016 £ per ha		1,028,335 £ per acre		

BENCHMARK LAND VALUE (BLV)		40.0 dph		617.75 acres		
Residential Density		250.00 ha				
Site Area (Net)						
Density analysis:		3,872 sqm/ha		16,865 sqft/ac		
Benchmark Land Value (Net)	15,444 £ per plot	617,750 £ per ha		250,000 £ per acre		154,437,500

BALANCE		1,923,266 £ per ha		778,335 £ per acre		
Surplus/(Deficit)						480,816,583

Scheme Ref: **AY**
 No Units: **10000** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Strategic Sites - Worcs Parkway Zone

SENSITIVITY ANALYSIS		Affordable Housing - % on site 40%							
Balance (RLV - BLV)		10%	15%	20%	25%	30%	35%	40%	
	480,816,583	0	770,246,680	722,012,288	673,774,995	625,535,392	577,295,789	529,056,186	480,816,583
		10	761,520,163	713,761,021	666,001,880	618,242,739	570,483,597	522,724,456	474,960,264
		20	752,730,685	705,455,116	658,179,546	610,903,977	563,628,407	516,347,726	469,066,039
		30	743,885,234	697,096,376	650,307,519	603,517,678	556,723,281	509,928,883	463,134,486
		40	734,983,269	688,684,294	642,380,929	596,077,008	549,773,087	503,469,165	457,165,244
		50	726,019,317	680,209,090	634,398,862	588,588,634	542,778,407	496,968,179	451,151,646
		60	716,991,957	671,678,671	626,365,385	581,052,099	535,736,922	490,417,925	445,098,928
		70	707,906,137	663,093,071	618,279,733	573,461,605	528,643,477	483,825,348	439,007,220
		80	698,759,739	654,445,807	610,131,876	565,817,944	521,504,013	477,190,081	432,872,862
		90	689,543,593	645,737,217	601,930,842	558,124,466	514,318,091	470,506,479	426,694,386
		100	680,266,983	636,971,554	593,676,126	550,376,905	507,076,464	463,776,022	420,475,581
		110	670,928,153	628,142,805	585,357,456	542,572,108	499,786,760	457,001,412	414,213,803
		120	661,516,136	619,249,354	576,982,573	534,715,791	492,449,009	450,177,169	407,904,836
		130	652,041,591	610,296,882	568,552,150	526,802,653	485,053,156	443,303,659	401,554,162
		140	642,500,002	601,276,899	560,053,796	518,830,694	477,607,591	436,384,488	395,158,075
		150	632,884,811	592,191,694	551,498,577	510,805,460	470,110,388	429,412,064	388,713,740
		160	623,204,969	583,045,463	542,881,836	502,717,947	462,554,058	422,390,168	382,226,279
		170	613,449,943	573,824,167	534,198,391	494,572,614	454,946,838	415,320,080	375,688,761
		180	603,624,055	564,540,104	525,456,153	486,369,911	447,281,285	408,192,659	369,104,033
		190	593,727,715	555,185,549	516,643,383	478,101,217	439,559,051	401,016,884	362,473,039
		200	583,751,827	545,759,922	507,768,017	469,776,113	431,781,974	393,785,189	355,788,404
		210	573,707,489	536,266,877	498,825,123	461,383,368	423,941,614	386,499,860	349,058,105
		220	563,578,700	526,695,669	489,813,039	452,930,208	416,047,377	379,160,825	342,272,998
		230	553,378,673	517,058,695	480,734,976	444,410,980	408,086,984	371,762,989	335,438,993
		240	543,094,859	507,338,681	471,582,502	435,826,324	400,070,145	364,312,465	328,551,267
		250	532,734,974	497,550,636	462,364,100	427,175,768	391,987,436	356,799,104	321,610,772

SENSITIVITY ANALYSIS		Site Specific S106							
Balance (RLV - BLV)		90%	100%	110%	120%	130%	140%	150%	
	480,816,583	0	492,523,163	480,816,583	469,093,455	457,358,776	445,610,577	433,846,876	422,065,674
		10	486,689,377	474,960,264	463,218,022	451,457,748	439,682,511	427,890,318	416,079,159
		20	480,819,510	469,066,039	457,298,850	445,515,955	433,714,962	421,893,359	410,051,315
		30	474,913,209	463,134,486	451,340,600	439,529,552	427,699,329	415,847,902	403,973,229
		40	468,966,237	457,165,244	445,343,751	433,503,633	421,642,863	409,759,402	397,851,196
		50	462,979,945	451,151,646	439,303,967	427,434,875	415,542,322	403,624,245	391,678,570
		60	456,955,950	445,098,928	433,221,048	421,320,264	409,394,519	397,441,738	385,459,833
		70	450,893,889	439,007,220	427,098,207	415,164,793	403,204,907	391,213,415	379,189,113
		80	444,789,333	432,872,862	420,931,218	408,962,321	396,964,077	384,934,380	372,871,104
		90	438,643,136	426,694,386	414,718,951	402,714,739	390,679,646	378,609,335	366,498,645
		100	432,457,555	420,475,581	408,465,401	396,423,942	384,345,542	372,231,193	360,078,736
		110	426,232,116	414,213,803	402,164,389	390,081,749	377,963,741	365,805,784	353,600,804
		120	419,959,069	407,904,836	395,817,955	383,696,289	371,532,773	359,325,899	347,073,298
		130	413,645,283	401,554,162	389,428,601	377,259,762	365,050,994	352,796,390	340,489,078
		140	407,290,368	395,158,075	382,986,751	370,776,089	358,519,483	346,212,069	333,850,030
		150	400,887,550	388,713,740	376,501,184	364,242,576	351,935,060	339,574,632	327,156,800
		160	394,440,730	382,226,279	369,965,669	357,658,051	345,299,234	332,883,120	320,402,228
		170	387,951,374	375,688,761	363,381,042	351,023,836	338,609,441	326,133,831	313,592,222
		180	381,411,854	369,104,033	356,748,437	344,335,762	331,865,433	319,331,585	306,722,970
		190	374,827,024	362,473,039	350,062,083	337,597,035	325,067,485	312,467,151	299,790,965
		200	368,197,641	355,788,404	343,328,638	330,802,656	318,211,332	305,546,675	292,799,752
		210	361,514,725	349,058,105	336,537,827	323,955,513	311,302,380	298,567,594	285,746,922
		220	354,786,759	342,272,998	329,699,630	317,052,009	304,330,022	291,524,706	278,626,971
		230	348,008,170	335,438,993	322,801,638	310,092,449	297,302,489	284,422,697	271,443,877
		240	341,178,356	328,551,267	315,854,876	303,076,938	290,214,428	277,258,412	264,196,177
		250	334,300,897	321,610,772	308,846,722	296,000,858	283,064,087	270,027,185	256,880,795

Scheme Ref: **AY**
 No Units: **10000** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Strategic Sites - Worcs Parkway Zone

TABLE 3

Balance (RLV - BLV)	480,816,583	Profit (on OMS) 20%							
		15%	16%	17%	18%	19%	20%	21%	
		0	574,972,333	556,141,183	537,310,033	518,478,883	499,647,733	480,816,583	461,985,433
		10	569,116,014	550,284,864	531,453,714	512,622,564	493,791,414	474,960,264	456,129,114
		20	563,221,789	544,390,639	525,559,489	506,728,339	487,897,189	469,066,039	450,234,889
		30	557,290,236	538,459,086	519,627,936	500,796,786	481,965,636	463,134,486	444,303,336
		40	551,320,994	532,489,844	513,658,694	494,827,544	475,996,394	457,165,244	438,334,094
CIL Epsm		50	545,307,396	526,476,246	507,645,096	488,813,946	469,982,796	451,151,646	432,320,496
0.00		60	539,254,678	520,423,528	501,592,378	482,761,228	463,930,078	445,098,928	426,267,778
		70	533,162,970	514,331,820	495,500,670	476,669,520	457,838,370	439,007,220	420,176,070
		80	527,028,612	508,197,462	489,366,312	470,535,162	451,704,012	432,872,862	414,041,712
		90	520,850,136	502,018,986	483,187,836	464,356,686	445,525,536	426,694,386	407,863,236
		100	514,631,331	495,800,181	476,969,031	458,137,881	439,306,731	420,475,581	401,644,431
		110	508,369,553	489,538,403	470,707,253	451,876,103	433,044,953	414,213,803	395,382,653
		120	502,060,586	483,229,436	464,398,286	445,567,136	426,735,986	407,904,836	389,073,686
		130	495,709,912	476,878,762	458,047,612	439,216,462	420,385,312	401,554,162	382,723,012
		140	489,313,825	470,482,675	451,651,525	432,820,375	413,989,225	395,158,075	376,326,925
		150	482,869,490	464,038,340	445,207,190	426,376,040	407,544,890	388,713,740	369,882,590
		160	476,382,029	457,550,879	438,719,729	419,888,579	401,057,429	382,226,279	363,395,129
		170	469,844,511	451,013,361	432,182,211	413,351,061	394,519,911	375,688,761	356,857,611
		180	463,259,783	444,428,633	425,597,483	406,766,333	387,935,183	369,104,033	350,272,883
		190	456,628,789	437,797,639	418,966,489	400,135,339	381,304,189	362,473,039	343,641,889
		200	449,944,154	431,113,004	412,281,854	393,450,704	374,619,554	355,788,404	336,957,254
		210	443,213,855	424,382,705	405,551,555	386,720,405	367,889,255	349,058,105	330,226,955
		220	436,428,748	417,597,598	398,766,448	379,935,298	361,104,148	342,272,998	323,441,848
		230	429,594,743	410,763,593	391,932,443	373,101,293	354,270,143	335,438,993	316,607,843
		240	422,707,017	403,875,867	385,044,717	366,213,567	347,382,417	328,551,267	309,720,117
		250	415,766,522	396,935,372	378,104,222	359,273,072	340,441,922	321,610,772	302,779,622

TABLE 4

Balance (RLV - BLV)	480,816,583	BLV (per acre)							
		150,000	200,000	250,000	300,000	350,000	400,000	450,000	
		0	542,591,583	511,704,083	480,816,583	449,929,083	419,041,583	388,154,083	357,266,583
		10	536,735,264	505,847,764	474,960,264	444,072,764	413,185,264	382,297,764	351,410,264
		20	530,841,039	499,953,539	469,066,039	438,178,539	407,291,039	376,403,539	345,516,039
		30	524,909,486	494,021,986	463,134,486	432,246,986	401,359,486	370,471,986	339,584,486
		40	518,940,244	488,052,744	457,165,244	426,277,744	395,390,244	364,502,744	333,615,244
CIL Epsm		50	512,926,646	482,039,146	451,151,646	420,264,146	389,376,646	358,489,146	327,601,646
0.00		60	506,873,928	475,986,428	445,098,928	414,211,428	383,323,928	352,436,428	321,548,928
		70	500,782,220	469,894,720	439,007,220	408,119,720	377,232,220	346,344,720	315,457,220
		80	494,647,862	463,760,362	432,872,862	401,985,362	371,097,862	340,210,362	309,322,862
		90	488,469,386	457,581,886	426,694,386	395,806,886	364,919,386	334,031,886	303,144,386
		100	482,250,581	451,363,081	420,475,581	389,588,081	358,700,581	327,813,081	296,925,581
		110	475,988,803	445,101,303	414,213,803	383,326,303	352,438,803	321,551,303	290,663,803
		120	469,679,836	438,792,336	407,904,836	377,017,336	346,129,836	315,242,336	284,354,836
		130	463,329,162	432,441,662	401,554,162	370,666,662	339,779,162	308,891,662	278,004,162
		140	456,933,075	426,045,575	395,158,075	364,270,575	333,383,075	302,495,575	271,608,075
		150	450,488,740	419,601,240	388,713,740	357,826,240	326,938,740	296,051,240	265,163,740
		160	444,001,279	413,113,779	382,226,279	351,338,779	320,451,279	289,563,779	258,676,279
		170	437,463,761	406,576,261	375,688,761	344,801,261	313,913,761	283,026,261	252,138,761
		180	430,879,033	399,991,533	369,104,033	338,216,533	307,329,033	276,441,533	245,554,033
		190	424,248,039	393,360,539	362,473,039	331,585,539	300,698,039	269,810,539	238,923,039
		200	417,563,404	386,675,904	355,788,404	324,900,904	294,013,404	263,125,904	232,238,404
		210	410,833,105	379,945,605	349,058,105	318,170,605	287,283,105	256,395,605	225,508,105
		220	404,047,998	373,160,498	342,272,998	311,385,498	280,497,998	249,610,498	218,722,998
		230	397,213,993	366,326,493	335,438,993	304,551,493	273,663,993	242,776,493	211,888,993
		240	390,326,267	359,438,767	328,551,267	297,663,767	266,776,267	235,888,767	205,001,267
		250	383,385,772	352,498,272	321,610,772	290,723,272	259,835,772	228,948,272	198,060,772



Scheme Ref: **AY**
 No Units: **10000** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Strategic Sites - Worcs Parkway Zone

TABLE 5

Balance (RLV - BLV)	480,816,583	Density (dph)						
		25	30	35	40	45	50	55
CIL £psm 0.00	0	388,154,083	429,337,417	458,754,083	480,816,583	497,976,305	511,704,083	522,935,901
	10	382,297,764	423,481,097	452,897,764	474,960,264	492,119,986	505,847,764	517,079,582
	20	376,403,539	417,586,872	447,003,539	469,066,039	486,225,761	499,953,539	511,185,357
	30	370,471,986	411,655,319	441,071,986	463,134,486	480,294,208	494,021,986	505,253,804
	40	364,502,744	405,686,077	435,102,744	457,165,244	474,324,966	488,052,744	499,284,562
	50	358,489,146	399,672,480	429,089,146	451,151,646	468,311,369	482,039,146	493,270,965
	60	352,436,428	393,619,761	423,036,428	445,098,928	462,258,650	475,986,428	487,218,246
	70	346,344,720	387,528,054	416,944,720	439,007,220	456,166,943	469,894,720	481,126,538
	80	340,210,362	381,393,695	410,810,362	432,872,862	450,032,584	463,760,362	474,992,180
	90	334,031,886	375,215,220	404,631,886	426,694,386	443,854,108	457,581,886	468,813,704
	100	327,813,081	368,996,415	398,413,081	420,475,581	437,635,303	451,363,081	462,594,899
	110	321,551,303	362,734,636	392,151,303	414,213,803	431,373,525	445,101,303	456,333,121
	120	315,242,336	356,425,669	385,842,336	407,904,836	425,064,558	438,792,336	450,024,154
	130	308,891,662	350,074,995	379,491,662	401,554,162	418,713,884	432,441,662	443,673,480
	140	302,495,575	343,678,908	373,095,575	395,158,075	412,317,797	426,045,575	437,277,393
	150	296,051,240	337,234,574	366,651,240	388,713,740	405,873,463	419,601,240	430,833,059
	160	289,563,779	330,747,113	360,163,779	382,226,279	399,386,001	413,113,779	424,345,597
	170	283,026,261	324,209,595	353,626,261	375,688,761	392,848,484	406,576,261	417,808,079
	180	276,441,533	317,624,867	347,041,533	369,104,033	386,263,755	399,991,533	411,223,351
	190	269,810,539	310,993,873	340,410,539	362,473,039	379,632,762	393,360,539	404,592,358
	200	263,125,904	304,309,238	333,725,904	355,788,404	372,948,127	386,675,904	397,907,723
	210	256,395,605	297,578,939	326,995,605	349,058,105	366,217,827	379,945,605	391,177,423
	220	249,610,498	290,793,832	320,210,498	342,272,998	359,432,721	373,160,498	384,392,317
	230	242,776,493	283,959,826	313,376,493	335,438,993	352,598,715	366,326,493	377,558,311
	240	235,888,767	277,072,101	306,488,767	328,551,267	345,710,990	359,438,767	370,670,586
	250	228,948,272	270,131,605	299,548,272	321,610,772	338,770,494	352,498,272	363,730,090

TABLE 6

Balance (RLV - BLV)	480,816,583	Build cost 100% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)						
		90%	95%	100%	105%	110%	120%	
CIL £psm 0.00	0	621,935,296	551,913,676	480,816,583	408,614,784	335,271,529	260,721,824	184,867,485
	10	616,195,698	546,120,942	474,960,264	402,684,578	329,247,912	254,579,694	178,574,066
	20	610,424,071	540,292,659	469,066,039	396,712,905	323,176,056	248,384,240	172,216,154
	30	604,620,088	534,429,573	463,134,486	390,694,508	317,056,018	242,133,432	165,792,362
	40	598,783,419	528,531,339	457,165,244	384,635,589	310,885,124	235,822,590	159,301,283
	50	592,913,730	522,597,609	451,151,646	378,529,906	304,666,117	229,454,915	152,741,488
	60	587,010,686	516,628,032	445,098,928	372,379,413	298,392,560	223,029,101	146,111,524
	70	581,073,948	510,619,328	439,007,220	366,184,962	292,070,653	216,543,823	139,409,915
	80	575,103,175	504,571,859	432,872,862	359,940,416	285,692,041	209,994,260	132,635,164
	90	569,097,553	498,487,281	426,694,386	353,652,971	279,261,578	203,382,601	125,785,747
	100	563,054,381	492,365,230	420,475,581	347,312,593	272,777,095	196,707,703	118,860,117
	110	556,975,950	486,205,342	414,213,803	340,927,531	266,234,210	189,968,161	111,856,705
	120	550,861,907	480,003,168	407,904,836	334,489,791	259,637,284	183,162,544	104,773,915
	130	544,711,896	473,760,334	401,554,162	328,004,500	252,981,830	176,289,403	97,606,909
	140	538,525,558	467,478,342	395,158,075	321,465,710	246,266,195	169,347,260	90,356,614
	150	532,302,530	461,156,811	388,713,740	314,877,521	239,492,854	162,333,764	83,021,560
	160	526,042,448	454,791,905	382,226,279	308,233,902	232,659,097	155,248,204	75,600,040
	170	519,741,146	448,383,120	375,688,761	301,540,084	225,760,503	148,089,461	68,085,976
	180	513,401,000	441,933,427	369,104,033	294,787,761	218,800,381	140,855,971	60,480,577
	190	507,022,488	435,442,433	362,473,039	287,984,610	211,777,312	133,546,146	52,782,950
	200	500,605,232	428,903,363	355,788,404	281,120,527	204,688,540	126,158,373	44,985,316
	210	494,148,851	422,320,635	349,058,105	274,202,377	197,530,846	118,691,012	37,090,493
	220	487,651,206	415,695,184	342,272,998	267,225,276	190,306,158	111,141,145	29,093,450
	230	481,109,514	409,022,228	335,438,993	260,187,997	183,012,968	103,507,612	20,991,784
	240	474,527,325	402,301,444	328,551,267	253,093,815	175,649,747	95,788,973	12,783,338
	250	467,904,243	395,536,473	321,610,772	245,934,283	168,214,938	87,983,474	4,464,807



Scheme Ref: **AY**
 No Units: **10000** Location / Value Zone: **Higher** Development Scenario: **Greenfield**
 Notes: Strategic Sites - Worcs Parkway Zone

TABLE 7		Market Values 0% (where 105% is a 5% increase, and 95% is a 5% decrease etc.)							
	Balance (RLV - BLV)	480,816,583	90%	95%	100%	105%	110%	115%	120%
		0	337,059,660	408,973,287	480,816,583	552,602,062	624,350,132	696,068,247	767,763,809
		10	331,088,148	403,068,793	474,960,264	546,790,267	618,572,697	690,320,099	762,039,916
		20	325,065,511	397,116,500	469,066,039	540,944,441	612,763,951	684,543,332	756,290,067
		30	318,992,711	391,123,049	463,134,486	535,063,284	606,923,568	678,737,635	750,513,967
		40	312,870,737	385,084,783	457,165,244	529,144,432	601,051,221	672,902,695	744,711,318
	CIL £psm	50	306,693,018	378,999,965	451,151,646	523,190,337	595,146,580	667,038,198	738,881,822
	0.00	60	300,465,098	372,872,350	445,098,928	517,200,647	589,209,311	661,143,825	733,025,174
		70	294,182,754	366,693,702	439,007,220	511,175,011	583,239,080	655,219,258	727,141,071
		80	287,844,013	360,472,346	432,872,862	505,113,073	577,235,549	649,264,173	721,227,121
		90	281,451,633	354,198,279	426,694,386	499,014,097	571,198,376	643,278,245	715,284,137
		100	275,002,026	347,879,549	420,475,581	492,873,374	565,124,858	637,261,146	709,312,917
		110	268,492,681	341,507,571	414,213,803	486,695,071	559,016,803	631,212,546	703,313,146
		120	261,926,112	335,088,871	407,904,836	480,478,817	552,873,886	625,132,113	697,284,511
		130	255,300,987	328,615,309	401,554,162	474,224,241	546,695,755	619,019,510	691,226,691
		140	248,612,170	322,093,983	395,158,075	467,930,124	540,482,052	612,874,399	685,139,368
		150	241,861,282	315,515,073	388,713,740	461,591,642	534,232,419	606,696,439	679,022,216
		160	235,048,041	308,887,013	382,226,279	455,213,500	527,946,495	600,485,287	672,874,911
		170	228,171,035	302,200,287	375,688,761	448,795,313	521,623,914	594,240,597	666,697,123
		180	221,228,801	295,460,761	369,104,033	442,336,693	515,264,311	587,962,019	660,488,523
		190	214,216,738	288,664,223	362,473,039	435,830,619	508,864,517	581,649,202	654,248,775
		200	207,136,891	281,809,215	355,788,404	429,282,723	502,425,455	575,301,791	647,977,543
		210	199,987,762	274,899,158	349,058,105	422,692,994	495,948,050	568,919,429	641,674,489
		220	192,767,828	267,925,387	342,272,998	416,059,065	489,431,921	562,501,755	635,339,271
		230	185,475,543	260,893,319	335,438,993	409,376,522	482,876,685	556,048,407	628,971,543
		240	178,109,336	253,802,123	328,551,267	402,650,703	476,281,955	549,559,019	622,570,959
		250	170,667,610	246,643,766	321,610,772	395,881,195	469,645,091	543,033,223	616,137,169

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

200313 SWC Residential Appraisals_AW-AY v3 Strategic - Summary Table

Scheme Ref:	AW	AX	AY
No Units:	1500	6000	10000
Location / Value Zone:	Lower	Higher	Higher
Development Scenario:	Greenfield	Greenfield	Greenfield
Notes:	Broad Locations - Rushwick	Broad Locations - Throckmorton	Strategic Sites - Worcs Parkway Zone
Total GDV (£)	405,940,500	1,707,790,500	2,846,317,500
AH %	40%	40%	40%
Affordable Rent:	0.00%	0.00%	0.00%
Social Rent:	70.00%	70.00%	70.00%
Intermediate (LCHO/Sub-Market/Starter etc.):	30.00%	30.00%	30.00%
CIL (£ psm)	-	-	-
CIL (£ per unit)	-	-	-
CIL (£)	-	-	-
Site Specific S106 (£ per unit)	5,528	11,931	13,201
Site Specific S106 (£)	8,292,000	71,586,000	132,010,000
Sub-total CIL+S106 (£ per unit)	5,528	11,931	13,201
Strategic Infrastructure (£ per unit)	-	-	-
Strategic Infrastructure (£)	-	-	-
Sub-total CIL+S106+Strat. Infra. (£ per unit)	5,528	11,931	13,201
Total Developers Profit (£)	67,574,430	284,285,430	473,809,050
Developers Profit (% on OMS)	20.0%	20.0%	20.0%
Developers Profit (% on AH)	6.0%	6.0%	6.0%
Developers Profit (% blended)	16.65%	16.65%	16.65%
Developers Profit (% on costs)	28.89%	29.08%	28.85%
RLV (£)	90,866,815	387,887,035	635,254,083
RLV (£/acre)	980,621	1,046,505	1,028,335
RLV (£/ha)	2,423,115	2,585,914	2,541,016
Balance for Plan VA:	£0	£0	£0
BLV (£)	18,532,500	92,662,500	154,437,500
BLV (£/acre)	200,000	250,000	250,000
BLV (£/ha)	494,200	617,750	617,750
Surplus/Deficit	72,334,315	295,224,535	480,816,583
Surplus/Deficit (£/acre)	780,621	796,505	778,335
Surplus/Deficit (£/ha)	1,928,915	1,968,164	1,923,266
Plan Viability comments	Viable	Viable	Viable